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GENE POOL DEVELOPMENT IN CASHEW

For the first time, the budding and grafting of cashew seedlings is being done commercially in Sri Lanka on the 600 acre cashew farm managed by Informatics Agrotech (Pvt) Ltd in Dehiattakandiya in System C. This is based on the recommendations by Ian Duncan, a leading international cashew production and marketing specialist, who visited Sri Lanka as an ISTI/HVH short term consultant in February 1993.

The Informatics cashew farm, which employs between 150-300 workers and 100 outgrower families, has 70 acres intercropped with coconut, 5 acres with banana, 3 acres with citrus (lime, lemon and oranges) one acre with pineapple, one acre with king coconut, 3/4 acre with mango, 1/2 acre with melons and 5 acres with chillie. Informatics General Manager Chandragupta Wijayatilake stated that the current emphasis is to expand their investment to achieve a 1000 acre high yielding cashew plantation with processing facilities. This also entails the agricultural afforestation and reforestation of the scrub jungle and the creation of a green canopy which will improve the environment. In collaboration with the Faculty of Agriculture, University of Peradeniya, Informatics with MED support has also launched an entomology program to identify the bio data of insects engaged in cashew pollination or destruction.

MED is assisting the Informatics farm to develop the cashew gene pool. As there is only one known variety of high yielding cashew plant in Sri Lanka, high yielding donor plants are being identified for selective planting. Informatics is also planning to import high yielding seeds and scion wood.

The second stage of the project will be the processing of the kernel, cashew nut shell liquid recovery and the production of fruit drinks, jellies, jams and liquor from the cashew apple.

COURSE FOR WOMEN ENTREPRENEURS

A MED training course on entrepreneur development for 20 women from System B led by TEAMS was held at the Mahaweli Business Center at Welikanda from April 20-25, 1993.

The women selected were engaged in projects in jaggery and sweet meat products, reed and wood

products, making school bags, manufacturing garments, poultry farming, marketing fruits and vegetables, and in managing retail shops and a purchasing center. Most of them reported difficulties in costing, pricing, recording, book keeping, business planning, marketing, and quality control. The course included lectures and practical training in recording and book keeping, costing and pricing, marketing, production (productivity, quality and costs), legal aspects, business planning and the management of a business.

Similar MED entrepreneur development training programs were simultaneously conducted in System H by Resources Development Consultants Ltd, in Uda Walawe, by the Agrarian Research and Training Institute, and in System C, by the Sri Lanka Business Development Center. Jeanrette Tissera, EIED Deputy Manager, coordinates the management courses for women entrepreneurs.

MED

The Mahaweli Enterprise Development Project

MED generates employment in Mahaweli areas by supporting private investment in agribusiness, manufacturing, tourism, minerals and services. Small and large businesses receive technical expertise, marketing support, training, business advisory services and credit. Policy assistance is provided to lower barriers to the start-up and expansion of enterprises in the Mahaweli, improve access to resources and strengthen institutional frameworks for business development and competition. MED is a USAID-supported initiative of the Mahaweli Authority of Sri Lanka.

USAID DELEGATION VISITS SYSTEM H

Richard Brown, Director of USAID in Sri Lanka, Tobey Pierce, Sri Lanka Desk Officer in USAID's Asia Bureau in Washington D.C., and Glenn Anders, Head of the Agriculture and Natural Resources Office for USAID in Sri Lanka, visited USAID sponsored business ventures in System H on July 7, 1993.

The USAID team, which reviewed the performance of the business ventures assisted by MED/EIED staff of the Mahaweli Business Centre at Madatugama,

were impressed by the employment generated in System H. They also visited the recently privatized Rajarata Farm at Dambawatana which has developed rapidly under the ownership of the Ellawala Horticultural Company (Pvt) Ltd.

The visit was organized by Hector Fernando, EIED Deputy Manager, and Sarath Wijeratne, EIED Assistant Manager and Charmarie Maelge, MED Business Consultant at the Mahaweli Business Centre at Madatugama. The team was briefed by Sunil Amerasinghe, the EIED Director, Dr. Jim Finucane, MED Chief of Party, Jayantha Jayewardene, MED Deputy Chief of Party, M.W. Panditha, MED Credit Advisor, Earl Guise, MED Agribusiness Advisor and K.B. Jayasinghe, Resident Project Manager, System H.

