

Lanka Fruit & Vegetable Producers, Processors & Exporters
Association



ANNUAL REPORT & AUDITED ACCOUNTS
2019 - 2020

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LAUNCH OF THE ASSOCIATION

The Sri Lanka Fruit & Vegetable Producers, Processors and Exporters Association, established in 1986 has come a long way since its inception, thanks to the commitment and dedicated efforts of all past Presidents and Ex-Co Members along with the active support and co-operation of the general membership. However, since the Special General Meeting held prior to the Annual General Meeting of 2008, the Association Constitution was updated in keeping with the new developments. The Association was incorporated a company Limited by Guarantee on 30th March, 2009.

Due to the very turbulent times brought about by the economic meltdown in the international arena, your Association has made and will continue to make attempts at uplifting the industry, the efforts of which we hope would bear fruit in the foreseeable future.

OUR VISION

Sri Lankan exotic tropical produce companies become preferred source of supply in the global market.

OUR MISSION

- Providing members a platform to become globally successful.
- Influencing national policy to focus on optimising of productivity, efficiency, quality and safety of Sri Lankan produce.

OUR VALUES

- Responsible: To encourage ethical and responsible business practices throughout its value chain.
- Quality Driven: To promote adherence to national and international quality standards.
- Innovative: To encourage innovation in the development of new products, markets and transfer of technology.

OUR GOAL

- Sri Lanka's exports of Fruits and Vegetables to be raised to US\$ 250mn by 2023.

STRATEGIC OBJECTIVES

- Be recognized as an effective voice on domestic policy issues relating to Fruits and Vegetables including reduction of domestic barriers to the Agriculture Trade.
- To proactively engage with stakeholders to enhance the volume of quality produce, including organic, to bridge the supply shortfall.
- Penetrate new markets.
- Encourage engagement into the value-added supply chain through innovation.
- Transform smallholder farms to sustainable organized agriculture.

MEMORANDUM OF UNDERSTANDING WITH THE CEYLON CHAMBER OF COMMERCE

The Ceylon Chamber of Commerce during its history of 180 years has been instrumental in establishing long lasting relationships with a large number of Associations. The Association has been dynamic in forging important trade links with the respective partners for the benefit of the Association members and the business community engaged in the Export trade and in facilitating the realization of strategic partnerships to exploit trade opportunities.

The Lanka Fruit and Vegetable Producers Processors and Exporters Association entered in to a Memorandum of Understanding with the Ceylon Chamber of Commerce in 1st November 2012. The Chamber continued to take a positive interest in the activities of the Accredited Associations and in recognition of the need to further strengthen the existing systems.

The secretariat which was relocated on 24th October, 2012 at the Ceylon Chamber of Commerce continue to provide excellent secretarial and logistic services to the Association. The Board Meetings of the Association are held at the CCC meeting room facilities.

37TH ANNUAL GENERAL MEETING – 27TH OCTOBER, 2018

The 37th Annual General Meeting of the Lanka Fruit and Vegetable Producers Processors and Exporters Association was held on the 27th October 2018 in the Board Room of The Ceylon Chamber of Commerce in the midst of members.

The following Office Bearers and the Board of Directors were elected at the AGM for the year 2020/2021

Office Bearers

Mr. Suresh Ellawala Chairman
Mr. Jagath Fernando 1st Vice Chairman
Mr. Imdadh Marikar 2nd Vice Chairman
Ms. Shenali Panabokke Hony. Treasurer
Ms. Charindi Ranasinghe Hony. Secretary

Board of Directors

Mr. Zuraish Hashim - Immediate Past Chairman
Mr. Annes Junaid
Ms. Shenali Panabokke
Ms. Thilini Gnanasena
Ms. Charindi Ranasinghe
Mrs. Dawn Austin
Mr. Harsha Karunaratne
Mr. Ahamed Kabir
Mr. Jagath Fernando
Mr. M H Yakoob
Mr. Chamila Gunarathna
Mr. S C R Anthick
Mr. Ananda Pathirage
Mr. K T Ainkaran
Ms. Punya Nanayakkara
Mr. Jayantha Alwis

SUB-COMMITTEE 2020-2021

- (1) Advocacy - Chairman, VC1, Ms. Dawn Austin,
Ms. Vindya Weerasekera
- (2) Market Development - Mr. Zuraish Hashim, Ms. Charindi Ranasinghe,
Ms. Shenali Panabokke
- (3) Technology, Research and Innovation - Mr. Harsha Karunaratne, Ms. Thilini Gnanasena,
Ms. Punya Nanayakkara, Mr. Hafeel Yakoob,
Mr. Ahamed Kabir

LEVPPEA MEMBERSHIP

Aitken Spence Exports (Pvt) Ltd
Amalgamated International (Pvt) Ltd
Ajith Chinese Vegetable Supplier
Alwis Agro Exports (Pvt) Ltd
Agrotech fresh Farms (Pvt) Ltd
Brown & Company PLC
Beyond Exports
Country Style Foods (Pvt) Ltd
Consolidated Business Systems (Pvt) Ltd
CBL Natural Foods (Pvt) Ltd
C R Exports (Pvt) Ltd
Cropwiz Pvt Ltd
Dero Export International (Pvt) Ltd
Development Interplan (Ceylon) Ltd
Dilarshad Enterprise
Dole Lanka (Pvt) Ltd
Deepam Exports & Imports
DFCC Bank PLC
D P Global Ventures (Pvt) Ltd
Eastern & Allied Agencies (Pvt) Ltd
Expolanka (Pvt) Ltd
Ellawala Horticulture (Pvt) Ltd
Econopack Industries (Pvt) Ltd
Forbes and Walker Farms (Pvt) Ltd
Gulf International Maritime (Pvt) Ltd
Global Trading & Marketing (Pvt) Ltd
Green World Exports
Green Aura (Pvt) Ltd
H J S Condiments Limited
Jewelex Agri Kumaragama (Pvt) Ltd
Jagro (Pvt) Ltd
Kelani Valley Canneries Ltd
Kestrel International (Pvt) Ltd
Kinetic Trading (Pvt) Ltd
Lanka Agri Produce Management Corporation
Medatenna Estate
Mitra Speculation
Nations Trust Bank PLC
Nelna Agri Business
Nidro Supply (Pvt) Ltd
Orchid Exports Pvt Ltd
Prasanna Liyanaarachchi Holdings (Pvt) Ltd
Rally Packaging (Pvt) Ltd
Royal Fresh Exports (Pvt) Ltd
Serene International (Pvt) Ltd
Sunchoice Imports & Exports Co
Sungrow Lanka Pvt Ltd
Senikma Holdings (Pvt) Ltd
Saaraketha Holdings (Pvt) Ltd

Sadharitha Agri Farms & Exporters (Pvt) Ltd
Seethawaka Farm
Tulip Agro Holdings Pvt Ltd
Transgrow (Pvt) Ltd
The Lanka Salad Company
Vegiland Exporters (Pvt) Ltd
Vijeya Enterprise

NEW MEMBERS

The following companies joined the membership during the period under review;

Seethawaka Farm
Agrotech Fresh Farms (Pvt) Ltd

Review of Association Activities – 2019/2020

The Lanka Fruit & Vegetable Producers, Processors and Exporters Association (LFVPPEA) have through their direct intervention during the past few years interacted with government ministries, statutory authorities & departments and relevant stakeholders and have being successful in establishing a common understanding and consensus in implementing new thinking and a progressive activity to the sector.

