

Part II
Marketing Survey
of the Basic Study for FORCOM

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List of Abbreviations

ADB	Asian Development Bank
AFTA	ASEAN Free Trade Area
ASEAN	Association of South East Asian Nations
CEPT	Common Effective Preferential Tariff
DAFO	District Agriculture and Forestry Office
DCO	District Commerce Office
DIO	District Industry Office
DTO	District Tax Office
DCTPCO	District Construction Transport Post and Communication Office
EU	European Union
FAO	Food and Agriculture Organization
FORCOM	Forest Management and Community Support Project
FRC	Forestry Research Center
FTA	Free Trade Area
IUCN	International Union for the Conservation of Nature
JICA	Japan International Cooperation Agency
LAO PDR	Lao People's Democratic Republic
LNCCI	Lao national Chamber of Commerce and Industry
MAF	Ministry of Agriculture and Forestry
MCTPC	Ministry of Construction Transport Post and Communication
MIH	Ministry of Industry and Handicraft
NAFES	National Agriculture and Forestry Extension Services
NAFRI	National Agriculture and Forestry Research Center
NTB	Non Tariff Barrier
NTM	Non Tariff Measure
PCCI	Province Chamber of Commerce and Industry
PCO	District Commerce Office
PIO	District Industry Office
PTO	District Tax Office
PCTPCO	District Construction Transport Post and Communication Office
SOLE	State Own Logging Enterprise
SOFSC	State Own Food Stuff Company
UNDP	United Nation Development Program
UNIDO	United Nation Industrial Development Organization.

1. Objective and Scope of the Marketing Study

This “Marketing Survey” under the Basic Study for the Forest Management and Community Support Project (FORCOM) in Lao PDR clarified the different distribution channels and market systems of major products at every layers of marketing, from village to regional levels including exportation to neighboring countries. The products surveyed were agriculture and forestry commodities generated from the villages located in the study, which were divided into 5 categories such as; (1) crops; (2) livestock; (3) timber and wood products; (4) NTFP; (5) Handicraft & other processing.

The survey identified the distribution networks and marketing outlets of major products produced in Northern provinces by reviewing existing reports and documents available, and by investigating the marketing conditions at each layer of the existing marketing channel. The layers initially identified were; the village and its surrounding; the district including its urban market; the provincial capital and its urban market; the Northern region of Lao PDR constituting of its exporting routes.

The marketing survey was composed of 2 components as follows; (i) survey around the candidate villages (8 villages and 4 districts); and (ii) survey at provincial level and covered six provinces, namely; Luangnamtha; Bokeo; Luangprabang; Huaphanh; Sayabury; and Vientiane provinces.

The marketing survey was implemented by the Marketing Expert with the assistance of village/district and provincial surveyors by following the direction given in the Study’s inception report and the ToR of the Marketing Survey as appears in **Annex 1: ToR of the Marketing Survey of the Basic Study for FORCOM.**

(1). Survey at Provincial Level

The survey at the provincial level aimed to clarify the distribution channel and marketing condition of products including exportation to Thailand, Myanmar, China and Vietnam by interviewing wholesalers, import-export companies, agro-based cottages and industries, officials from the PAFSO, Provincial Commerce Service, Provincial Industry Service and other organizations involved in the marketing of products. The following information / data were gathered through the survey.

- a. Commodities handled
- b. Marketing season of each commodity
- c. Amount of commodities (Values and Volume)
- d. Means of transportation and pickup points
- e. Marketing outlet per commodity
- f. Buying and selling prices and their seasonal trends
- g. System on setting the price (quality, volume, processing, market trend)
- h. Any processing activity taken before selling
- i. Distribution channel and any expenses related to distribution
- j. Any issues and problems

The process in order to outline the distribution channel of the village products and commodities at provincial level and at regional level was as follows:

- Identify and list the villages' products and commodities sold at fresh market of the provincial town. Identify gross quantity/volume, retail price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify buyers and wholesalers at provincial town level for commercial commodities such as; tears drops, cardamom, sesame and others. Identify gross quantity/volume, wholesale price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify the primary industry utilizing the products and commodities from the villages such as; rice mills, wood workshops and sawmills, handicraft workshops. Define and list the end products, quantity/volume and price of those commodities.
- Analysis of price setting of each commodities (relation with quality or value added activities)
- Identify the commodities which are exported at the different provincial border points. Identify gross quantity/volume, wholesale price of those commodities.
- Establish a Venn diagram showing the distribution and routing of each group of commodities from the villages to the province and to other regional locations. Completing the picture of the flow of commodities from the villages to the regional and international markets
- Establish a Venn diagram showing the organization (formal and non-formal) for the marketing of the products/commodities at regional level.

The above information and data were obtained through interviews with sellers at the market place of the provincial town; interviews with whole sellers; interviews with workshop and factory owners; and interviews with Province Commerce and Industry Service Offices, PAFSO, and other organization involved in the marketing system.

(2). Survey in and around 8 candidate villages

The marketing survey in and around the eight candidate villages was conducted as a part of the participatory village survey. The study team interviewed target groups and individuals identified by the session of the participatory village survey as outlined in the table below.

Table 1: Marketing Survey Process at Village Level

Target group	Survey items
Producers / harvesters	Production per product (crop / timber / NTFP / handicraft), harvest seasons, sales, means of transportation, mode of payment (in cash / in kind: under barter system), price setting, processing / post-harvest activities, any issues and problems in marketing, etc.
Middlemen / collectors in village	Type of commodities handled, season of marketing, volume of commodities, methods of collection, list of suppliers, price setting (quality, volume, market trend, season), marketing outlets, mode of marketing (in cash / in kind: under barter system), means of transportation, any problems in marketing, etc.
Local Market at village and district level	<i>Same as those for the middlemen in villages and in the district town</i>
Middlemen around villages including at district level	<i>Same as those for the middlemen in villages and in the district town</i>

The process of the survey around the 8 candidate villages was as follows;

- Establish a transect diagram and specify the resources and products/commodities' source/location, utilization, problems and constraints and potential for each village land transaction.
- Identify the existing village products and commodities that will be classified into five (5) categories as follows; (i) crops (rice, maize, job tears, cotton, cassava, tubers, fruits, vegetables, chili, pepper and other spices; (ii) livestock (buffalo, cows, goats, pigs, fowls, fish and others); (iii) NTFP (bamboo, rattan, wild fruits, mushrooms, herbs, bark, wild animals, worms and others), (iv) timber (fence poles, fire woods, wood roofing sheet, plantation wood such as teak and others), (v) handicrafts (weavings, silver smith, bamboo crafts, rattan crafts, farm tools and others); and processed food (rice cake, alcohol, dried bamboo shoots, honey, sugar and other).
- Establish a Venn diagram on the collect, production, the process (if any), and marketing of those commodities.
- Specify the different selling points (farm gates, road side, household side, market location etc.) for each commodities
- Establish a Venn diagram on the formal/non-formal organization for the marketing of those products.
- Establish a calendar specifying the different period for the collect, production, and selling, and the different pricing at farm gate and village gate of those commodities.

The above information and data were obtained through group interviews reviews of the data information from the household base line survey, and from the village profile survey.

The market survey around 8 candidate villages was complemented with a survey at district town level in order to outline the distribution channel of the village products and commodities at district level. This survey followed the process as below;

- Identify and list the villages' products and commodities sold at fresh market of the district town. Identify gross quantity/volume, retail price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify commodity buyers and wholesalers at district town level for commercial commodities such as; tears drops, cardamom, sesame and others. Identify gross quantity/volume, wholesale price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify the primary industry utilizing the products and commodities from the villages such as; rice mills, wood workshops and sawmills, handicraft workshops. Define and list the end products, quantity/volume and price of those commodities.
- Analysis of price setting of each commodities (relation with quality or value added activities)
- Establish a Venn diagram showing the distribution and routing of each group of commodities from the villages to the district and to other locations.
- Establish a Venn diagram showing the organization (formal and non-formal) for the marketing of the products/commodities at district level.

The above information and data were obtained through interviews with sellers at the market place of the district town; interviews with whole sellers; interviews with workshop and factory owners; and interviews with District Commerce and Industry Offices and with DAFO.

2. Overview of the Agriculture and Forestry Production in Northern Laos

Lao PDR is landlocked and has a small domestic market in relation to its low national population density rate (20 people/sqm) but it border several heavily populated countries such as; Southern China, Vietnam and Thailand. The country has a productive natural resource endowment, valuable biodiversity, and only a small percent of potentially arable land is cultivated. Some 80% of its population live in the rural areas and are on subsistence agriculture, there is little way of existing commercial production. The country, especially the Northern, part has a narrow production base and is subject to disaster in terms of drought and flood.

Lao PDR's major farming systems are identified as; lowland rainfed; lowland irrigated; upland and high land or mountain; and plateau. In the Northern part of the country the farming system is dominated by upland and mountain with some limited lowland rainfed and irrigated farming system. The upland and high land farming system are dominated by single wet season crop production and paddy is the most important crop mainly in shifting cultivation. There is high dependence on NTFPs for income generation. Some commercial crops such as; maize, peas, sugarcane, job tears, sesame and others are found in areas near to exporting routes and port to Thailand, China, Myanmar and Vietnam. Livestock / animal husbandry, which is part of the integral farming system of the Lao household, is predominant in reason to the large untapped barren land areas. Industrial tree plantation (teak and rubber tree) is found along main road in Northern provinces.

Table 2: Agriculture and Production Statistics in Northern Provinces

Commodity	unit	Luangprabang	Sayabury	Bokeo	Luangnamtha	Huaphan	Vientiane P.
Population	people	440,700	352,400	137,200	138,600	295,500	346,100
Land area	ha	2,001,200	1,638,500	490,500	841,000	1,703,800	1,592,700
Crops							
Lowland paddy	ton	95,240	113,670	49,560	59,780	80,420	220,970
Upland paddy	ton	44,830	33,320	9,280	18,810	29,930	5,770
Maize	ton	13,000	15,000	3,000	2,000	18,000	11,000
Mungbean	ton	318	51	na	35	31	1,000
Soybean	ton	183	55	104	135	9	232
Peanuts	ton	1,000	4,000	113	148	358	3,000
Starchy root	ton	14,000	5,000	1,960	5,000	4	12,000
Vegetable	ton	15,000	31,000	3,190	18,000	7	121,000
Tobacco	ton	950	500	299	401	3	835
Cotton	ton	169	159	na	438	737	10
Sugar cane	ton	3,000	6,000	640	43,840	989	6,000
Livestock							
Buffalo	head	53,000	60,000	22,000	22,000	60,000	70,000
Cattle	head	41,000	68,000	21,000	21,000	43,000	99,000
Pigs	head	135,000	95,000	52,000	52,000	134,000	92,000
Goat & Sheeps	head	21,000	5,000	5,000	5,000	10,000	4,000
Poultry	head	836,000	1,555,000	280,000	264,000	1,955,000	1,054,000
Forestry							
Forest coverage	ha	364,300	862,300	272,600	464,400	732,400	na
Forest Plantation	ha	6,614	5,723	851	1,395	na	na

Source: Agricultural Statistics, MAF 2002 & PAFSO records

3. Agriculture and Forest Commodities

The survey identified about 183 agriculture and forestry based commodities that are marketed at provincial level. About 43 items are exported to the neighboring countries. From the household village survey it is noted that almost farm products are consumed by villagers with limited selling in the market. The agriculture and forestry commodities identified in the market are listed in **Annex 2: Agricultural and Forestry Commodities at Village, District and Provincial level**. The commodities handled are divided into 5 major groups of commodities such as; crops, livestock, timber and wood products, NTFPs, and handicrafts.

Crops

Crops are cultivated by slash and burn in the high land with vegetable intercropped with maize, sesame, chili and other spices. On lower elevation, up-land rice intercropped with maize, melon, pumpkin and other fruit crops are cropped. In more accessible up-land areas nearby main roads and rivers, cash crops are cultivated in large areas. The major cash crops found are; maize, job tears, beans, ground nuts, pineapple, ginger, sesame and sugar cane.

In lowland area, rice is cultivated on paddy fields, fruit tree crops such as papaya, coconut, mango, tamarind, banana, and citrus are found in area nearby water sources and habitation. Vegetable, melon and water melon are found as dry season crops in some areas.

The marketing season for each crop depend on its cropping system and its storage capacity. For crops cultivated under rainfed, the marketing season follows the harvesting from October to January. The marketing season for grains i.e. rice, maize, sesame is extended longer to May-June. The marketing season for dry season crops also follows the harvesting from January to April-May.

Livestock

In the surveyed area, livestock is raised for food and for sale. Buffalo and cattle are raised freely on barren land or on shifting cultivation fallow land, they are also kept as saving in the family for cash income. They are sold to get cash to buy food during seasonal food shortage period, cloths and schooling material for children, and to buy drugs and medical care for family members.

Small animals such as pig, goat and sheep are raised for food and saved for ethnic ritual in the village. Pigs are also sold to local and provincial fresh market. Poultry such as chicken, duck, turkey, geese and birds are raised for food and sold to the local and provincial market. Fish culture is found in some area near provincial town. The majority of fish found in the market are from the Mekong River and its tributaries.

The marketing season for cattle is during the dry season because of the accessibility and lower transport costs. However, there is no season for the marketing of small animals and poultry.

Timber and Wood Product

Production of sawn wood, wood fixture and fittings, and furniture from forest exploitation in the natural forest is found in all province surveyed. Most of species exploited and processed are Hard wood such as; May Dou (*Pterocarpus Macrocarpus*), May Tekha (*Azelia Zylocarpa*) and Dipterocarps such are May Khen (*Shorea spp*), May Si (?), May Ngang (*Dipterocarpus Macrocarpus*). Some production of wood products from teak plantations are found in Luangprabang, Sayabury, and Bokeo.

Fuel wood is one demanded forest product. It is utilized in the cottage industry located in district and provincial towns such as; brick factory, noodle factory, salt factory, alcohol factory etc. Fence pole is also highly demanded by the market this is related to the promotion of sedentary cultivation in the form of home garden in the area. The source of fuel wood and fence pole is from slash and burn cultivation land and from cutting in the secondary forest.

The marketing season for wood is during the dry season which follows the wood exploitation and processing system. However, there is no clear marketing season determination for sawn wood and furniture.

Non Timber Forest Product (NTFP)

Gathering NTFPs is the crucial component for household survivals in the surveyed area because it provides a source of both subsistence and cash income to off set seasonal food shortages. There are more than 32 NTFP species¹ that are commercialized in the survey areas. Commercialized NTFPs are divided into 4 categories; (1) food products, (2) extractive products, (3) fiber products, and (4) medicinal products.

- (1) Food products: The major vegetal and animal food products found in the region are: Kha khom (*alpinia bracteata*), Mak Tao Tat (*Arenga westerhoutii*), No Khom (*Indosasa sinica*), Pak Kout (*Diplazium esculentum*), Mae Nomay (bamboo worm).
- (2) Extrative products: The major extractive products are: Khe hom or Chinese Cinnamum (*Cinnamum cassia*), May Ket sa na (*Aguilaria crassna*), Khi si resine from May si (*Vatica harmandia*), May Yang resin (*Dipterocarpus alatus*), Nhan or Benzoin tree (*Styrax tonkinensis*), Yang Bong and Peuak Bong (*Persea Kurzii*), Peuak sa pan (*Boehmeia malabarica*), Si siet bark (*pentace burmanica*), and Peuak Meuak.
- (3) Fiber products: Khem or blooms (*Thysanolaena maxima*), wild posa or paper mulberry (*Broussonetia papyrifera*), Bay Toey (*Pandanus fibrosus*, and Wai or rattan (*Calamus spp.*).
- (4) Medicinal products: Bai Lai (*Orchidaceae spp.*), Nha bai lai (*Ludisia discolor*), (Kua Hem (*Coscinlum fenestratum*), Mak neng or cardamom (*Amomum spp.*), Ya Houa (*Smilax glabra*).

¹ Reference to; Non-Timber Forest Products with Commercial Potential in Lao PDR; December 2000; Forestry Research Center NAFRI; FRC/TFP technical paper No.1.

Marketing season of NTFPs is during the dry season when the forest is accessible. However, food products are marketed all year around.

Handicrafts

Cotton and silk weaving and crafts are found in all provinces surveyed. Most of the products are made for local consumption and for the tourism market in the provincial towns. Part of the products is exported through Vientiane.

Paper mulberry is processed as pulp paper, paper and crafts and is sold in the tourism market in the provincial towns, especially in Luangprabang. Pulp paper is exported to Thailand.

Rattan and bamboo weaving and furniture are found in all provinces. Most of the products are made for local consumption. A small portion is for the tourism market. Farm tools, cutlery and hunting tools are found in the local market and tourism market.

There is not determined marketing season for handicrafts. However, NTFP based and wood based handicrafts marketing season is during the dry season.

4. Trade Policy Environment

Trade Regulations

The Government has taken some positive steps toward liberalization of trade. Despite the attempts at cutting down on the incentive of illegal smuggling, which seems to be still prevalent in some provinces and is the most important barriers against the development of local agricultural production.

The regulation on retail business license issued in 1993 under the ministerial decree No. 464/KKH dated 8/12/1993 gives the opportunity for all people to enter retail trade by following established tax and arbitration regulations. The decree, which applies to all kind of retails including agriculture product retailers paved the grown for trade liberalization in Lao PDR. The decree also allowed the retail of agricultural commodities within the structure of the district and provincial fresh market.

The business law (Mo.3/NA) dated August 13, 1994 and its implementing regulations (Decree No. 31 PM) determine how businesses are going to be registered. Procedures for business registration are still unclear, complicated, time consuming. Therefore, very few businesses are registered properly within the district. Thus implicates the majority of agricultural and forestry commodities trading within the informal sector. In the survey area, licensed middlemen registered at district level are trading agricultural and NTFPs within the villages, district and provinces.

Price control on strategic food

Since mid 1990's the market system was left free under its own demand rules without any control and it became disorganized and chaotic. During the Asian economic crisis in 1997-1998 the Government could not control the market and there was many distortions on the food market affecting the country economy. To put order in the speculation of food price the Government issued the Guideline No. 06/PM on the control of price, protection of the inflation and exchange rate on 23/03/1999. This guideline is still into force during the time of the survey with the district authority and State Owned Food Stuff Company strictly regulating price of rice and meat at farm gates and at fresh market desk. The prices of other food commodities are left to the market system with less control.

Implication of the ASEAN Free Trade Area (AFTA)

Some of agricultural commodities exported to Thailand such as; peas, maize, soybean are benefiting from the reduction of tariff under the AFTA scheme. This has boosted the production of the commodities in the surveyed provinces. The agriculture and forestry products and tariff rates in the Common Effective Preferential Tariff (CEPT) scheme's inclusion list of Lao PDR could be found in the website of the ASEAN Secretariat. www.aseansec.org. However, the implication of AFTA and FTA between China and Lao PDR has not been much applied and flows of agricultural commodities are channeling through provincial and district border trade points due to the prevalence Non Tariff Barriers (NTB) and Non Tariff Measures (NTM) in the Official International Border Ports.

5. Marketing System

Agricultural development in Lao PDR is driven by market demand from town (urban area) and from the neighboring countries. Because of its low population density, the predominance of subsistence agriculture, and the lack of rural infrastructure, agriculture marketing is generally on a small scale.

The flow of agricultural and forestry based commodities is specific for each group of commodities and is typically related to the geographical condition, road infrastructure condition and strategic location of each provinces. Intra-provincial and regional trade has increased recently due to the improvement of road infrastructure in some areas and by the improvement in cross-border policies, administration and facilities at the border point, and in reductions in domestic and regional barrier to trade. The implementation of the ASEAN Free Trade Area (AFTA) eased import duties of agricultural commodities has increased the flow of commodities to Thailand via Bokeo, Sayabury and Vientiane Province. Trade flow of agricultural and forestry commodities is clearly segmented between the domestic market and the export market.

5.1 Domestic Market

The domestic trade flow is chaotic and disorganized with many individual small traders involved in collecting and supplying small quantity of commodities to the market. Most traders are villagers who bring fresh products from farming, fishing, hunting and collecting from the forest immediately to the nearby local market. Aside from the selling activities, people are handling and transporting products in small quantity onto many means of transport that is available (bicycle, motorbike, hand tractors, pick up truck, barge etc.) crating a variety of different marketing channels even for the same commodity.

Operators within the channels carry out a combination of function such as farmer/collector, farmer/retailer, collector/processor/wholesaler, and wholesaler/retailer. Marketing is often family enterprise for example the husband is a collector and the wife sells in the retails market. The marketing channel is very short and there is very limited exchange point. Because of deficient market infrastructure such as poor access road, landing area, high transport costs the trade flow within the local market is segmented and seasonal with some irregular rotational market (talat nat) organized by the communities to inter exchange commodities between villages. For village located nearby national road stalls are installed to sell seasonal products by the villagers. Due to poor access road, transport of commodities is done by river transport during the raining season.

5.2 Industrial and Export Market

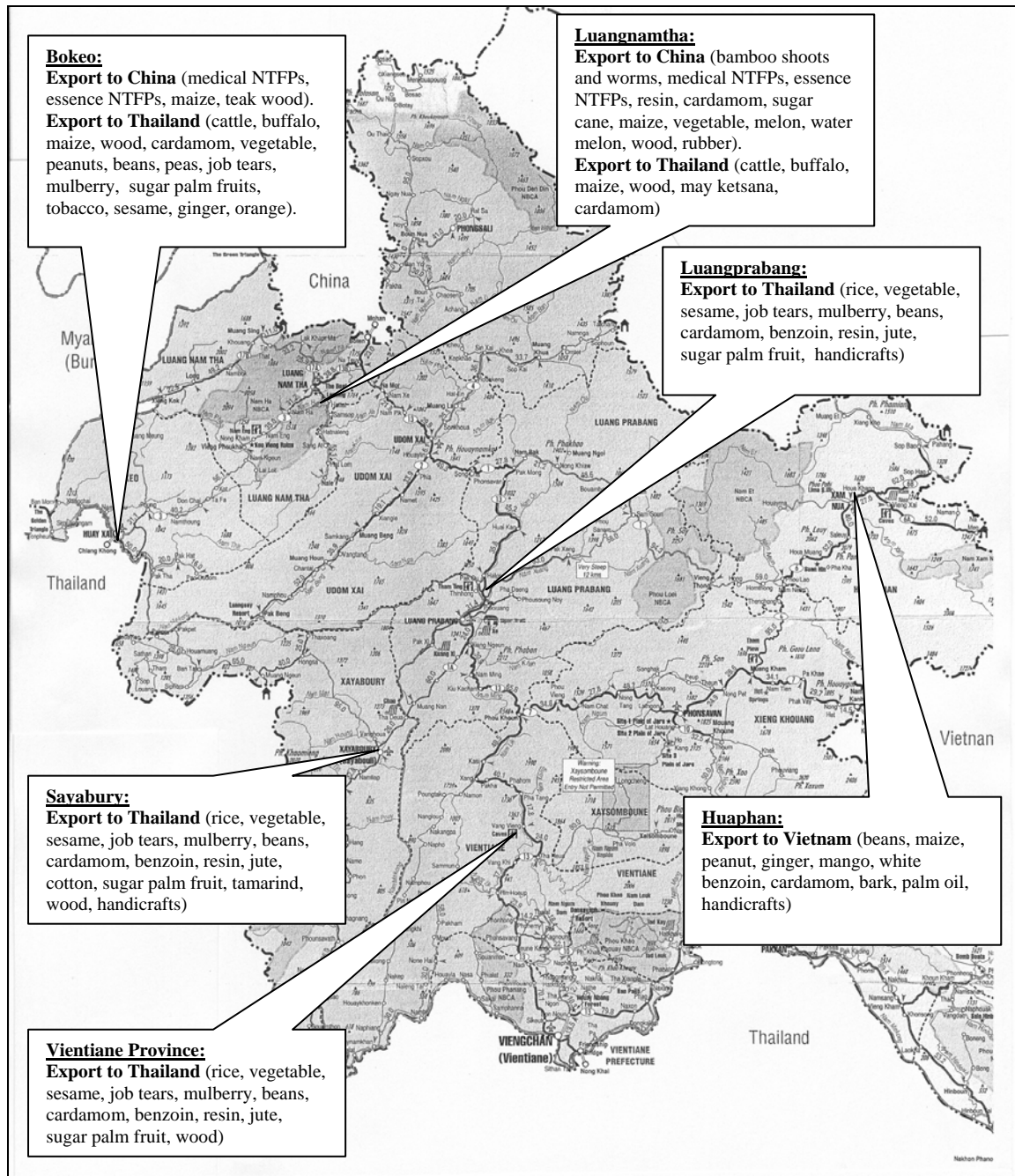
The industrial and export trade flow for crops, NTFPs, livestock, and for wood and handicraft products is more structured and organized with many village and district registered collectors, provincial whole sellers in the form of import-export companies involved in collecting and supplying large quantity of commodities to the export market. Most traders are

villagers who bring fresh products from farming and collecting from the forest to assembly points designated by buyers. Some products may require drying and pre-selection/grading before they are transported to assembly point. The registered collectors are handling and transporting the products by truck or by boat to factories, to whole seller storage facilities in the provinces or transported directly to the border point in case of perishable products such as sugar cane and sugar palm fruits. Some products such as peas and soybean would be graded before exported. Product processed in factories such as paper mulberry, May Ketsana are transported to border points and exported.

Operators within the channels are a combination of people designated by the village authority or zone authority (khet) as the official representative of the zone or village for each products or group of products. In case of contract farming the person will be responsible to provide seed and input supplies as well as receiving up-front money and pay for the collect of NTFPs. Registered or licensed district collectors for many products (NTFPs, livestock, teak wood etc.) also operate in the channels as individual enterprises. They collect, transport and sell the products to the factories or to the import-export companies. Import-export companies are handling and transporting commodities accros border points. There are presently 3 level of border exchange points; (i) Official International Border Port such as Boten in Luangnamtha and Huaisay in Bokeo; (ii) Provincial Border Trade Port (each province has one or two points); and (iii) District Border Trade Port (each district has one).

The marketing channel is short for perishable products such as sugar palm fruit, sugar cane, melon, water melon, cabbages and etc. The handling of those products is arranged in a way that shipments are channeled across the border within less than one day. The marketing channel for non-perishable products is longer and may contain many exchange point from the village to the province and to the border point.

Figure 1: Views the Outflow of Products in the 6 Province Surveyed.



Source: Province Commerce Service, PAFSO and Border Trade Authority.

The agro-based industry is not developed in Northern Laos. A part from a few agro-processing and forest-processing factories there is hardly no other industries which could provide value added to the agricultural and forestry commodities produced and collected by the villagers. Because of that situation and of poor market infrastructures, the trade flow within the industrial market is also segmented and seasonal.

