

The Fintrac/CDA 2002 project started with the development of a general work plan for Business Development Service (BDS) providers during the first week of operations. The Project 2001 BDS activities were analyzed and specific selections made for continuation in 2002; additional new activities were also identified. The main partner groups selected under this activity are the input providers (75), businesses (exporters, growers and coffee cooperatives) with embedded services to outgrowers (10), agricultural schools (7) and other institutions/organizations presently providing support to the sector (7). A total of 62,000 producers are expected acquire BDS from program-supported providers. For this initial phase the two main areas being developed for BDS providers are technical assistance and market information. Other areas include planting material improvements, development and organization of central collection and packing facilities, development of management information systems.

Market Information

For this first phase the Project is monitoring the USA market for seven export crops. Individual weekly bulletins are developed for each crop with the major market indicators. These cover the import volumes by port of entry, average market prices in the principal cities, import volumes and countries of origin, and a brief description on the current supply and demand and price trends. These weekly updated bulletins are distributed electronically to the main export companies, government and non-government organizations, and interested investors who then make the information available to the their clients. Information collected from these Fintrac CDA partners report initial estimates of more than 1,000 companies/growers receiving these marketing reports on a weekly basis.

The products covered in the weekly market bulletins are mango, cucumber, papaya, watermelon, yuca, cantaloupe and honeydew melons. The bulletins are available on the

www.hondurasag.org website under the marketing bulletins section.

A total of 50 different companies, institutions/organizations and investor groups are currently receiving one or more market information bulletins on a weekly basis. Examples of organizations receiving (and providing this information to others) are: FIDE, FPX, FHIA, Secretary of Agriculture, DICTA, Centro de Promoción de Negocios Agrícolas, Proyecto PEP, LAAD (German Alliance for Development) and FUNDER. In addition, 19 of the main export companies of fresh and processed products are receiving this information and are now able to track volume and price changes on a weekly basis. Other interested investor groups and the local newspapers are also included in the distribution list.

Fintrac/CDA Actualidades del Mercado

4 20 - 26 Enero

Pepino

Precios de Mercado Mayorista - Miami

Tamaños	Rango de Precios	
	Enero 29-02 (Honduras)	Enero 29-02 (México)
Medianos	\$10.00	\$10.15 - \$10.35
Pequeños	\$8.00	\$8.15 - \$7.15

Fuente: <http://www.ams.usda.gov/mrreports/W>

Comentarios

Mercado Activo. Precio dado es de una caja de pepino parafinado de 55 libras
Nota: Anteriormente no se estaban reportando precios del Caribe.
Fuente: <http://www.ams.usda.gov/mrreports/W>

FUA - Volúmenes de Importación

Embarques Semanales y Comparación con la Temporada Anterior
(Cantidad en unidades de 40,000 lbs o contenedor de 40 pies)

Periodos	Sem 04 2001		Sem 04 2002		Acumulado Temporada	Acumulado Temporada Gr
	21-Ene-02	13-Ene-02	21-Ene-01	2002		
Total USA	25	25	3	2,147	2,081	11
Importaciones						
Costa Rica	7	0	9	7	10	.
República Dominicana	5	0	0	5	0	.
Guatemala	6	0	19	6	73	.
Honduras	75	88	118	282	362	4
México	497	654	400	2,272	7795	14
Holanda	0	0	0	1	0	.
España	0	0	0	1	0	.
Total Importaciones	620	742	546	2,754	8,246	11
Total Pepinos	620	768	549	9,720	10,305	31

Fuente: <http://www.ams.usda.gov/mrreports/W>

Se espera que los volúmenes de México disminuyan. Se espera que las impo de Honduras permanezcan igual. Mercado estable.