A. The following key issues confronting growers of Fruits and Vegetables, particularly those of the Members of this association focusing on Export Markets were taken up with the several government institutions.

1. Meeting with Dr. W M W Weerakoon, Director General of Department of Agriculture – 29th January 2020

The above meeting was based on the seed, fertilizer issues, plant varieties protection act and issues related to exports to Europe Countries. During the discussion, DG agreed to share the draft version of the Plant Varieties Protection Act. After the productive and effective discussion, some of the issues raised at the DG's meeting were partly sorted. Association was represented by the Chairman, VC1 and Mr. Jayantha Alwis.

Discussion points of the above meeting are as follows,

1. Import of seed and planting material – As discussed, we request simultaneous trials of new varieties at both the approved site of the importer and at the department. We hope the change in procedure will enable better and newer varieties to be available for our farmers in a more timely manner.
2. PVP Act – as a new draft is now available, we await receiving it from Dr. Samarasinghe.
3. New regulations regarding the import of fertilizer – it was noted that it is neither practical nor cost-effective to trial each type of fertilizer for every recommended individual crop variety and we request you take the matter up for discussion with NFS.
4. Commercial farming – in order to progress in terms of quality, productivity and exports, the government must have a clear policy towards promoting commercial agriculture. As such it was recommended that promotion of commercial agriculture be included in the Overarching Agriculture Implementation Strategy (OAIS), with indicative viable scales/extents for open field, green house and perennial crops. The use of neglected paddy lands and off-season cultivation on paddy lands to be given consideration along with the possibility of providing such lands on lease as a consolidated area for commercial cultivation.
5. Approval for the import of pesticides/fungicides with short PHI's – a list will be submitted by LFVPPEA for your approval.
6. NPQS instructions regarding the export of solanaceous varieties to EU countries – As LFVPPEA has written through the EDB to NPQS, we request that we receive information regarding the new protocols.

7. GAP and Organic farming – Further to the workshop held at the Makandura Organic Station for LFVPPEA members, we acknowledge the initiative taken by the Department in promoting organic agriculture and urge added emphasis on both organic and GAP cultivation.

2. Meeting with the Chairman of SLEDB – 19th February 2020 at the Board Room of SLEDB

A successful meeting was held with Mr. Prabash Subasinghe, Chairman & CEO, SLEDB to discuss on export related issues and suggestions.

At the request made by Chairman SLEDB, the Board Members had further discussion on 25th February 2020 at the Royal Colombo Golf Club to develop a master plan/proposal outlining the Association strategy to improve the industry and facilitate better export performance.

Accordingly, the following products have been taken into consideration to be included into the proposal to be prepared by the Association;

- Banana
- Papaya
- Mango
- Pineapple
- Passionfruit
- Guava
- Avocado
- Lemon/Lime
- Manioc
- Jack Fruit
- King Coconut
- Soursop
- Durian
- Dragan Fruit
- Pomegranate

The following points also will be included into the proposal;

- Availability of planting material.
- Focus on greenhouse products, such as, Tomato, peppers, herbs, salad leaves & Okra to export.
- Study is based on the gross margin calculation for growers and contribution analysis through the value chain.
- Importance of picking the products that has large competitiveness in the global market.
- Exporting value added products & Organic products to gain the high advantage.
- Matching the prices with the enhanced supply.
- To consider the products with high values.

3. Overarching Policy for the Agriculture Sector; Steering Committee for the Technical Assistance to the Modernization of Agriculture Programme

The meeting was held on 13th February 2020 at the Ministry under the chairmanship of Secretary to the treasury to discuss the overarching policy. The above programme has been commenced as the three year programme. However, the continuation of the programme was interrupted due to the government change. It was mainly discussed that the overarching policy should be ready for the discussion by 31st March 2020. Association was represented by VC1.

4. Addressed the prevailing situation in the country and the hardships faced by the exporters

Suggestions made by the Association to SLEDB are as follows,

1. In line with address to the Nation by the President, request banks and other financial institutions to provide 1-year moratorium on capital commitments on loans and freeze interest on all loans for a period of 6-months with immediate effect. This can be reviewed after 3-months to reassess the local and global progression of the pandemic and border restrictions.
2. 3-month waiver of contribution to EPF and ETF. This will relieve a considerable burden from the employer, thereby facilitating staff retention. This request has been also forwarded to the Secretary to the President, Secretary to the Finance Ministry, Governor of Central Bank of SL, Commissioner General of Labour, Director General / Chief Executive Officer, The Employers Federation of Ceylon and the Secretary General of CCC.

5. Proposals for resuscitation of exports in the fruit and vegetable sector

The following proposals were made by the Association to SLEDB for resuscitating exports in fruit and vegetable sector.

- Safeguarding the farmer is of paramount importance. Farmers who are unable to sell their current harvest will not be able to start or stay in cultivation during the next season. A stimulus package is required to support the farmer during the next season. This needs to be in the form of free seed, fertilizer, and crop management methods and technology inputs relating to export crops. In order to ensure that best practices are followed, we recommend that CAB Officers of the Department of Agriculture supervise the program at ground level.
- A stimulus package in the form of an export rebate to help pay the wages of employees who support export activity. In the past, for example after the Tsunami in 2005, a rebate was offered on a percentage of the cost of airfreight. We suggest the adoption of a similar scheme for the duration of 2020, taking into consideration exports in the period leading up to the crisis as well. We request consideration that the base of the previous 3 months be used as a projected performance guide, as for many exporters, the next three months may yield very low levels of exports. This assistance will enable companies to maintain their skilled workforce until business improves.
- Low Interest Working Capital loans – While appreciating the proposed 25 million facility, it does not meet the requirements of all companies. Therefore, we request a consideration of up to 80% of the company's working capital requirement.