The list of agricultural and forestry based factories is listed in the following table.

Table 3: List of Industries in the Provinces Surveyed.

No	Descriptions	Luang-namtha	Luang-prabang	Sayaboury	Bokeo	Houaphan	Vientiane Prov.
1	Rice mill	4	10	760	154	423	1,590
2	Feed mill		1	1	1		1
3	Bread factory			2	1		4
4	Noodle factory		9	35	2		55
5	Local alcoholic distillery	6	30	93	45	3	164
6	Sawmill		1	9	3	3	10
7	Small sawmill		4	3	2		
8	Furniture factory	20	41	64	31	7	107
9	Brick factory	8	25	61		3	29
10	Aguar wood processing factory		3	1			
11	Mulberry paper factory		1	1			
12	Slaughter house	1	1	1	1	1	2
13	Vegetable processing factory						1
14	Salt processing factory	1					1
15	Rattan furniture factory						1
16	Canning factory						1
17	NTFP extraction factory		2				
18	Wood craft group		1				
19	Handicraft group					1	
20	Weaving group					1	

Source: Province Industry Services and PAFSO

Information about the industrial market in term of commodities, processing and prices in provided in **Annex 3: Information about the Industrial Market.**

The export volume and value recorded by the Provincial Commerce Service is shown in Table 4 and Table 5. Sayabury and Bokeo due to their situation next to Thailand and due to the ease of border tariff and non-trade-barriers made recently have augmented their exportation. The exportation of sawn wood and wood products remains the largest export items followed by cash crops. Export of livestock is not recorded and official export figures are very low. There is some 400 tons of rubber oil exported to China from Luangnamtha this year.

Table 4: Export Statistics October 2003 – March 2004 / Provincial Commerce Service.

No	Name of NTFP	Unit	Luangprabang		Luangnamtha		Sayaboury		Bokeo		Houaphan		Vientiane Province		
			qty	Value (\$)	qty	Value (\$)	qty	Value (\$)	qty	Value (\$)	qty	Value (\$)	Quantity	Value (\$)	
1	Canned bamboo shoots	ton											1,066	531,359	
2	Canned mangoes	ton											228	136,649	
3	Canned Maktao	ton											136	32,962	
4	Cattle	head			479	91,000	1,584	277,521	257	91,492					
5	Non-glutinous rice	ton			3,525	423,000									
6	Jobstears	ton	4,586	803,677			8,821	1,098,950	1,303	208,926	120	31,004	651	112,350	
7	Maize	ton			2,421	184,000	14,021	908,663	4,365	319,090	250	20,334			
8	Soil bean	ton	8	1,541							80	13,779			
9	Sugarcane	ton			9,500	175,075									
10	Black ginger	ton					0	746					0	562	
11	Ginger	ton					398	18,979	45	2,098					
12	Seseme	ton					217	88,046				25	6,698	1	90
13	Squash	ton									18	1,377			
14	lentil	ton							486	97,470					
15	Peanut	ton					1,159	182,011	215	31,430					
16	Red bean	ton					1,079	175,058							
17	Garlic	ton							500	90,000					
18	Sun flower grain	ton							100	33,600					
19	Green cabbage	ton							576	43,723					
20	Paddy	ton					13	917	303	35,764					
21	Coffee grain	ton	1	3,598					180	106,819					
22	Mali rice	ton					30	3,734	120	16,097					
23	Para rubber oil	ton			424	91,000									
24	Cotton	ton	7	2,064			64	7,244							
25	Sompodi (<i>kajjab</i>)	ton					19	14,609							
26	Sour tamarind	ton					47	4,282							
27	Wood	cum	62	11,972	2,230	335,048	14,485	4,064,461	3,938	757,718	3205	601,831	6,503	1,398,197	
28	Maktao	ton	22	7,948	735	147,000	394	112,839	515	153,433			315	56,636	
29	Dried Posa	ton	270	91,835			802	242,767	4	940			300	21,346	
30	Rasin	ton	93	22,605			65	9,032	208	39,148			21	2,862	
31	Khrem	ton	254	85,645	585	117,000	259	51,596	106	31,800			294	58,850	
32	Peuakbong	ton					116	16,239	31	3,487			1	172	
33	Peuakmeuak	ton	70	20,231					27	5,057					
34	Peuakkor	ton					95	16,499							
35	Sisiat	ton					7	1,176							
36	Benzoil	ton	4	89,230								15			
37	Cardamom	ton	12	25,241	95	133,000						38	72,727		
38	Makkor	ton										25	1,913		
39	Nang oua leaf	kg										500	28,707		
40	Peuakhaepa	ton										10	1,531		
41	Rattan	pcs	5	1,445					120,000	16,080					
42	Chandai	kg	3	1,590					5,000	830					
43	Aguar wood (May ketsana)	kg	10	125,087					34,140						

Source: Provincial Commerce Service

Table 5: Export Statistics from Border Trade Ports October 2003 – March 2004

No	Name of NTFP	unit	Luangnamtha Province				Sayaboury		Borkeo		Vientiane Province	
			Pangthong Border Trade		Borten Border Trade		Kenthao Border Trade		Houayxai Border Trade		Sanakham Border Trade	
			Quantity(t)	Value (\$)	Quantity(t)	Value (\$)	Quantity(t)	Value (\$)	Quantity(t)	Value (\$)	Quantity(t)	Value (\$)
1	non-glutinous rice	ton	589	85,048					12			
2	Maize	ton	5,725	357,303	73		13,918	901,961	820	35,123.73		
3	White sesame	ton					103	38,794	81	48,544.92	1	90
4	Peanut	ton					954	148,925				
5	Jobstears	ton					8,702	1,089,060	1,770	154,816.68	651	112,350
6	Red bean grain	ton					109	175,058				
7	Cotton	ton					63	7,000				
8	Tobacco	ton							136			
9	Para rubber oil								300	389,000.00		
10	Sour tamarind	ton					35	1,634				
11	Green chilli	ton	69	5,956								
12	Ginger	ton			45							
13	Black Ginger	ton									300	562
14	Cattle	head							305	28,436.00		
15	Posa	ton					683	226,672	20		300	21,346
16	Maktao	ton					618	58,866	388		315	56,636
17	Rasin	ton	10	241	30		49	4,665	48		21	2,862
18	Sisiat	ton					7	1,176				
19	Khrem	ton	8	617	17		217	41,896	132		294	58,850
20	Black ginger	ton					0	746				
21	Peuakhoun	ton					5	233				
22	Peuakbong	ton			171		2	93	177		1	172
23	Peuakmeuak	ton	24	5,780	243							
24	rattan	pcs			18,320							
25	Bitter bamboo shoot	ton			6							
26	Kheuakhaolom	ton									1	187
27	Sawn wood	cum	334	29,557	289		8,161	2,449,209	225	225,069.00		
28	Chopsticks	ton					430	95,682				
29	Furniture	pcs					453	10,997				

Source: Provincial Commerce Service, Border Trade Port Authority.

6. Trade Flows and Distribution Channels

This paragraph outline the trade flows of the major commodities by explaining the production and distribution channels, the operation for processing, handling, transporting, packing and grading of products, its different operators, and the existing market outlets.

As explained in the previous paragraph, the marketing of agricultural and forestry products is segmented between the domestic and industrial/export market and is seasonally following the crop harvesting and market accessibility during the dry season.

6.1 Trade Flows and Distribution Channels for Crops

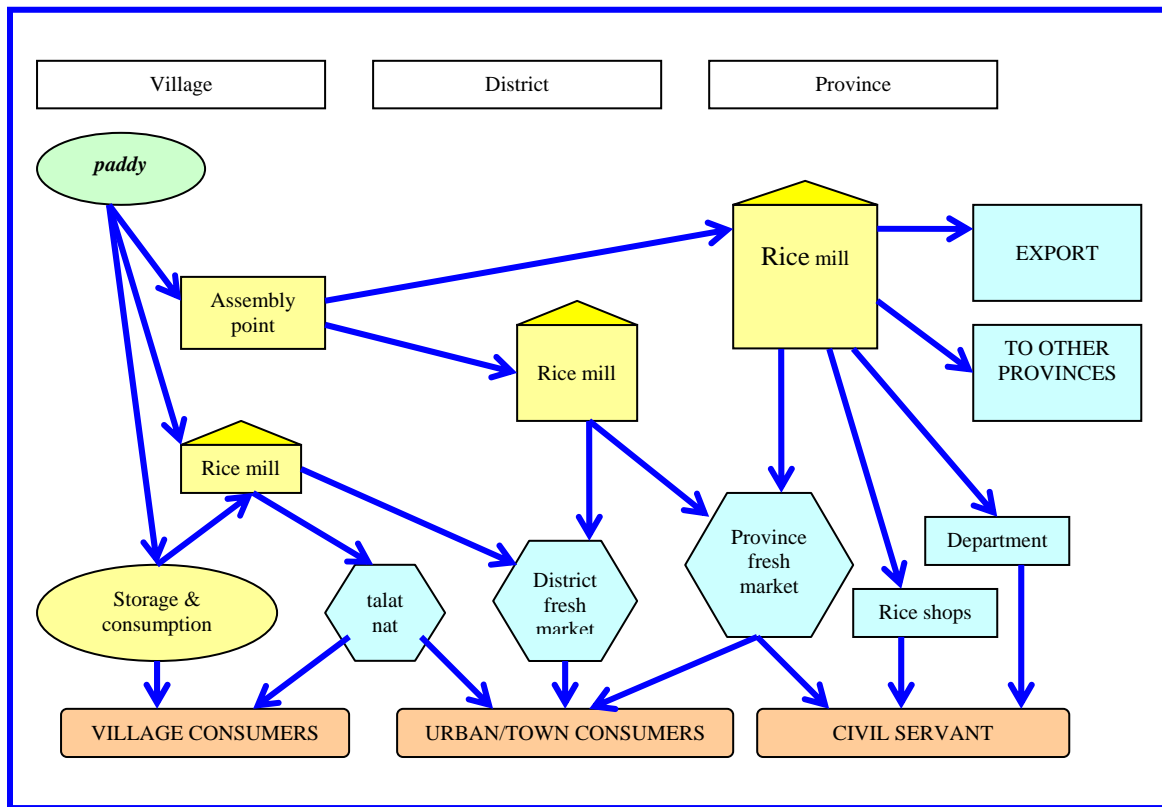
The study identified 4 major crops commodities such as paddy/rice, maize, cash crops and fruit crops that have slightly different marketing flows and channels.

Paddy/Rice:

The majority of up-land rice is produced for household consumption. However, an in-flow of up-land rice to the urban area of the district and province is recorded. In-flow of low-land rice from the plains of Sayabury, Luangnamtha, Bokeo and plains of southern provinces to the urban area of the provinces is recorded. A out-flow of sticky rice from Bokeo, Sayabury to Thailand and from Huaphan to Vietnam is recorded.

The marketing system of paddy/rice consists of district paddy collectors, who are collecting paddy for the army, police force, provincial food stuff companies, town rice mills and import-export companies. Paddy for export is collected by collectors from town sawmill and import-export companies. Paddy is collected at designated assembly points (village, district, road site, river port site) and transported by truck or barge/boat to rice mills in town. Paddy is milled and distributed to department (incase of the army) and sold to civil servant or to retailers in the fresh market (in case of Food Stuff Companies). After milling rice for export are transported by truck or barge/boat to the official or non-official border point. In area next to town, villagers are milling their paddy in the village or at district rice mill, transport the rice in small quantity to the talat nat (rotational market) or to the district market or to the provincial market to sell to rice retailers or to sit and sell by themselves. The price of paddy collected by the army and food stuff companies is regulated by the provinces. Price of rice sold at the fresh market is regulated by the district. Wholesalers of rice are the State Owned Food Stuff Companies (SOFSC), Rice mill owners, rice shop owners and some rice merchants. Rice retailers are farmers/villagers, rice merchants, rice mill owners, rice shop owners.

Figure 2: Trade Flows of Paddy/Rice

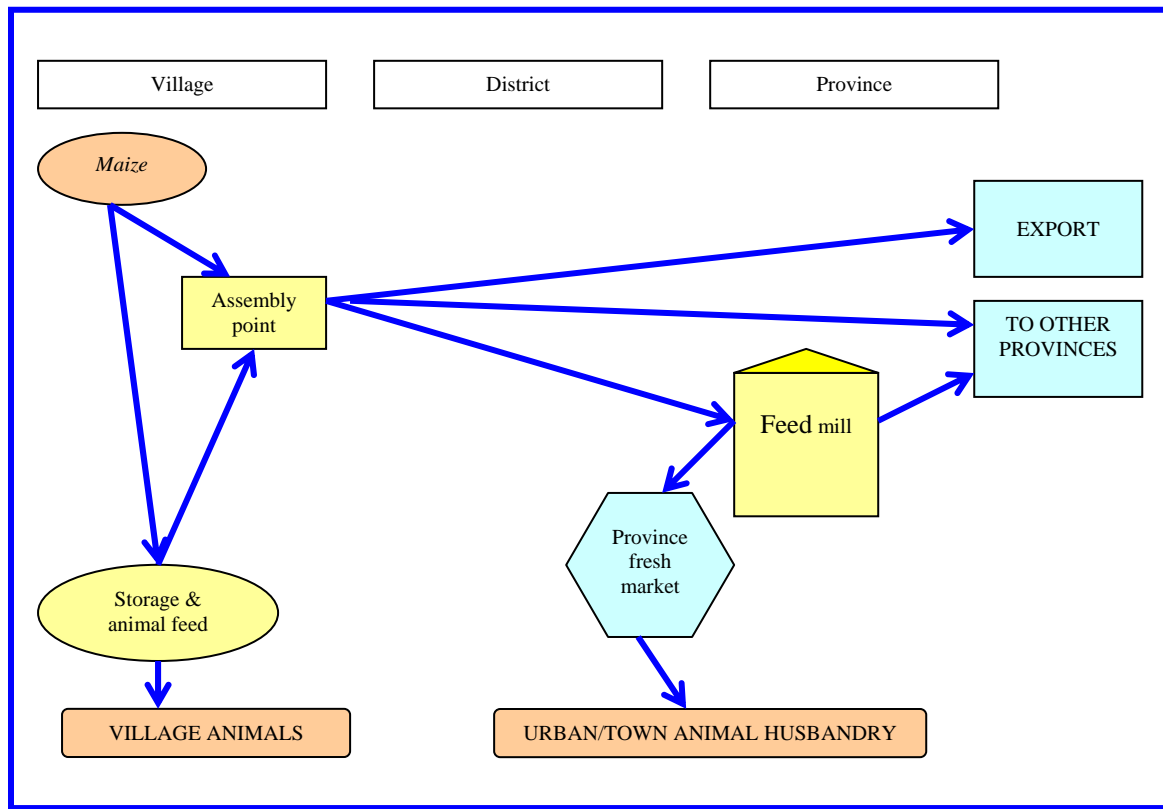


Maize:

Maize is produced for livestock feed, for household consumption (in case of food insufficiency) and for export to neighboring countries (Thailand, Vietnam and China). In some area near to the border such as Sayabury, Bokeo, Luangnamtha, Huaphan and Vientiane Province, maize is produced under contract farming. Seed and input supplies are provided to the farmers in their turn are selling back the products to the contractors at defined price and landing.

The in-flow of maize from the upland area to town and out-flow from the town to the border point is recorded. The marketing system of maize consists of collectors from import-export companies (under contract farming), and from animal feed mills (Bokeo, Sayabury, Huaphan, Vientiane Province). Maize is collected at designated assembly points (village, district, road site, river port site) in grain during dry season and not grained during wet season. Maize is then transported by truck or barge/boat to feed mills in town and to the border points. Actually most of the maize is exported at provincial border exchange point rather than Official Border Points because there is less requirement for Phytosanitary certification, origin certification, and less NTBs and NTMs.

Figure 3: Trade Flow of maize



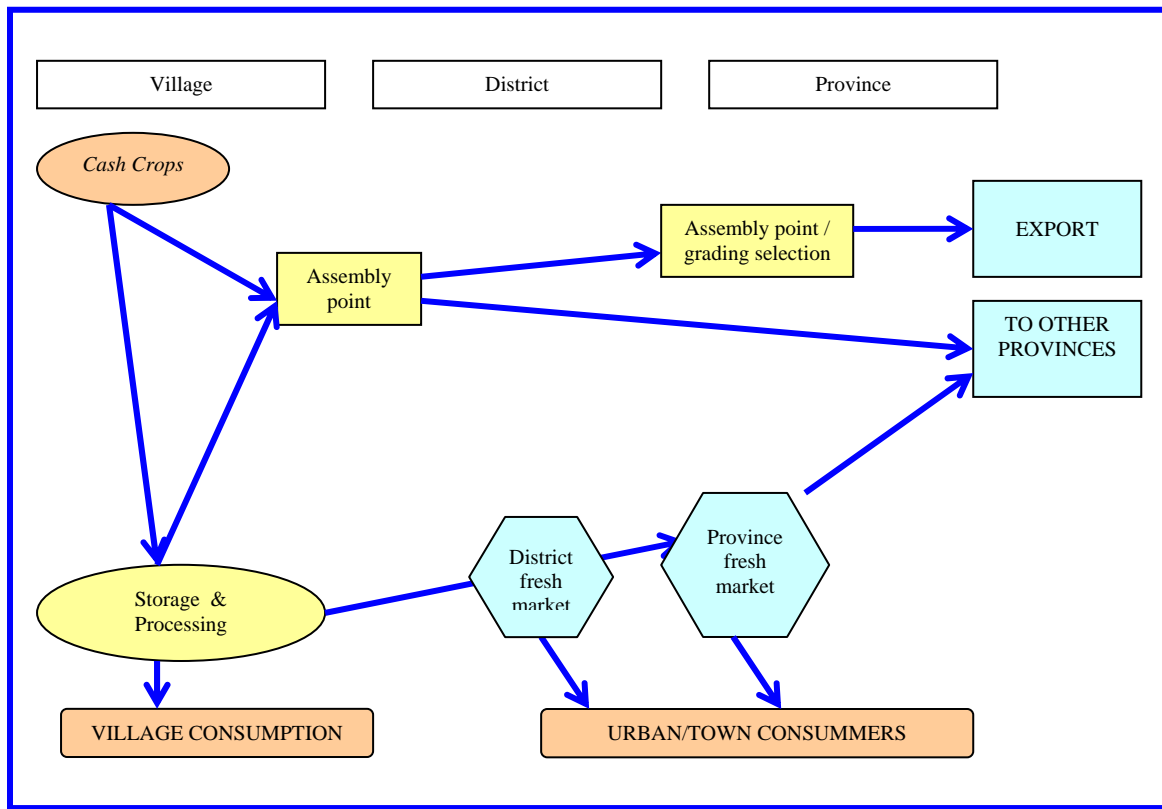
Whole seller of maize are feed mills located in the provinces and import-export companies, which have out-let in Thailand, Vietnam and China. Price of maize is directed by the whole sellers.

Cash crops:

Cash crops such as; chili, cotton, job tears, mung beans, soybeans, peas, white ginger, sugar cane and other cash crops are grown for the fresh market and for export. Some of the crops such as soybeans and peas are grown under contract farming.

The in-flow of cash crops from the upland area to town and out-flow from the town to the border point is recorded. The marketing system of cash crops consists of collectors from import-export companies. Cash crops are collected at designated assembly points (village, district, road site, river port site) they are then transported by truck or barge/boat to the border points. Peas and soy bean are bought without grading at first assembly point, transported to provincial store rooms to be graded before export. Part of the cash crops flows from province to provinces and to provincial fresh market.

Figure 4: Trade Flow of Cash Crops



Whole sellers of cash crops are import-export companies or agricultural development companies that have trade link with Thailand and China.

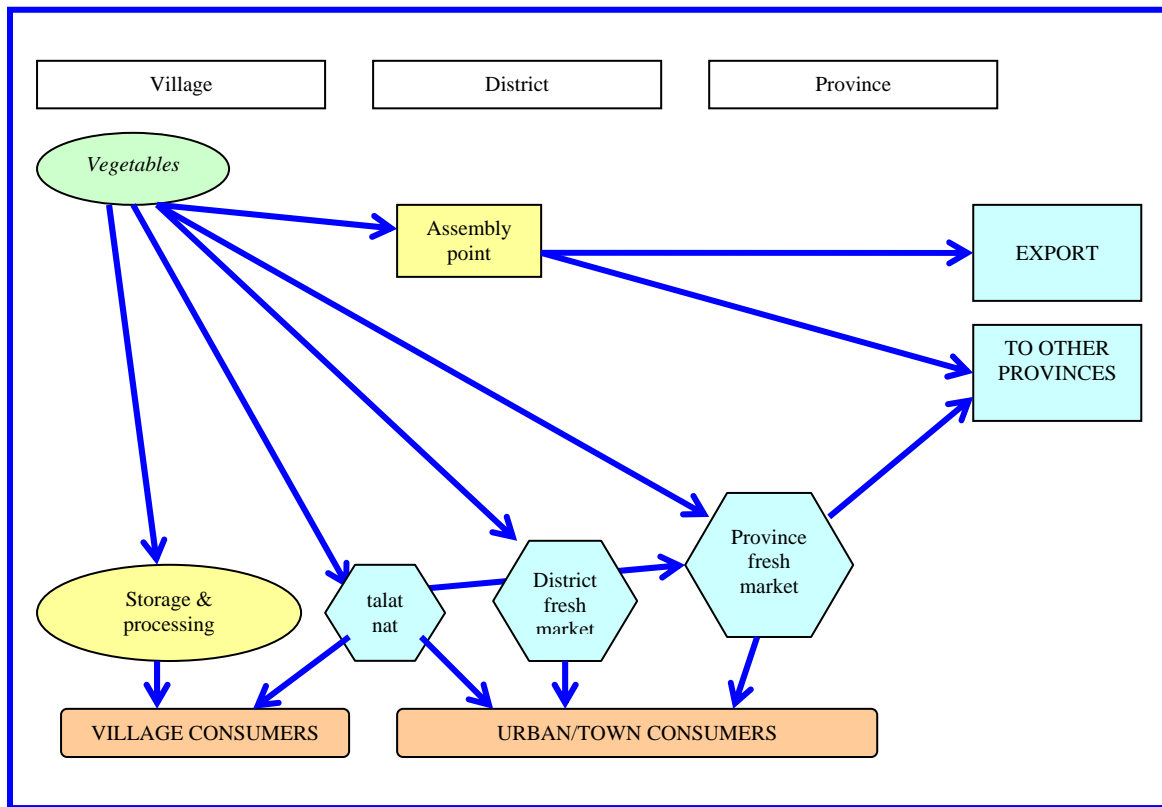
Vegetable

In areas nearby district and provincial towns, vegetable are cultivated for the fresh market and also cultivated for export under contract farming in Bokeo and in Sayabury.

The marketing system for vegetable for the local market is disorganized and chaotic. There are many small traders and the fresh markets (talat nat, district and province) are crowded with many sellers with small quantity of products.

In Bokeo and Sayabury, cabbage is cultivated under contract farming for the canning factory in Thailand. Seed, input supplies and technical assistance are provided by Thai investor through the Import-export or agriculture development companies. cabbages are collected at designated assembly points (village, district, road site, river port site) they are packed in bags and then transported by truck or barge/boat to the border points.

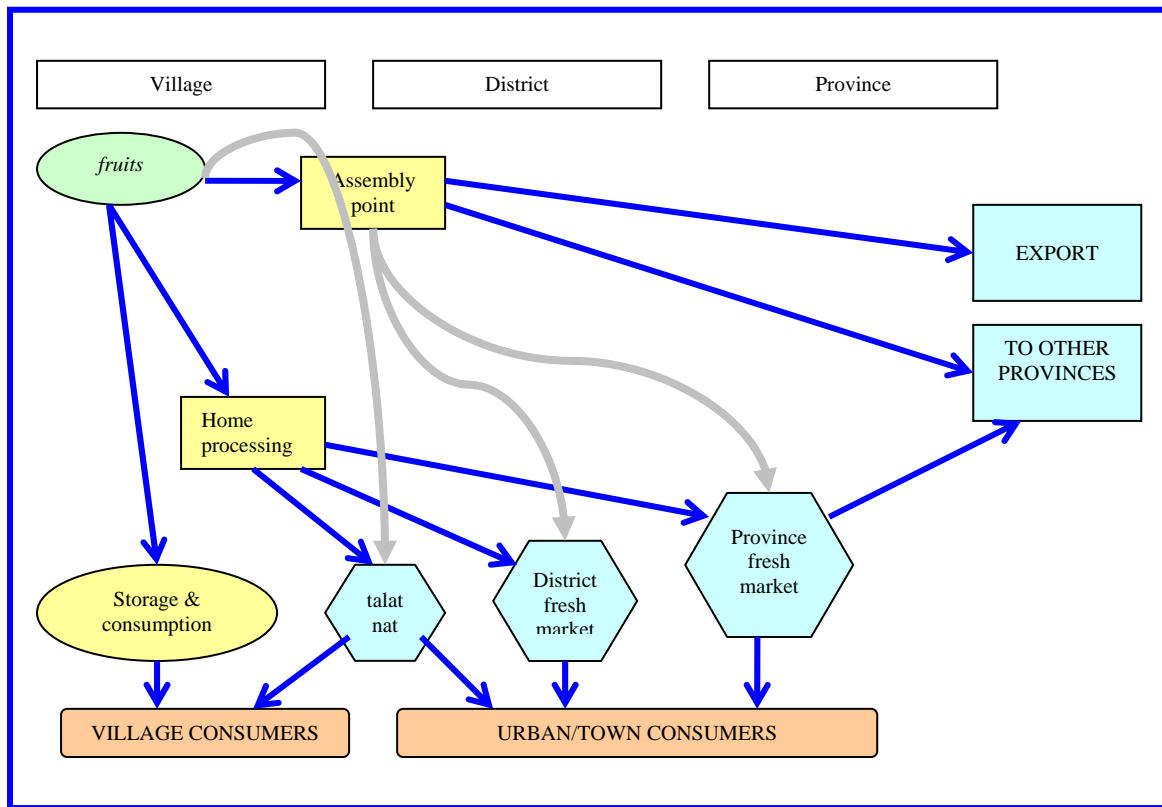
Figure 5: Trade Flow of Vegetable



Citrus, tangerine, orange, pineapple, tamarind melon and water melon:

Fruit are produced for the local market and for export. Tangerine, tamarind from Sayabury and Bokeo flow to Luangprabang and Vientiane and are also exported to Thailand. Oranges from Luanprabang are flowing in all provinces and to Vientiane capital. Pineapples are flowing to provincial town fresh market. Parts of the pineapples are home processed into pineapple jam and sold. Tamarind jam from home cottage is also found in provincial town fresh market. Melon and water melons are grown in upper provinces for export to China.

