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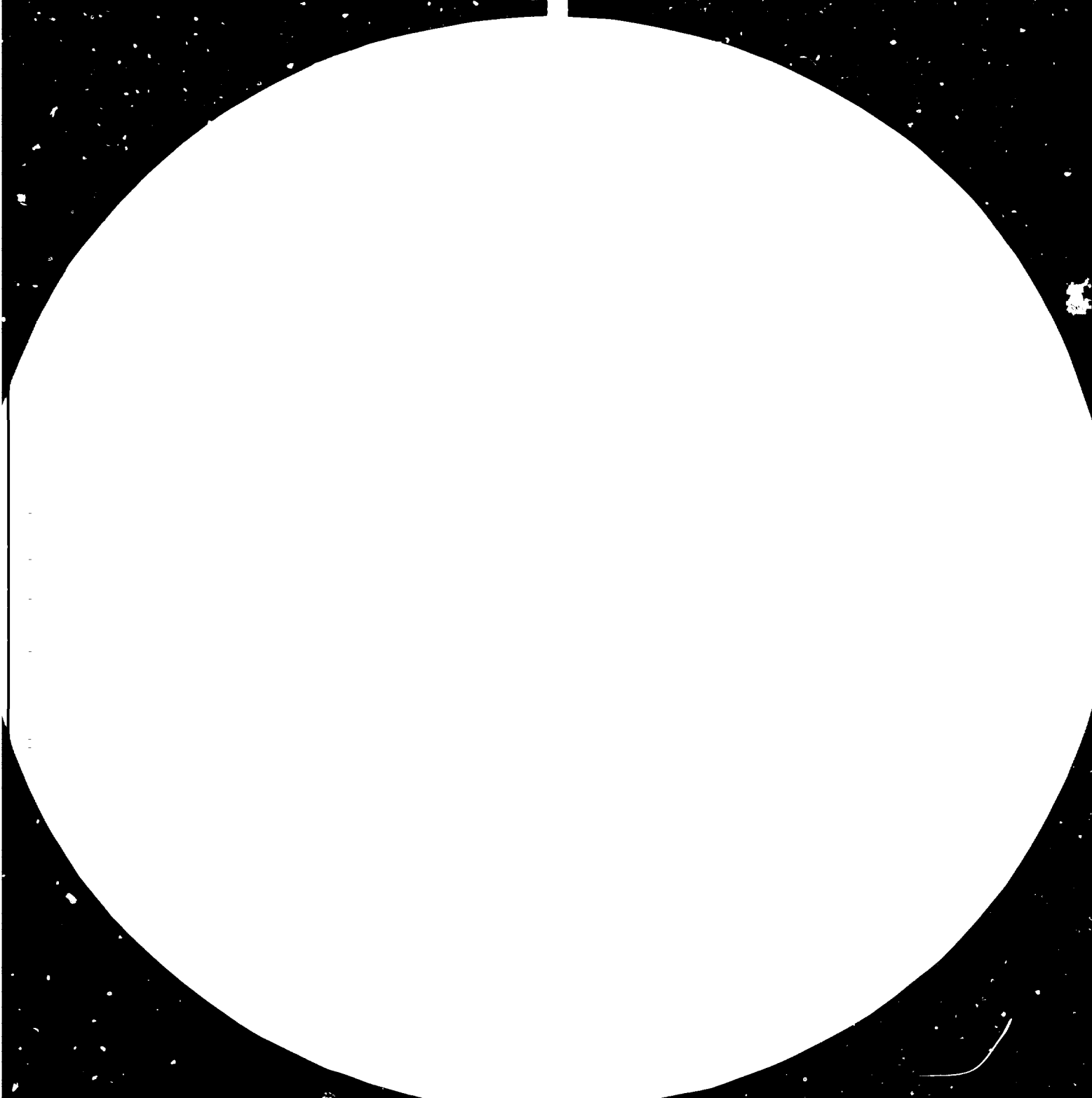
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1.0