We suggest that the government underwrites these crisis loans, as many companies may have committed their assets as security already and are unable to provide collateral.

- Waiver of EPF and ETF, keeping in line with concessions granted to other sectors.
- Waiver on electricity and other utility payments, in line with concessions granted to other sectors.
- Create a special desk at EDB for issuing curfew passes for exporters. Passes issued by the EDB to be valid for use by exporters, their staff and vehicles. The pass should permit travel across districts. We note that restrictions on curfew passes have been imposed by the Police without clear guidelines, and we feel the EDB is best placed to facilitate the needs of the exporter.
- Sanitation of workplace – while some members have been able to obtain the services of the PHI to sanitize their workplaces prior to starting work, others have had difficulty, with exports not being considered an essential service. We request the intervention of the EDB in facilitating this requirement for all companies in our sector. Some companies may also require upgrades to their facilities to meet the new sanitation requirements. The EDB could consider extending one of their existing schemes that support standards certification to assist such companies.
- Recommencement of flights and moving towards sea freight of fresh produce – most of our fresh fruit and vegetable exports take place by air. Until there is adequate cargo carrying capacity, the business will not come back to previous levels.

In the future, the fresh fruit and vegetable sector must consider using sea freight to reach the Maldives, Middle East and other destinations that are within a feasible travel distance. Many exporters have little or no experience in sea transport of perishables. Larger load capacities of reefers (6-7 tons) may also require exporters to consolidate shipments. As no insurance is available for perishable cargo, exporters will also face a higher risk of claims relating to produce damage.

While recommending that the EDB undertakes a program for training companies on sea freight protocols for fresh produce, we suggest that an enhanced rebate be offered for sea freight transport of perishables, thereby supporting the exporter with the added risks involved.

A successful Shift to sea freight will make our fresh produce exports more competitive, enable us to export larger volumes and bring higher export earnings to the country.

6. Proposed Post Covid-19 Strategy made to SLEDB Chairman for increasing exports of fruits and vegetables

1.0 Domestic Barriers to Exports – Laws and Regulations

- 1.1 The key regulatory body and implementing agency in the sector is the Department of Agriculture. The department website states the following, “The objectives of the DOA are focused on maintaining and increasing productivity and production of the food crop sector for the purpose of enhancing the income and living condition of the farmer and making food available at affordable prices to the consumer.

The major functions of the DOA include research, extension, production of seed and planting material, regulatory services related to plant quarantine, soil conservation and pesticides.”

RECOMMENDATION 1– As this sector does not come under the purview of The Department of Export Agriculture, expand the mandate of the Department of Agriculture to include the development and promotion of fruits and vegetables for exports.

1.2 One of the major constraints facing the export sector is the lack of coordination between policy and decision-making authorities of the state. Multiple state agencies responsible for the development of the sector are under different state ministries that operate in isolation. This causes delays, red-tape, inefficiency and conflicting policy decisions.

RECOMMENDATION 2- The Department of Export Agriculture and other departments linked with agriculture (including plantation crops, field crops, spices and livestock) to be brought under the Ministry of Agriculture.

1.3 Many laws and regulations relating to the sector have been created decades ago and are no longer relevant. Further, there are no clear mechanisms in place to address grievances relating to rulings made under the laws and regulations.

RECOMMENDATION 3– Create mechanisms for the Plant Protection Act, Soil Conservation Act, Control of Pesticide Act and Seed Act to be periodically reviewed and regulations updated. Create a system for citizens to petition for changes to the acts or seek redress from rulings under the acts.

1.4 The Seed Act requires all new varieties to be tested on Department of Agriculture’s cultivation sites prior to approval. This procedure delays approval, while quite often, testing is not conducted under optimal growing conditions.

RECOMMENDATION 4- Approval to be given for new variety trials to be conducted at the sites owned by of importers, exporters, farmers or research institutions. These sites need to be approved by the DOA. Cultivation also should be under the supervision of the DOA.

1.5 Our laws do not protect property rights related to plant materials. This is a disincentive for companies to invest into research and development of new varieties. Further, it prevents the latest patented varieties of seed from being imported to Sri Lanka as they have no protection under existing laws.

RECOMMENDATION 5 – Enact the Plant Varieties Protection Act immediately.

2.0 Good Agricultural Practices and Organic Agriculture

2.1 In order to increase exports, cultivation under good agriculture practice (SL GAP) and Organic conditions is essential. SL Gap is suitable for fresh exports to most markets. However, organic certification is requested mainly by buyers of value-added products.

Adopting these practices will not only help increase exports, but will improve farmer well-being, increase bio-diversity and reduce air, soil and water contamination. Hence, they are capable of providing many Ecosystem Goods and Services (EGSs).

An organic cultivation zone has been declared in the Moragahakanda area concentrating land under the Mahaweli Authority. This is an excellent initiative and paves the way for establishing similar zones around our main watersheds. This is an initiative that can benefit tourism as well, encouraging home stay and agri-tourism.

RECOMMENDATION 6 – Expand the SL GAP program. Declare additional organic cultivation zones. Areas adjacent to Peak Wilderness area and Sinharaja Rain Forest may be suitable for declaration as organic zones. This is advantageous since organic certifications can be obtained relatively easily for lands close to forests.

2.2 While adopting the use of modern technology, traditional farming and irrigation models in Sri Lanka such as the Kandyan Home (forest) Garden and Cascade Irrigation System must be protected and highlighted. These unique systems are in keeping with the demands of the sophisticated modern consumer, to whom the impact of his purchase on both the farmer and the environment is important. The Kandyan Home Garden system is a traditional multi-cropping system which supports the environment and bio-diversity.

RECOMMENDATION 7– Promote our traditional farming and irrigation models such as Kandyan Home Gardens and Cascade Irrigation System.

3.0 Modern technology

Technology has to be adopted wherever appropriate and will help increase productivity. Technology will also help reduce climate change related risks.

Green house cultivation is successful and sustainable provided it is done at the right scale. Most initiatives in Sri Lanka have looked at promoting smaller green houses, while a **commercial operating size of 10,000 sqm (2.5 acres)** is recommended.

Use of fertigation, drip-irrigation, soil and leaf analysis, weather information systems, precision agriculture, vertical agriculture and the use of Internet of Things (IOTs) will help improve yields and reduce risk of crop failure.

RECOMMENDATION 8– Identify and make available suitable land for large scale greenhouse cultivation. Maintain duty free status for import of green-houses, irrigation systems, agri-sensors and weather stations.

