

More global sourcing by western markets

- Big volumes: year-round; high quality; safe food!
- Elongated storage & transport time: shelf life guarantees!







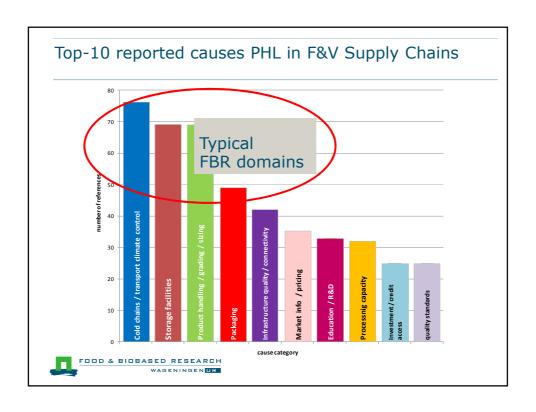


- Minimise post-harvest losses: food security & social issue
- Prevention of disorders: rot, decay, injuries
 - None chemical disinfection
- Close the cold chain
- Do not ship too (un)ripe









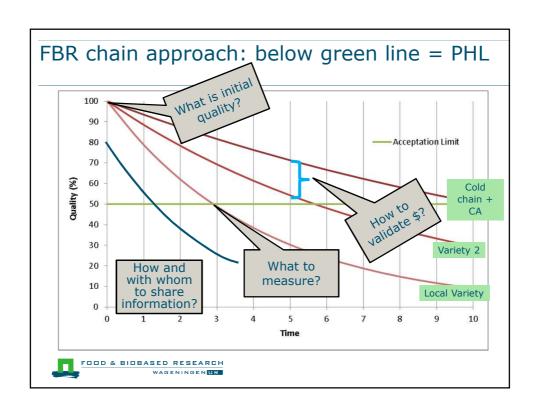
FBR's Post-harvest fresh chain solutions

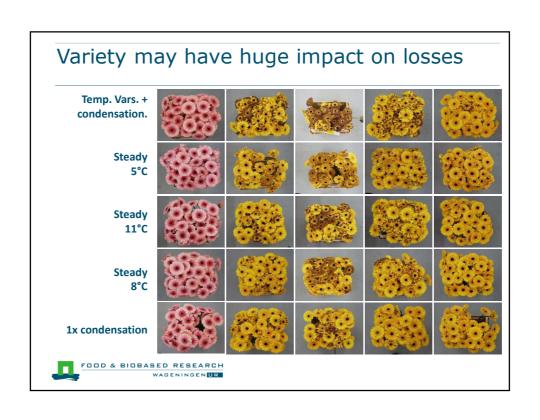
- Storage facilities improved: CA; ULO; DCS, hum., ozone
- Transport protocols: for commodity & modality (ctr.)
- Pre-cooling systems & protective package design
- Quality control systems, analysing methods, bio-markers
- Cold chain closed: monitoring systems (RFID tags)
- Ripening control for ready-to-eat, tasty products

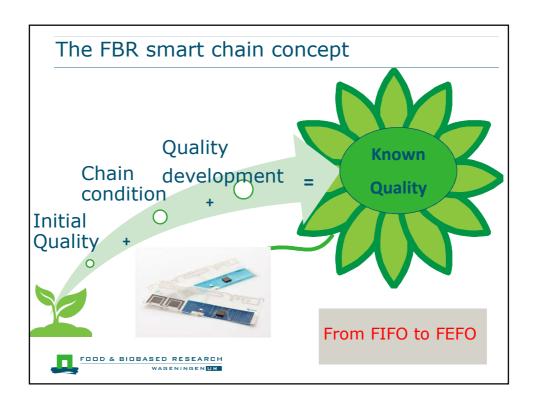












Global sourcing challenges PHL

- New production area's: commodities i.e. big volumes
 - Melons, Table grapes, Avocado, Mango, Green Beans, Cut Flowers, soft fruits, Kiwi, Apples, Asparagus, Peaches etc.
 - Africa (SAF, Kenia), SAM (Peru, Chile, Brasil, Colombia), CAM (Costa Rica, Mexico), India, others.
- New exotic products; special varieties
 - Mangosteen, Lychee, Rambutan
 - None Cavendish bananas
 - Alphonso and Kesar Mango
- Limited shelf life: air freight



