

Title Alliances between the state and private companies to improve handling of fresh horticultural products in Costa Rica

Author F. Marín-Thiele

Citation ISHS Acta Horticulturae 906:93-97.2011.

Keywords postharvest; government; private sector

Abstract

An analysis of the impact of the association state and entities and private sector on quality of horticultural perishable produce is provided. This work is presented as a compilation of personal observations and particularly based on two case studies conducted during my administration as head of the postharvest technology area of the State Production Council (CNP) of Costa Rica. In both cases, the government established a good relationship understanding, facilitating and auditing particular scenarios through a formal process of applied research. However, the response of the users to the results varied. There were changes in business strategies, adjustments to the operations, etc., but it was evident that not always the result is immediately used for the benefit of the company. The state and the private sector need to develop long lasting relationships, and not necessarily permanent links, supported for a mutual eager interest in the activity. In conclusion, the strategic alliances must be under a working policy, in other words, there must be an institutional interest and not just interest of individuals. The effects on production, rights of consumers and integrity of the activities will define the sustainability of the relationship.