4.0 Suitable crops and need for plant and seed material

Suitable crops for expanding cultivation or exports been suggested below. A program for each crop including propagation of planting material, cultivation extent per crop, organic cultivation, nucleus farms/crop villages, and crop management advise has to be developed. Value chain analysis is available for some crops, while others need to be done.

Making required **planting material** available for the expansion will be an immediate priority.

Based on review of export statistics and industry interviews, the following crops have been identified as high potential crops - Banana, Mango, Papaya, Pineapple, Passion fruit, Guava, Avocado, Lemon/lime, Jack fruit, Durian, Soursop, Strawberry, King Coconut, Tomatoes, Peppers, Herbs, Salad leaves, Okra.

RECOMMENDATION 9 – Expand programs for propagation of planting material and fast track the import of new varieties of seed that cater to the requirement of the export market. Provide financial assistance for establishment of hybrid seed propagation and tissue culture laboratories.

5.0 Land availability

A major constraint for commercial cultivators and exporters is the lack of suitable land. If suitable land is not available, a viable alternate cultivation model is needed to enable the success of export agriculture.

In expanding cultivation, a **nucleus farm model** is proposed, with smaller farmers aligning themselves with nucleus farms. A big push towards exports cannot take place with only micro farmers. Economies of scale have to be built around the capability of medium to large scale farmers, who will also play an important role with buy back agreements, disseminating knowledge, experimenting with new varieties, trial new methods of pest and disease control and improve post-harvest technology.

RPC's can also be encouraged to make available land or diversify into the cultivation of fruit and vegetable. Expansion of fruit cultivation on coconut lands must be further encouraged.

RECOMMENDATION 10 – Provide suitable land in different agro-ecological zones (we have 24 such zones) for the establishment of 100 nucleus farms of a minimum size of 250 acres each. Each nucleus farmer to establish contracts with a farmer group of at least 100 micro farmers.

RECOMMENDATION 11 – Support the contract buyer/nucleus farmer to improve his infrastructure under the Agriculture Sector Modernization Project (ASMP) of the Ministry of Agriculture.

A large percentage of land available for agriculture is in the possession of the state. The method of obtaining such land for development is lacking in transparency and the process is prone to serious irregularities and significant delays.

RECOMMENDATION 12 – Establish a transparent procedure and guidelines for investors to obtain state land.

6.0 Processing

Considering Sri Lanka's present per capita income and our per capita income targets, we must transition from being a supplier of primary goods to being an exporter of processed produce.

While it may be possible to develop value addition within cultivation areas, an **Export Zone for food processing** is proposed. The Export Zone will facilitate the movement of imported raw materials at the time of shortages in the local production. Further, a zone will enable better waste disposal and recycling of waste for organic fertilizer. It is necessary that the value-added sector be made sustainable at an international level, not fully dependent on domestic supply.

Youth and especially women are more willing to work in a factory, rather than in a field environment. Therefore, increase in food processing will create many new jobs.

The policy that enables temporary import of raw material at times of limited supply or high prices in the domestic market must be strengthened. It will be nearly impossible to increase exports of processed products substantially if we remain exclusively dependent on local raw material supply. Expansion of food processing will **improve the country's food security** by creating additional channels to obtain food supplies and enabling storing of seasonal produce for later consumption.

RECOMMENDATION 13 – Establish an Export Zone for food processing in proximity to the port and to proposed highway network.

7.0 Research & Development

Sri Lanka's long-term strategy for this sector is to develop our own brands. Brand development can take place for both fresh and value-added produce. Branded products could be developed from the priority list of identified fruits and vegetables, or from a wide range of underutilized fruits and vegetables found in Sri Lanka that have health, nutritional and therapeutic benefits.

While marketing of some these products may be based on our traditional knowledge, R &D is required to make the products appealing to the consumer and economically viable.

RECOMMENDATION 14 – Provide investment relief and increase grant funding for R & D in the food export sector.

8.0 Demand and Markets

Fresh produce and value-added products have two fairly distinct export markets.

The demand for **fresh produce** is linked with geographic proximity to SAARC region and the Middle East. The Middle East region provides the highest potential. Ethnic communities in European countries also present a limited market opportunity.

Our ability to supply fresh produce to these markets by sea, using reefer containers, will make our products more competitive by reducing freight cost to one fifth the cost of air freight. Currently, air freight is a very significant part of the cost and in some cases nearly 50% of the cost. The unavailability of flights due to the Covid-19 crisis has dramatically reduced current exports of fresh fruits and vegetables.

Greater use of sea freight will result in the export of larger volumes of fresh produce.

An immediate marketing strategy to consider is **directly linking projects with Middle-Eastern nations** and their food security programs.

Processed food products have more demand from European countries, USA, Canada and the Far East. The demand for certified organic products is high in these markets. Exports of processed products have been growing at a faster pace than fresh products indicating a greater opportunity.

Availability of organic products and factories with certified standards have been important elements in enabling this growth in business. Supporting companies to develop their own brands will be the long-term strategy for the sector.

But it must be noted that many larger exporters have been seeking to establish production facilities outside of Sri Lanka, due to the limited availability of products, price fluctuations and the restrictions on importing fruits and vegetables.

RECOMMENDATION 15 – Use our embassies to establish linkages between farming clusters and countries seeking to enhance their own food security.

RECOMMENDATION 16 – Expand support for companies to develop their own brands.

9.0 Logistics

Establishment of regional packhouses/collection centers will help expansion of exports. In order to enable sea freight of fresh produce, pre-cooling and refrigerated transport is required.

Currently Banana is being transported by sea, making it more price competitive, whilst most other fresh produce is being transported by air at much higher transport costs.

RECOMMENDATION 17 – Make available funds through the Agriculture Sector Modernisation Project (ASMP) for exporters to establish cold chain networks.

Sri Lanka has a wide rail transport network and we note that the government has taken the initiative of using the rail system for transporting perishables during the Covid-19 crisis period. Rail transport can be efficient and cost effective for the transport of perishable products.

RECOMMENDATION 18 – Sri Lanka Railways to better facilitate the movement of perishable cargo by providing dedicated carriages and train staff on handling of perishable cargo, especially at trans-shipment points.

10.0 Investment Needed

Any significant expansion in a sector requires availability of funding and investment relief.

RECOMMENDATION 19 – Make available low-cost funding of US\$200m for the expansion of the sector along with investment relief to encourage investment. This funding would cover hybrid seed propagation, tissue culture laboratories, nucleus farms, pack houses and collection centers, cold chain and logistics solutions and processing.