Figure 6: Trade Flow for Fruit Crops



The marketing system for fruit is disorganized but less chaotic if compare with vegetables. However, many traders are involved and the fresh markets (talat nat, district and province) are crowded with sellers with medium sized quantity of products.

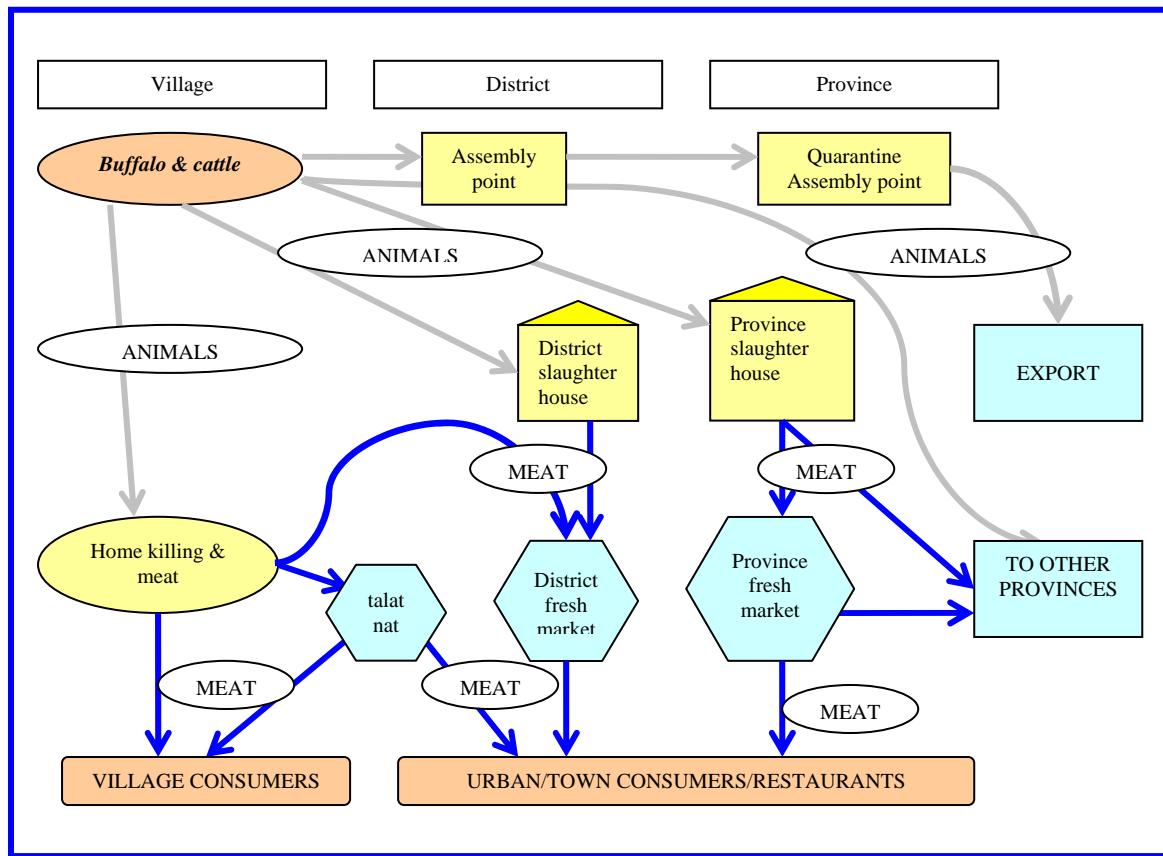
6.2 Trade Flows for Livestock

Buffalo and cattle:

Buffalo and cattle are raised as draught animal and as household saving. They are sold in case of shortage of food and cash. Registered middlemen representative from animal slaughtering groups visit individual farmers buy the animal and transport them to the slaughter house. The animal is slaughtered and meat is sold at abattoir gate then send to retailers in the market. Buffalo and cattle are sometime slaughtered in the village and meat sold to the talat nat or to the household during village ritual and festival.

Export of buffalo and cattle to Thailand is recorded in Bokeo and Luangnamtha. Registered middlemen at district and provincial visit individual farmers in the village to buy the animals and assemble then until they get one or two truck load. The animals are transported by truck and/or by boat next to the border trade port. They are kept there for resting within 2-3 weeks and transported across the border at provincial border trade point without any veterinary certification. In Thailand, the animals are put in quarantine for 4 weeks before they are transported to abattoirs in Chiang Rai or Chiang Mai.

Figure 7: Trade Flow for Buffalo and Cattle



The marketing system for buffalo and cattle is organized under the supervision of the province, district veterinary services and the State Owned Provincial Food Stuff Companies. Meat products are operated by registered animal purchasing and slaughtering group under the supervision of the Food Stuff Company or of the District Commerce Service.

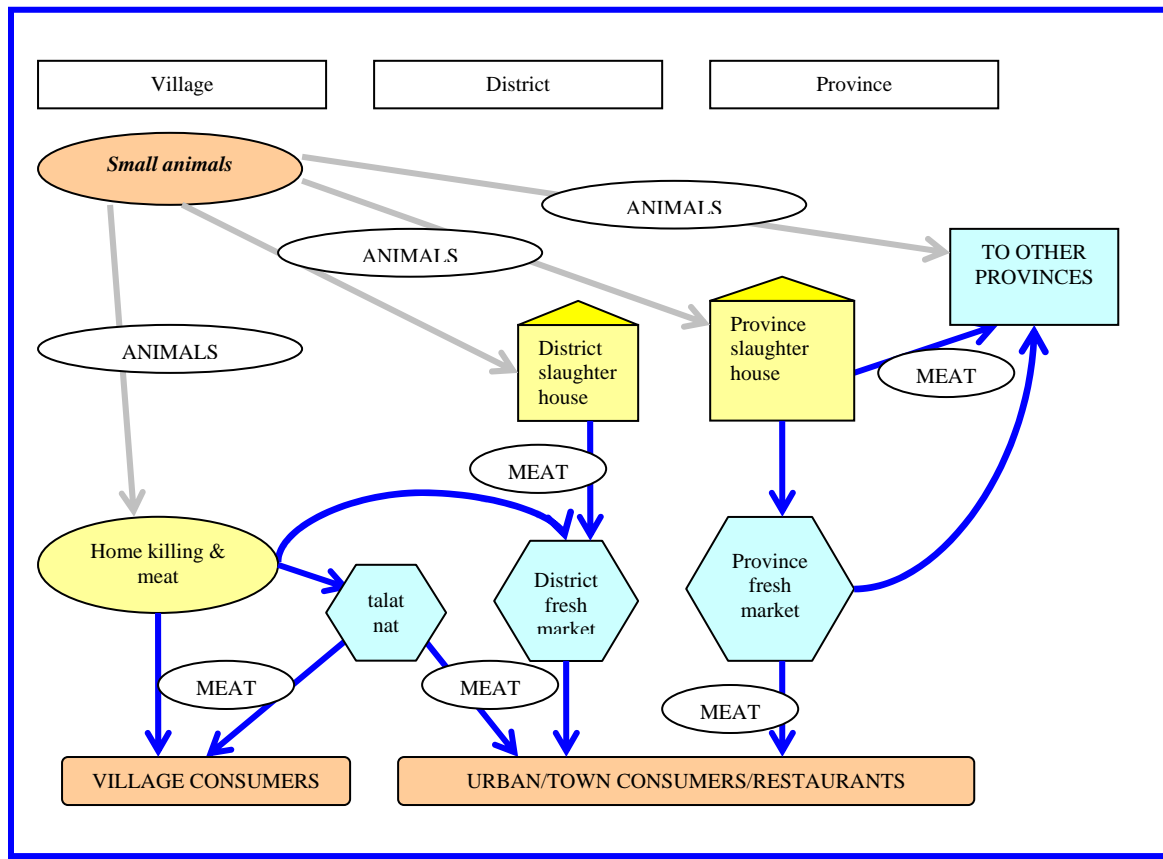
Small animal (pig, goat):

Small animal such as pigs and goats are raised for household saving. They are sold in case of shortage of food and cash. Registered middlemen representative from animal slaughtering groups visit individual farmers buy the animals and transport them to the slaughter house. The animals are slaughtered and meat is sold at abattoir gate then send to retailers in the market. Pig are slaughtered at household and sold in the village or in the talat nat.

Sometime meat is sent to retailers in town. Usually this is done on family business, the husband is the animal collector and the slaughter and the wife retail the meat in the market.

The marketing system for small animal is organized the supervision of the province, district veterinary services and the State Owned Provincial Food Stuff Companies. Meat products are operated by registered animal purchasing and slaughtering groups under the supervision of the Food Stuff Company or of the District Commerce Service.

Figure 8: Trade Flow for Small Animals

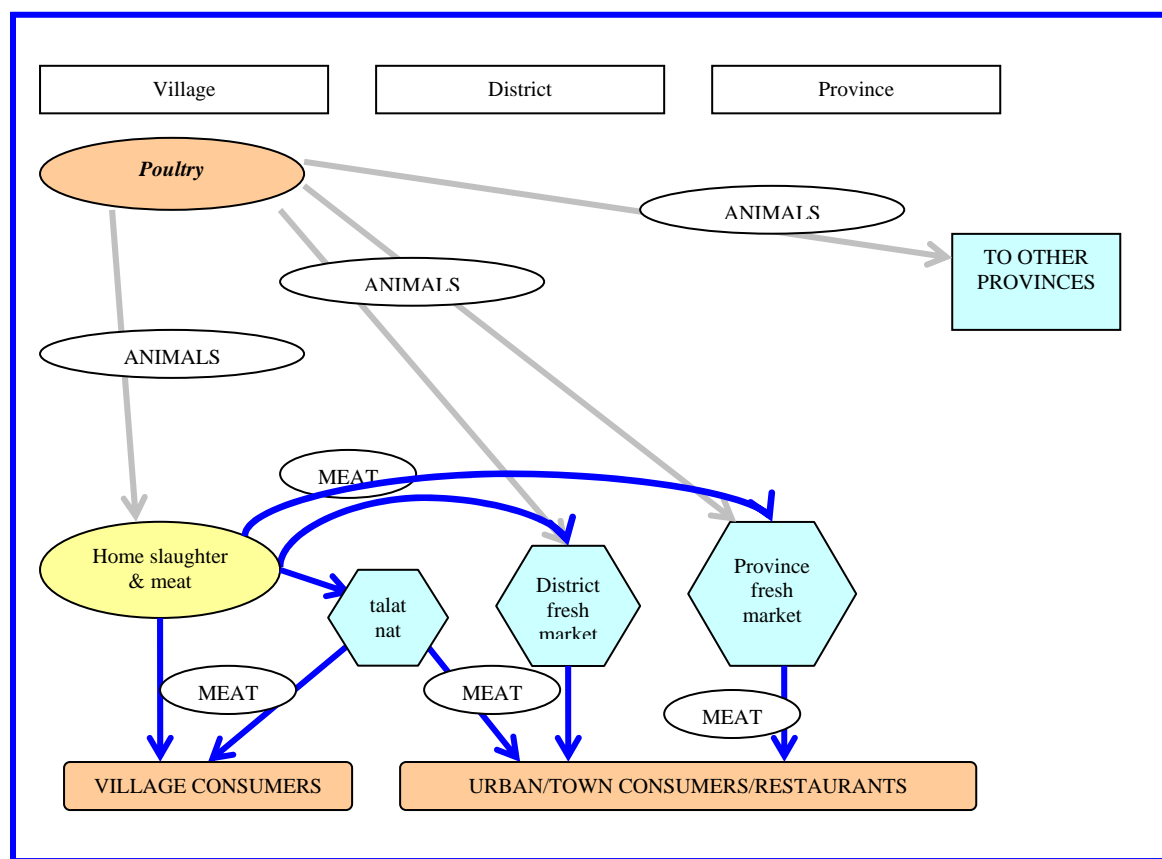


Poultry

Poultry such as; chicken, ducks, turkeys and geese are raised for household consumption and for getting cash. Registered middlemen representative from animal slaughtering groups visit individual farmers buy the animals, transport them to town. The animals are slaughtered and meat is send to retailers in the market. However, most of poultry are slaughtered at household and sold in the village or in the talat nat.

The marketing system for small animal is organized the supervision of the province, district veterinary services and the State Owned Provincial Food Stuff Companies. Meat products are operated by registered animal purchasing and slaughtering group under the supervision of the Food Stuff Company or of the District Commerce Service.

Figure 9: Trade Flow for Poultry



6.3 Trade Flows for Timber and Wood Products

Natural forest wood and teak wood:

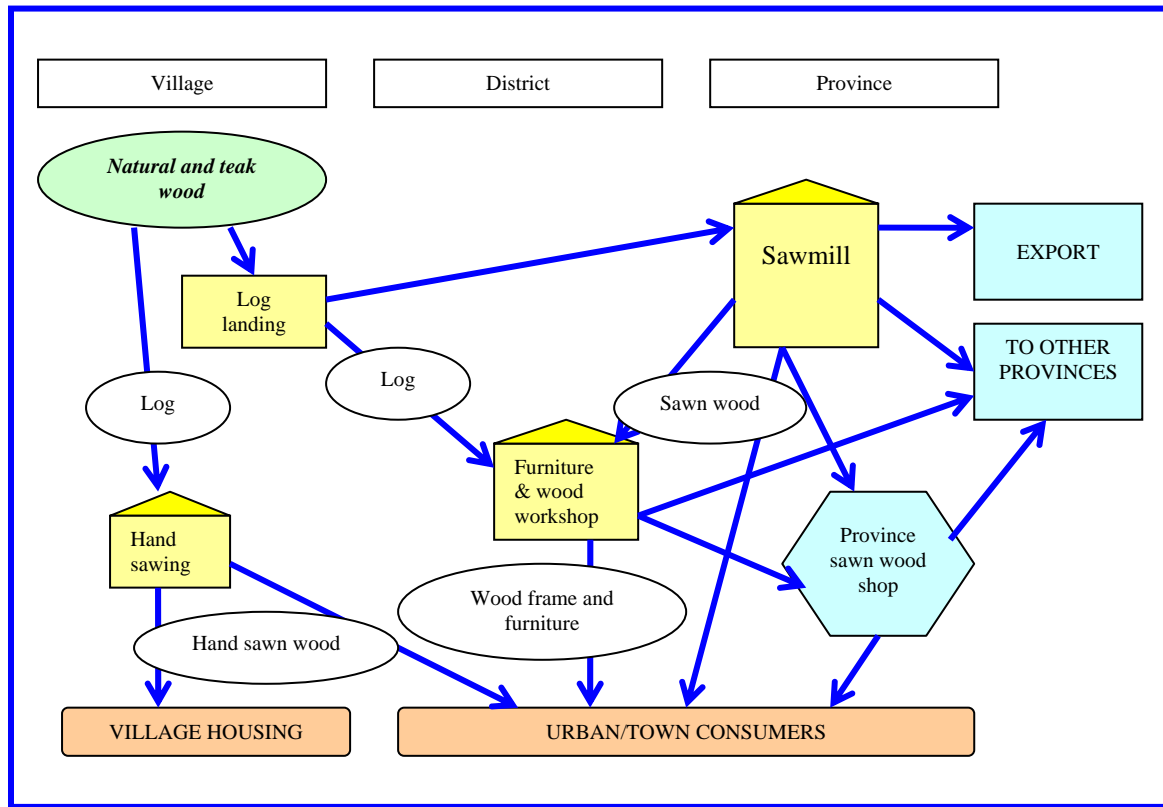
The marketing system of wood from the natural forest and from plantation is strictly regulated by the Provincial and District Agriculture and Forestry Services.

Logging in the natural forest is operated by State Owned Logging Enterprises (SOLE) registered at district and provincial level. Logging is regulated based on quota system provided to sawmills, wood workshops and individuals (for housing). After tendering on the quota within the district or province sawmill owners are contracting the SOLE for logging the timber in selected forest area. The log are then transported to the sawmills, sawn to required specifications and sold at sawmill gates, sent to wood shops and/or exported to Thailand to China and to Vietnam.

Wood is lacking due to the restriction on logging, many wood workshops or furniture factories are buying logs from individuals or from the sawmill at second landing or sawmill gates and hire the sawmill to saw according to required size. If there are surplus of sawn wood the wood shops and furniture shops would buy their wood at sawmill gates.

For village housing, timbers are cut and hand sawed by the villagers. Part of the hand sawn wood is transported and sold to individual in town.

Figure 10: Trade Flow for Wood products



In Sayabury, Bokeo and Luangprabang teak wood from plantations are exploited. Registered middlemen are visiting villagers to buy standing teak trees. The trees selected are then cut, trimmed into log and transported to sawmill or wood furniture shops for processing. The teak sawn wood is sold at sawmill gate or sent to wood shops for further processing into furniture. In Bokeo, exportation to China and Thailand of teak wood from plantation is recorded.

Fuel wood and fence pole:

Fuel wood and fence poles are wood products that are common in the provinces surveyed. Fuel wood and fence poles are collected from shifting cultivation areas after the burning and clearing of land. In few areas, teak wood cleared from the thinning of the plantation are sold as fence poles. In Luangnamtha (Muong Sing), May Khilek (*Acacia Siana* spp.) is planted for fuel wood. Because of the promotion of short fallow or sedentary cultivation, the demand of fence poles is increasing.

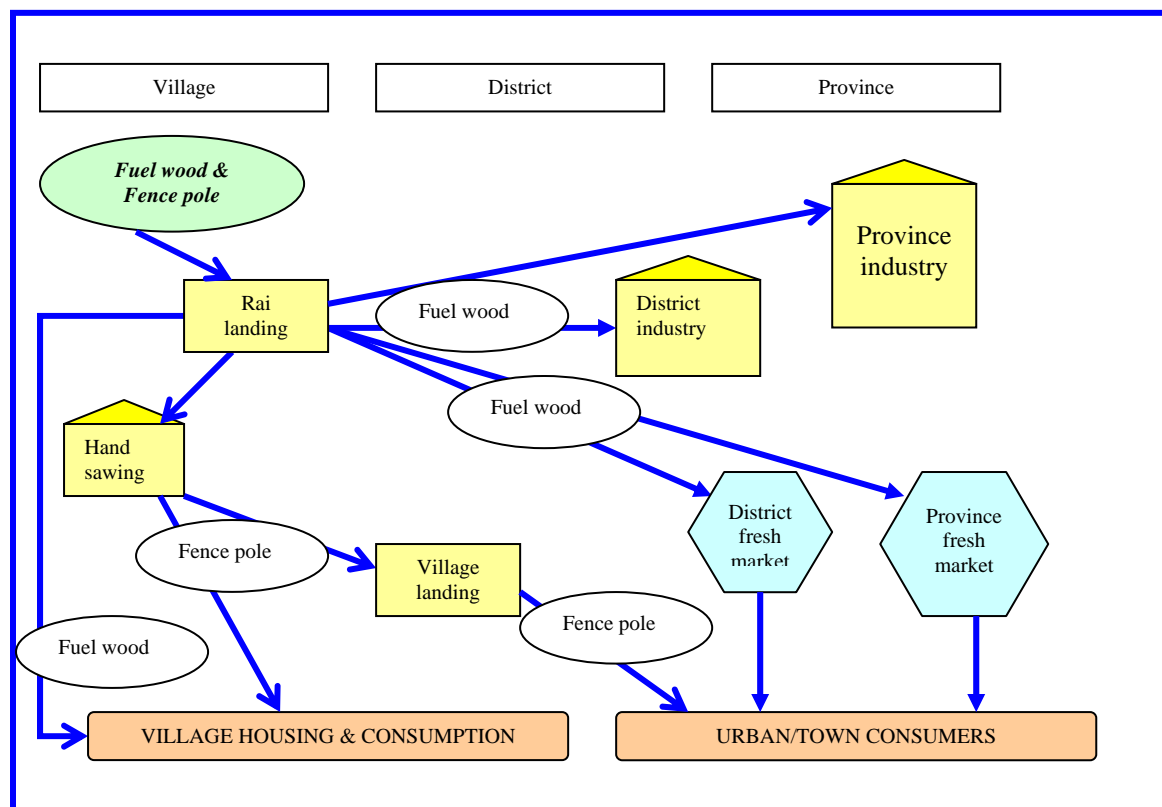
Fuel wood is mostly for household consumption and for the noodle, bricks, salt and other evolving food or NTFPs extraction factories. The marketing of fuel wood is simple, the farmers collect the wood from the shifting cultivation area, transport them to the road side. Fuel wood is sold per transportation load (track, tek tek etc.) for large wood and by bundles for branches. The fuel wood sold per bundles is mostly for household consumption. Fuel

wood per bundles is bought by individual middlemen, transported by pick-up or truck load to be sold in town and in the market.

Factories utilizing fuel wood for boiling are visiting villagers, buy the large fuel wood per truck load and transport them to the factories.

Straight branches and trunks are hand sawed and sold as fence poles. Usually, fence poles are transported to landings next to the villages.

Figure 11: Trade Flows for Fuel Wood and Fence Poles



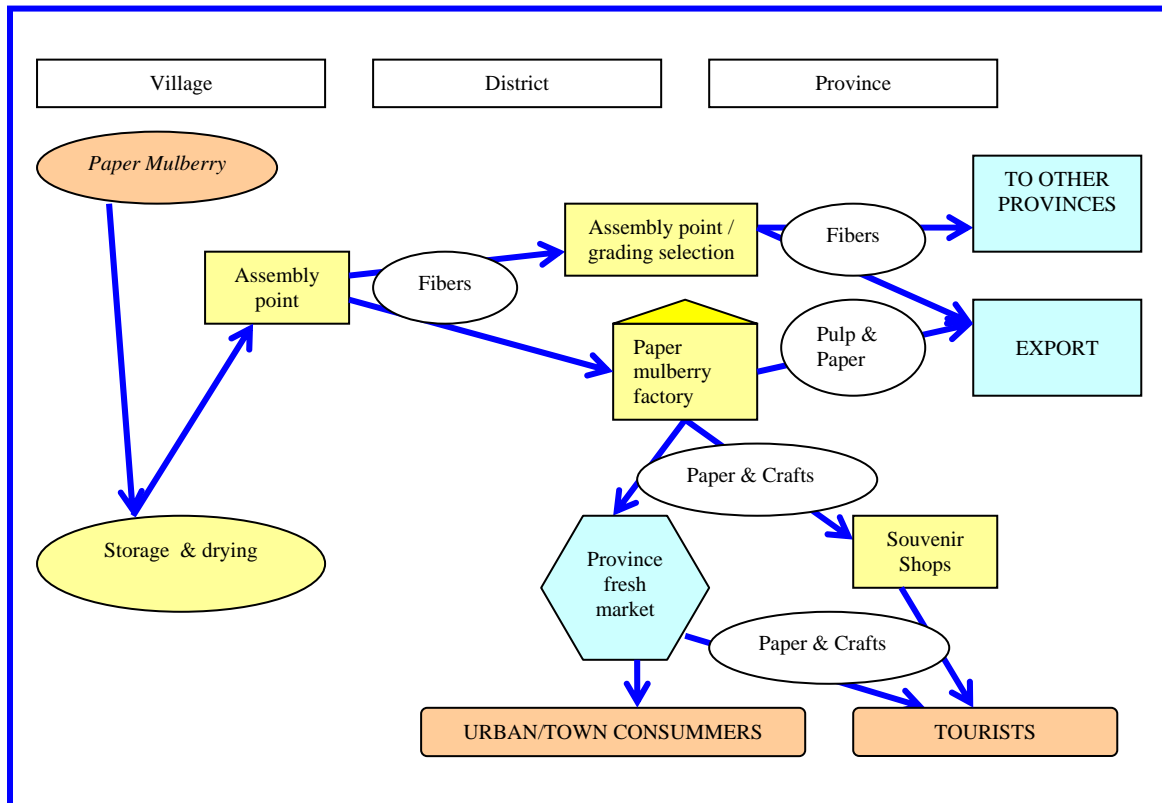
6.4 Trade Flows for NTFPs

Fiber NTFP Products

NTFPs fiber products such as rattan, khem or blooms and wild posa or paper mulberry are commonly collected by villagers for income generation. In many villages, handicrafts are produced from khem and rattan.

Paper mulberry is collected in the wild and also planted in some areas. The marketing system of paper mulberry consists of collectors from import-export companies. Paper mulberry is collected and assembled at designated assembly points (village, district, road site, river port site) they are then transported by truck or barge/boat to the pulp and paper factories or to border points. Raw paper mulberry fibers and mulberry pulp is exported to Thailand. Mulberry paper is sent to souvenir shops in town and/or further processed into handicrafts before sending to the shops.

Figure 12: Trade Flows for Fiber NTFPs

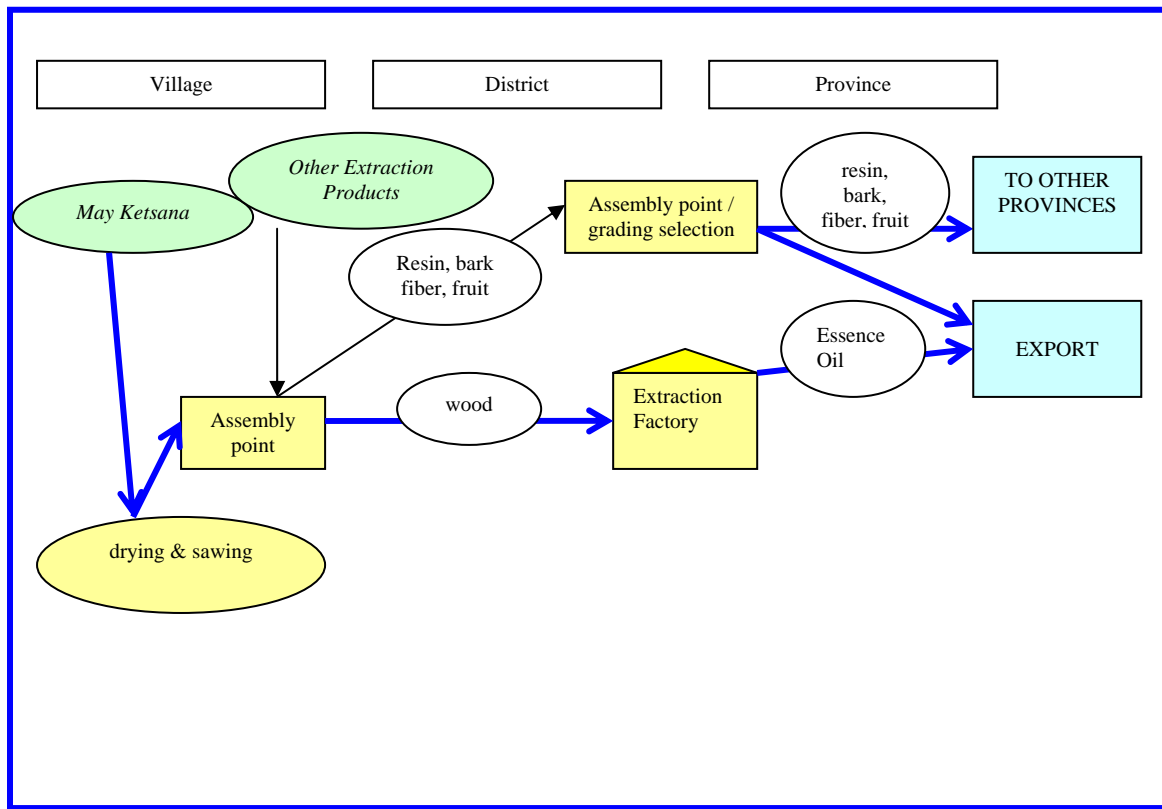


Extractive and medical NTFP products

Like other NTFPs, extractive and medical NTFP products are collected in the forest by individual villagers.

