

## OUR AIMS AND OBJECTIVES

### A decision-making and consultation structure

An executive committee made up of :

- 14 directors
- 1 state inspector
- 1 government commissioner

6 committees :

- Technical fruit programmes committee
- Technical vegetable programmes committee
- Joint committee for quality and environment - Ctifl-Interfel-Viniflor
- Production and marketing committee
- Training committee
- Joint economic committee - Ctifl-Interfel-Viniflor

A scientific council

A board of directors made up of :

- 20 company or farm managers, 10 representing production, and 10 representing trade
- 1 representative from higher education in agriculture
- 4 experienced professionals
- 3 representatives of technical professions
- 4 permanent experts
- 1 state inspector
- 1 government commissioner

TO RESEARCH

TO EXPERIMENT

TO STUDY

TO INFORM

TO COORDINATE

TO STIMULATE

TO TRAIN

TO ANTICIPATE

Ctifl



Centre technique  
interprofessionnel  
des fruits et légumes

## Bringing the future to fruition

With you, for you...

Making progress for all those involved in the fruit and vegetable industry



### Annual Budget of 23 € M

#### Financial resources

##### Government tax : 65 %

0,18 % on wholesale transactions (French products and foreign imports) and direct sales.

##### Grants : 18 %

accorded for specific programmes from VINIFLHOR, CASDAR, the Ministries of Agriculture and Research, European Union, regional and country authorities.

##### Other sources of income : 17 %

Sales from plants and seeds, training courses, services, publications.

#### Expenditure

##### Personnel : 62 %

##### Purchases (products and services) : 25 %

##### Other expenses : 13 %

As in all companies that provide services, staff costs account for a high percentage of expenditure.

### A technical centre...

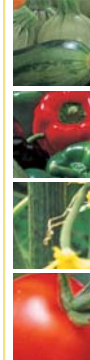
Established in 1952 under the law passed on 22nd July 1948 concerning Industrial Technical Centres, Ctifl is a non-profit organisation. All experimentation, studies, training and publications are aimed at improving the level of expertise necessary in all sectors of the fruit and vegetable industry, as well as improving company performance.

### mission-oriented for the public sector...

Ctifl is particularly involved in carrying out work of general interest to the public sector under the aegis of the government. In answer to consumer concerns Ctifl's expertise contributes to managing quality, to guaranteeing food safety and hygiene as well as traceability, to preserving the environment and to striving for sustainable development.

### ...that represents all professions within the industry

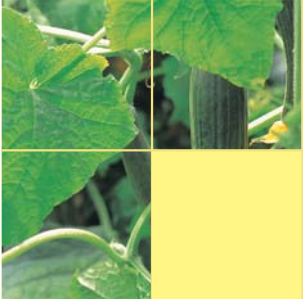
Facing society's demands and the challenges of tomorrow, Ctifl aids communication and consultation between all those involved in the fruit and vegetable industry. From the grower to the retailer, each sector is represented in the decision-making bodies : board of directors, executive board and committees.



Ctifl



# The Ctifl - How we can help



## You are...

A retailer  
A distributor  
A wholesaler  
A transporter  
An orchardist  
A vegetable grower  
A technician  
A trainer  
A food supplier  
A professional or public organisation  
A journalist  
A researcher

## You are interested in...

### Consumption

- qualitative studies,
- studies on product image, consumer utilisation and expectations...

### Companies

- standing survey of industry companies : growers, shippers, wholesalers and retailers,
- retail outlet monitoring...

### Markets

- studies on individual products,
- statistical data and key figures,
- production/availability calendars and international competition...

### Information and economic analysis services

- on a given theme or product.

### Product & Market Research Department



### Courses and training tools

- knowledge on products, systems of reference, traceability,
- merchandising, organisation and management of retail outlets,
- quality, logistics in warehouses and packing stations,
- growing techniques,
- marketing and commercial techniques...

### Activities to stimulate distribution

- regional activities within a retail outlet network,
- assistance in merchandising...

### Technical assistance

- retail outlets, packing stations, warehouses,
- quality processes, specifications, guidelines,
- enhancing distribution networks...

### Industry events and conferences

### Training & Events Department



### Economic and technical information

- data bases, photo bank and technico-economic information Online,
- Ctifl documentation centres,
- thematic information files,
- literature references...

### Publications

- 185 economic and technical publications,
- the periodicals « Infos-Ctifl » and « Détail Fruits et Légumes »,
- multimedia resources...

### Reference aid

- personalized information research,
- information systems and tools...

### Information Technology & Documentation Department



### The fruit sector

- varieties,
- orchard management,
- environment,
- technical quality,
- commercial quality...

### Tools for quality

- harvest, storage, marketing...
- practical tools for companies.

### Technical services

- product appraisal,
- fruit tree certification,
- integrated pest management,
- contract trials : product approval,
- packing, packaging, storage...

### Coordination of regional experimental stations

### Fruit Research & Technology Department



### The vegetable sector

- varieties and micropropagation,
- crop management and nutrition,
- environment,
- technical quality,
- commercial quality...

### Greenhouse management

- computerised management,
- integrated pest management,
- nutrient solution recycling...

### Technical services

- trials : specifications, guidelines,
- packing and storage equipment,
- assistance in pesticide registration,
- sensory analysis...

### Coordination of regional experimental stations

### Vegetable Research & Technology Department



## How to contact us :

### Centre technique interprofessionnel des fruits et légumes

22 rue Bergère - 75009 Paris - France

Tél. +33 (0)1 47 70 16 93

Fax +33 (0)1 42 46 21 13

www.ctifl.fr

e-mail : « **surname of your contact** »@ctifl.fr

## From seed to shop

Ctifl's approach is a global one. It covers all production and distribution techniques of fruit and vegetables, from varietal selection and crop management, to logistics and merchandising in retail outlets. Constantly tuned in to research and markets, Ctifl enables you to benefit from permanent contact with technology and economics and to keep ahead of new techniques, consumer expectations and international competition.

## From research to training

Agronomists, biologists, technicians, economists, training leaders, documentalists, specialists in storage and merchandising... from research to knowledge transfer, Ctifl uses a wide range of technical skills necessary to enable you to constantly improve your expertise in the work-place and the competitiveness of your company.

## All aspects of quality

Today the key to success is linked to quality products, whether it concerns taste, appearance, safety or the environment. By enabling you to identify, to produce, to maintain and to sell a high standard of quality, the work carried out by Ctifl makes it easier to offer a better segmentation. High quality services and efficient organisation are just as essential. Ctifl is there to help at every step of progress related to technical, human or organisational aspects of your company.

## An open strategy

Because progress benefits from combining means and skills, Ctifl works in close partnership with French organisations involved in the development of the industry : VINIFLHOR, CASDAR, INTERFEL, SPV, INRA, CIRAD, ADEME, DGCCRF, regional experimental stations. And because there are international exchanges of techniques as well as products, Ctifl is open to collaboration which is vital in Europe and the rest of the world.