7. Meeting with Dr. W A R T Wickramaarachchi, Additional Director, NPQS – 28th May 2020 at NPQS Office

Association was represented by Ms. Ranasinghe. VHT standard is required when exporting to Japan, China, South Korea and Jordan. NPQS has brought two VHT machines for research purposes. In fact another VHT Commercial Machine to be brought down to Sri Lanka. The process got delayed due to Covid 19. Those machines will help not only kill the fruit fly but also extend the shelf life of the fruit.

Summary of the meeting discussion points.

Machine information

- LKR 90Mn for two VHT machines used for research. Received in 2019 March. 1 Machine 80 -100kg within 4.5 hours. 3 cycles per day. Cost per kg not calculated.

- Commercial machines 1500kg capacity machine LKR 125Mn. This is delayed until acceptance process is complete.
- Koika ready to provide a machine at nominal rate.

Market Expansion

- NPQS started negotiations with Jordan - Suspended fresh mango and banana recently.
- They are ready to accept VHT treated Mango. Fields need to be certified with quarantine officer records.
- Korea/China/Japan/USA/Jordan/Australia/UK - discussions underway. USA Accepting Gamma irradiation. Japan/Jordan require VHT.
- EU cleared for exports. Phytosanitary certification will be issued by NPQS.
- With EDB, identified several orchards for export of Banana to China (Selected Dole Lanka). They do not like small individual orchards - high risk.
- Traceability is a must.
- EU certified 5 Certified mango farms (various varieties)
- Request our buyers to expedite process from their countries. Otherwise process is very slow.

Research

- JAICA interested in Mango and Papaya (Japan)
- Can only send to EU from NPQS certified fields
- Batocera dorsalis - the most abundant fruit fly species in Mangoes
- NPQS is the final authority to endorse for exporting country to approve. NPQS will do final audits. Request to NPQS for field registration.
- AgStar fungicide to be imported from Aussie to reduce the "Kahata". Takes 2 years to import. Jagro has imported a fungicide - but treated fruits are specifically for export market and not allowed for local fruits.

Next Step

- Nelna requested for a streamlined process for NPQS certification
- Awaiting cost per kg on commercial machine from NPQS.
- Nelna to give samples for research.
- Japanese embassy and Ministry of Agriculture waiting for reply from NPQS
- USA discussions are ongoing
- Industry needs to support research by providing samples/ giving production information etc.

8. Food security and import substitution strategy for the impending post Covid-19 related food crisis

Association sent the letter to Hon. Chamal Rajapaksa, M.P., Minister of Mahaweli, Agriculture, Irrigation and Rural Development and the appointed Task Force to take the following into consideration.

1. Comparative Advantage – These products are being imported, because the price of imports have been significantly less than the price of locally produced goods. Local farmers have refrained from producing them because no sooner domestic prices go up, the Government has been permitting the import of the said items and reducing tariffs to protect the consumer.

There has been no safety net for the farmer.

2. Guaranteed Minimum Price – In a situation where the consumer is the priority, it is necessary that a guaranteed minimum price is agreed for the items which will ensure a satisfactory return for the risk and investment made by the farmer. Government establishments, large wholesalers and supermarkets must be compelled to make forward contracts to buy the production of local farmers at guaranteed minimum prices.

Most countries maintain food security by protecting domestic production with subsidies along with tariffs on imports. To sustain this program in the long term, the government must maintain a consistent approach in the adoption of such policies.

3. Productivity – It will be necessary to make available existing underperforming agricultural land specifically for this purpose. We will require the adoption of medium to large scale operations to justify the introduction of modern agricultural technologies, which will result in 2-3 times increase in yields per hectare. It is only large-scale production that will enable better prices for the consumer on a consistent basis.

4. Farmer Clusters – Where feasible, smaller farmers can form clusters around larger commercial farmers, who can support the cluster by supply of seed, fertilizer, technology and buy back arrangements. This can be done in a manner similar to current programs being carried out under the Agriculture Sector Modernisation Program.

5. Land – Adequate extents of suitable land, based on the crop variety must be allocated in the correct climatic zones. The process must be transparent and able to identify and prioritise those project applicants who have the capacity in management, finance and technical knowledge to successfully undertake such ventures. The blocks of land, which may be made available on long term lease for this specific purpose, must be of a sufficient size and in the correct zone in relation to the product.

6. Loans and Grants – High tech agriculture requires a significant initial investment. Finance schemes to support the project must be made available to provide adequate low-cost funding for both initial set up cost and working capital.

7. Access to quality seed and plant material – Importing the best quality seed and plant material available in the global market would be a pre-requisite for success. Efficient procedures for testing and import of new seed and plant varieties must be quickly adopted with all seed importers and commercial farmers being permitted to test new seed and plant varieties at their own locations under the supervision of the Department of Agriculture. Local seed, plant propagation and tissue culture laboratories must be supported.

8. Taxation – While taxes have been removed from this sector, additional incentives in the form investment tax relief should be provided to encourage large scale investment in to this sector. Using the example of our Tourism and Apparel Industries, we must endeavour to create a similar investment environment for the agriculture sector, where our best and the brightest companies take up this national cause.

9. Field certification process for exporting fruit and vegetables to EU

Letter sent by the Association to the Dr. Weerakoon W.M.W, Director General of Agriculture with regards to the Bitter Gourd and Curry leaf that are currently under a ban from the EU and in order to re-start exports, the required protocols need to be placed soon.

Further, there are several other in-demand products like Okra, Kathurumurunga, Mukunuwenna, Gotukola, Thampala, Mangosteen and Rambuttan which have challenges with regard to pests.

Pest detections during inspection at NPQS Katunayake, results in rejection of exports, causing losses to the farmer, exporter, airline and the country. They also cause inconsistent fulfilment of orders, which may cause importers to seek alternate supply sources from other countries.

In order to overcome the issues, Association requested the department to establish field certification processes for these products.

10. Meeting held with Hon. Shasheendra Rajapaksa, State Minister of Paddy and Cereals, Organic Food, Vegetables, Fruits, Chilies, Onions and Potatoes, Seed Production and High Tech Agriculture at the Presidential Secretariat on 24th August 2020.

Discussion points are as follows,

1. Pest & Disease Control

A major and increasing challenge to export agriculture is the standards for Maximum Residue Levels of pesticides in importing countries. To overcome this, farmers must have a variety of options including access to bio-pesticides with short Pre-harvest Intervals. In order to prevent build-up of residues, based on need, farmers must have access to different products that they can use in rotation.

While the discussion yesterday was mainly on controlling the use of chemicals at field level, most countries focus on testing the end product for residue levels. Strengthening our testing capability will help both exports and the quality of produce going into the local market.