#### 1993 MED/EIED PLAN

Main thrusts of the 1993 MED/EIED plan are to:

- (i) focus direct technical and marketing support to firms which have the highest potential to generate employment;
- (ii) develop more efficient methods for extending high numbers of consultancies to small businesses;
- (iii) upgrade the Mahaweli business environment through improvements in land administration and infrastructure; and
- (iv) transfer MASL resources to private enterprises for productive use.

#### DEHYDRATION OF FRUITS AND VEGETABLES IN SYSTEM C

A pilot processing facility for the dehydration of fruits and vegetables is being established at Girandurukotte in System C by Agra-Ceylan International (Pvt) Ltd. The facility will generate dried fruit for export and domestic promotion.

EIED has leased the land and the building to Agra-Ceylan and MED is proposing additional technical and marketing assistance under a Pre-Investment Program. Agra-Ceylan has the capability to custom-pack the products to meet each buyer's requirements and specifications and has already exported 160 tons of fruits and vegetables to Switzerland.

Agra-Ceylan, developed its processing facility for the dehydration of fruits and vegetables with the assistance of the Department of Agriculture Engineering at the University of Peradeniya. They are currently developing a large scale production unit

which will be installed in Dehiattakandiya at the final phase of the project.

#### 400 PROJECTS FOR SYSTEM C

The Mahaweli Business Centers at Dehiattakandiya and Girandurukotte, in System C, together with 90 Unit Managers of the Mahaweli Economic Agency, have decided to initiate 400 projects to coincide with Mahaweli Week, 1994.

Representatives of the Bank of Ceylon, People's Bank, Regional Rural Development Bank and Seylan Bank met with EIED/MED staff at the RPM's office, Dehiattakandiya on May 11, 1993. At the meeting, chaired by Neil Bandara, the Resident Project Manager of System C, it was agreed that 90 Unit Managers, with the assistance of their Block Managers will submit 5 project proposals each to the Business Centers. The EIED/MED staff at the centers will evaluate the viability of the projects and present selected ones to the banks for financing. Every three months the business center staff will meet with the banks and review the progress of the projects.

A second meeting to finalize the financing and implementation of the projects will be held at the RPM's office on July 7, 1993.

#### CULTIVATION WORKSHOP

A series of workshops conducted by Earl Guise, the MED Agribusiness Advisor, to promote the right technologies for enhancing production of high value export crops among commercial farmers was held in System B during May and June 1993. A demonstration workshop on mechanical land preparation for 20 farmers and representatives of commercial companies was held at Mahaweli Regional Training Center, Vijayabapura, on May 16, 1993. The subsequent land ploughing and preparation of the ground was done at the NASPA farm in System B.

This was followed by a demonstration workshop on planting of sweet corn, honey dew melons on May 20. The commercial farmers who attended these workshops were also instructed in the planting of banana at the Vajira farm and in the preparation of chillie seed beds to produce seedlings on June 6 and the planting of okra at the Jayasekera farm on June 20. The training in cultivation procedure included field work in plant care fertilizer application, spraying, weeding, fertilizer side dressing and irrigation.

Dr. Upatissa Pethiyagoda, EIED's Consultant Agronomist, who attended the June 20th workshop, reported that the workshop was a great success.

### PUBLIC SEMINAR ON THE FLORIDA RESULTS

The quality of high value horticultural products cultivated in Sri Lanka deteriorates rapidly due to rough handling during harvesting, stated Mohan Ratwatte and Dilip De Silva, speakers at a MED sponsored public seminar and video presentation on the post-harvest handling of fruits, vegetable and flowers, held at the auditorium of EIED, on June 9, 1993.

Mr Ratwatte, Ace Processing (Pvt) Ltd (a subsidiary of Aitken Spence and Company) and Mr de Silva, CTC Foliage (Pvt) Ltd, stressed the necessity of removing field heat and carefully packing and storing produce under proper temperature and humidity controls. The public seminar followed a visit by them to the Post-harvest Horticultural Institute, University of Florida, which included lectures, demonstrations and field visits to farms, processing plants and distribution centers.

Ace Processing (Pvt) Ltd is developing high value horticultural export crops and establishing a cold chain in the Uda Walawe Special Region. CTC Foliage (Pvt) Ltd is cultivating Alphonso mangoes, Kew pineapples and other fruits in the Mahaweli System C for dehydration and export. Both projects are receiving technical and marketing assistance from MED/EIED.