The marketing system of paper mulberry consists of collectors from import-export companies. NTFPs are collected and assembled at designated assembly points (village, district, road site, river port site) they are then transported by truck or barge/boat to the extraction factories (in the case of May Ketsana) or to border points. Before exporting, the import-export companies are grading and packaging the NTFPs.

Figure 13: Trade Flows for Extractive and medical NTFPs



Food NTFP products

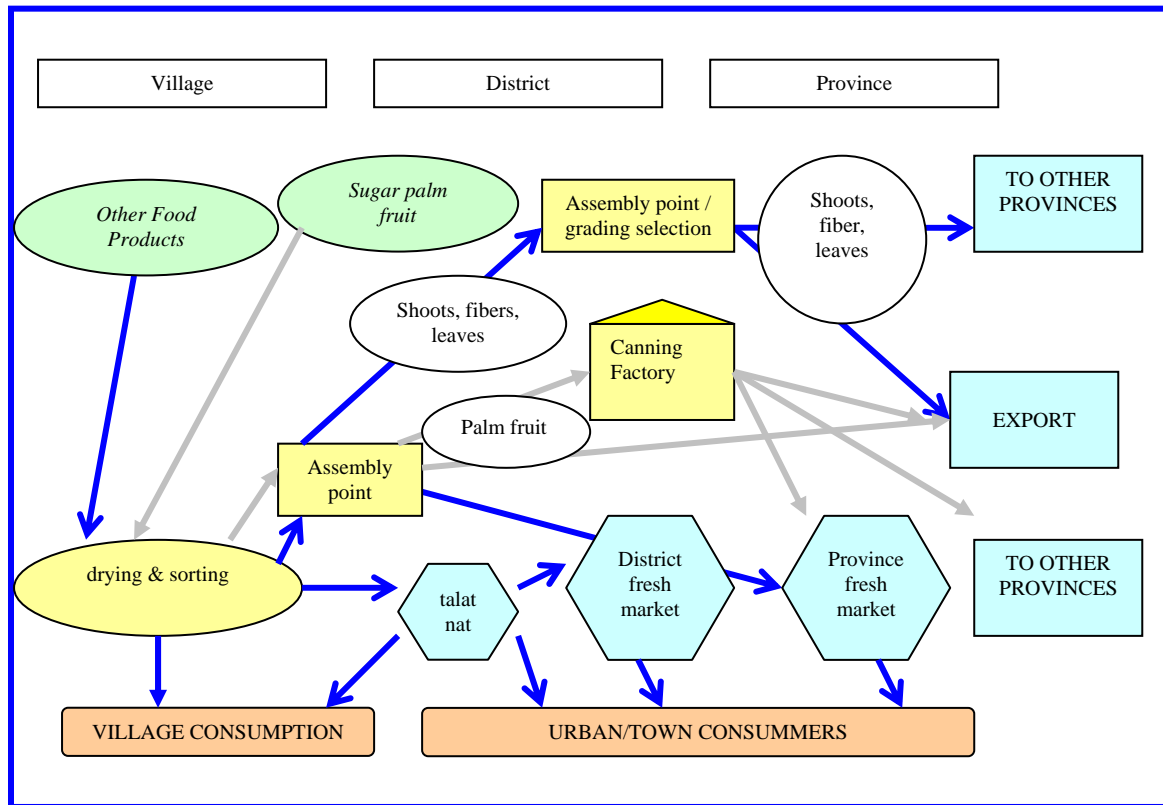
NTFPs food products are collected by the villagers for household consumption and for earning cash. Individual villagers collect the NTFPs, transport them in small quantity to the village where they are dried and further processed depending on the species. Most of food products are consumed except for some commercial species such as; bitter bamboo shoots, bamboo worms, sugar palm fruits, and some wild vegetables and fruits. Commercial NTFPs food products are for both local and export market. The marketing system of NTFPs food products for the local market is disorganized and chaotic. There are many small traders and the fresh markets (talat nat, district and province) are crowded with many sellers with small quantity of the same products.

The marketing of exportable NTFPs food products is more organized and consists of collectors from import-export companies. The products are collected at designated assembly points (village, district, road site, river port site) they are then transported by truck or barge/boat to the border points.

The operation of exportable NTFPs consists of village/zones collectors selected by the village authority(ies). The village collector is responsible for the assembly of the products and provision of bags for packing. In Bokeo quota is provided to six import-export companies for the exploitation of sugar palm fruit within different areas and locations. Price is fixed by the import-export companies and advance payment and plastic bags are provided to the villagers through the official village collector (head of zone). Sugar palm fruits are harvested and processed (boiled) put into plastic bags and assembled at assembly points. The

palm fruits are transported by trucks or by barges to the border trade point and are transferred to Thailand within less than one day. Special arrangement on the handling of export document is well prepared in advance by the two sides in Lao PDR and Thailand. In Vientiane province sugar palm fruits are processed and canned in the factory located in Thoulakhom district before they are exported or send to the local market. In the case of Vientiane, the factory deals directly with the village collector.

Figure 14: Trade Flow for Food NTFPs

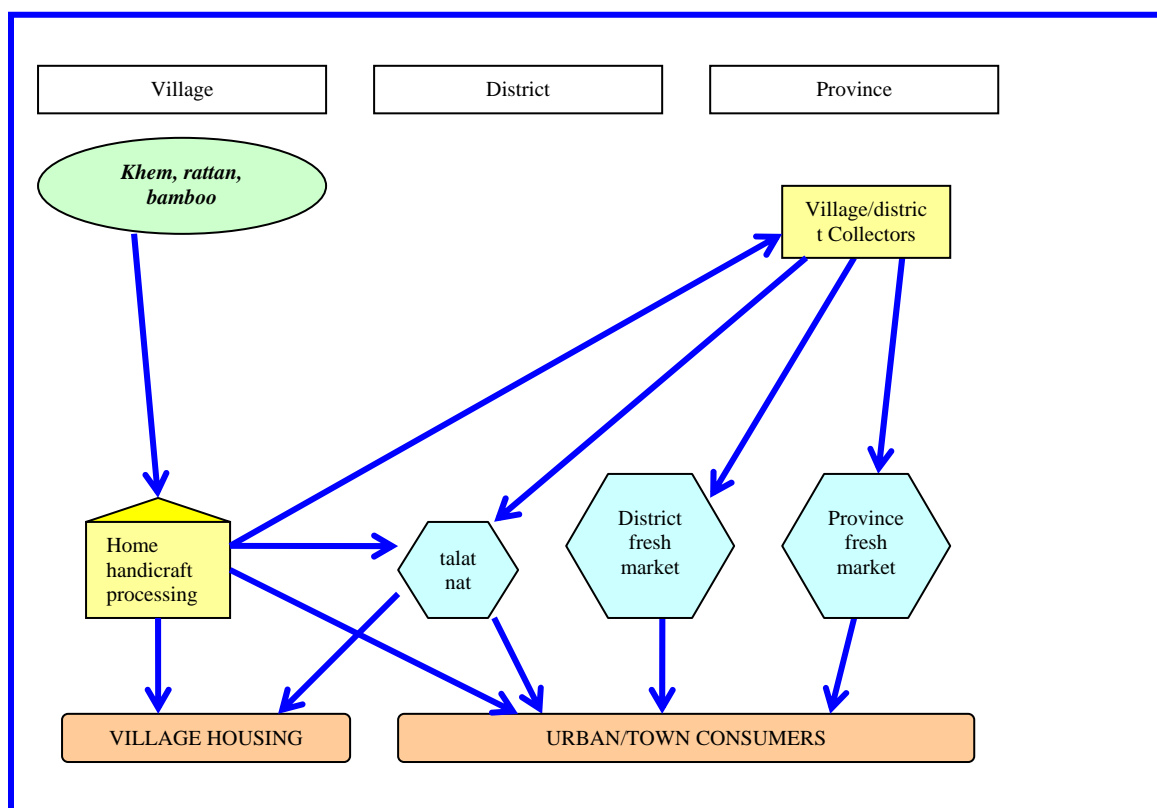


6.5 Trade Flows for Handicrafts

NTFP based handicrafts

NTFPs based handicrafts are made from khem/blooms, rattan, bamboo and wood. The handicraft products derived from those NTFPs are household utensils (blooms) and furniture. Those items are produced in small quantities and only in location nearby the main roads and nearby district and provincial town.

Figure 15: Trade Flow for NTFP based Handicrafts

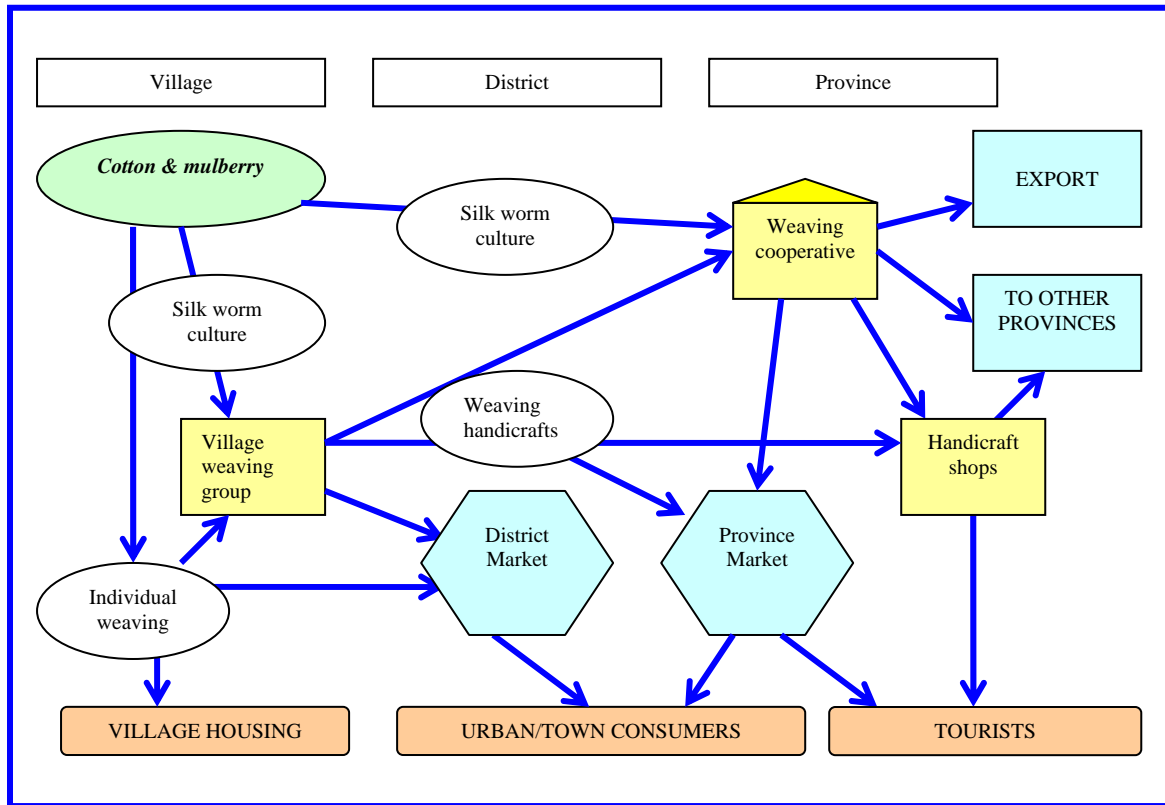


The marketing of fiber/wood based handicraft consists of individual household NTFP harvester and handicraft producers. In some area villagers are forming handicraft groups. They are selling their commodities at household gates or transporting them to the local market in small quantity (talat nat, district, province town). Individual middlemen from villages or from the district are visiting the handicraft producers to collect sizeable quantity of products, transport them to the market and sell them to retailers.

Cotton and silk based handicrafts

The main products are traditional cotton and silk weaving items which are produced individually or in weaving groups. The marketing of weaving handicraft consist of individual and group of women producing and selling their own products in small quantity to the market. Export items are designed by weaving cooperative or handicraft shops and contracted with individual or weaving group. Usually, the cooperatives or shops provide the raw materials and the design. The finished products are then send back to the cooperative at defined price and sold to the handicraft shops, send to Vientiane or exported.

Figure 16: Trade Flows for Cotton and Silk Based Handicrafts



7. Export and Border Trade

About 20 registered Import-Export Companies are dealing with the marketing of NTFPs and cash crops. Most of the commodities are for export. The list of commodities, the peak marketing period, processing, assembly site, average quantity, prices at farm gates, factory and border points, and taxes/levies, which is handled within each province is summarized in **Annex 4: Information about Export Handling.**

During the interviews the Import-Export Companies informed the team about the following problems;

- The time consuming for preparing transport documents by the provincial commerce, tax and agriculture authorities. This may take one to 10 days and is very irregular and is varying in each province.
- Too many road check points and each check point add to transportation and handling cost. i.e. from Sayabury to Kenthao border point there are 4 check points.
- The time consuming for preparing export documents at the Border Point. In many case good are viewed and sold at Lao landing and handled by Thai or Chinese businessmen. The Lao businessmen only arrange the necessary official exportation documents for the shipment. The handling of good opposite side of the border is too complicated for Lao businessmen.
- Transport costs are high because of the road conditions so many business is related to the border point transportation. i.e. registered merchant from Kenthao would buy imported commodities and transport them to Sayabury and Luangprabang. In the way back they are buy NTFPs and cash crops from Import-Export companies and transport them to the border point to sell them to Thai middle men.

8. Local Market Outlet

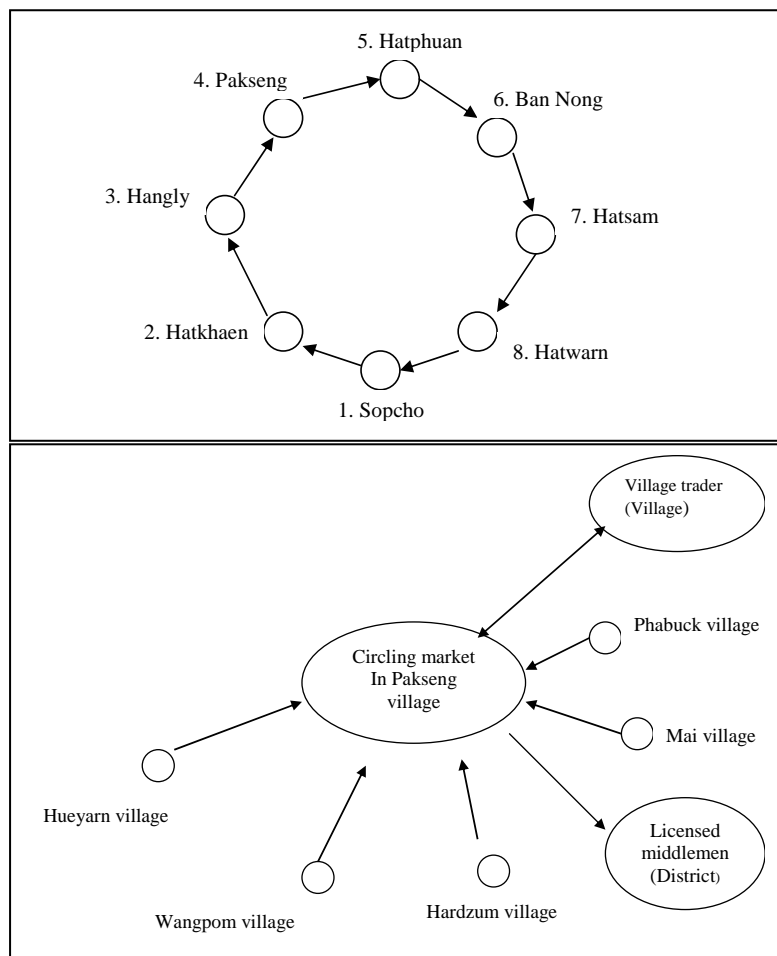
Village and Community Market

As explained in the previous paragraph, the marketing system for agricultural products is not developed. One of the main reasons is the prevalence of subsistence cultivation and dependence on NTFPs for food and cash income. Most of villagers exchange food and commodities with each others and money is not really utilized.

To encourage villagers to exchange and sell products from the farm and from the forest, district authority in some area i.e. Pakseng District organize a rotational market system, which involve many village. One of the reasons for this rotational market or talat nat is because of the poor accessibility during raining season so many of the commodities are channeled by river transport.

The talat nat sample of Pakseng involves 8 villages, which are hosting the market by turn at specific dates (about 10 days rotation or cycle). This is a typical market arrangement for the northern part of Laos.

Figure 17: Cycling Market Outlet / Case of Pakseng

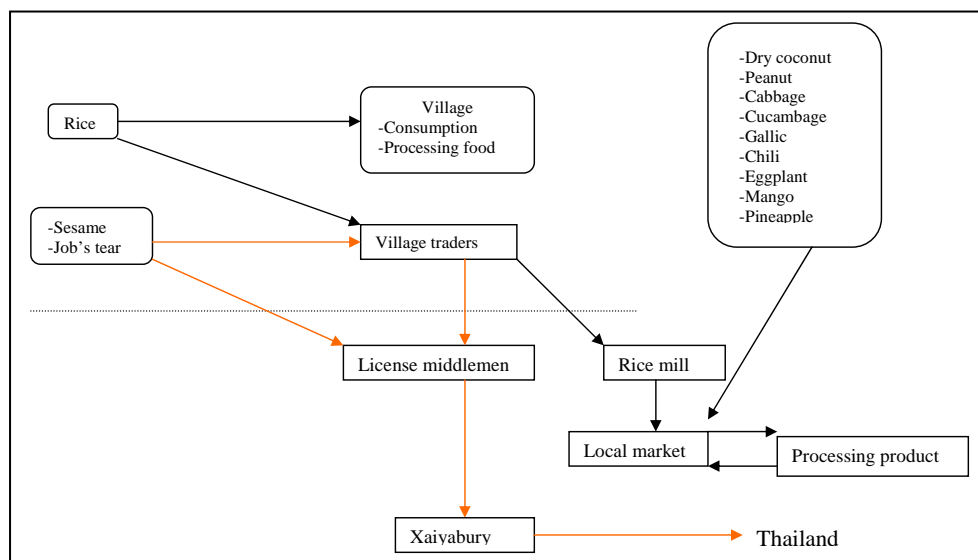


There is a cycle of 10 days for each village to host the market event. During the market day villagers from the other villagers are transporting their commodities to the market. The

commodities consist of NTFPs, vegetables, fruits and animals from farm, and handicrafts. Many district collectors or licensed middle men visit the market to buy NTFPs and cash crops.

At the village marketing of farm products and NTFPs consist of many villagers playing the role of harvester/collected, processor, and seller. The people are transporting commodities in small quantities to the nearby market (talat nat, district and province). For Exportable products, village collectors or licensed middle men are playing the role of collector. The in-flow and out flow of products is described in the diagram below.

Figure 18: Village Commodity Market (Sample of Natak Village, Sayabury Province)



The list of commodities, organization of the market at village level and the pricing system of each product in 8 village surveyed is summarized in **Annex 5: Summary of Village Market Survey**.

District Market

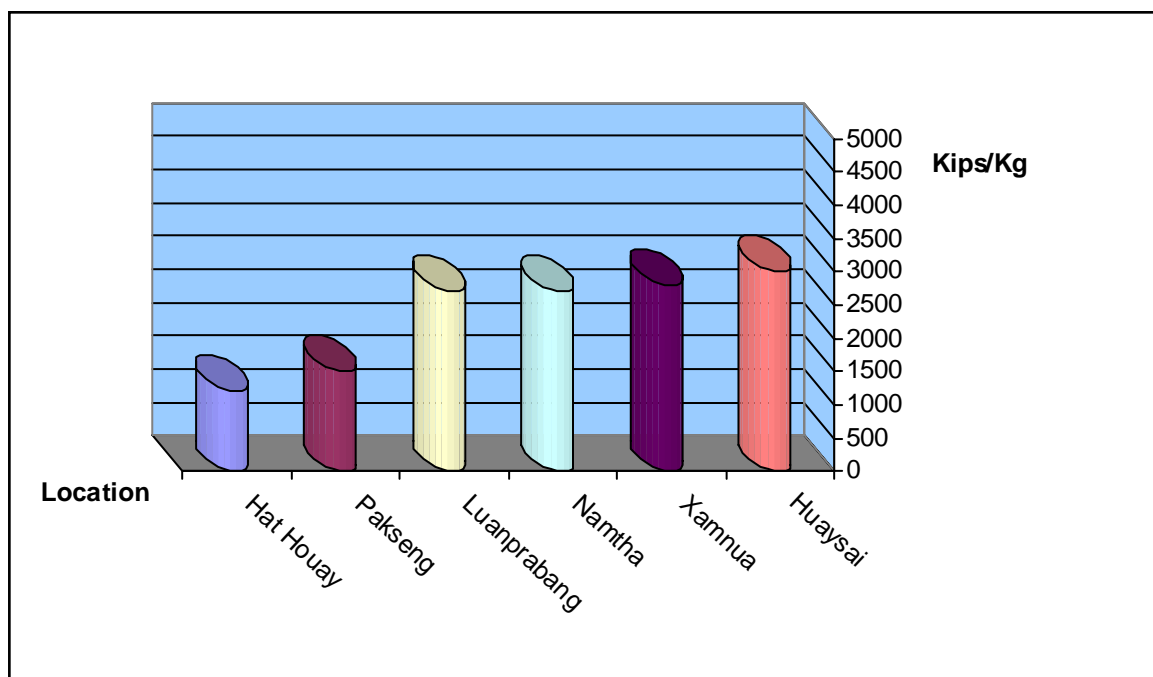
The district market comprise of the marketing particularity described in general for all group of commodities specified in the previous paragraph. However, following decentralization policies of the Government the majority of business in agriculture and forestry is registered at district level. The control and regulation of rice and meat has been transferred from the province to the district authority. District located in the urban area of the provincial town benefit more from the expansion of the market for food and commodities. Remote district such as Viengkham and Pakseng in Luangprabang are struggling hard to develop the market with poor market infrastructure facilities, low population density, and under developed market institution and organization.

The survey has look upon the market situation in four district namely; Pakseng, Viengkham, Naan and Sayabury. All of the 4 district has its market particularities depending on the production and resource available as well as the infrastructure, and cultural/social condition. The information about the trading and marketing of products with the district is attached as per **Annex 6: Information about District Market**.

9. Market Prices

There are price disparities between provinces, between districts and between villages. Such imbalance is related to subsistence agriculture, to the accessibility of the area related to poor access roads and high transport costs. The main factor influencing price in the different location are the population density, the per capita income of the people living in the area, the availability and shortage of products in relation to production seasons, the preference to quality or indigenous/imported products, and the eating and cultural habits in the different region. For example in many provinces, beef is sold in small quantity in the local market because of preference to buffalo meat. And there is preference to indigenous chicken and ducks to hybrid ones and from river fish to raised ones.

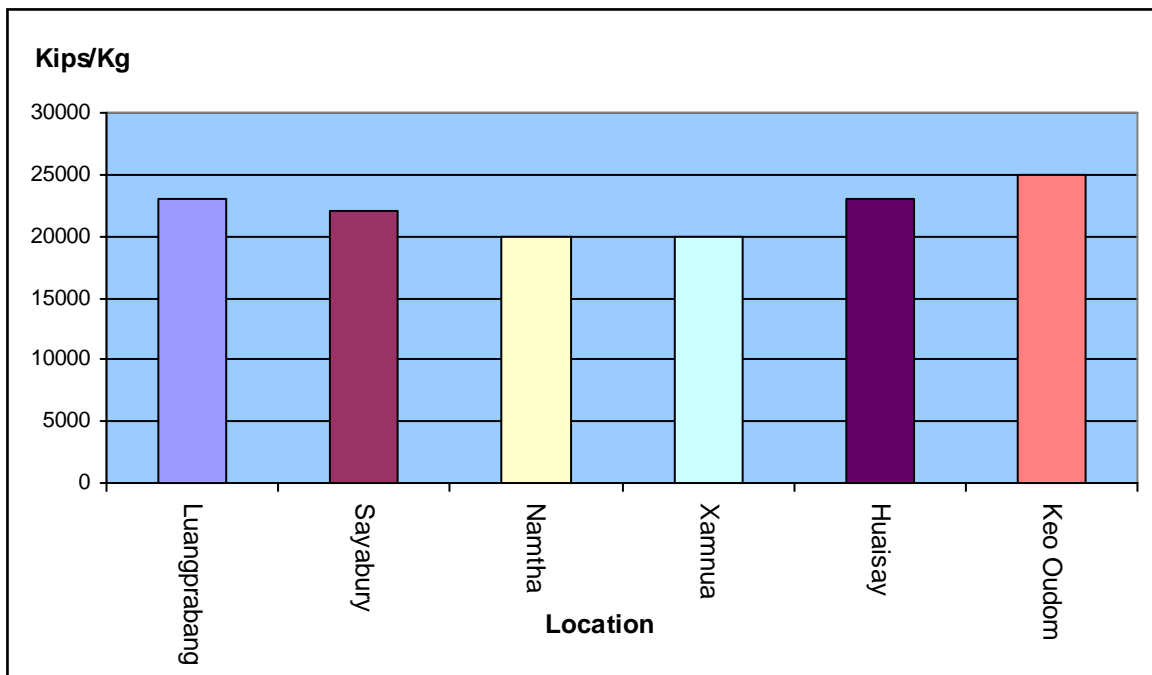
Figure 19: Price Glutinous Rice



Price of food commodities is regulated by the provincial government especially for rice and meat. However, price disparities are recorded in the surveyed area.