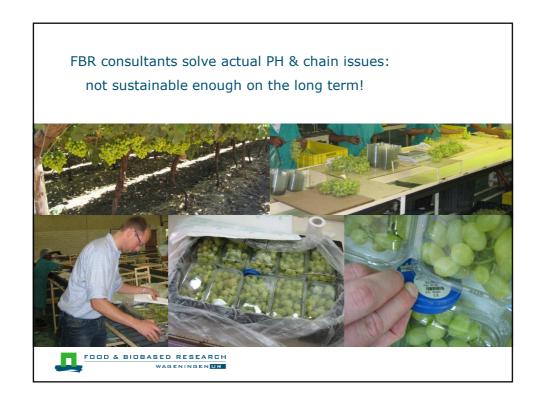


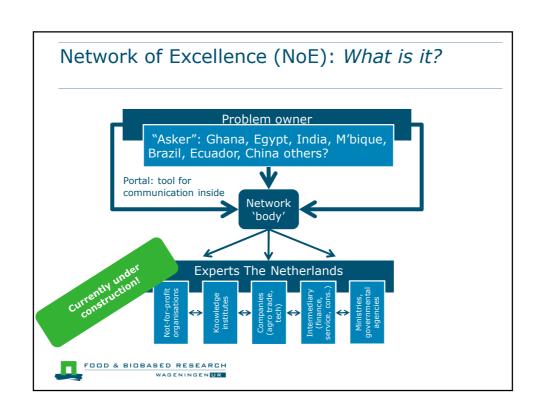
Poorly developed PH knowledge

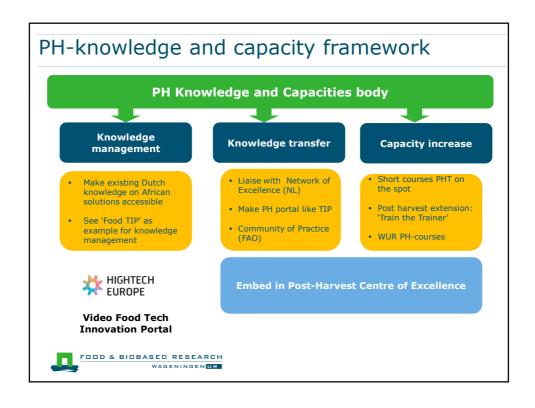
- Strenghten the PH-knowledge base in production regions to:
 - do effective PH research with fresh harvested products
 - realise supply chains with cash crops for NL-trade
 - lower PHL by effective interventions: pilots/monitoring
 - connect more (medium) farmers to the world markets
 - contribute to "Food Security" by avoiding PH-losses
- Current agronomic R&D focus
 - breeding, production, pests, water, greenhouses.
- Not in place: PH R&D capacity
 - not sexy; poorly funded; no academia available i.e. local institutes/uni's do not fullfill PH business demands

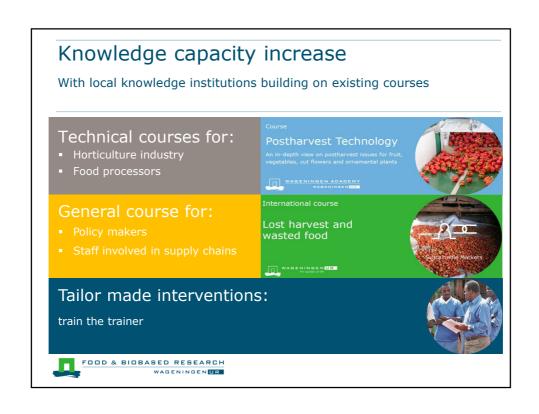


Vine tomatoes NL.: other products need local efforts for same sort of info **Temperature** Distribution 8°C 10°C 12°C 18°C [days] 9 ++++11 14 --- / + 17 19









Next step: PH Centre of Excellence (CoE)

- Locate in clustered regional production
 - Mix of local, urban and export market issues
- Start up commodity based PHL!!-CoE's to build up local knowledge capacity to make it sustainable



- Success factors for this:
 - Golden triangle: agribuss.-govern.-institutes
 - 3 pillars: Training; R&D; extension services
 - Programmes as an umbrella for pilot projects
 - Share with competitors: study groups





CoE design

- Feasibility study
 - Stakeholders investors
 - Location allocation
 - Select: technologies, facilities, equipment needed
- Functional design:
 - Exterior (architect) & interior (FBR Wageningen UR)
- Select the technology supplier
- Realise the CoE
- Initial FBR coaching
- FBR certification (WUR inside)





Support of FBR -> PH - CoE

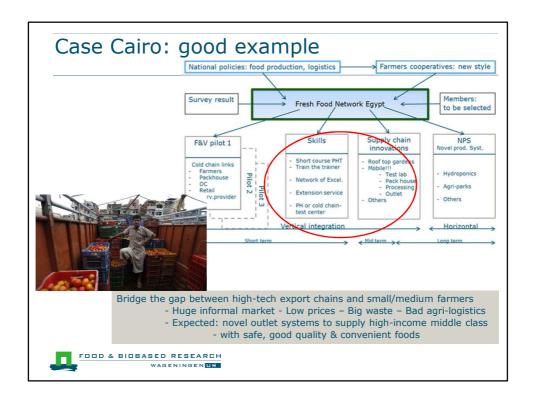
- New PH CoE = long lead time before start
 - Feasibility planning fund raising building organising = endurance
- Narrowing the time gap:
 - Use for the time being a mobile/floating lab (MFL) from FBR
 - Industry and regions (makers, users, govs.): very interested
- Exchange of GP & experimental design
 - WUR certification!!!



Options for collaboration

- FBR advice for a tailor made CoE:
- Hardware: labs, analysers, scaled storage facilities
- Software: methods for an effective research approach
 - Procedures, protocols
- Orgware: make the right teams
 - Expertise groups to safeguard scientific level
 - Effective project management: skills/tools
 - Project management tools: Kameleon, KPI
 - Connect to agri-business: input & pilots
- Well defined research projects
 - Aims, goals, methods, effects, capacities, finances





Lessons learned

- Knowledge system: essential for "food security"
 - Post-harvest is important part of the whole food chain
 - PH R&D needs to be established/revitalized in new regions
- PH-expertise demands from industry/regions/chains
 - Must fit in a supply (value) chain approach: holistic
 - Supply Chain R&D = multidisciplinarity
 - Techn.-Physiol.-SCM-Microbiol.-Econom-ICT.
- Value chain: Include Food processing and Biorefinery (side streams valorisation)