### AGRICULTURE PRODUCTS QUALITY WORKSHOP

The Sri Lanka experience in agribusiness was discussed by Dr. Kamal Hyder, MED Business Development Advisor, in a paper titled "Development of Agriculture Based Enterprises in Sri Lanka" at the Workshop on the Quality of Agricultural Products held in Manila from May 9-13, 1993.

Outlining the progress in agribusiness since the 1980's, Dr. Hyder said that the USAID supported Diversified Agricultural Research Project (DARP), the Mahaweli Agricultural and Rural Development Project (MARD), the Agro-Enterprise Project (AgEnt) and MED have contributed to the recent developments of the food processing industry in Sri Lanka. He added that the countries of the developing world have excellent opportunities to diversify agriculture by cultivating high value crops and

processing them into value added products for domestic and export markets.

The workshop, organized by the US Department Agriculture and USAID in collaboration with the US Customs Service, US Food and Drug Administration, and US Environmental Protection Agency, was attended by 69 participants mostly from the Asia-Pacific region. The workshop covered regulatory issues of plant and animal health including policy, quarantine, tariffs and duties; food quality safety and labeling; environmental protection including use and disposal of agro-chemicals, pesticide residues and integrated pest management and market information including post-harvest handling and transportation.

### 1993 MED/EIED TARGETS Medium and Large Enterprises

- o Generate 3,000 jobs.
- o Implement 12 Pre-investment Programs.
- o Implement 5 special projects.
- o Attain MASL Board approval of 50 investors.
- o Assist 20 agribusiness investors to export products.
- o Provide marketing services to 100 investors and special market assistance to 10 high potential investors.
- o Broken ground for four tourism, two mineral based, five manufacturing and two housing projects.

### MANUFACTURING OF JAMS AND CORDIALS IN UDA WALAWE

A project to manufacture one million bottles of jams and cordials per year will be launched by Agri Lanka (Pvt) Ltd, with EIED and MED assistance at the Embilipitiya Industrial Park in the Uda Walawe in July 1993.

In the Uda Walawe Special Area over 23,000 settlers are cultivating 18,000 hectares of fruits and vegetables. Agri Lanka installed their fruit and vegetable processing machines for jam, jelly and cordial production in the Uda Walawe industrial estate in June 1993. The raw material used will be mango, wood apple, silver melon, orange lime, nelli, pineapple and passion fruit. Agri Lanka is planning to expand their work force from 4 to 32 during 1993. According to the Ministry of Industries, Science and Technology, although there are almost 50 jam and cordial manufacturers in Sri Lanka substantial quantities continue to be imported to meet domestic demand. Further, some fruit growers are

exporting fruit juice and pulp to foreign manufacturers of cordials and jams.

### ENTREPRENEUR EXCEEDS ANNUAL SALES TARGET

Iresha Trade and Industries, an enterprise with 20 full time employees, which invested in a noodles and papadam processing project in the Embilipitiya Industrial Park in February 1993, exceeded their projected annual sales target in June 1993.

Mr Gamage, the proprietor of Iresha Trade and Industries, who is receiving MED/EIED assistance, uses wheat flour, ulundu flour, Sodium Bicarbonate and salt as raw material. With ten years of experience in the food industry, Mr. Gamage is planning to manufacture chillie powder, curry powder, rice flour, kurakkan flour and artificial vinegar, before year end.

### 1993 MED/EIED TARGETS

#### Small Enterprises

- o Generate 1,300 jobs.
- o Deliver 8,000 business consultations to 3,000 Small Entrepreneurs and Businesses.
- o Arrange 1,000 loans; form 30 Savings and Credit Societies.
- o Train 1,300 individuals.
- o Arrange eight sub-contracts for small enterprises.

### TRAINING FOR FOOD INDUSTRIALISTS

A training and demonstration program for food industrialists in System H to upgrade the quality of food products will be conducted by EIED/MED at the Mahaweli Economic Agency Training Center in Tambuttegama in July, 1993.