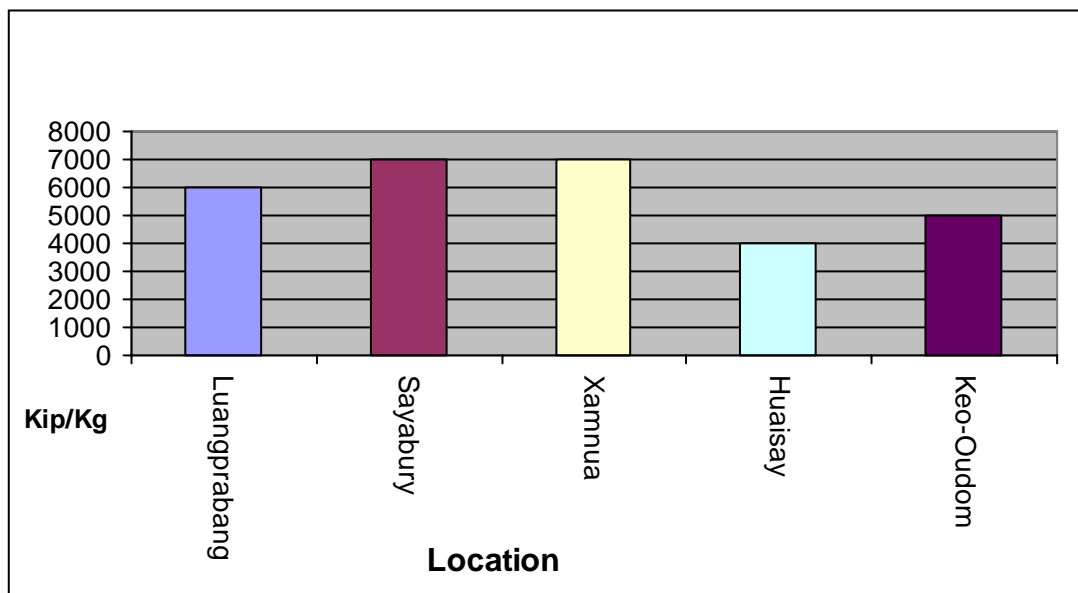
Price of glutinous rice in the 5 village surveyed in Luangprabang is fixed to 1,200 Kip/Kg, at district level to 1,500 Kip/Kg. However, price of glutinous rice recorded at the free market at the provincial capital are ranging between 2,700 to 3,000 Kips.

Figure 20: Price Buffalo Meat Grade 1



Buffalo and cattle meet is also regulated by the provincial government. Price disparity between provinces is not much and is ranging between 20,000 to 25,000 Kip/kg. The survey identified higher discrepancies in the local market for vegetables, crops, fruit and NTFPs. For example price of green chili is varying from 4,000 to 7,000 Kip/Kg with almost 25 % discrepancies.

Figure 21: Price Green Chili



The summary of 132 commodity prices from 123 agricultural and forestry based product is listed as per **Annex 7: Price Summary in Provincial Fresh Market**.

In case of NTFPs and Cash Crops for the export market, prices are set by the Import-Export Companies in relation to the export prices at the different border point. Price is usually set at village assembly point, company storage gates and border point. Due to the different costs for handling and transporting the goods to the border, price of commodities are also varying depending on the provinces. The following figures show the discrepancies in the price of sugar palm fruit (NTFPs) and sesame (cash crops).

Figure 22: Price of Dry Sugar Palm Fruit

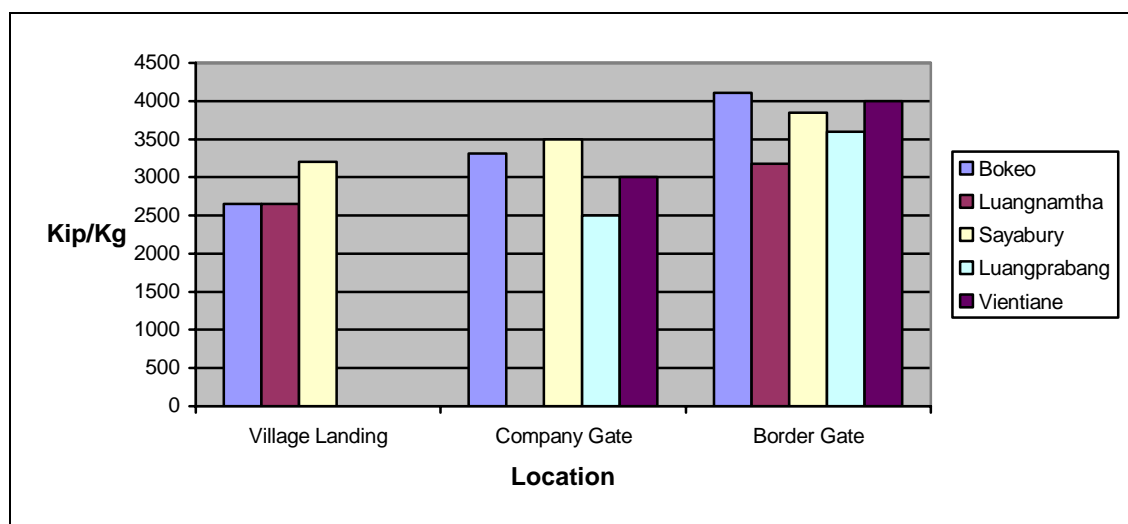
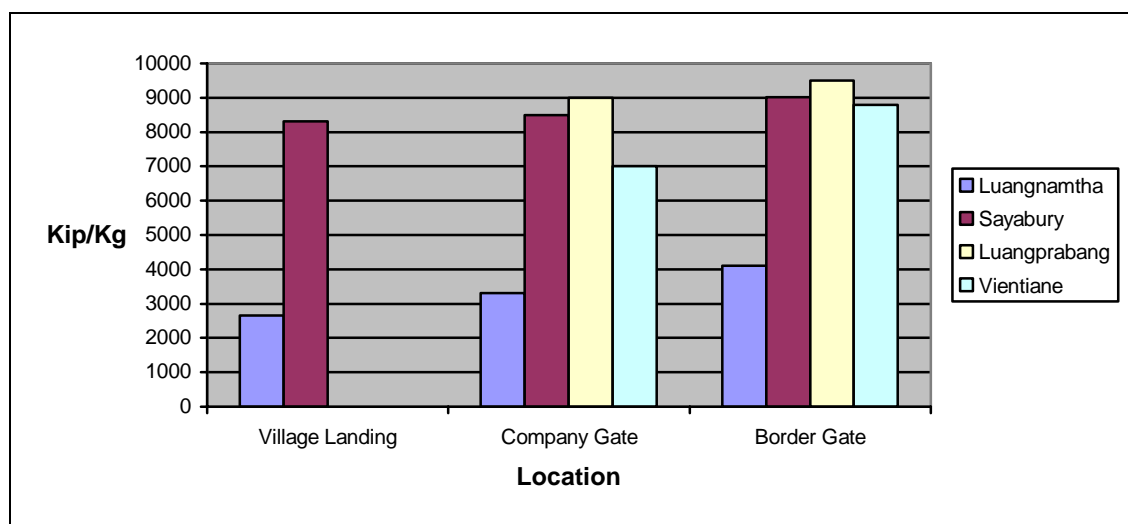


Figure 23: Price of Sesame



The detail about price at each location for other products is shown in **Annex 3: Handling by Import-Export Company.**

10. Marketing Infrastructure

The marketing infrastructures comprises on access roads and marketing facilities such as commodity assembly point or landing, market hall facilities at district and provincial levels, wholesale storages and shops, and retail shops. For export commodities additional marketing infrastructure consists of transport facilities, grading and packaging facilities, bounded storage facilities and other logistics and infrastructure facilitating the marketing business such as electricity, telecommunication and others.

Road Infrastructure

The main national roads that are the main transport between provinces and to the border trade ports are;

- Road Number 13 North (13N) from Vientiane Capital, to Vientiane Province (Phonhong/ Vangvieng/ Kasy), to Luangprabang (Phoukhoun/ Luangprabang/ Pak Ou), to Oudomxay (Muong Xai/ Namou), to Luangnamtha (Nateui/ Boten). Road 13 North is forming the central corridor between the Official International Port of Boten to Vientiane Capital.
- Road N.3 (3) from Huaisay in Bokeo province to Luangnamtha (Viengphouka/ Namtha/ Boten), which is actually under construction is considered as one the ASEAN Northern corridor linking Thailand and China.
- Road N.4B linking Luangprabang, Sayabury to Namgeun/ Boten District Provincial Border Trade Port.
- Road N.1C linking Luangprabang (Nambak/ Muong Ngoy/ Muong Vienkham) to Huaphan (Viengthong) through the Road N.6 to Xamnua, Huaphan Province.
- Road N. 2E linking Muong Xai of Oudomxai (Muong La / Muong Khoa/ Muong Mai) to the Vietnam Border.

The main national roads specified above have been improved or are in the processed to be improved. This will improve the trade and marketing of agricultural and forest commodities with the Northern region. However, roads linking district and villages are in very poor conditions in many provinces. Figure 24 below shows the main transport links within the region.

River transport

The Mekong River during the wet season is navigable from Huaisay of Bokeo to Vientiane Capital, facilitating the transport of commodities from Oudomxay, Luangprabang to Huaisay the official International Port linking to the industry in Thailand.

Other major rivers utilized for the transport of commodities are the Namtha (Luangnamtha/ Bokeo), the Nam Ou river (Phongsaly/ Oudomxay/ Luangprabang, the Nam Khan (Luangprabang) and their tributaries.

Figure 24: Main Transport Links



Source: MCTPC, Department of Roads

Market Facilities

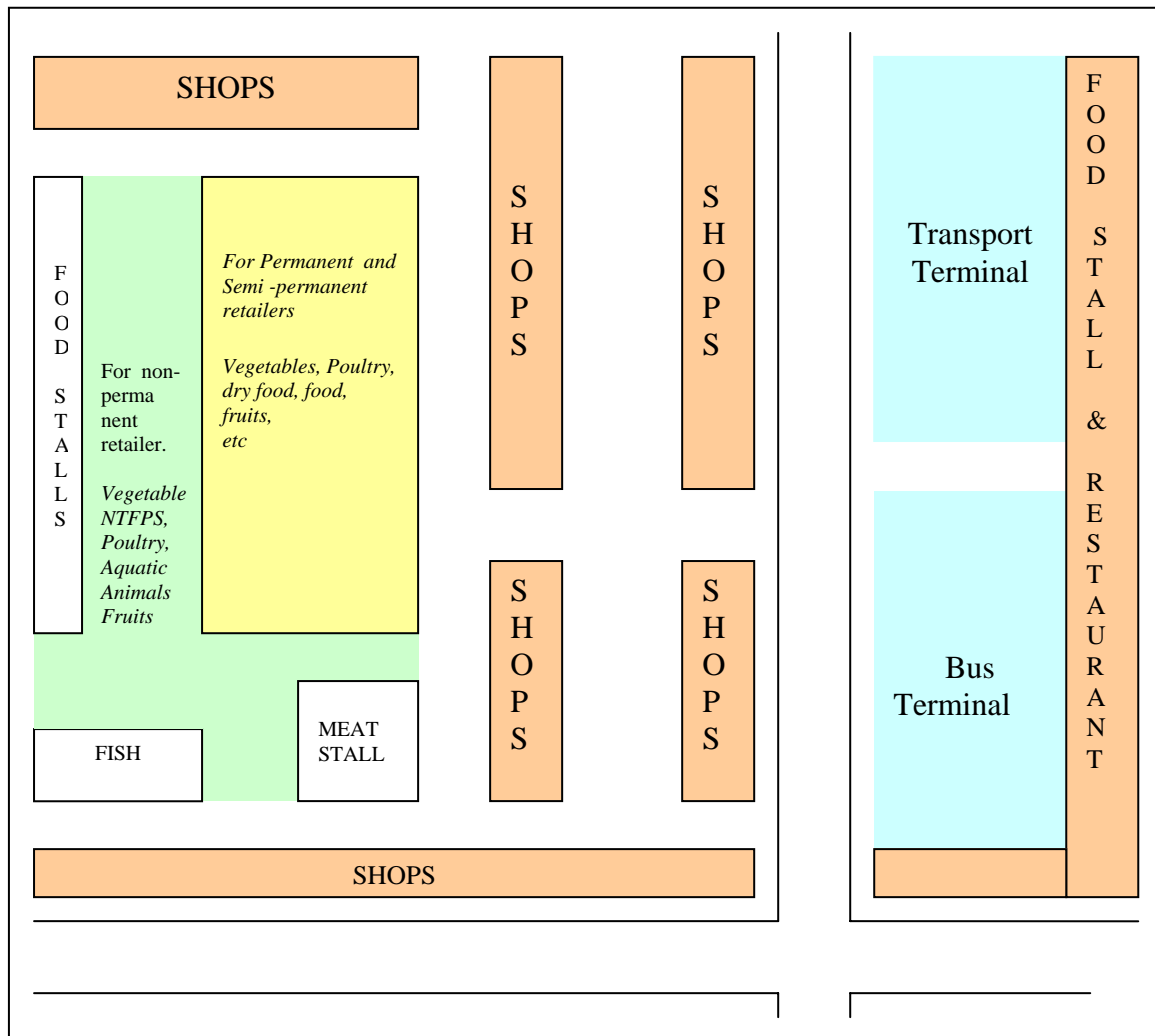
In all provincial and district towns, the municipality has constructed market halls to facilitate the retails of commodities. In each market place has been reserved for the retails of agricultural and forest commodities. In general all market places are located next to transport terminal. In practice, vehicle loads the product quickly which is bought up by market retailers or loaded onto smaller vehicles to other market. There are three types of retailers operating within the town marketing system.

- Permanent/professional retailers that have their own stall or shop and sell along the day. They are specialized in one group of commodity. Some time they are engaged into wholesale and distribution to smaller markets.
- Semi-permanent retailers that do not have fixed stall or counter and do not sell along the day. They move to other market (from morning to afternoon markets) after a certain time. They have no specialization and can sell many kind of products at the same time (vegetables, fruits, small animals, NTFPs).

- Non-permanent retailers that do not have stall or counter. They display their commodities on the ground, sell during a short period of time due to small handling quantity. They are farmers who are selling products from farms and from the collect of NTFPs.

The following figure shows the typical lay-out of a fresh market based on the Namtha market.

Figure 25: Lay Out of Namtha Market, Luangnamtha Province.



11. Market Organization

The formal market organization is represented by the Ministry of Commerce at its line agencies at provincial and district level. Many more organizations are involved in the organization of market system in Lao PDR. The organizations and their duty and relation to market of agricultural products are outlined in the table below.

Table 6: Government Organization Involve in Marketing System

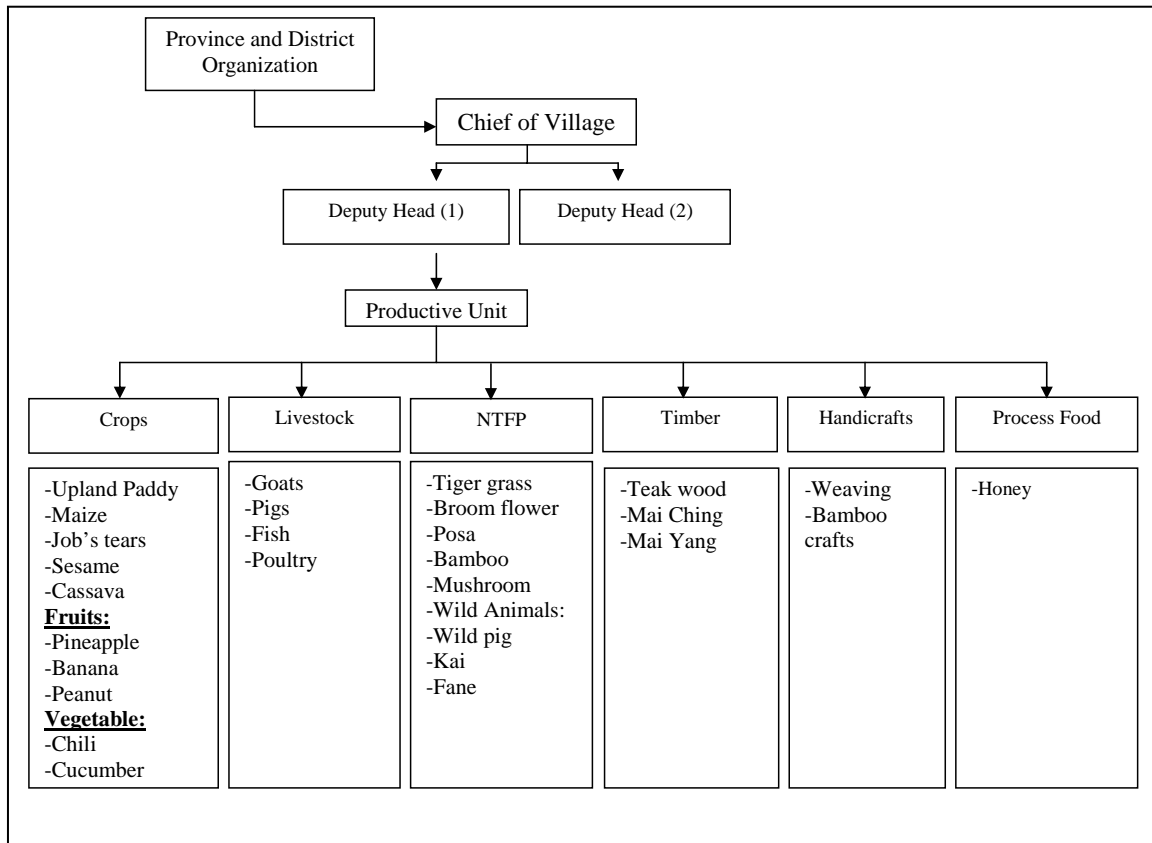
Organization	Duty	Level
Ministry of Commerce (MOC)	<ul style="list-style-type: none"> ○ Regulate local trade ○ Regulate international trade and import-export ○ Issue Certificate of Origin ○ Issue Form A and Form D ○ Issue Business License ○ Issue Regulations on trade ○ Regulate price of rice and meat 	<ul style="list-style-type: none"> ○ Central ○ Provincial ○ District ○ Border Port
Ministry of Construction Transport post and Telecommunication (MCTPC), (Road department)	<ul style="list-style-type: none"> ○ Regulate transport ○ Control the weight of vehicle ○ Issue transport document 	<ul style="list-style-type: none"> ○ Central ○ Provincial ○ Border Port
Ministry of Finance (Tax department)	<ul style="list-style-type: none"> ○ Regulate tax system ○ Issue tax license ○ Issue export tax document ○ Issue provincial, district business tax 	<ul style="list-style-type: none"> ○ Central ○ Provincial ○ District ○ Border Port
Ministry of Agriculture and Forestry	<ul style="list-style-type: none"> ○ Issue business license for agriculture and forestry ○ Issue phyto sanitary certificate ○ Veterinary control ○ Phyto sanitation control ○ Issue resource tax document 	<ul style="list-style-type: none"> ○ Central ○ Provincial ○ District ○ Border Port
SOFSC	<ul style="list-style-type: none"> ○ Regulate price of paddy, rice and meat 	<ul style="list-style-type: none"> ○ Provincial ○ District

Aside from the government organizations above, private enterprise at provincial and district level are promoted to associate themselves. Therefore each province and each district will have a private association called “Koum” or group. Some of the Koum have elected president and board member, but most of the Koum leaders are designated by the provincial or district authorities.

Non formal organization at village level is also in the form of production group or “Koum phalit”. In some village the Deputy chief of the village in charge of economics is heading the Koum.

The following figures outline the non-formal organization of the local market.

Figure 26: Organization for production and marketing at village level / case of Pakseng



12 Market Conditions of Major Commodity Products in the 8 Candidate Villages and 4 districts

12.1 Pakseng District

12.1.1 Commodity and Trade Flow

The market survey in Pakseng District was conducted in two villages. The main commodities found during the survey in Pakseng and Hat Houay villages were;

- **Crops:** rice, sesame, jobs tears, onion and maize.
- **Livestock:** pig and poultry
- **NFPF:** paper mulberry, tree bark, tiger grass, and bamboo shoots.
- **Handicrafts:** weaving.
- **Tree:** Teak wood.

Rice:

In Pakseng village rice is considered by both male and female groups interviewed during the PRA to be kept for household consumption first. Paddy is produced in the up-lands paddy field. In Hat Houay village paddy is produced in both up-land and low-land fields under slash and burn.

In the two village most of the rice is consumed by the villagers and a few quantities are sold at household gate to siblings in the village and to licensed middlemen. The marketing of rice follows the seasonal harvesting of up-land paddy and low-land paddy from April to November. The price of paddy is fixed as in the following.

Table 7: Price of Paddy/rice

Paddy	Price at farm gate (Kip/kg)	Price sold at Talatnat Market (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Pakseng Village</u>			
Up-land paddy	1,000	1,100	1,300
Glutinous low-land ²	2,000	Na	2,300
<u>Hat Houay Village</u>			
Up-land paddy	1,200	Na	1,500
Glutinous low-land	1,800	Na	2,200

Source: village survey

Price of paddy/rice is regulated by the district. Licensed middlemen/women are buying paddy at the fixed price from many village, they stock them and sold them as paddy or after milling to retailers in Luangprabang or to rice mills and to State Owned Foodstuff Company. Paddy is transported from the village to the market by truck, pick-up truck and boat.

² There is no production of low-land paddy in Pakseng village, the price shown in the table is the price of paddy sold in the village and in the district.

Cash Crops (sesame, jobs tears, and maize):

Sesame and jobs tears are the main tradable commodities in the two villages. In Pakseng Maize is produced for household consumption to substitute rice in shortage period and for raising poultry and pigs. In Pakseng an up-land area is cultivated with those crops. In Hat Houay, the cultivated area for sesame and jobs tears is limited.

Almost all of the cash crops are sold to licensed middlemen at designated landing in the village. The marketing of cash crops follows the harvesting of the crops from April to November. The price of cash crops is as follows.

Table 8: Price of Cash Crops

Cash Crops	Price at farm gate (Kip/kg)	Estimated revenue of the village (Kip)	Price sold at Talatnat Market (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Pakseng Village</u>				
Sesame	5,000	67,500,000	6,000	8,000
Job's tears	1,500	6,750,000	na	2,200
Maize	na	na	na	na
<u>Hat Houay Village</u>				
Sesame	6,500	9,360,000	7,000	8,000
Job's tears	1,500	15,000,000	1,700	2,000
Maize ³	700	na	800	na

Source: Village Survey

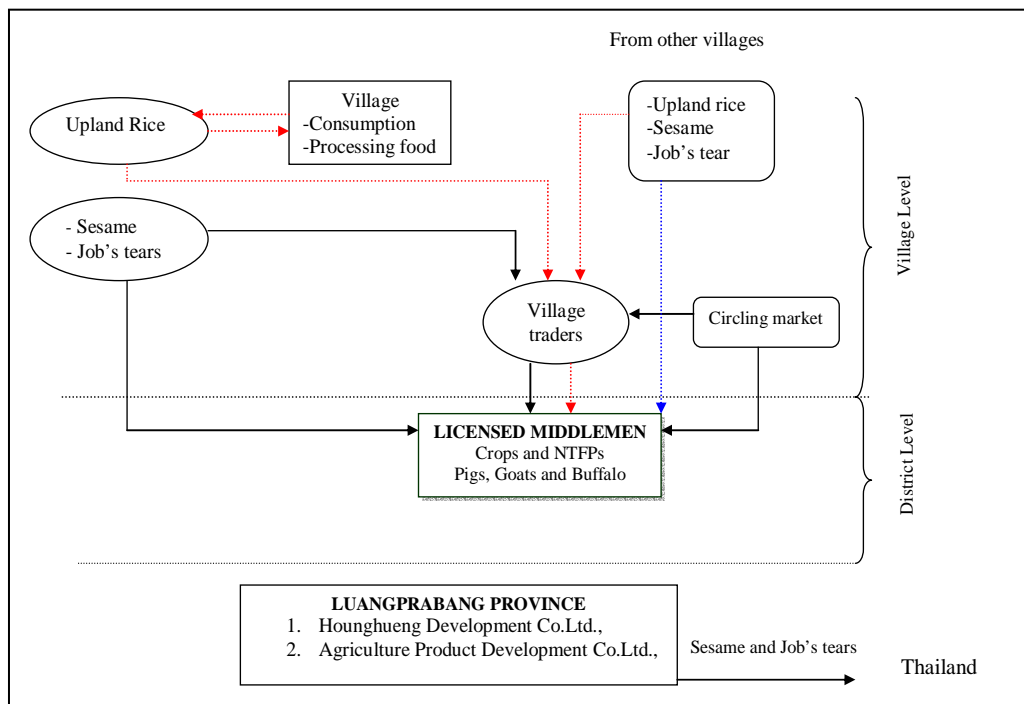
The price of cash crops is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The crops are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies⁴ in Luangprabang. Cash crops are transported from the village to the market by truck, pick-up truck and boat.

The flow of cash crops commodities is shown in the figure below.

³ Maize is intercropped with paddy and other vegetables.

⁴ The companies buying cash crops from Pakseng are Hounhueng Development Co., Ltd and Agriculture Product development Co., Ltd.

Figure 27: Trade Flow for Cash Crops / Pakseng District.



Source: Village Survey

Livestock:

Large animals like cattle and buffalo, small animals such as pig and goat are raised as household saving. They are sold in case of shortage of cash and food. Poultry (chicken and duck) are raised for home consumption and for getting cash. The marketing of cattle, buffalo, and pigs is regulated by the district, registered middlemen from animal slaughtering groups visit individual villagers buy the animal and transport them to slaughter house or to border points to be exported (in the case of buffalo).

Animals are sometime slaughtered in the village and meat sold to the communal Talat nat or to the household during village ritual and festival. Poultry are bought live and transported to Luangprabang fresh markets or slaughtered and meat is sold in the village or at the Talat nat. The price of live livestock is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The price of meat is regulated by the district. Livestock bought by licensed middlemen are assembled at designated landing in the village or in neighboring village before it is transported and sold to abattoirs or to companies in Luangprabang for export. Livestock are transported from the village to the market by truck, pick-up truck and boat.

