Department of Marketing Management

Faculty of Management Studies

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Current situation of Agriculture Marketing IN Sri Lanka

- 1. Agricultural production in our country continues to be seasonal whereas consumer demand is usually perennial.
- 2. During the post-harvest season there is heavy harvest and supply of farm products (rice, potatoes, some fruits and crops) in the markets.
- 3. As the result of that the prices of these farm products during this seasonal period are at lowest.
- 4. However, the farmers have to sell their products at low prices because of: their cash needs to repay debts; the interlocking of credit with marketing; and the unavailability of storage facilities at farms, or even in the primary markets.
- 5. The development of physical infrastructure and the emergence of formal and informal institutions in marketing system are very important to countries like Sri Lanka.