The program, organized by the EIED/MED food technology group chaired by Sunil Amerasinghe, Acting Director, EIED, will instruct the participants in quality assurance, food hygiene, microbial spoilage of food products, maintaining accounts, marketing and the managerial aspects of food production. Among the instructors will be Dr. Kamal Hyder, MED Business Development Advisor, Kusum Edirisinghe and Sisira Perera, EIED Food Technologists, Jagath Godakanda, MED Business Consultant, Ananda Karunaratne, Food Consultant, Sarvodaya Economic Enterprises Development Services (SEEDS) and C. Edirisinghe, Manager, International Technology Development Group, Embilipitiya.

The food technology group, which completed an assessment of the training needs of Mahaweli food industries during April to June, is planning to conduct similar programs in all the Mahaweli Systems before the end of 1993.

### TRAINING IN MUSHROOM CULTIVATION

A training program, to cultivate mushrooms conducted by EIED in collaboration with the Export Development Board was held at the EDB training center, Ratmalana, on June 19, 1993.

The program, organized at the request of the Sandunpura farmers association by Kusum Edirisinghe, Food Technologist, EIED, was the second in a series of training programs organized to promote mushroom cultivation. Twenty eight farmers from System C were trained in theoretical and practical aspects of growing straw and oyster mushroom by EDB training and research officers.

The cultivation of mushrooms, one of the 15,000 projects launched under the Janasaviya program, is potentially a high profit venture. EIED in collaboration with the EDB will conduct similar training courses for farmers in Uda Walawe, System H and System B, in July and August 1993. It has been reported that 7 of the 15 farmers from System H who followed the training program in November 1992 have become successful mushroom growers.

### USAID INTERN REVIEWS THE MIS

Valerie Brown, a USAID intern from the North Carolina Agricultural and Technical State University, Greensboro, is assigned to the MED Project during June and July, 1993.

Ms Brown has interviewed 50 randomly selected entrepreneurs from the registered client list of the Mahaweli Business Center at Embilipitiya to verify MIS data base inputs and to document the relationship between MED/EIED assistance and business formation, job creation and enterprise growth.

### PRODUCTION OF POPSICLES

Rasapiri Cream house in the Embilipitiya Industrial Park, which is receiving EIED/MED assistance through Kusum Edirisinghe of the Food Technology group, is producing and marketing 1000 ice cubes and 8000 popsicles a day.

Mr. Nandasena Wattuhewa, an entrepreneur with 20 employees, is planning to add ice cream and yoghurt to his product line. Fifteen cyclists, who are already marketing ice and popsicles, will also handle the distribution of the new products. To improve the distribution of his products, Mr Wattuhewa, is planning to purchase a delivery van in July, 1993. Mr. Wattuhewa's first year target is 720,000 popsicles and 14,400 ice cream cups and ice cream cones. The raw material used in production are milk powder, sugar, condensed milk, essence, coloring, gelatine, popsicle sticks, cups and spoons, polytene and cones.

Mr. Wattuhewa, who has seven years of experience in the food industry, has applied to MED for marketing and technical assistance.

### TRAINING AT KOTMALE

Vocational and Entrepreneur Development Center, established at Kadadora, Kotmale, will conduct a number of training courses for Mahaweli second generation school leavers in carpentry, welding and spoken English from July-August, 1993.

The center, established in November 1992, has conducted training on the use of industrial sewing machines, motor mechanism, English short hand and typing and driving. The duration of the courses range from three months to one year. Many of those who completed their training in industrial sewing machines have already found employment. The programs have been organized by the EIED Deputy Manager A.M.G. Muthubanda, EIED Assistant Manager R.A.H. Uyanwatte, and the MED Business Consultant Upali Wijetunge of the Mahaweli Business Center at Kotmale.

The Mahaweli Economic Agency is assisting EIED in the selection of trainees and in contracting instructors. Information of the training programs have been announced over the Mahaweli Community Radio and by distributing pamphlets throughout the Kotmale settlement.

### TWO MORE BUSINESS CENTERS BECOME OPERATIONAL

The Mahaweli Business Centers at Girandurukotte and Galnewa commenced activities in April and May. The centers are staffed by H.B. Kalubanda and C. Abeynayake from MED and Michael Perera and S.A. Samarasekara of EIED. The center at Girandurukotte is expected to shift to a building presently under construction at the Industrial Park at Girandurukotte

in August. The center at Galnewa is scheduled to shift to Bulnewa in September. The centers will be officially inaugurated during September.