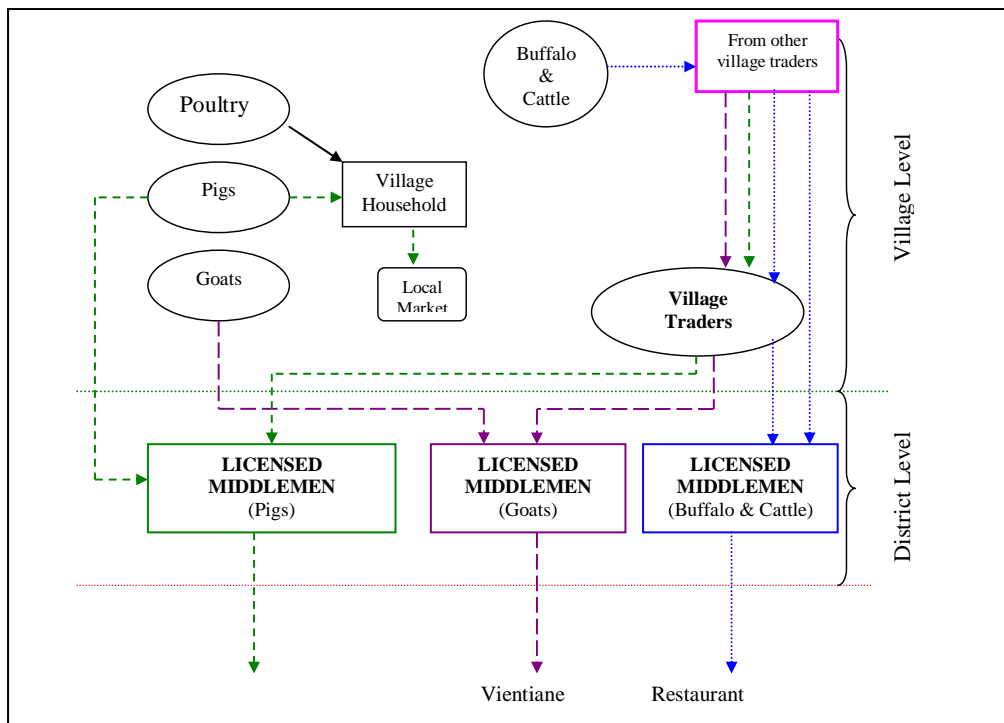
The price and the flow of livestock commodities is shown in the table and figure below.

Table 9: Price of Livestock

Livestock	Price at farm gate (Kip/kg)	Price sold at Talatnat Market (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Pakseng Village</u>			
Buffalo (live)	Na	Na	Na
Cattle (live)	Na	Na	Na
Pig (live)	Na	Na	Na
Goat (live)	Na	Na	Na
Poultry (live)	Na	Na	Na
Pork	7,500	Na	9,000
Goat	10,000	Na	11,000
Poultry	12,000	Na	13,000
<u>Hat Houay Village</u>			
Buffalo (live)	3,500,000	Na	4,000,000
Cattle (live)	3,200,000	Na	3,500,000
Pig (live)	Na	Na	Na
Goat (live)	Na	Na	Na
Pork	7,500	Na	8,000
Goat	10,000	Na	11,000
Poultry	12,000	Na	Na

Source: Village Survey

Figure 28: Trade Flow of Livestock / Pakseng District.



Source: Village Survey

Non Timber Forest Products

A variety of NTFPs are exploited by the villagers such as; paper mulberry, tiger grass, tree bark (peek meuk), bamboo shoots, mushroom and bee honey. The paper mulberry, tiger grass and tree bark are sold to middlemen. The food based NTFP such as bamboo shoots, mushroom and honey are consumed and sold.

Almost all of NTFPs are sold to licensed middlemen at designated landing in the village. The marketing of NTFPs follows the harvesting of the products from March to November.

The price of NTFPs is shown in the table as follows.

Table 10: Price of NTFP

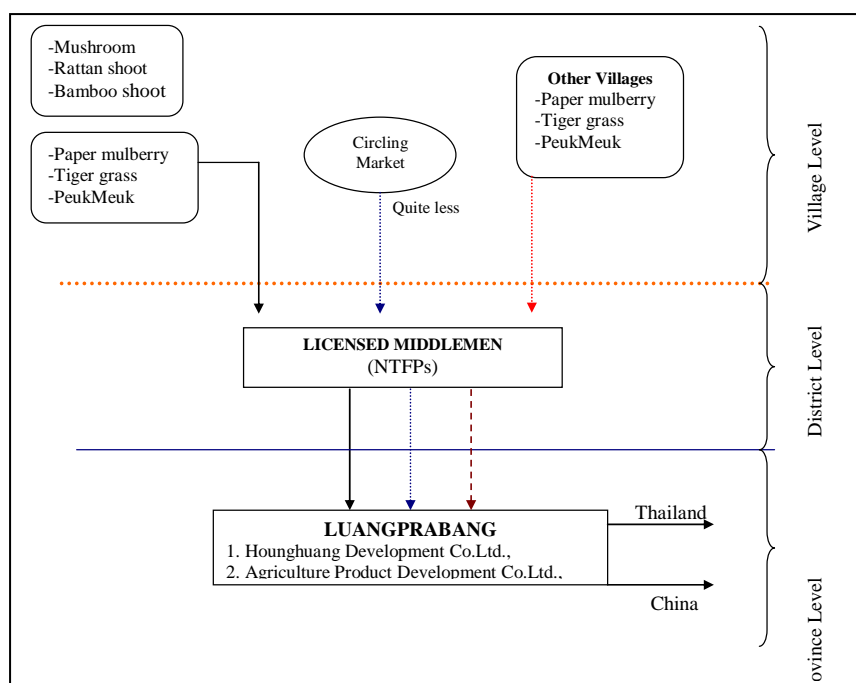
Cash Crops	Price at farm gate (Kip/kg)	Price sold at Talatnat Market (Kip/kg)	Price sold by middlemen (Kip/kg)
<u>Pakseng Village</u>			
Peuk meuk	4,500	na	5,000
Paper mulberry	2,500	na	3,000
Tiger grass	2,000	na	2,500
<u>Hat Houay Village</u>			
Peuk meuk	4,000	4,300	4,500
Paper mulberry	2,000	2,500	3,000
Tiger grass	2,300	2,500	2,800
Bamboo Shoot	1,000		
Mushroom	12,000	15,000	

Source: Village Survey

The price of NTFP is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The products are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies⁵ in Luangprabang. NTFPs are transported from the village to the market by pick-up truck.

The flow of cash crops commodities is shown in the figure below.

Figure 29: Trade Flow of NTFP / Pakseng District.



Source: Village Survey

⁵ The companies buying cash crops from Pakseng are Hounghuang Development Co., Ltd and Agriculture Product development Co., Ltd.

Handicraft:

Weaving is produced in the households for generating additional income in Pakseng and Hat Houay.

12.1.2 Assessment of the Market Situation in Pakseng District

Crops

The production of agricultural and forestry commodities are limited in Pakseng and Hathouay. Production of food crops such as rice and maize are mostly for household consumption; Pakseng being the district capital count 26.7 % of household having shortage of rice as Hat Houay has 46.1 % of household with such insufficiency. Food crops are traded for getting cash for the households in very limited quantity. Production of cash crops commodities is also limited to two items; sesame and jobs tears.

There is limitation for the villagers to increase production related to the lack of land for cultivation for both flat and sloping land after the reduction of shifting cultivation fallows under the land allocation system. Other factors impacting the production and trade of crops are price dumping due to the dependency on border trade for the cash crops and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level. Alternative to integrate and develop the district market through the establishment of rotational markets (Talat nat) is one way develop exchange and barter between villagers but will not help to develop industrial based crop production.

Livestock

Livestock production especially for large animals is not developed, the population of cattle and buffalo is little compared with other areas. The limitation for the production of cattle is maybe due to the eating preference to buffalo meat of the Luangprabang region. On the other hand, production of small animals such as pig and goat is quite important. Poultry are mainly produced for home consumption.

Limitations are lack of grazing land and pasture for cattle and buffalo, the small consumption market for pork and chicken, and the poor accessibility of the area.

NTFPs

The area count 5 main NTFP commodities, the most tradable ones are paper mulberry, tiger grass and tree bark (Peuk Meuk). Food based NTFPs such as bamboo and others are mostly for household consumption with small quantity sold in nearby markets. The area has still a large secondary forest coverage (Pakseng 1,480 ha; Hat Houay 1,650 ha; and other surrounding areas), which are guarantying the exploitation and supply of those commodities to the market. However, those resources may diminish because of over exploitation. According to our record, about 33.3 % of the Pakseng the population is solely depending of

those resources for their subsistence. Other limitations on the trade of NTFPs are price dumping due to the dependency on border trade for the commodities and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level.

Handicraft

The two villages have weaving and embroidery commodities that are sold in small quantity at the nearby market or to shops in Luangprabang. The production is not directly linked to any supply chains therefore the quantity is limited and quality and design is not up-to market. The other limitation for handicraft products is the poor accessibility and the lack of marketing for the products

12.2 Viengkham District

12.2.1 Commodity and Trade Flow

The market survey in Viengkham District was conducted in two villages. The major commodities found during the survey in Pongdong and Vangheung villages were;

- **Crops:** rice, sesame, jobs tears, and maize.
- **Livestock:** buffalo, pig, goat and poultry
- **NFPF:** cardamom, paper mulberry, tree bark, tiger grass, white Ginger (Mak Kha) and bamboo shoots.
- **Handicrafts:** weaving.
- **Tree:** Orange

Rice

In Samtong and Vangheung villages, paddy is produced in the up-lands paddy field. In the two village most of the rice is consumed by the villagers and a few quantities are sold at household gate to siblings in the village and to licensed middlemen. The marketing of rice follows the seasonal harvesting of up-land paddy and low-land paddy from April to November. The price of paddy is fixed as in the following.

Table 11: Price of Paddy/rice

Paddy	Price at farm gate (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Samton Village</u>		
Up-land paddy	1,200	1,500
Glutinous low-land ⁶	Na	Na
<u>Vangheung Village</u>		
Up-land paddy	1,000	1,200
Glutinous low-land	Na	Na

Source: village survey

⁶ There is no production of low-land paddy in Pakseng village, the price shown in the table is the price of paddy sold in the village and in the district.

Price of paddy/rice is regulated by the district. Licensed middlemen/women are buying paddy at the fixed price from many village, they stock them and sold them as paddy or after milling to retailers in Luangprabang or to rice mills and to State Owned Foodstuff Company. Paddy is transported from the village to the market by truck, pick-up truck and boat.

Cash Crops (sesame, jobs tears, and maize)

Sesame and jobs tears are the main tradable commodities in the two villages. Maize is produced for household consumption to substitute rice in shortage period and for raising poultry and pigs. An up-land area in Samton is cultivated with sesame and jobs tears. An up-land area in Vangheung is cultivated for sesame and maize. Almost all of the cash crops are sold to licensed middlemen at designated landing in the village. The marketing of cash crops follows the harvesting of the crops from April to November.

The price of cash crops is shown in the table below.

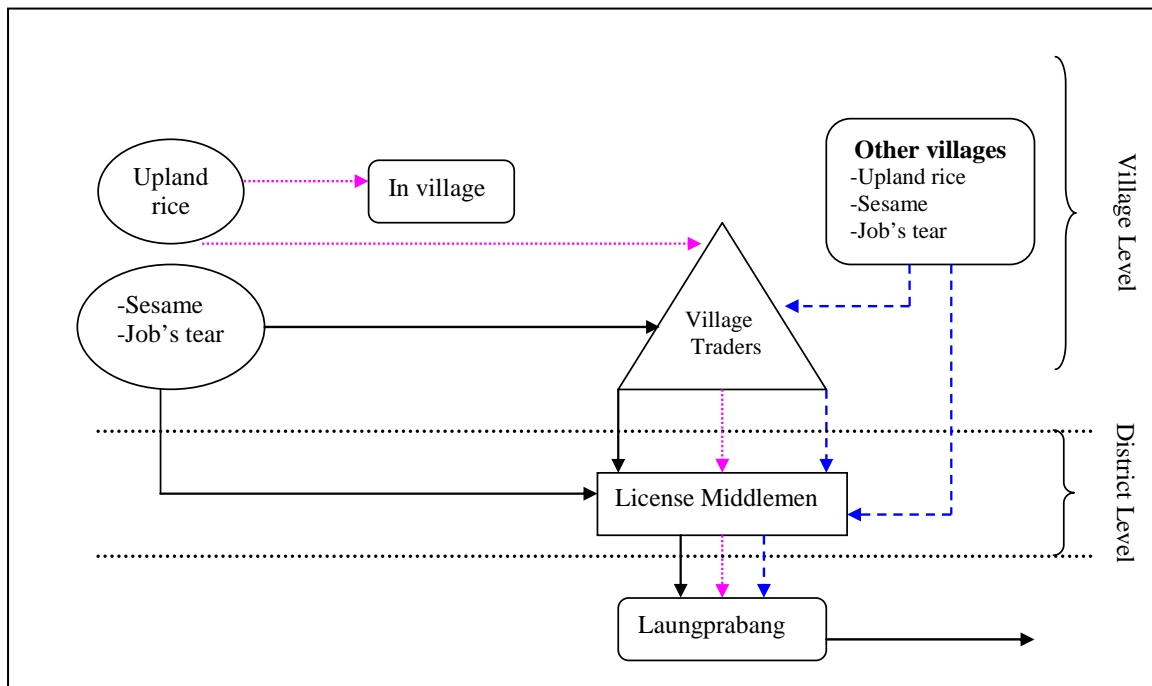
Table 12: Production and Price of Cash Crops

Cash Crops	Price at farm gate (Kip/kg)	Estimated revenue of the village (Kip)	Price sold by middlemen (Kip/kg)
<u>Samton Village</u>			
Sesame	5,500	4,950,000	8,000
Job's tears	2,000	2,400,000	2,500
Maize	na	na	na
<u>Vangheung Village</u>			
Sesame	6,000	9,000,000	8,000
Job's tears	1,500	0	2,000
Maize	700	na	na

Source: Village Survey

The price of cash crops is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang or in Oudomxay. The crops are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies. Cash crops are transported from the village to the market by truck, pick-up truck and boat. The flow of cash crops commodities is shown in the figure below.

Figure 30: Trade Flow for Cash Crops.



Source: Village Survey

Livestock

Large animals like cattle and buffalo, small animals such as pig and goat are raised as household saving. They are sold in case of shortage of cash and food. Poultry (chicken and duck) are raised for home consumption and for getting cash. The marketing of cattle, buffalo, and pigs is regulated by the district, registered middlemen from animal slaughtering groups visit individual villagers buy the animal and transport them to slaughter house or to border points to be exported (in the case of buffalo).

Animals are sometime slaughtered in the village and meat sold in the village. Poultry are bought live and transported to Viengkham fresh markets or slaughtered and meat is sold in the village.

River fish is one resource of food for the villagers. In Vangheung river fish is catch and sold at village gate or transported to the district market.

The price of livestock is given in the table below.

Table 13: Price of Livestock

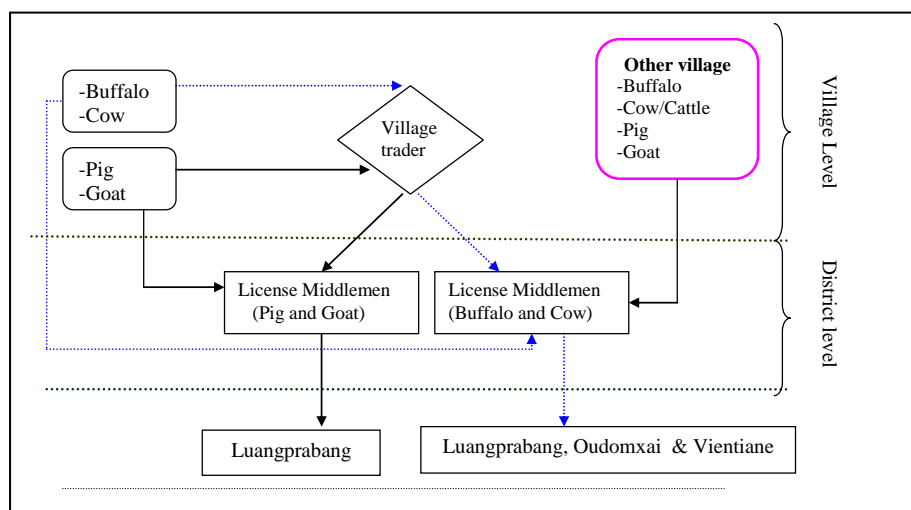
Livestock	Price at farm gate (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Samton Village</u>		
Buffalo (live)	Na	Na
Cattle (live)	Na	Na
Pig (live)	8,000	8,500
Goat (live)	11,000	Na
Poultry (live)	Na	Na
Buffalo meat	28,000	30,000
Beef	28,000	30,000
Pork	Na	Na
Goat	11,000	13,000
Poultry	11,000	13,000
<u>Vangheung Village</u>		
Buffalo (live)	Na	Na
Cattle (live)	Na	Na
Pig (live)	8,000	9,000
Goat (live)	Na	Na
Poultry (live)	Na	Na
Pork	Na	Na
Goat	11,000	13,000
Poultry	11,000	13,000
River catfish	18,000	Na
River carp	13,000	Na

Source: Village Survey

The price of live livestock is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The price of meat is regulated by the district. Livestock bought by licensed middlemen are assembled at designated landing in the village by village traders or in neighboring village before it is transported and sold to abattoirs or to companies in Luangprabang for export. Livestock are transported from the village to the market by truck, pick-up truck and boat.

The flow of livestock commodities is shown in the figure below.

Figure 31: Trade Flow of Livestock / Viengkham District



Source: Village Survey

Non Timber Forest Products

A variety of NTFPs are exploited by the villagers such as; paper mulberry, tiger grass, tree bark (peuk meuk), cardamom, bamboo worms, and other food based NTFPs. The paper mulberry, tiger grass and other extractive and fiber products are sold to middlemen. The food based NTFP such as bamboo worms and others are consumed and sold.

Almost all of NTFPs are sold to licensed middlemen at designated landing in the village. The marketing of NTFPs follows the harvesting of the products from March to November.

The price of NTFP is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The products are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies in Luangprabang. NTFPs are transported from the village to the market by pick-up truck and truck.

The price of NTFPs is shown in the table as follows.

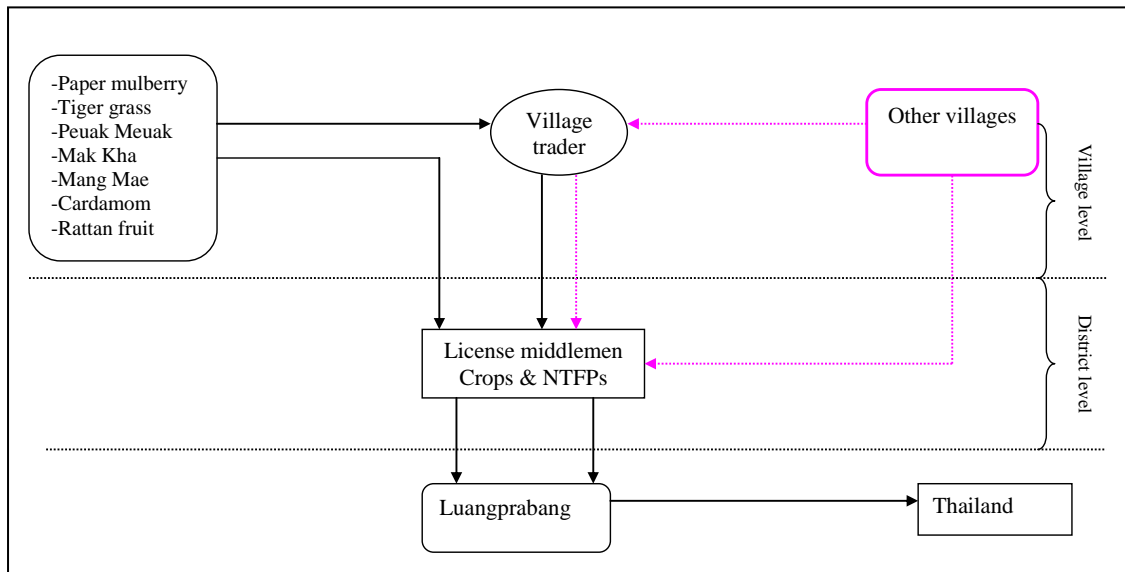
Table 14: Exploitation and Price of NTFP

Cash Crops	Price at farm gate (Kip/kg)	Price sold by middlemen (Kip/kg)
<u>Samton Village</u>		
Peuk meuk	4,500	5,000
Paper mulberry	2,500	3,000
Tiger grass	2,000	2,500
Cardamom	15,000	16,000
Bamboo worms (Mea)	18,000	25,000
Khua Sam Hang	600	800
Ya Hua	1,500	2,000
<u>Vangheung Village</u>		
Peuk meuk	3,500	3,800
Paper mulberry	2,500	2,800
Tiger grass	2,300	2,500
Cardamom	15,000	20,000
Bamboo worms (Mea)	15,000	20,000

Source: Village Survey

The flow of cash crops commodities is shown in the figure below.

Figure 32: Trade Flow of NTFP / Viengkham District.



Source: Village Survey

Handicraft

Bamboo based products and weaving is produced in the households for generating additional income in Samton. Products are sold in small quantity to the District market.

12.2.2 Assessment of the Market Situation in Viengkham District

Crops

The production of agricultural and forestry commodities are limited in Samton and Vangheung. Production of food crops such as rice and maize are mostly for household consumption; Samton counts 60 % of household having shortage of rice as Vangheung has 63.33 % of household with such insufficiency.

Food crops are traded for getting cash for the households in very limited quantity. Production of cash crops commodities is also limited few items; sesame, maize and jobs tears.

There is limitation for the villagers to increase production related to the lack of land for cultivation for both flat and sloping land after the reduction of shifting cultivation follows under the land allocation system. As in Pakseng District, the other factor impacting the production and trade is price dumping due to the dependency on border trade for the cash crops and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level.

Livestock

Livestock production especially for large animals is not developed, the population of cattle and buffalo is little compared with other areas. The limitation for the production of cattle is maybe due to the eating preference to buffalo meat of the Luangprabang region. On

the other hand, production of small animals such as pig and goat is quite important. Poultry are produced for home consumption with some small trade between villages.

Limitations are lack of grazing land and pasture for cattle and buffalo, the small consumption market for pork and chicken, and the poor accessibility of the area.

NTFPs

The area count 5 main NTFP commodities, the most tradable ones are paper mulberry, tiger grass, Peuk meuk, cardamom and bamboo worms (Mea). Food based NTFPs such as bamboo and others are mostly for household consumption with small quantity sold in nearby markets. The NTFPs exploitation area of the two villages is not known. On the other hands, secondary forest coverage (Samton 1,012 ha; Vangheung 356 ha; and other surrounding areas), which are guarantying the exploitation and supply of those commodities to the market is limited especially for Vangheung. Because of food shortage, those resources may diminish due of over exploitation. According to our record, about all of the two villages population is solely depending of those resources for their subsistence.

Other limitations on the trade of NTFPs are price dumping due to the dependency on border trade for the commodities and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level.

Handicraft

The two villages have weaving commodities that are sold in small quantity at the nearby District market or to shops in Luangprabang. The production is not directly linked to any supply chains therefore the quantity is limited and quality and design is not up-to market. The other limitation for handicraft products is the poor accessibility and the lack of marketing for the products.

12.3 Nan District

12.3.1 Commodity and Trade Flow

Pongdong was the only village surveyed in Nan District. The main commodities found during the survey in the village were;

- **Crops:** rice, sesame, jobs tears, maize and tobacco
- **Livestock:** buffalo, cattle, pig, goat and poultry
- **NFPF:** paper mulberry, Peuk Meuk, tiger grass, and mushroom.
- **Handicrafts:** weaving.
- **Tree:** Teak, Chan Dai

Rice

Paddy is produced in both of the up-lands paddy field and low-land paddy field.

Most of the rice is consumed by the villagers and a few quantities are sold at household gate to siblings in the village and to licensed middlemen. The marketing of rice follows the seasonal harvesting of up-land paddy and low-land paddy from April to November. The price of paddy is fixed as in the following.

Table 15: Price of Paddy/rice

Paddy	Price at farm gate (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Pongdong Village</u>		
Up-land paddy	1,000	1,100
Low-land paddy	900	2,200

Source: village survey

Price of paddy/rice is regulated by the district. Licensed middlemen/women are buying paddy at the fixed price from many village, they stock them and sold them as paddy or after milling to retailers in Luangprabang or to rice mills and to State Owned Foodstuff Company. Paddy is transported from the village to the market by truck, pick-up truck and boat.

Cash Crops (sesame, jobs tears, maize and tobacco):

Sesame is the main tradable commodity in Pongdong village. Maize is produced for household consumption to substitute rice in shortage period and for raising poultry and pigs.

Almost all of the cash crops are sold to licensed middlemen at designated landing in the village. The marketing of cash crops follows the harvesting of the crops from April to November.

The price of cash crops is shown in the table below.

Table 16: Price of Cash Crops

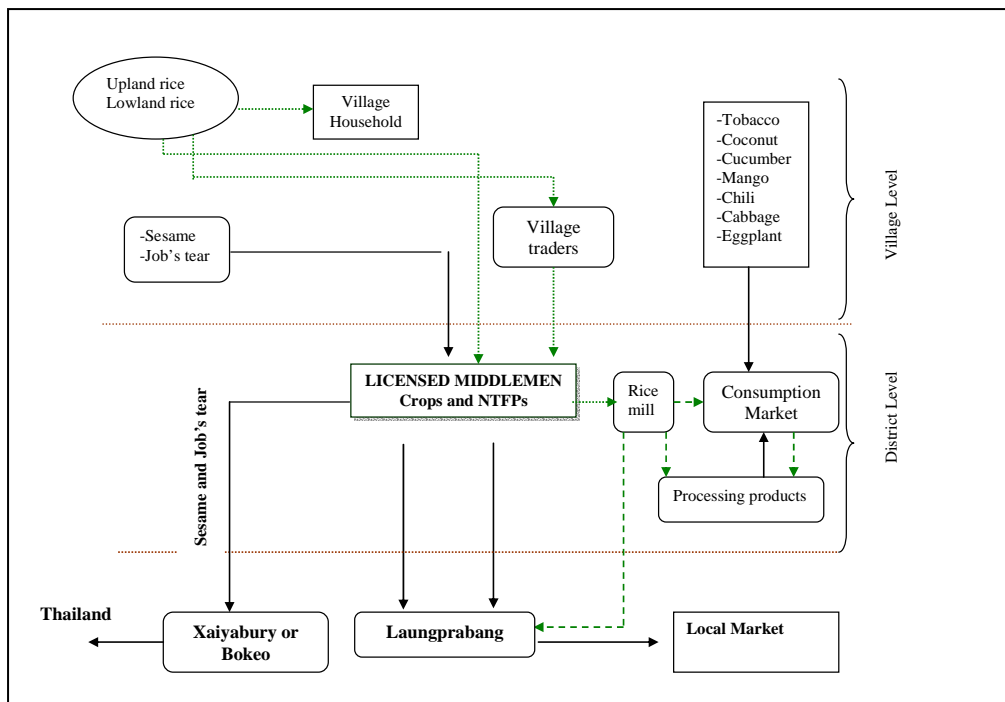
Cash Crops	Price at farm gate (Kip/kg)	Estimated revenue of the village (Kip)	Price sold by middle-men (Kip/kg)
<u>Pakseng Village</u>			
Sesame	5,000	500,000,000	5,500
Jobs tears	2,000	Na	2,500
Maize	800	Na	1,000
Tobacco	10,000	Na	15,000

Source: Village Survey

The price of cash crops is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The crops are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies in Luangprabang. Cash crops are transported from the village to the market by truck, pick-up truck and boat.