2. Approval process for new varieties of seed and planting material

While progress has been made in improving the approval process, we recommend that private sector companies with approved facilities and under the supervision of the Department of Agriculture, be permitted to trial new varieties of seed and planting material in their own facilities.

3. Draft Plant Varieties Protection Act

There are no laws in Sri Lanka that protect property rights with regard to plant material. In order to encourage more local companies to invest into the development of local varieties of seed and planting material the draft act needs to be passed into law as a matter of priority.

At present, the local development of new varieties suitable for exports is inadequate to non-existent.

It is only by developing our own varieties and brands that we will strengthen our agriculture in the long term. Further, the act will enable us to become signatories to international conventions, enabling the import of best quality patented varieties of seed and planting material.

We note that the act must safeguard the rights of farmers and ensure that our native plant species are not unlawfully exploited.

4. Organic Agriculture

The global demand for organic food is growing at a faster rate than any other segment of the industry. Promoting organic agriculture along with the SL GAP program will help protect the soil, environment and bio-diversity while producing safe food.

The Knuckles Organic Zone is an excellent initiative.

It must be noted that most exports of processed fruit and vegetables from Sri Lanka are with organic certification.

5. Land Use

Productivity on lands already under cultivation must be optimized while using sustainable practices. While doing so, we must protect our existing forest cover.

In order to develop exports, commercial level farming must be encouraged. With fewer younger persons coming into agriculture, we need to reconsider our strategy on land use and laws on land consolidation.

Considering our growing per capita income level, the present model of providing two acres of low land and half an acre of high land is inadequate to meet the needs of a family. As countries develop, a smaller percentage of their population remain in agriculture and they may must be provided with adequate resources to meet their financial needs and to provide foods for the nation.

Through the expansion of commercial scale agriculture (both green house and open field), farmer income, food security can be improved while climate risk can be mitigated.

We also recommend a Nucleus Farm model where a larger commercial farmer can work together with smaller contract farmers.

Commercial scale agriculture enables the use of modern technology. The failure of most green house agriculture projects in Sri Lanka has been due to it not being of a viable economic scale. This is mainly because the initial cost involved are too high to be sustained by income from smaller land holdings.

6. Three Fruit Program

Inadequate supply and prices that are higher than our competitors from other countries are two factors that impact our capability to increase revenues from the export of fruits and vegetables. Our association undertook a study on the supply of 5 fruits – banana, papaya, mango, pineapple and passion fruit with a focus on value addition supporting expansion in the supply. With a view to doubling our sector exports, we have since narrowed our focus to Banana, Pineapple and Mango and are having ongoing discussions with the SLEDB and the ASMP on this program.

Banana is the fruit that is most grown in the country with nearly 865,000 tons of production on 45,000 hectares of land. Less than 20,000 tons are exported mostly of the Cavendish variety.

If more land is made available for Cavendish Banana cultivation, exports can be increased, including to China.

The ASMP is in the process of developing technology for exporting fresh Embul and Seeni Banana as well. This is a good initiative as there is also demand for dried organic banana of these two varieties.

We recommend the introduction of the MD 2 variety pineapple as this is the most sought after pineapple variety in the global market. We hope the government will support this program under the Agriculture Sector Modernisation Project.

Rather than using air freight, the association is also working on improving knowledge and protocols for sending fresh fruits and vegetables in reefer containers by sea, with a focus mainly on the Middle East market.

While taxes have been removed from this sector, additional incentives in the form of investment relief should be provided to encourage large scale investment into this sector. Using the example of the Apparel Industry, we must endeavour to create a similar investment environment for the agriculture sector, where our best and the brightest companies take up this national cause.

11. Meeting with the State Minister and Chairman Airport and Aviation Services (Sri Lanka (AASL) held on 07th September 2020 at AASL office - Air Cargo issues

Discussion points are as follows,

- Presentation on new passenger terminal and cargo terminal for imports. Perishable cargo exports will be assigned 50% of cargo terminal 4. 4000sqm will be available for Perishable cargo. Increased space will be available for unloading. Temperature controls will be installed (15-25 C).
- Vehicle Scanner will be implemented within 6 months.
- Minister and AASL Chairman to discuss possibility of joint inspection by Airforce, Customs, NPQS and others. However, for security, inspection may have to move further away from terminal. Customs needs facilities to unload fully for inspection of any single carton.
- It was suggested that all paper work be completed prior to unloading at the terminal. Currently, exporters unload cargo and get "first weight" done before cut-off. Then cargo goes unattended while wharf is obtaining customs and quarantine approvals, causing congestion at the unloading bay.
- Mattala Airport – tax concessions will be provided for use of Mattala. Dedicated trucking service will be provided between airports.
- Customs is already digitalized and it is possible to obtain an e-manifesto.

12. Memorandum of Understanding between Lanka Fruit & Vegetable Producers, Processors & Exporters Association (LFVPPEA) and National Agri Business Council (NAC)

MOU was signed by LFVPPEA with NAC to facilitate the secretarial functions of the LFVPPEA and sharing the office space at the NAC office in the 2nd floor, The Ceylon Chamber of Commerce.

NAC was irrevocably agreed to extend the services of their Head of Secretariat, Mr. Mohan Silva to service the office management functions of the LFVPPEA.

13. Green Channel (not to open) Facility for Export Cargo at BIA

In order to minimize and/or obviate delays in security checks by the Sri Lanka Air Force when forwarding perishable export cargo to the Bandaranaike International Airport, the security sticker had been recommended by the Sri Lanka Export Development Board subject to discussions held with the Secretary Ministry of Defense and Sri Lanka Air Force recommendations and the Association initiated the proposal in order to facilitating the convenience export process without any interruptions.

14. Lanka Fruit & Vegetable Producers, Processors & Exporters Association and Agriculture Sector Modernisation Project on Co-Operation for Cultivation, Out Grower Programs and Marketing of Fruit and Vegetables for Exports

Objectives

1. Increase in production of the targeted fruits through improved agricultural productivity and quality – with a specific focus on the exports
2. Develop and implement a Nucleus Estate (see note 1) concept for commercial growers within the LFVPPEA to work together with groups of out-growers made up of ASMP farmer beneficiaries grouped in ASMP Clusters.
3. Introduce modern pack houses to improve product quality and reduce post-harvest losses of the targeted fruits in the ASMP Districts only.
4. To improved quality and safety of the available production of the targeted fruits.
5. To Provide linkages between Producers, members of the LFVPPEA, and International Buyers of the targeted fruits.
6. To Facilitate exports by sea freight of the targeted fruits.