Meanwhile, a World Bank team studying the possibility of establishing a micro enterprise project for Sri Lanka met Dr. Jim Finucane, the MED Chief of Party to discuss lessons learnt from the Mahaweli Business Center program which might be used in the design of the Bank's proposed project.

### 1993 MED/EIED TARGETS Policy, Procedures and Regulations

- o Issue 1,000 special grants equivalent to freehold titles to SSEs and 15 thirty year leases to MLEs.
- o Make telecommunications, road, power or water infrastructure investments to support three private projects.
- o Transfer six MASL farms and 10 DA&DDP farms, 100 buildings, three facilities and 500 new commercial and industrial plots to the private sector.
- o Introduce five policy changes in the areas of town and country planning, labour, water, tourism, minerals and housing which improve business environment in Mahaweli.
- o Implement programs to assist six private associations.

### DEVELOPING THE TAMBUTTEGAMA INDUSTRIAL PARK

A one day workshop was held to assist 30 entrepreneurs interested in investing in the Tambuttegama Industrial Park at Tambuttegama on June 16, 1993.

The workshop conducted by D.P. Wickremasighe, Acting Manager, EIED, S. Wijesiri, Deputy Manager, EIED, Hector Fernando, Acting Deputy Manager, EIED, Tambuttegama, included project identification, formulation and evaluation to select suitable ventures for the park. Seven projects identified at the workshop were in the categories of light engineering, chillie and grain processing, food processing, manufacture of concrete and cement products, rice milling and the packaging of flour. The on-going projects in the park are, concrete products manufacture, rice milling and wood working.

M.A. Dharmasena, Assistant Manager, EIED, P.P. Welwelwala, Business Consultant, Mahaweli Business Center, Tambuttegama, and Sarath Wijesuriya, EIED

Assistant Manger, Mahaweli Business Center, Nochchiyagama organized the workshop.

### COMPUTER TRAINING

A course on computer awareness for the Mahaweli Business Center staff, conducted by computer instructors from Datext (Pvt) Ltd, was held at the Mahaweli Training Centre, Kotmale, from May 20-28, 1993.

The course, oriented to suit the work carried at the business centers, included training in word processing, data base management, spreadsheets, Windows, Disk Operating Systems, and trouble shooting. Mr Dias Gunasinghe, MIS Consultant, organized the training course. Among the participants were the newly recruited secretaries attached to the Mahaweli Business Centers at Angunukolapelessa, Embilipitiya, Bakamuna, Madatugama, Nochchiyagama

### MED/EIED - THE ACCESS TO CREDIT

K. Premadasa of Kalugalpathana, Kotmale, who manufactures traditional musical instruments - bera, davula, tammattama and raban was unable to expand his business due to difficulties in raising capital. Mr. Premadasa, who was awarded the first place in the handicrafts sector at the Mahaweli Week 1993, was assisted by the MED/EIED staff at Mahaweli Business Center at Kotmale to secure a loan for Rs.15,000 from the Hatton National Bank. Mr. Premadasa has since received orders for musical instruments from handicrafts sales centers including from Laksala and from school bands.

Sunethra Moragammanna of Weliganga, Kotmale, who manufactures garments, was assisted by MED/EIED staff at the Mahaweli Business Center at Kotmale to secure a loan for Rs 7,500 from the Hatton National Bank at Nawalapitiya. Having purchased a sewing machine in November 1992, she completed the repayment of the loan in May 1993 and she purchased a second sewing machine in June 1993. Ms Moragammanna, who has now established a reputation

### THE USAID STAFF FOR MED

In USAID/Colombo, MED is managed by the Agriculture and Natural Resources Office (ANR) headed by Glenn Anders. The MED Project Officer is Gary Alex, assisted by Indra Abeysekera, the Project Management Specialist.

as a leading seamstress, is now moving from her house to a new premises which will provide space and allow her to expand employment from two to four persons.

### TREND TO CONSUME FRESH FRUITS

SRD Research Group Inc, the marketing consultants for MED, has produced a series of market intelligence briefs on high value horticultural products which are agronomically viable in the Mahaweli Areas.