The flow of cash crops commodities is shown in the figure below.

Figure 33: Trade Flow for Cash Crops / Nan District.



Livestock

Large animals like buffalo, small animals such as pig and goat are raised as household saving. They are sold in case of shortage of cash and food. Poultry (chicken, duck and turkey) are raised for home consumption and for getting cash. The marketing of buffalo, and pigs is regulated by the district, registered middlemen from animal slaughtering groups visit individual villagers buy the animal and transport them to slaughter house or to border points to be exported (in the case of buffalo). Animals are sometime slaughtered meat sold in the village. Poultry are bought live and transported to Laungprabang fresh markets or slaughtered and meat is sold in the village.

The price of live livestock is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Laungprabang. The price of meat is regulated by the district. Livestock bought by licensed middlemen are assembled at designated landing in the village or in neighboring village before it is transported and sold to abattoirs or to companies in Laungprabang for export. Livestock are transported from the village to the market by truck, pick-up truck and boat.

The price of livestock is given in the table below.

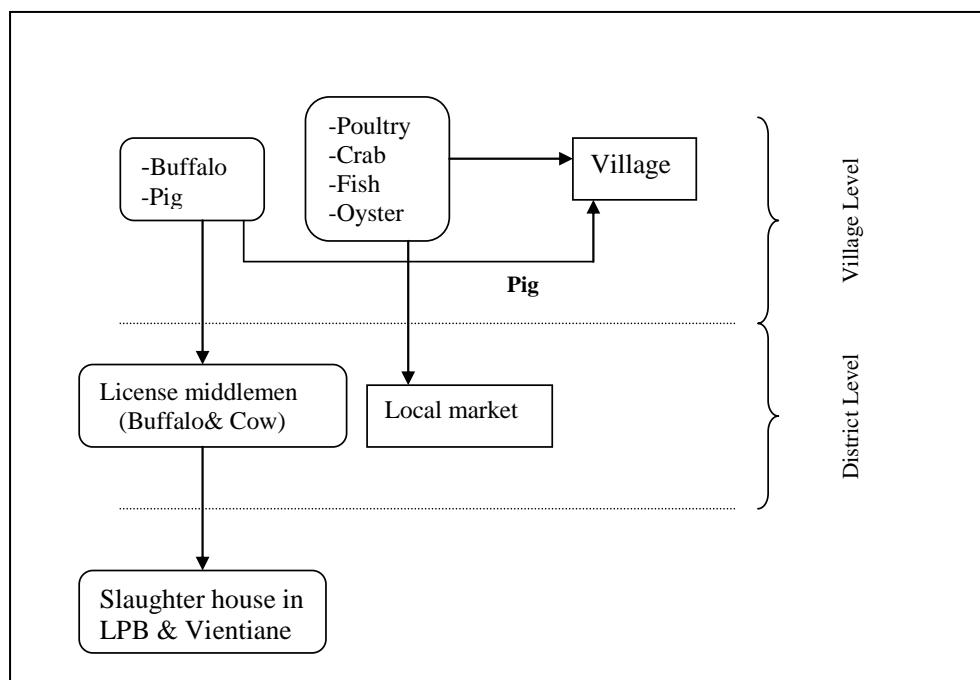
Table 17: Price of Livestock

Livestock	Price at farm gate (Kip/kg)	Price sold by middle-men (Kip/kg)
<u>Pakseng Village</u>		
Buffalo (live)	25,000	Na
Cattle (live)	25,000	Na
Pig (live)	Na	Na
Goat (live)	Na	Na
Poultry (live)	Na	Na
Pork	7,800	8,000
Goat	9,000	10,000
Poultry	Na	15,000

Source: Village survey

The flow of livestock commodities is shown in the figure below.

Figure 34: Trade Flow of Livestock / Nan District.



Non Timber Forest Products

A variety of NTFPs are exploited by the villagers such as; paper mulberry, tiger grass, tree bark (peuk meuk), bamboo shoots, and mushroom. The paper mulberry, tiger grass and tree bark are sold to middlemen. The food based NTFP such as bamboo shoots and mushroom are consumed and sold.

Almost all of NTFPs are sold to licensed middlemen at designated landing in the village. The marketing of NTFPs follows the harvesting of the products from March to November. The price of NTFPs is as follows.

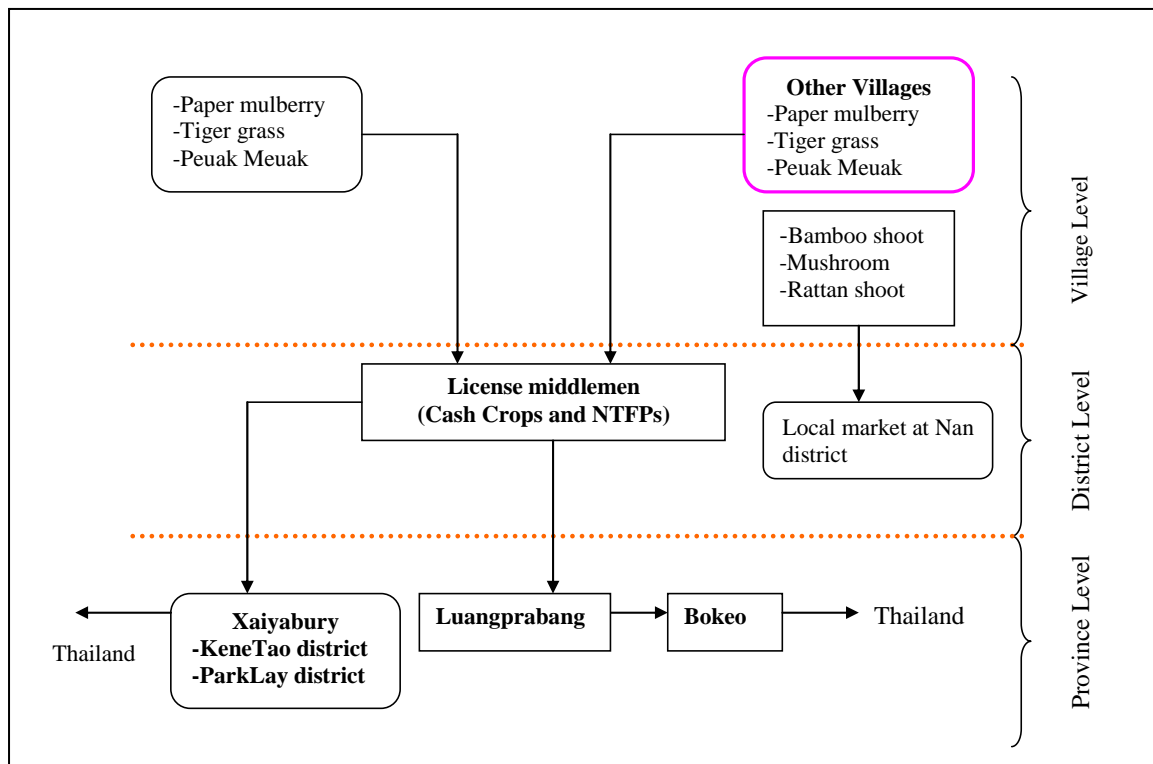
Table 18: Price of NTFPs

Cash Crops	Price at farm gate (Kip/kg)	Price sold by middlemen (Kip/kg)
<u>Pongdong Village</u>		
Peuk meuk	3,000	3,500
Paper mulberry	2,500	2,700
Tiger grass	2,500	2,700
Mushroom	12,000	15,000

Source: Village Survey

The price of NTFP is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Luangprabang. The products are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies in Luangprabang. NTFPs are transported from the village to the market by pick-up truck. The flow of cash crops commodities is shown in the figure below.

Figure 35: Trade Flow of NTFP / Nan District.



Source: Village Survey

Handicraft

Weaving is produced in the households for generating additional income. Products are sold in small quantity to the Luangprabang market.

Tree

Teak and Mai Chan Dai are found as wood based commodities. Teak logs are sold to teak purchasing group form Luangprabang.

12.3.2 Assessment of the Market Situation in Nan District

Crops

The production of agricultural and forestry commodities are limited. Production of food crops such as rice and maize are mostly for household consumption.

Food crops are traded for getting cash for the households in very limited quantity. Production of cash crops commodities is also limited.

There is limitation for the villagers to increase production related to the lack of land for cultivation for both flat and sloping land after the reduction of shifting cultivation fallows under the land allocation system.

Despite the better accessibility, the few number of commodities available shows market irregularities for cash crops. As in all other districts, the main factor impacting the production and trade is price dumping due to the dependency on border trade for the cash crops.

Livestock

Livestock production especially for large animals is not developed, the population of cattle and buffalo is little compared with other areas. The limitation for the production of cattle is due to the eating preference to buffalo meat of the Luangprabang region. On the other hand, production of small animals such as pig and goat is quite important. Poultry are produced for home consumption with some small trade between villages.

Limitations are lack of grazing land and pasture for cattle and buffalo, and the small consumption market for pork and chicken.

NTFPs

The area count 4 main NTFP commodities, the most tradable ones are paper mulberry, tiger grass, Peuk meuk. Food based NTFPs such as mushroom are mostly for household consumption with small quantity sold in nearby markets. The NTFPs exploitation area of Pongdong village is its secondary forest of 169 ha and its surroundings. The exploitation and supply of those commodities to the market is declining because of over exploitation.

Other limitations on the trade of NTFPs are price dumping due to the dependency on border trade for the commodities and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level.

Handicraft

The village has weaving commodities that are sold in small quantity at the nearby District market or to shops in Luangprabang. The production is not directly linked to any supply chains therefore the quantity is limited and quality and design is not up-to market. The other limitation for handicraft products is the poor accessibility and the lack of marketing for the products.

12.4 Xayabury District

12.4.1 Commodity and Trade Flow

The market survey was conducted in 3 villages of Xayabury District. The major commodities found during the survey in Namtiao, Namon and Natak villages were;

- **Crops:** rice, maize, jobs tears, sesame, cassava, cotton.
- **Livestock:** Buffalo, cattle, pig and poultry
- **NFPF:** paper mulberry, sugar palm, cardamom, eagle wood and bamboo shoots.
- **Handicrafts:** weaving and embroidery.
- **Timber:** Teak wood.

Rice

In Namtiao, Namon, Natak villages, paddy is produced in both up-lands and low land paddy field. The marketing of rice follows the seasonal harvesting of up-land paddy and low-land paddy from April to November. The price of paddy per village is given in the table below.

Table 19: Price of Paddy/rice

Paddy	Price at farm gate (Kip/kg)	Price sold by middlemen (Kip/kg)
<u>Namtiao Village</u>		
Up-land paddy	1,000	1,200
low-land paddy	1,000	1,200
<u>Namon Village</u>		
Up-land paddy	1,000	1,200
low-land paddy	1,000	1,200
<u>Natak Village</u>		
Up-land paddy	1,000	1,200
low-land paddy	1,000	1,200

Source: village survey

Price of paddy/rice is regulated by the district. Licensed middlemen/women are buying paddy at the fixed price from many village, they stock them and sold them as paddy or after milling to retailers. Paddy is transported from the village to the market by truck, pick-up truck and boat.

Cash Crops (sesame, jobs tears, and maize)

Sesame, jobs tears and maize are the main tradable commodities in the 3 villages. Maize is produced for household consumption to substitute rice in shortage period and for raising poultry and pigs. In Namtiao village the revenue from jobs tears is remarkable. Almost all of the cash crops are sold to licensed middlemen at designated landing in the village. The marketing of cash crops follows the harvesting of the crops from April to November.

The price of cash crops is shown in the table below.

Table 20: Price of Cash Crops

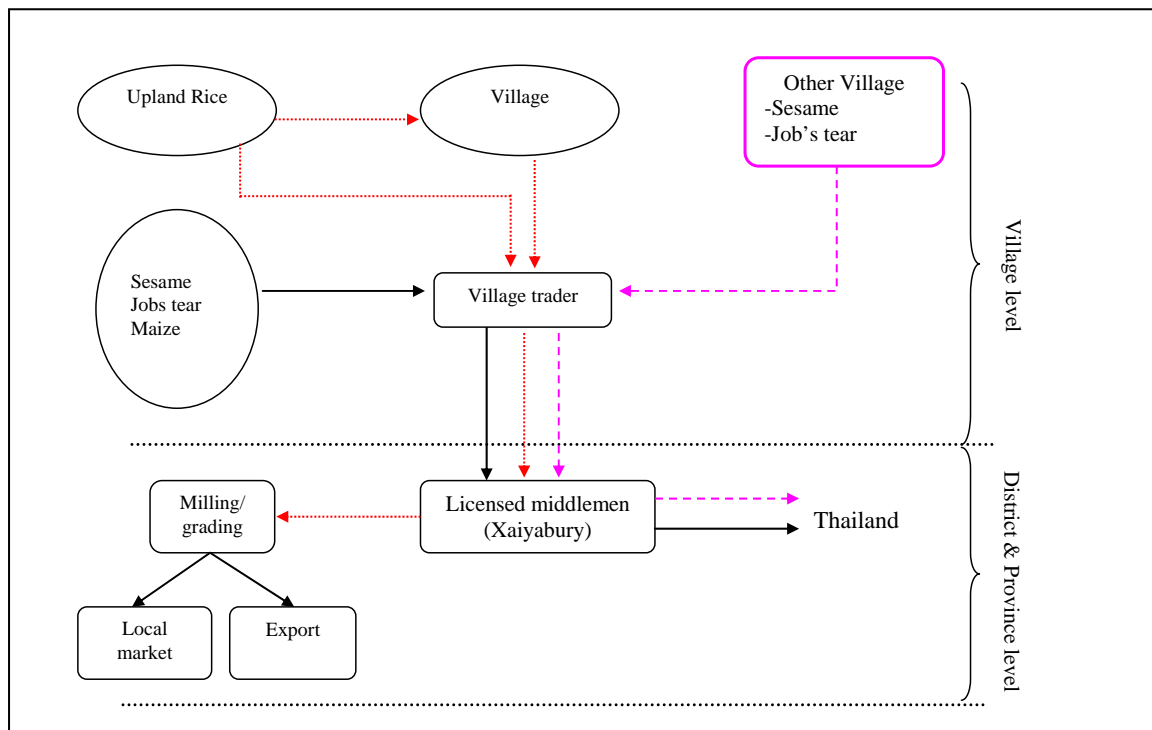
Cash Crops	Price at farm gate (Kip/kg)	Estimated revenue of the village (Kip)	Price sold by middle-men (Kip/kg)
Namtiao Village			
Sesame	6,500	975,000	7,000
Jobs tears	2,000	126,000,000	2,500
Maize	800	8,640,000	1,000
Namon Village			
Sesame	5,000	9,500,000	6,500
Jobs tears	1,300	1,950,000	1,800
Natak Village			
Sesame	7,000	11,200,000	8,000
Jobs tears	1,600	Na	2,500
Maize	700	2,310,000	1,000

Source: Village Survey

The price of cash crops is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Xayabury. The crops are assembled at designated landing in the village or in neighboring village before it is transported and sold to the companies. Cash crops are transported from the village to the market by truck, pick-up truck.

The flow of cash crops commodities is shown in the figure below.

Figure 36: Trade Flow for Crops.



Source: Village Survey

Livestock

Large animals like buffalo, small animals such as pig and goat are raised as household saving. They are sold in case of shortage of cash and food. Poultry (chicken and duck) are raised for home consumption and for getting cash. The marketing of buffalo, and pigs is regulated by the district, registered middlemen from animal slaughtering groups visit individual villagers buy the animal and transport them to slaughter house. Animals are sometime slaughtered in the village and meat sold in the village. Poultry are bought live and transported to Xayabury fresh markets or slaughtered and meat is sold in the village.

The price of live livestock is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Xayabury. In the case of cattle the price directed by the authority is lower than those given by middlemen. The price of meat is regulated by the district. Livestock bought by licensed middlemen are assembled at designated landing in the village by village traders or in neighboring village before it is transported and sold to abattoirs or to companies in Xayabury for export. Livestock are transported from the village to the market by truck, pick-up truck.

The price of livestock is given in the table below.

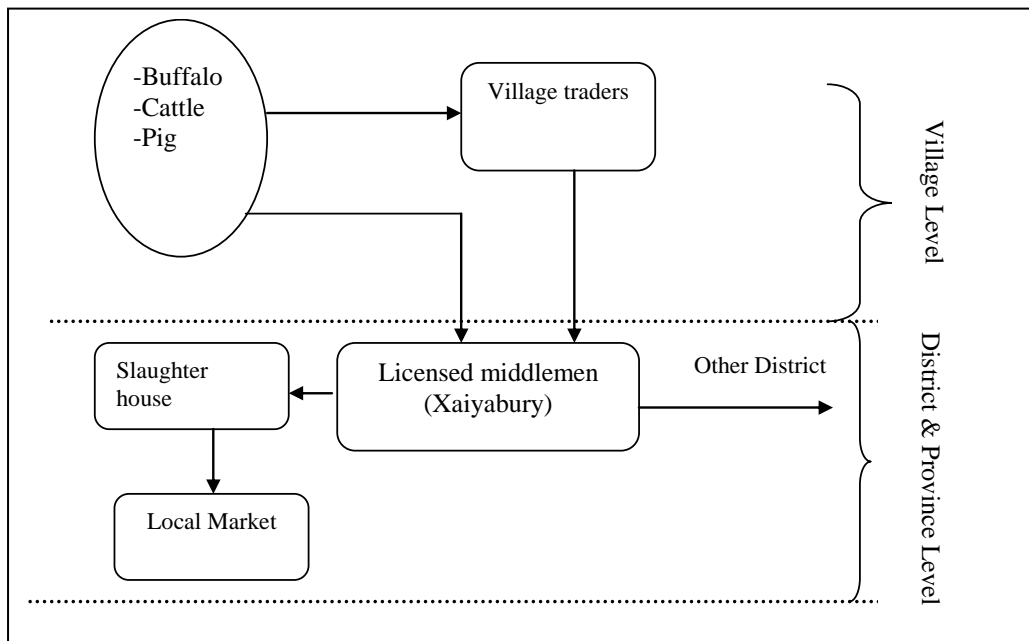
Table 21: Price of Livestock

Livestock	Price at farm gate (Kip/kg)	Price sold by middlemen (Kip/kg)
<u>Namtiao Village</u>		
Buffalo (live)	3,500,000	Na
Cattle (live)	Na	Na
Pig (live)	400,000	500,000
Goat (live)	300,000	Na
Poultry (live)	13,000	15,000
<u>Namon Village</u>		
Buffalo (live)	3,000,000	Na
Cattle (live)	2,500,000	Na
Pig (live)	300,000	Na
Goat (live)	Na	Na
Poultry (live)	12,000	Na
<u>Natak Village</u>		
Buffalo (live)	3,500,000	4,000,000
Cattle (live)	Na	Na
Pig (live)	300,000	Na
Goat (live)	Na	Na
Poultry (live)	13,000	Na

Source: Village Survey

The flow of livestock commodities is shown in the figure below.

Figure 37: Trade Flow of Livestock / Xayabury District



Source: Village Survey

Non Timber Forest Products

A variety of NTFPs are exploited by the villagers such as; paper mulberry, tiger grass, sugar palm fruit, bamboo shoots, and other food based NTFPs. The extractive and fiber products are exploited and sold to middlemen. The food based NTFP such as bamboo shoots and others are consumed and sold.

Almost all of NTFPs are sold to licensed middlemen at designated landing in the village. The marketing of NTFPs follows the harvesting of the products from March to November.

The price of NTFP is fixed by the licensed middlemen, which is in most of the occasion directed by the buyers in Xayabury and in Kenthao (Border point). The products are assembled at designated landing in the village or in neighboring village before it is transported and sold to companies in Xayabury. NTFPs are transported from the village to the market by pick-up truck and truck.

The price of NTFPs is shown in the table as follows.

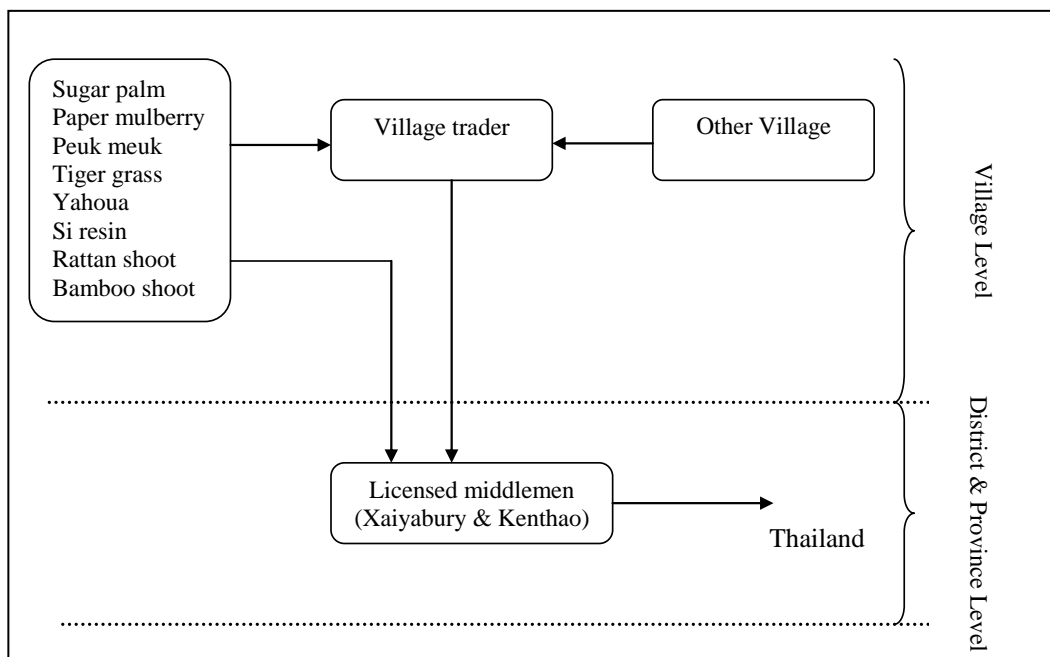
Table 22: Exploitation and Price of NTFP

Cash Crops	Price at farm gate (Kip/kg)	Price sold by middlemen (Kip/kg)
<u>Namtial Village</u>		
Sugar palm fruit	2,000	2,800
Paper mulberry	2,300	2,800
Tiger grass	2,000	2,500
Bamboo shoots	3,000	Na
Rattan shoots	13,000	Na
Yang Bong	700	Na
<u>Namon Village</u>		
Sugar palm fruit	2,000	2,500
Paper mulberry	2,500	2,500
Tiger grass	2,000	2,500
Bamboo shoots	3,000	Na
Rattan shoots	15,000	Na
Yang Bong	1,000	1,000
Ya Hua	800	Na
Mushroom	1,300	1,500
<u>Natak Village</u>		
Sugar palm fruit	2,200	2,500
Paper mulberry	2,500	3,000
Tiger grass	2,500	3,000
Mushroom	1,300	1,500
Resin	2,000	2,500
Peuk Meuk	2,000	2,500
Yang Bong	1,000	1,500

Source: Village Survey

The flow of cash crops commodities is shown in the figure below.

Figure 38: Trade Flow of NTFP / Xayabury District.



Source: Village Survey

Handicraft

Some embroidery is produced in Namtiao by the households for generating additional income. Products are sold in small quantity to the District market.

12.4.2 Assessment of the Market Situation in Xayabury District

Crops

The production of agricultural and forestry commodities are limited in the 3 villages. Production of food crops such as rice and maize are mostly for household consumption. Food crops are traded for getting cash for the households in very limited quantity. Production of cash crops commodities is also limited few items; sesame and jobs tears. The trade volume recorded from the survey is very small except for the production of jobs tears in Namtiao.

There is limitation for the villagers to increase production related to the lack of land for cultivation for both flat and sloping land after the reduction of shifting cultivation fallows under the land allocation system. As in all Districts, the other factor impacting the production and trade is price dumping due to the dependency on border trade for the cash crops and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level.

Livestock

Livestock production especially for large animals is well developed for buffalo, the population buffalo is high if compared with the other areas surveyed. The limitation for the production of cattle is due to the eating preference to buffalo meat of the Luangprabang and Xayabury region. Production of small animals such as pig and poultry is also remarkable. Poultry are produced for home consumption with some small trade between villages.

Limitations are limited grazing land for cattle and buffalo, the limited animal fee for small animals, the small consumption market for pork and chicken, and the poor accessibility of the area.

NTFPs

The area count more than 7 major NTFP commodities, the most tradable ones are paper mulberry, tiger grass, Peuk meuk, sugar palms and bamboo shoots. Food based NTFPs such as bamboo and others are mostly for household consumption with small quantity sold in nearby markets. The NTFPs exploitation area of the 3 villages is not known. On the other hands, secondary forest coverage, which are guarantying the exploitation and supply of those commodities to the market is quite large if compare to the village in Luangprabang (Namtiao: not available; Namon 2,482 ha; Natak 6,061 ha). However, because of food shortage, those resources may diminish due of over exploitation. According to our record, about all of the 3 villages population is solely depending of those resources for their subsistence.

Other limitations on the trade of NTFPs are price dumping due to the dependency on border trade for the commodities and the poor accessibility of the area especially during the raining season, which is increasing cost of transportation and handling thus further more reducing the price of commodities at village level.

Handicraft

The Namtiao has handicraft commodities that are sold in small quantity at the nearby Xayabury market. The production is not directly linked to any supply chains therefore the quantity is limited and quality and design is not up-to market. The other limitation for handicraft products is the poor accessibility and the lack of marketing for the products.