1.1



1.25



1.4



1.6

2.8



2.5

3.2



2.2

4.0



2.0



1.8

Minimum Resolvable Periods (cycles/mm) for  
Resolution Test Chart



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TECHNOLOGY SERVICES DELIVERY SYSTEM (TSDS) EXPERIENCES

IN THE PHILIPPINES,

SMALL BUSINESS ADVISORY CENTER (SBAC) EXPERIENCES

(Product Development Seminar

in San Miguel, Bulacan) \*

by

B. Guzon \*\*

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### Background and Rationale of the Project:

To generate clients, extension workers of Small Business Assistance Center scan their environment to be able to identify the potentials and resources inherent in the place thereby defining the opportunities for the growth and development of an industry.

For the food processing sector, it is its major interest to know the environment within which it operates in terms of information relative to the promotion of the growth of the food processing industry.

San Miguel, Bulacan is famous for its confectionary products especially pastillas de leche. The products are popularly dubbed as Bulacan sweets. One of the biggest producers of these is Jovy Sevilla who met with SBAC extension workers during one of their fieldworks in Bulacan. From her, and later from a dialogue with other pastillas de leche processors, it was learned that the biggest problem of the industry is the short shelf life of the product in addition to hardening of texture which is undesirable to consumers.

The problem was then referred to the food processing sector of the BSMI which then tapped National Institute of Science and Technology (NIST) to perform studies on the improvement of the keeping quality of pastillas de leche.

For the performance of experimentation and studies, Mrs. Paulina Mangalus, one of the processors and a friend of Mrs. Sevilla expressed willingness to offer her plant as a training area.

Project Description:

The studies done by the NIST on the effect of fungistatic agents on the shelf life of pastillas de leche covered a five-month period from June to November 1980. To improve the level of technological awareness of the food processors, the MTI designed a seminar with the objective of disseminating the results of the studies and experiments done to prolong the shelf life of the pastillas. The seminar was jointly conducted by MTI and NIST last December 1980.

As can be seen from the course outline, the scope of the seminar included lectures on the importance of plant sanitation, Food and Drug Administration's (FDA) policies and requirements. There was also an actual demonstration on the quick method of determining added water in milk with the use of a lactometer.

To improve keeping quality of pastillas, recommendations were given as to the optimum level of sorbistat to be added to the milk mixture that is to be stored in bulk.

Three weeks after the seminar, SBAC distributed sorbistat to the participants for them to start with. Regularly, SBAC also monitors their progress.

Delivering of Technical Services:

In the past, several consultancy services have been extended to entrepreneurs in the food processing sector. Most of these were management in nature specifically in the areas of production and financial management. These were carried out by the previous SBAC personnel who are not with the center anymore.

The activities that have been carried out by food industry which was reactivated only late last year were two (2) technical trainings for entrepreneurs. One was the product development seminar in San Miguel, Bulacan which was discussed in this paper. The other was held in Olongapo City last March 1981 to present the recent trends in meat processing.

Evaluation/Recommendations:

Difficulties/Problems:

One factor which hinders active involvement in the food processing sector is lack of personnel. At present, the industry level which is composed of food, furniture and garments industry desks is concentrating all its efforts on the preparation of the industry study of the garments industry in Region III.

Another problem is lack of logistic support when conducting seminars.

Impact/Result:

Trainings that have been extended to entrepreneurs proved successful in terms of the number of participants we were able to make attend. These also have been effective instruments in grouping together the people engaged in a common activity to discuss with SBAC personnel their problems and needs thereby facilitating the rendering of assistance to the industry. The seminars also served as effective tools in promoting SBAC and its functions.

Future Plans:

SBAC intends to undertake another training in San Fernando, Pampanga which is also heavily concentrated with food processing outfits. However, because of the present activities which the industry level is busy with, this would take quite sometime before implementation.

The food industry desk is also looking forward to a study mission in food processing to update itself on the recent trends in food technology.





