Abstract

Declining proceeds from traditional agricultural exports have prompted poor countries to seek alternative exports in form of "non-traditional agricultural exports" . This paper examines the prospects for exports of fresh fruits and vegetables (FFVs) with a particular focus on how the stakes of smallholder farmers can be improved. Basing on a review of literature, it identifies the main challenges from the international trade regimes affecting FFV exports from developing countries as being stringent quality, health and environmental standards. Lessons for good production and marketing practices are noted that can improve the capacity of developing countries to attain the required standards. For Tanzania, existing information about FFV export performance sheds light on the major constraints and opportunities for FFVs around five agro-climatic zones and major export outlets. Policy and research issues that need priority attention for the development of FFV exports are then discussed as well as the possibility of developing the domestic market for FFVs.