Fuente: <http://www.ams.usda.gov/mrreports/W>

Este boletín es preparado por el Fintrac/Centro de Desarrollo de Agricultores. Para recibir copias o más información, contactar Jan Bocock al teléfono 668.2078 o por e-mail a jennifer@fintrac.com

Yuca

Boletín Numero 01

Condiciones del Mercado

30 de Diciembre 2001 a 3 de enero 2002

Precios de Compra	Lps/qq	Lps/Lb	Desglose
Grado I: Exportación Parafinada (en cajas)	225	2.35	Fresco - Parafin
Grado II: Mercado Local Parafinada (en canastas)	222	2.32	Precio Mercado
Grado II: Procesada	80	0.80	Comision Broker
Grado III: Mercado Local Estandar	70	0.70	Costos de Impo

Precios pagado por el comprador local puesto en la caja o puesto en la planta procesadora

Tendencias: Ligera alza en Las Americas (100-140); estable en S.P.S. (100-120); (Lempiras/QQ).

Precios de Mercado Mayorista (Yuca Fresca)		
Miami USA	Costa Rica	\$8.75 40 lbs
Miami USA	Ecuador	ND 50 lbs
New York USA	Costa Rica	\$12.50 40 lbs
New York USA	Ecuador	ND 50 lbs
SPS	Honduras	L. 110.00 QQ
Tegucigalpa	Honduras	L. 120.00 QQ

Precios del viernes de la semana anterior

Tendencias: Demanda un poco ligera, mercado un poco bajo. Precios oscilan entre \$8.50 y \$9.00 por caja de 40 libras.

Volúmenes de Importación en USA (Yuca Fresca)		
Costa Rica	8,250	Cajas 40 libras.
Ecuador	ND	

Volúmenes en Miami

Tendencias: Durante el periodo del 30 de diciembre AL 3 de enero ingresaron vía puerto de Miami 8,250 de Costa Rica, lo que es un aumento de los 1,250 cajas que se dieron la semana antepasada.

Fuente: <http://www.ams.usda.gov/v/mncs/can.pdf>

Comentarios

Con relación a la misma fecha de la temporada pasada, el volumen presente en el mercado re aproximadamente 6,750 cajas con un cambio brusco en la pasada semana. Durante el mismo pasado Costa Rica había acumulado un total de 151,250 cajas de yuca de 40 libras por el Pue 144,500 cajas que ha acumulado en esta temporada.

Technical Assistance and Training

• Coffee cooperative leaders are being trained in the “beneficiamiento” process in order to maintain the good quality of strictly high grown coffee grains during the postharvest de-pulping and drying processes. Training is being provided to leaders in eight coffee cooperatives, who are passing on these new practices to more than 900 cooperative members.

• The Fintrac/CDA Project carried out a 5-day coffee cupping course in February that was given by a cupping expert from a coffee consulting firm in California. The main objective was to begin developing in-country cupping capabilities using international industry protocols and standards for specialty coffee. This will allow growers and exporters to know the quality characteristics of their coffee, improve on the handling operations and therefore open new, higher value markets. 73 individual samples were cupped with 42% of them considered as specialty. As a result of the cupping, one cooperative has already negotiated higher prices for their coffee. The course was attended by 36 persons from 10 cooperatives, 10 processing/exporting companies and 3 organizations.

• Fintrac/CDA technicians have begun operations with agricultural input suppliers. The owners and managers have started to participate in field training activities with pest and disease identification and pesticide application methods using ultraviolet dyes. In addition 26 Fintrac CDA technical

production bulletins were revised and are being printed and special displays for the presentation and distribution of these bulletins are being made. The information display stands and bulletins will be distributed in March, making these input suppliers better providers of Business Development Services to small business clients and expanding the reach of Fintrac CDA technical assistance beyond the programs’ direct clients.

• The project has been providing continuous technical assistance to technical representatives of Funder in Lake Yojoa for the implementation of productive systems for yuca. Funder is working with 80 micro and small sized growers (71 men and 9 women) in the introduction of the yuca crop with improved production practices.

• In late February the Project contracted a food processing specialist who began making contact with small cottage-scale processors of pickled vegetables and jams.

Proposed Activities March to April 2002

• Full implementation of assistance to input suppliers, preparation of technical posters, technical assistance to microprocessors, installation of coffee cupping laboratories and marketing for small coffee growers. Initiate activities for delivering the first training course in accessing and interpreting market price statistics and information.



Coffee cupping workshop.



Coop. members in El Rosario using tunnels for sun dried coffee



Training of input suppliers on pest and disease identification



Sampling and weighing yuca for harvest