The briefs, published from April to June, cover okra, grapes, papaya, pineapple and sweet potatoes. Information in the briefs focus on European market opportunities, demand and supply, wholesale prices and trends, production viability, post-harvest treatment, packing and presentation, and economic feasibility. The briefs confirm the growing trend in Germany, the U.K. Netherlands, Switzerland, France, Japan and Hong Kong towards consuming fresh produce.

### EIED STRENGTHENED

M. A. Kularatne, Lands Consultant, Mahaweli Economic Agency (MEA), has been assigned to the EIED as a Lands Consultant by the Mahaweli Authority from May 26, 1993. Mr. Kularatne, with 25 years of experience in land management, was the Additional Land Commissioner from 1986 to 1990. Among other duties, Mr. Kularatne will facilitate the issuing of lands and grants to the Mahaweli investor.

Six other MEA officials has been assigned recently to the EIED as Assistant Managers - E. G. Kularatne, Unit Manager, M.A. Dharmasena, Land Officer, Sunil Sayakkara, Land Officer, Ananda Wijesinghe, Sales Assistant, E. A. Premaratna, Community Development Officer, and D. Jayaweera, Unit Manager. These officials will strengthen the business promotion and services provided by EIED/MED through the Business Center activities

### THE EIED TEAM

The official MED implementing agency is the Employment, Investment and Enterprise Development Division (EIED) of the Mahaweli Authority. E.I.E.D's management team is headed by Acting Director Sunil Amerasinghe and includes managers Mrs. P.C. Mathias and D.P. Wickremasinghe and Consultant Agronomist Dr. Upatissa Pethiyagoda.

**OTHER ISTI IN SRI LANKA**

Nihal Goonawardene, ISTI President, visited Sri Lanka in early July for a management coordination visit in connection with the Financial Markets Project (FMP).

Bradford Warner, ISTI Vice President (Private Enterprise and Economics), arrived in Sri Lanka in June to help finalize the annual work plan for the FMP and to supervise the feasibility study for the over the counter market.

Tom Tiff, Senior Associate, ISTI, Washington D.C., arrived in Colombo in June to serve as ISTI's interim Chief of Party of the FMP.

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Natural Resources and Environmental Policy Project (NAREP) concluded its second and third intensive course on impact assessment for representatives from private and public sector agencies in January and June 1993.

Dr. Craig Davis, an ecologist from the Ohio University and Dr Peter Meier, a resource economist from Ideas Inc, who conducted the courses, said the quality of the presentations made by the representatives were on par or superior to those made by professional consultants. The second course, organized by Ariyaratne Hewage, the Deputy Director, Management and Training, NAREP, was coordinated by the recently established Center for Environmental Studies at the University of Peradeniya.

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The Private Sector Policy Support Unit (PSU) project is successfully closing in late July, 1993. PSU managed projects stimulated dialogue between the private and public sectors and created a better environment for a market economy in Sri Lanka.

**MED TECHNICAL CONSULTANCY**

Technical consultancy for MED is provided by a consortium led by the International Science and Technology Institute, Inc. (ISTI). Other members are Agroskills Ltd., Development Alternatives Inc., Ernst & Young Ltd., High Value Horticulture Ltd., and Sparks Commodities Inc. SRD Research Group Inc. provides market services.

**THE MED CONSULTANCY TEAM**

Dr James Finucane, Chief of Party

Jayantha Jayewardene, Deputy Chief of Party

Earl Guise, Agribusiness Advisor

Dr Kamal Hyder, Business Development Advisor

M.W. Panditha, Credit Advisor

Rohan Gunaratne, Information Specialist

Dias Gunasinghe, MIS Consultant

K. Kodithuwakku, Resident SRD Consultant

Business Consultants:

S.A.I. Elapatha, Angunukolapelessa

N.D. Heriarachchi, Angunukolapelessa

W. Indrasiri, Bakamuna

Ms. C. Macge, Bakamuna

I.R.M. Amarakoon, Dehiattakandiya

H. Kalubanda, Girandurukotte

P.E. Dias, Embilipitiya

R.P.K. Seneviratne, Embilipitiya

I.G.C. Abeynayake, Galnewa

W.M.M.S. Wijetunge, Kottmale

Mrs P.M. Jayalatha, Madatugama

J.C. Godakanda, Nochchiyagama

P.P. Wewelwala, Tambutegama

P.G. Amarapala, Suriyawewa

S.M. Somasiri, Welikanda