

VEGETABLE DISTRIBUTION CENTER DEVELOPMENT, SAANG DISTRICT, KANDAL PROVINCE

1. Background

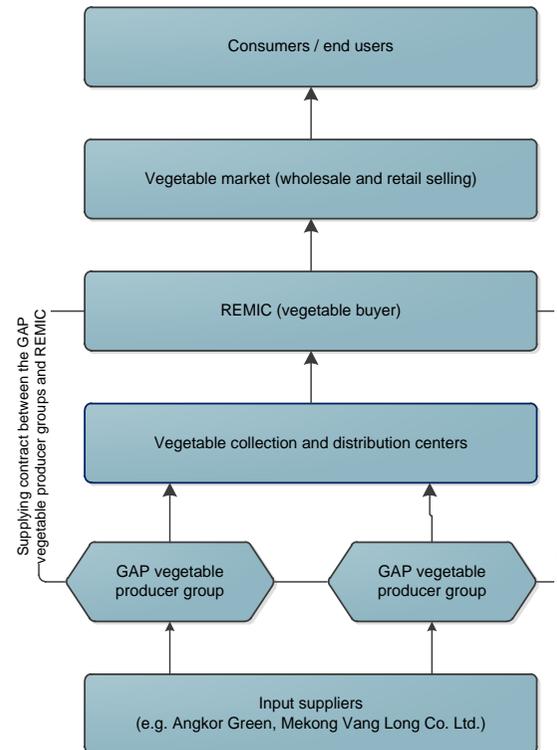
World Vision International (WVI) – Cambodia cooperated with ACTIS, from May to June 2016, implemented a pilot project, titled “*Vegetable distribution center development in Saang District, Kandal Province*”. The project was implemented in 2 villages of Saang Phnom and Svay Prateal Communes. The objectives were: 1) *To improve the productivities of GAP vegetable producer groups*, 2) *To Strengthen capacity of producer groups to get fair markets through setting up community GAP Vegetable Distribution Centers*, and 3) *To supply safe and healthy vegetable to the end consumers*.



2. Approach

Setting up the GAP vegetable producer groups and link them with buyers (REMIC) through making supplying contracts to ensure regular supply and stable price is the key approach. Furthermore, improving access to good quality inputs is helping the producers to increase yield and quality of product. High value crops that have good market demand selected for planting

such as leafy vegetables, Khmer lettuce, Europe lettuce, French bean, bitter melon, cucumber, tomatoes, and wax gourd. Moreover, establishment of the collection and distribution center where the producers bring their vegetables for cleaning, sorting, packaging and transported by REMIC to sell at markets.



3. Major Achievement

- Two farmer groups formed with 9 members. The groups already produced GAP standard vegetables for market supply;
- Two collection and distribution centers established to gather GAP vegetables in Svay Pratel and Saang Phnom Communes;

- Production plans & business plans developed for each producer group for improving vegetable production and market;
- The producer groups are able to supply 300-500 kg/day of GAP vegetables to REMIC;
- Set stable price every month between the vegetable producers and REMIC. The stable price makes favourable income for the farmers.



4. Lessons-Learned

- GAP vegetable production helps farmers to reduce production cost and produced healthy vegetables for markets;
- Clear production plan enables farmers to know names of vegetables, planting calendar, quantity of each vegetable to be produced for market supply;
- GAP vegetables receive higher price than the vegetables planted with conventional practices, however more awareness raising among the consumers is needed;
- Supplying contract creates trust and confidence among the producer groups and buyer (REMIC).



- After the establishment of the producer groups, the farmers have improved cooperation and sharing of knowledge and experience with each other;
- GAP vegetable growing is environmental friendly practice – it reduces agro-chemicals, improve health condition of the producers and consumers.

5. Conclusion

The establishment of the GAP vegetable producer groups and preparation of the supplying contract created trust and confidence among producers and buyers. It creates regular supply of vegetables both quantity and quality. In addition, food safety is big concern among the consumers, so they would support the GAP products when they see the GAP vegetables are safer for the consumption.

Linkage between the producer groups and REMIC is the key to ensure sustainability of the project. The vegetable producers will continue producing GAP vegetables when they have regular buying from REMIC.

6. Recommendation

- Strengthen and expand the GAP vegetable producer groups to ensure adequate GAP vegetables for market supply.
- Further strengthen cooperation between the producer groups and input suppliers in order to improve yield and quality of the product.



- Continue providing support to the producer groups, for example to conduct field monitoring on GAP vegetable growing.



- Farmers are interested to grow vegetables in net houses to deal with pest insects; however it may need high start-up capital.
- Improve access to financial services that provide favourable condition for the farmers to invest their vegetable production.

7. Farmers' Impression

Sim Sokneun is a member of the producer group in O Romchek village, Svay Prateal commune impressed that *“the application of GAP vegetable growing reduces or stops the usage of chemical pesticide, therefore the product has better price. The fertilizer and pesticide need to be used in the appropriate way with proper record”*. He added that *“GAP vegetables reduces the negative effect of chemical to the health of the producers and consumers”*

Dul Vanny is a cooperating farmer in O Romchek village mentioned that *“I received higher price for the GAP vegetables, and the price is stable when the supplying contract is prepared with the buyer. I will produce more GAP vegetables if there is good market demand for this product in the future”*.



Tieng Rong lives in Peamsala Village, Saang Phnom Commune noticed that *wax gourd planted with the GAP standard enables could be sold at higher price and there is company who regular buy the product.*



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