



**GROUP 1  
DISCUSSION**

# GENERAL DISCUSSION AREAS

- Multiplication rate vis a viz size of cutting in different seed class
- Targets verses actual.
- How targets can support revolving fund
- Coordinate demand and production
- Working on demand to know how much is needed
- Proper planning needed between multipliers and growers
- Orders not placed in time (production cycle need to be communicated)
- Potential customers need to have discussion with vine multipliers
- Quality assurance.
- Start with pathogen tested plants from TC-screenhouse-open multiplication

# DEMAND PROJECTION

- How do we get proper/effective demand to avoid
  - Underproduction/overproduction to avoid losses
  - Demand to be effective , needs commitment by paying upfront
- Pull-push demand
- Come up with incentives. Paying upfront get some discounts will help in planning for demand
- Creating demand. Know who are the buyers? Govt, NGOs etc
- Actual and effective demand from private sector.
  - Steady individual farmers numbers increasing
  - Govt/ NGOs traditional customers
  - QDsS multipliers skew prices by govt and NGOS

## **CONT....**

Seed systems to remain PUSH, not for profit


QDS PULL.

Farmers need materials hence competition. Small farmers have demand that help in projection.

# TECHNOLOGIES ON INCREASING MULTIPLICATION RATES

- Boxes better than pots?
- Are figures presented evidence based?
- Experiments need to be set up to establishing this.
- KEPHIS Adapted beds that yield higher than pots
- Pots good at maintaining germplasm but beds good for rapid multiplication
- Training gives better multiplication rate than not training
- Multiplication significant in net tunnel compared with screenhouse
  - What are conditions of PBS production: Health status, generation and production condition

## CONT...

- **SP use above ground cuttings. Evidence need to be establish quality of cuttings**
  - **Mechanisms put in place by government to promote SP production**
  - Ethiopia have received support
  - Nigeria-synergies between projects in putting up screenhouses
  - Malawi infrastructure put in place
- 

# BUSINESS PLAN

- **What determines the selling price?**
- Ethiopia price fixed from government (30 usd cents).
  - Actual calculation were at 12 usd cents.
  - Demand high hence increase in prices.
  - Does reducing price bring more customers?
  - Lower price for individual farmers and higher price for NGOs
- Nigeria did actual calculation on cost of production

# AREAS TO IMPROVE MAKE VINE PRODUCTION PROFITABLE

- Starting material for TC low. TC infrastructure/capacities to be improved.
- Establish effective demand projection
- When do you break even?
- Prebasic-basic-QDS
- Estimate and compare margins along the value chain. TC volume low/costly. Comparing costs
- Government setting up minimum prices. Affects business as in certain cases you cant break even
- Seed production have control downstream in the production process. Eg. Satellite multipliers were profits are shared
- Private and government models work together with stakeholders through meetings
- Refresher training in SH management and PBS production



**Thank you**