Areas of Co-operation

Each Party will be subject to the laws, rules, regulations and national policies from time to time in force, and will endeavor to take necessary steps to encourage and promote co-operation in the following areas:

(a) Technical cooperation

To promote technical exchange of expertise for fruits and vegetables, in terms of knowledge about cultivation, operation and management systems, process, methods and technologies. The parties shall not be liable to each other or any other third parties in case of failure of the technical cooperation.

(b) Develop a Nucleus Estate concept for commercial growers within the LFVPPEA to work together with groups of out-growers made up of ASMP farmer beneficiaries grouped in ASMP Clusters.

(c) Markets Venture - The Parties will assist in efforts of venturing into potential international markets and international business opportunities for the targeted fruits.

15. Lanka Fruit & Vegetable Producers, Processors & Exporters Association (LFVPPEA) and China Agricultural Wholesale Markets Association, People's Republic of China on Co-operation of Technical Exchange of Wholesale Market and Marketing of Agriculture Produces

Objectives

- (a) Establishing and sharing efficient and effective market information of both countries;
- (b) Enhancing business opportunities for both countries.

Areas of Co-operation

Each party will, subject to the laws, rules, regulations and national policies from time to time in force, governing the subject matter in their respective countries, endeavor to take necessary steps to encourage and promote co-operation in the following areas:

- (a) **Technical Exchange**
To promote mutual understanding and technical exchange of comprehensive expertise for whole sale markets, in terms of knowledge about market infrastructure, operation and management systems, process, methods and technologies including that of electronic, auction, parking, control system, trading system, asset management etc.
- (b) **Expert Panel Plan**
The parties will co-raise an expert panel to provide guidance in related area, experience sharing and consultancy, as well as field inspection etc.
- (c) **Promotions**
The Parties will assist and facilitate promotions of agricultural produces from the other Party's country;
- (d) **Markets Venture**
The Parties will assist in efforts of venturing potential markets and business opportunities of agricultural produces;

THE ASSOCIATION ALSO MAINTAINS A CLOSE DIALOGUE WITH THE FOLLOWING INSTITUTIONS

Sri Lanka Export Development Board (EDB)
Department of Agriculture
Ministry of Finance
Ministry of Agriculture
Ministry of Plantations
Department of Inland Revenue
Ministry of Industry and Commerce
Ministry of Technology and Research
National Fertilizer Secretariat (NFS)
National Plant Quarantine Service (NPQS)
Sri Lanka Standards Institute (SLSI)
Department of Commerce
National Plant Protection Office
Office of the Registrar of Pesticides
Seed Certification Center
Seed Certification and Plant Protection Center
Sri Lanka Customs
Seed and Planting Material Development Center
Central Bank of Sri Lanka
Food and Agriculture Organisation
Horticultural Crop Research and Development Institute
International Seed Testing Association
Industrial Technology Institute
Sri Lanka Export Credit Insurance Corp. (SLECIC)

ASSOCIATION AFFILIATIONS

Shippers' Council

- Mr. Zuraish Hashim
- Mr. Imdadh Marikar

Exporters Association of Sri Lanka

- Mr. Zuraish Hashim

National Agribusiness Council

- Mr. Hafeel Yakoob

Advisory Committee of Sri Lanka Export Development Board

- Mrs. Dawn Austin

Steering Committee of WTO/ STDF Project on Improving Quality and Safety of Sri Lankan Fruits and Vegetables

- Mrs. Dawn Austin
- Mr. S. Gnanaskandan

Advisory Committee on Processed Food and Beverages

- Mr. Suresh Ellawala

Advisory Committee on National Quality Infrastructure

- Mr. Zuraish Hashim

38th Annual General Meeting & the Post Business Session

The Lanka Fruit & Vegetable Producers, Processors & Exporters Association held its 38th Annual General Meeting and the Post Business Session on 29 November 2019 at the IVY Room, the Cinnamon Grand Hotel, Colombo, followed by cocktails. H. E. Tanja Gonggrijp, Ambassador of Kingdom of Netherlands in Sri Lanka graced the occasion as the Chief Guest and the Keynote Speaker.

Mr. Suresh Ellawala of Ellawala Horticulture (Pvt) Ltd was elected as the Chairman for LFPPEA whilst Mr. Imdadh Marikar and Mr. Jagath Fernando were elected as 1st Vice Chairman and the 2nd Vice Chairman respectively.

Mr. Zuraish Hashim, Outgoing Chairman of the Association will serve the Board as the Immediate Past Chairman.



Mr. Suresh Ellawala
Chairman, LFPPEA



Ms. Charindi Ranasinghe, Hony. General Secretary, Mr. Zuraish Hashim, Immediate Past Chairman, H.E. Tanja Gonggrijp, Ambassador of Kingdom of Netherlands in Sri Lanka, Mr. Suresh Ellawala, Chairman, Mr. Imdadh Marikar, 2nd Vice Chairman



Appreciation token handed over to the Past Chairperson of LFPPEA, Mrs. Dawn S. Austin



Mr. Suresh Ellawala, Chairman of LFPPEA, H.E. Tanja Gonggrijp, Ambassador of Kingdom of Netherlands in Sri Lanka, Mr. Annes Junaid, Past Chairman of LFPPEA, Mr. Nishan Dissanayake, Senior Policy Advisor Agriculture, Embassy of the Kingdom of the Netherlands

Visit to Regional Agriculture Research and Development Centre, Makandura Thursday, 12th December 2019.

Training on organic agriculture and compost production was organised by the Lanka Fruit & Vegetable Producers, Processors & Exporters Association with the collaboration of the Regional Agriculture Research and Development Centre, Makandura.

The programme was held on Thursday, 12 December 2019.

Areas covered during the programme.

- Objective of the programme
- Why organic farming
- Importance of Organic fertilizer, Type of Organic fertilizer, Organic fertilizer production and application
- Organic pesticide production and application
- Organic Product certification
- Demonstration on organic fertilizer production
- Pest and Disease Management in Organic Agriculture – Demonstration
- Final Discussion, award certificate and End of program

Resource Persons:

- Mrs. I.K. Warshamana, Additional director – Sustainable Agriculture Research & Development Center, Makandura
- Mrs. Priyanga Disanayaka, Assistant Director Agriculture Research, Sustainable Agriculture Research & Development Center, Makandura
- Mr. Pradeep Ranasingha, Assistant Director Agriculture Development, Sustainable Agriculture Research & Development Center, Makandura
- Mr. Nimal Gunarathna (AI)
- Mr. Srinath Wijesooriya (AI)
- Mrs. W. M. P. S. Gunasekara (RA)



Mr. Suresh Ellawala, Chairman of LFPPEA



**Mrs. I.K. Warshamana, Additional Director
Regional Agriculture Research and Development Centre, Makandura.**



Audience

MARKET INFORMATION REPORT & WEB SITE

You can now browse your association web on: www.lankafruits.com. The Association website will be interfaced with the SLEDB site for more exposure. In addition sector related information and market updates can be viewed at <http://spssrilanka.lk>.

MEETINGS OF THE EXECUTIVE COMMITTEE

Since of the last AGM up to November 2019, the Executive Committee of the Association has met on 10 occasions.

The following attendance was recorded at the Ex-Co meetings.

1	Ellawala Horticulture (Pvt) Ltd.	9
2	Jagro (Pvt) Ltd.	8
3	Expo Lanka (Pvt) Ltd.	2
4	Development Interplan (Ceylon) Ltd.	6
5	C R Exports (Pvt) Ltd.	8
6	Eastern & Allied Agencies (Pvt) Ltd.	7
7	Aitken Spence Exports (Pvt) Ltd.	2
8	Alwis Agri Exports (Pvt) Ltd	3
9	CBL Natural Foods (Pvt) Ltd.	1
10	Dilarshad Enterprises	7
11	Dole Lanka (Pvt) Ltd	2
12	Gulf International Maritime (Pvt) Ltd.	3
13	H J S Condiments	8
14	Nidro Supply (Pvt) Ltd.	9
15	Nelna Agri Business	7
16	Serene International (Pvt) Ltd.	3
17	Transgrow (Pvt) Ltd.	6
18	Vegiland Exports	0

The above statistics does not necessarily reflect the interest shown in the activities of the Association by its Executive committee. The Executive committee under the guidance of the Chairman, has represented the Association at many forums with several government agencies and statutory authorities to collectively address grievances confronting the Industry. However, the benefits that have accrued to the industry have not only being shared by the membership of the Association, but also by the other exporters who are yet not members.

ACCOUNTS

Honorary Treasurer Ms. Shenali Panabokke with able support of Mr. Gnanaskandan (Past Chairman) has taken great pains to ensure that the Accounts continue to be in order. She has with the concurrence of the Ex-Co prudently invested monies of the Association in Fixed Deposits with the People's Bank thereby resulting in a very healthy Balance Sheet for the Association.

EXPORT STATISTICS

Ms. Thilini Upadya Assistant Director of the SLEDB provides monthly statistics.

Value in US\$ - US Dollars

Description	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	% Avg.
	Value	Growth										
Other Vegetables	6,898,837	11,258,860	11,163,796	8,629,636	9,781,784	13,935,182	14,919,954	12,990,652	17,992,408	16,351,547	21,779,947	9.01
Chilies	725,689	684,749	870,543	855,426	874,736	1,000,513	946,565	1,284,027	1,372,589	1,457,256	1,305,917	7.47
Kiri Ala	528,642	380,511	513,418	430,997	366,118	436,641	359,942	329,424	247,816	230,812	363,322	-6.01
Manioc	2,045,310	1,287,350	2,889,601	1,389,496	1,655,618	2,489,852	2,884,666	3,264,165	2,760,435	2,951,106	3,440,712	7.31
Mushroom	584,940	778,424	511,262	939,908	2,509,366	1,759,717	1,493,292	1,417,848	1,719,358	2,117,317	2,328,435	13.5
Gherkins	551,859	515,385	459,425	491,034	898,203	1,362,546	926,734	891,464	714,321	1,225,521	1,972,128	11.26
Sweet Potatoes	3,073	5,269	8,795	13,333	2,626	14,622	8,208	30,945	43,757	44,579	73,851	29.16
Potatoes	11,341	7,793	22,286	70,669	7,429	2,317	1,929	5,290	44,458	78,658	73,868	12.87
Carrots	11		51	2,336	339	120	604		6,700	34,426	23,488	
Cabbage	113	513	226	1,310	410	253		29	3	2,285	297	
Garlic	29,688	30,413	42,904	11,671	25,165	53,205	24,143	99,901	26,919	2,537	38,968	-5.2
Tomato	11,184	848	11	100,588	29,004	23,396	982	8,081	201,868	13,936	2,241	21.88
Onions	18,753	78,884	237,760	58,180	140,635	53,329	37,963	56,283	104,951	117,723	376,276	11.61
Other Fruits	6,060,611	8,349,849	7,586,306	5,931,129	8,730,206	11,761,404	10,134,398	9,299,179	13,388,802	14,994,480	18,665,036	9.74
Melons & Papayas	467,241	616,338	739,489	797,610	1,162,312	1,871,169	1,933,423	2,537,786	3,644,929	3,737,889	6,028,769	25.1
Lemons	1,269,924	1,340,482	971,069	350,114	363,462	642,353	755,743	126,733	645,557	753,183	180,520	-13.26
Bananas	1,106,124	1,951,784	4,081,909	6,375,044	8,449,626	16,502,943	15,858,818	16,332,111	16,842,630	14,934,309	13,834,329	25.03
Goraka (Garzenia)	1,437,404	1,897,055	1,980,931	2,553,037	7,420,970	8,065,197	4,285,570	2,325,803	1,946,589	353,199	906,334	-8.93
Tamarind	111,812	198,137	200,031	566,351	103,746	554,349	82,067	180,377	375,872	2,293,552	159,755	9.95
Pineapples	1,691,593	1,834,771	1,797,561	1,523,330	2,958,208	4,914,239	5,060,329	3,961,423	5,026,128	2,769,592	2,038,084	7.37
Total :	23,554,149	31,217,415	34,077,373	31,091,198	45,479,961	65,443,348	59,715,330	55,141,522	67,106,091	64,463,909	73,592,275	10.95

AUDITORS

RN Associates was elected as the Auditors of the Association. The Audited statements of the Accounts of the Association for the period 2019-2020 is annexed.

SECRETARIAT

The Ceylon Chamber of Commerce provides secretarial services to the Association during the period under review.

ACKNOWLEDGEMENT

On behalf of the Membership of the Association, I wish to place on record our thanks and gratitude to the Chairperson, Director General, Assistant Director, Ms. Thilini Upadya and staff of the Sri Lanka Export Development Board for the co-operation and valuable assistance that they have extended to us and the Sector.

The Chairman and the members of the Committee have given their best towards the Association activities, very often at short notice and inconvenience to themselves.

By Order of the Committee

Ushani Dassanayake
For Secretary