13 References

The following have been utilized for the study;

- *Market study on Agricultural and Fisheries Products in Lao PDR, Bureau d'Etude Lao, MAF, JICA, September 2001.*
- *Mater Plan Study on Integrated Agricultural Development in Lao PDR, Nippon Koie KRI, MAF, JICA, October 2001.*
- *Agricultural Marketing in Lao PDR, Development of market Information and Marketing Extension Capacity, TCP/LAO/0065, MAF, Department of Agriculture, April 2002.*
- *National Statistics 2002, National Statistics Center, May 2003.*
- *Small and Medium Sized Enterprise Development Framework, Lao PDR – UNIDO Integrated Program for Industrial development, MIH, UNIDO, June 2002.*
- *National Human Development Report, Lao PDR 2001, UNDP.*
- *Non-Timber Forest products with Commercial Potential in Lao PDR, NAFRI, FRC, IUCN, December 2000.*
- *Promoting Sustainable Rural Development, Lao PDR, A review of the Rural Sector, FAO, World Bank Cooperation Program, November 1999.*
- *Study on Teak Plantation Management and Processing, MAF, November 2001.*
- *Northern Region development Strategy (Draft Paper), CPC/Northern province/ADB, November 2003.*
- *Long District Market Study, Micro Project Development through local Communities, Technical Report 9, February 2004.*

ANNEX 1:

ToR of the Marketing Survey of the Basic Study for FORCOM

The Basic Study for the Forest management and Community Support Project
(FORCOM) in Lao PDR.

**Terms of Reference
for the Marketing Survey of the Basic Study**

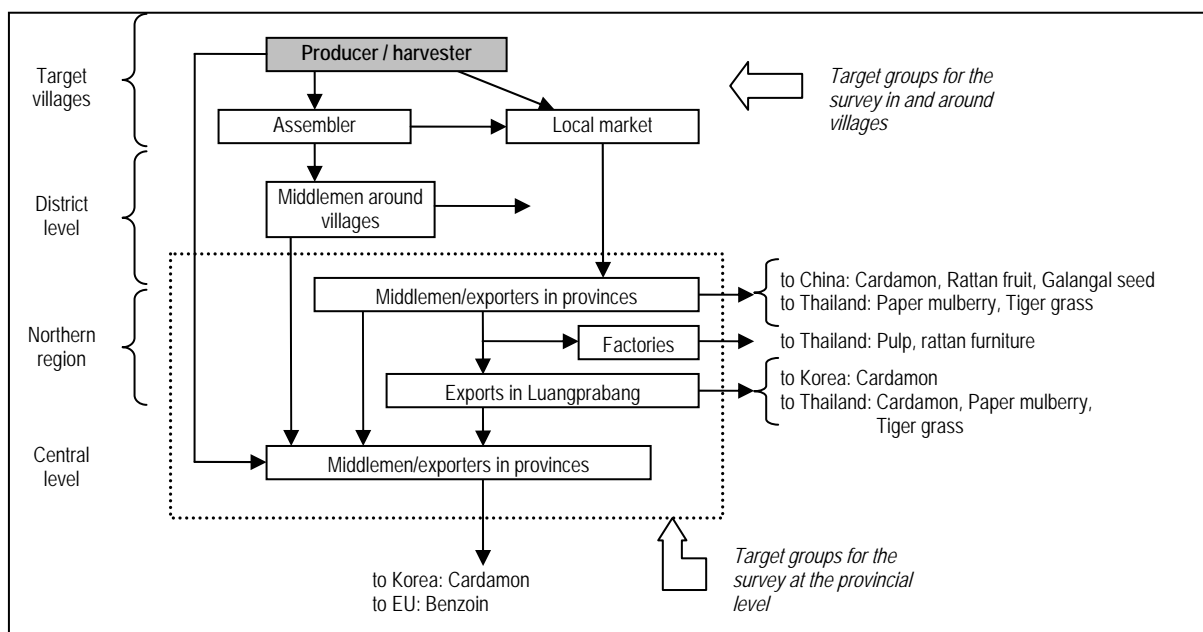
1. Objective of the Study

The Marketing survey shall clarify the different distribution channels and market systems of major products at every layer of marketing, from village to regional levels including neighboring countries incase of exportable products. The products to be surveyed are agriculture (crops, fruits, etc.), livestock, timber products, NTFPs and handicrafts generated from the villages.

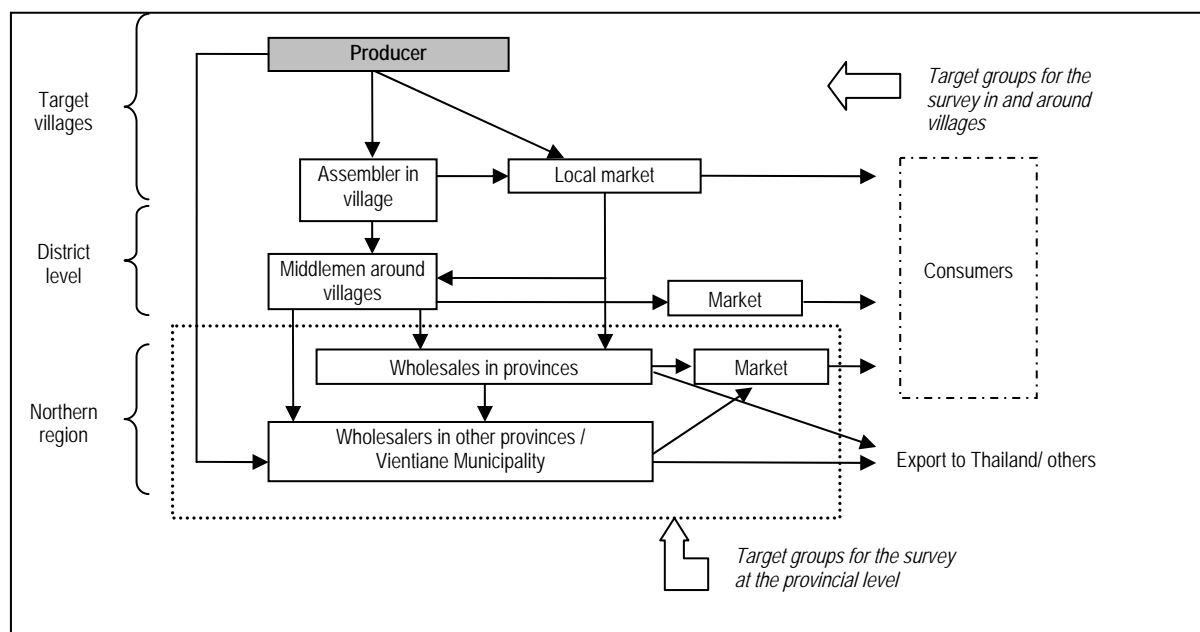
The marketing survey of the basic study will first grasp the distribution networks and marketing outlets of major products produced in the provinces by reviewing existing reports / documents / study available, and then investigate marketing conditions at each layer of marketing channel. The layers identified are; the village and its surrounding; the district including its urban market; the provincial capital and its urban market; the northern region of Lao PDR constituting of its exporting routes.

2. Scope of the Marketing Survey

The marketing survey for major products is composed of; (i) survey around the candidate villages (8 villages and 4 districts); and (ii) survey at provincial level (6 provinces and the northern region). Assuming the distribution channels of farm produce and NTFPs in the northern region are illustrated in the following drawings, the survey would focus on the target groups identified in the drawings.



Distribution channels of NTFPs



Distribution channels of Farm Produce

(i) Survey at Provincial Level

The survey at the provincial level aims to clarify the distribution channel and marketing condition of major products (farm produce, timber, NTFPs and handicrafts) by interviewing the target groups (persons / groups / firms concerned with marketing of the products) in the provinces. The survey will cover six (6) provinces, namely; Luangnamtha; Bokeo; Luangprabang; Huaphanh; Xayabury; and Vientiane provinces. The following information / data will be gathered through the survey.

- a. Commodities handled
- b. Marketing season of each commodity
- c. Amount of commodities (Values and Volume)
- d. Means of transportation and pickup points
- e. Marketing outlet per commodity
- f. Buying and selling prices and their seasonal trends
- g. System on setting the price (quality, volume, processing, market trend)
- h. Any processing activity taken before selling
- i. Distribution channel and any expenses related to distribution
- j. Any issues and problems

The market study done by FAO¹ in 2002 reports the following exporters / traders deal in non-timber forest products in the region. They would be the part of the target groups for the survey at the provincial level.

- a. Saykham Export Co., Ltd. (Tel: 071-21221, 071-212221) (Luangprabang)
- b. Forestry Development Co., Ltd. (Tel: 071-212325) (Luangprabang)
- c. Trading Development Exp-Imp Co., Ltd. (Tel: 071-212215-6) (Luangprabang)

¹ Non-Wood Forest Products in 15 Countries of Tropical Asia, An Overview (2002); Lao PDR; PP 98-113; EC-FAO Partnership Programme (2000-2002)

- d. Mulberry Paper Factory (There is no data about name and telephone number.) (Luangprabang)
- e. Rattan Handicraft Factory (no telephone number) (Sayabury)

(ii) Survey in and around the candidate villages

The marketing survey in and around the eight candidate villages will be conducted as a part of the participatory village survey. The study team will interview the target groups (persons / firms) identified by the session of the participatory village survey, which is “ venn diagram analysis in marketing of major products in village”. The following table shows target groups for the survey and items to be investigated for each group.

Target Groups and Survey Items for the Marketing Survey in and around the villages

Target group	Survey items
Producers / harvesters	Production per product (crop / timber / NTFP / handicraft), harvest seasons, sales, means of transportation, mode of payment (in cash / in kind: under barter system), price setting, processing / post-harvest activities, any issues and problems in marketing, etc.
Middlemen / collectors in village	Type of commodities handled, season of marketing, volume of commodities, methods of collection, list of suppliers, price setting (quality, volume, market trend, season), marketing outlets, mode of marketing (in cash / in kind: under barter system), means of transportation, any problems in marketing, etc.
Local Market at village and district level	<i>Same as those for the middlemen in villages and in the district town</i>
Middlemen around villages including at district level	<i>ditto</i>

Both marketing surveys will be done directly by the study team. Therefore the study team will hire surveyors for the village level as well as the provincial level. The marketing specialist will be responsible for management of the surveys and training of surveyors. Needless to say, the hired surveyors will be equipped for the study survey before it comes into operation.

3. Terms of Reference of Each Survey Component

a. Survey around the 8 Candidate Villages / Village Market Surveyor

The survey around the 8 candidate villages will be done by one village market surveyor. The task of the village market surveyor will be to:

- Establish a transect diagram and specify the resources and products/commodities' source/location, utilization, problems and constraints and potential for each village land transaction.
- Identify the existing village products and commodities that will be classified into six (6) categories as follows; (i) crops (rice, maize, job tears, cotton, cassava, tubers, fruits, vegetables, chili, pepper and other spices); (ii) livestock (buffalo, cows, goats, pigs, fowls, fish and others); (iii) NTFP (bamboo, rattan, wild fruits, mushrooms, herbs, bark, wild animals, worms)

and others), (iv) timber (fence poles, fire woods, wood roofing sheet, plantation wood such as teak and others), (v) handicrafts (weavings, silver smith, bamboo crafts, rattan crafts, farm tools and others); and (vi) processed food (rice cake, alcohol, dried bamboo shoots, honey, sugar and others).

- Establish a Venn Diagram on the collect, production, the process (if any), marketing of those commodities.
- Specify the different selling points (farm gates, road side, household side, market location etc.) for each commodities.
- Establish a Venn Diagram on the formal/non-formal organization for the marketing of those products.
- Establish a calendar specifying the different period for the collect, production, and selling, and the different pricing at farm gate and village gate of those commodities.

The above information and data shall be obtained through group interviews as specified in the previous paragraph and reviews of the data information from the household base line survey, and from the village profile survey.

The village market surveyor shall be a university graduate in the fields related to rural development (environment, forestry, agriculture, rural development) with some knowledge in Participatory Rural Appraisal (PRA) and marketing survey.

The village market surveyor will work closely with the PRA team and other survey team, especially with the district market surveyors. The surveyor will report to the Study Team's Marketing Expert.

b. Survey around the 8 Candidate Villages / District Market Surveyors

The market survey around 8 candidate villages will be completed with a survey at district town level in order to outline the distribution channel of the village products and commodities at district level. This survey will be done by two District Market Surveyors. The task of the surveyors will be to;

- Assist the Village Market Surveyor in identifying the existing village products and commodities.
- Identify and list the villages' products and commodities sold at fresh market of the district town. Identify gross quantity/volume, retail price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify commodity buyers and wholesale at district town level for commercial commodities such as; tears drops, cardamom, sesame and others. Identify gross quantity/volume, wholesale price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify the primary industry utilizing the products and commodities from the villages such as; rice mills, wood workshops and sawmills, handicraft workshops. Define and list the end products, quantity/volume and price of those commodities.
- Analysis of price setting of each commodities (relation with quality or value added activities)

- Establish a Venn Diagram showing the distribution and routing of each group of commodities from the villages to the district and to other locations.
- Establish a Venn Diagram showing the organization (formal and non-formal) for the marketing of the products/commodities at district level.

The above information and data shall be obtained through interviews with sellers at the market place of the district town; interviews with whole sellers; interviews with workshop and factory owners; and interviews with District Commerce and Industry Offices and with DAFO.

The two district market surveyors shall be a university graduate in the fields related to rural development (environment, forestry, agriculture, rural development) with some knowledge in Participatory Rural Appraisal (PRA) and marketing survey.

The two district market surveyors will work closely with the PRA team and other survey team, especially with the village market surveyor. The surveyors will report to the Study Team's Marketing Expert.

c. Survey at provincial level / Province Market Surveyors

The market survey at the provincial level in order to outline the distribution channel of the village products and commodities at provincial level and at regional level, this survey will be done by two Province Market Surveyors. The task of the surveyors will be to:

- Identify and list the villages' products and commodities sold at fresh market of the provincial town. Identify gross quantity/volume, retail price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify buyers and wholesalers at provincial town level for commercial commodities such as; tears drops, cardamom, sesame and others. Identify gross quality/volume, wholesale price of those commodities. A simple questionnaire will be prepared by the surveyor.
- Identify the primary industry utilizing the products and commodities from the villages such as; rice mills, wood workshops and sawmills, handicraft workshops. Define and list the end products, quality/volume and price of those commodities.
- Analysis of price setting of each commodities (relation with quality of value added activities)
- Identify the commodities which are exported at the different provincial border points. Identify gross quantity/volume, wholesale price of those commodities.
- Establish a Venn Diagram showing the distribution and routing of each group of commodities from the villages to the province and to other regional locations. Completing the picture of the flow of commodities from the villages to the regional and international markets.
- Establish a Venn Diagram showing the organization (formal and non-formal) for the marketing of the products/commodities at regional level.

The above information and data shall be obtained through interviews with sellers at the market place of the provincial town; interviews with whole sellers; interviews with workshop and factory owners; and interviews with Province Commerce and Industry Offices and with PAFSO.

The two province market surveyors shall be a university graduate in the fields related to rural development (environment, forestry, agriculture, rural development) with some knowledge in marketing survey.

The surveyors will report to the Study Team's Marketing Expert.

4. Schedule of Each Survey Component

The marketing survey will start with the recruitment and orientation of the surveyors. The detail schedule for each survey component (1) village level, (2) district level, and (3) provincial level is attached to this term of reference.

ANNEX 2:

Agricultural and Forestry Commodities at Village, District and Provincial Level

Summary of Commodities in 8 candidate Villages, 4 Districts and 6 Provinces

Commodities of Villages, Districts and Provinces	Pakseng	Hat Hwouay	Samton	Vangheung	Pongdong	Namtiao	Namone	Natak	Pakseng District	Viengkham District	Nan District	Xaiyabury District Xaengproung Province	Xaiyabury Province	Luangnamtha Province	Bokeo Province	Huaphan Province	Vientiane Province
I. Crops:																	
1. Upland rice	x	x	x	x	x	x	x	x	x	x	x	x	x	o	o	o	o
2. Glutinous rice (Kao hai)	o	o	o	o	o	o	o	o	o	o	o	o	o	x	x	o	x
3. Glutinous rice (Thai)	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x
4. Lowland rice:																	
Na pi	o	o	o	o	o	o	o	x	x	o	o	o	o	o	o	o	o
Na Seng	o	x	o	o	o	o	o	x	x	o	o	o	o	o	o	o	o
5. Glutinous rice (Kao na)	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o
6. Glutinous rice	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	x	o
7. Non-glutinous rice (Thai)	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x
8. Non-glutinous rice (Hai)	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x
9. Non-glutinous rice	o	o	o	o	o	o	o	o	o	o	o	x	o	x	o	x	o
10. Glutinous rice (Black)	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o	o
11. Corn	o	o	x	x	o	o	o	x	o	o	o	o	o	o	o	o	o
12. Maize	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
13. Job's tears	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
14. Sesame doo	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
15. Sesame pi	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
16. Cotton	x	o	o	o	o	o	o	x	o	o	x	o	o	o	o	o	o
17. Tobacco leave	o	o	o	o	x	o	o	o	o	o	x	o	o	o	o	o	o
18. Tobacco	o	o	o	o	x	x	o	o	o	o	x	o	o	o	o	o	o
19. Potato	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
Fruit:																	
20. Cassava	o	o	x	x	o	x	o	x	x	x	x	x	x	o	o	o	o
21. Pumpkin	o	x	x	o	o	x	o	x	o	o	o	o	x	o	o	o	o
22. Pineapple	x	o	o	o	o	x	o	x	x	o	o	o	o	o	o	o	o
23. Tamarind	x	o	x	x	o	o	x	x	o	o	o	o	o	o	o	o	o
	x	x	x	x	x	o	o	x	o	o	o	x	o	o	o	o	o
24. Coconut	x	x	x	x	x	o	x	x	o	o	o	o	o	o	o	o	o
25. Peanut	o	o	x	o	o	o	o	x	x	o	x	o	o	o	o	o	o
26. Mango	x	x	x	x	x	o	x	x	o	o	o	o	x	x	o	x	x
27. Guava	o	x	x	o	o	x	o	o	o	o	o	o	o	o	o	o	o
28. Sugarcane	x	x	x	o	o	o	x	x	o	o	x	o	o	o	x	o	o
29. Pomelo	o	x	x	x	x	x	o	x	o	o	o	o	o	o	o	o	o
30. Orange	o	o	o	o	x	o	o	o	x	o	o	o	x	x	o	x	o
31. Banana	x	x	x	x	x	o	o	x	x	o	o	o	o	x	o	o	o
32. Water melon	o	o	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o
33. Coffee	o	o	x	o	o	o	o	x	x	o	o	o	o	o	o	o	o
34. Jujube (ka than)	o	x	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o
35. Custard apple	o	o	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o
36. Rosella (Mak som thodee)	o	o	o	o	o	o	o	o	o	x	o	o	o	o	o	o	o
37. Sapodilla (mak lamouth)	o	o	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o

Commodities of Villages, Districts and Provinces	Pakseng	Hat Hwouay	Samton	Vangheung	Pongdong	Namtiao	Namone	Natak	Pakseng District	Viengkham District	Nan District	Xaiyabury District Xaiyabury Province	Xaiyabury Province	Luangnamtha Province	Bokeo Province	Huaphan Province	Vientiane Province
38. Longan (mak lum hai)	o	x	x	o	x	o	o	x	o	o	o	o	o	o	o	o	o
39. Mak Maan	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	
40. Rin chee	o	o	o	o	o	o	o	o	x	o	o	o	x	o	x	o	x
41. Rumbutan	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
Vegetable:	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
42. Eggplant	o	o	x	x	x	x	o	x	x	o	o	o	x	x	o	x	x
43. Long eggplant	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x
44. Dried chilli	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	x
45. Green chilli	o	o	o	o	o	o	o	o	o	o	o	x	x	o	x	x	x
46. Chilli	o	x	x	x	x	x	o	x	o	o	o	o	o	o	o	o	o
47. Cauliflower	o	o	o	o	o	o	o	o	o	o	o	o	x	x	o	o	x
48. Water convolvulus	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
49. Lemon	o	x	x	o	o	x	o	x	x	o	o	o	x	o	o	o	x
50. Papaya	o	x	x	o	o	x	x	x	x	o	o	o	x	o	o	o	o
51. Black ginger	o	o	o	o	o	x	o	x	o	o	o	o	o	o	o	o	o
52. Ginger	o	o	o	o	o	o	o	x	o	o	o	o	x	x	o	x	x
53. Cucumber	o	x	x	x	x	x	o	x	o	o	x	o	x	x	o	x	x
54. Long bean	o	o	o	o	o	o	o	x	o	o	x	o	x	x	o	o	x
55. Green bean	o	o	o	o	o	o	o	x	o	o	x	o	o	o	o	o	o
56. Banana flower	x	x	o	o	o	x	o	x	o	o	o	o	x	o	x	x	x
57. Tomato	o	o	o	o	o	x	x	x	o	o	o	o	x	o	o	o	x
58. Coriander (hom bop)	x	x	o	x	x	x	x	x	x	o	o	o	o	o	o	o	o
59. Onion	o	o	o	o	o	o	o	o	x	o	x	o	x	x	o	o	o
60. Spring onion (pak boua bai)	x	x	x	x	x	x	x	x	x	o	o	o	o	o	o	o	x
61. Leafy vegetable (pak kath)	x	o	o	o	x	o	o	x	x	o	o	o	o	o	o	o	o
62. Cabbage (ka lom pi)	x	o	o	o	x	o	o	x	x	o	o	o	x	o	o	x	x
63. Houa Kha	x	o	o	o	x	o	o	x	o	o	o	o	o	o	o	o	o
64. Garlic	o	x	o	o	x	o	o	x	x	o	x	o	x	x	o	x	x
65. Yord Mark eu	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x
66. Yoad Mark Zou	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o
67. Carrot	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
68. Pak tum nin	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x	x	x
69. Ya nang	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	x
70. Green kuang futsoi	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x	o	o
71. Lettuce	o	o	o	o	o	o	o	o	o	o	o	o	x	x	o	o	o
72. Pak I Leud	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
73. Shallot	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x	o	x
74. Galanal root	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	x	x
75. Pak nork	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
76. Water cress	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
II. Animal and Livestock:																	
77. Buffalo	x	x	x	x	x	x	x	x	x	o	x	o	o	o	o	o	o
78. Cattle	x	x	x	o	x	x	x	x	x	o	x	o	o	o	o	o	o
79. Goat	x	x	x	x	o	o	x	o	x	o	x	o	o	o	o	o	o
80. Pigs	x	x	x	x	x	x	x	x	x	o	x	o	o	o	o	o	o

Commodities of Villages, Districts and Provinces	Pakseng	Hat Hwouay	Samton	Vangheung	Pongdong	Namtiao	Namone	Natak	Pakseng District	Viengkham District	Nan District	Xaiyabury District Xaiyabury Province	Xaiyabury Province	Luangnamtha Province	Bokeo Province	Huaphan Province	Vientiane Province
81. Poultry	x	x	x	x	x	x	x	x	x	o	o	o	x	o	x	x	x
82. Turkey	x	x	o	o	x	x	o	x		o	o	o	o	o	o	o	o
83. Horse	o	o	o	o	o	o	x	x	x	o	x	o	o	o	o	o	o
84. Elephant	o	o	o	o	o	x	x	o	o	o	o	o	o	o	o	o	o
River stream:																	
85. Fish	x	x	x	x	x	x	x	x	o	o	o	o	o	o	o	o	o
86. Shrimp	x	x	x	x	x	x	x	x	o	o	o	o	o	o	o	o	o
87. Shell	x	x	x	x	x	o	o	x	o	o	o	o	o	o	o	o	o
88. Crab	x	x	x	x	x	x	x	x	o	o	o	o	x	x	o	x	x
89. Moss	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
Wild Animal:																	
90. Tiger	o	o	x	o	o	o	x	x	o	o	o	o	o	o	o	o	o
91. Snake	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
92. Deer	o	o	x	x	x	o	x	x	o	o	o	o	o	o	o	o	o
93. Birds	o	o	x	x	x	o	x	x	o	o	o	o	x	o	o	o	o
94. Frog	o	o	o	o	x	x	x	o	o	o	o	o	o	o	o	o	o
95. Bat	x	o	o	o	x	x	x	x	o	o	o	o	o	o	o	o	o
96. Wild hen	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o
97. Rat	o	o	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o
98. Wild pig	o	o	o	x	o	o	x	x	o	o	o	o	o	o	o	o	o
99. men	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
100. Monkey	o	o	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o
101. Bear	o	o	o	o	x	x	x	o	o	o	o	o	o	o	o	o	o
102. Turtle	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o
103. Mole	o	o	o	x	x	o	x	x	o	o	o	o	o	o	o	o	o
104. Len	x	x	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o
105. Fox (ma jok)	o	o	x	o	o	x	o	o	o	o	o	o	o	o	o	o	o
106. Jackal (ma nai)	o	o	x	o	o	x	x	o	o	o	o	o	o	o	o	o	o
107. Fouls	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
108. Tree monitor (Laen)	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
109. Wild pork	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
III. NTFPs:																	
110. Paper mulberry	x	x	x	x	x	x	x	x	x	x	x	o	o	o	o	o	o
112. Tiger grass	x	x	x	x	o	x	x	x	x	x	x	o	o	o	o	o	o
113. Peuak meuak	x	x	x	x	x	x	x	x	x	x	x	o	o	o	o	o	o
114. Mushroom	x	x	x	x	x	x	x	x	o	x	o	o	x	x	x	o	x
115. Bamboo shoot	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x	x
116. Mea	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
117. Eagle wood	o	o	o	o	o	x	x	o	o	o	x	x	o	o	o	o	o
118. Cardamom	x	x	x	x	x	x	x	o	o	o	o	o	o	o	o	o	o
119. Sa khan	x	o	o	o	o	o	x	x	o	o	o	o	o	o	o	o	o
120. Benzoin	x	o	x	x	o	x	o	o	o	o	o	o	o	o	o	o	o
121. Lac	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
122. Wrom in bamboo	x	o	x	x	x	x	x	x	o	o	o	o	o	o	o	o	o
123. Medical plants	x	x	x	x	x	x	o	o	o	o	o	o	o	o	o	o	o

Commodities of Villages, Districts and Provinces	Pakseng	Hat Hwouay	Samton	Vangheung	Pongdong	Namtiao	Namone	Natak	Pakseng District	Viengkham District	Nan District	Xaiyabury District Xaiyabury Province	Xaiyabury Province	Luangnamtha Province	Bokeo Province	Huaphan Province	Vientiane Province
124. Bee honey/nest/egg	x	x	x	o	o	x	o	o	o	o	o	o	o	o	o	o	o
125. Rattan shoot	o	x	o	o	x	o	x	o	o	o	o	o	o	x	x	o	o
126. Rattan fruit	o	x	x	x	o	o	o	o	o	o	o	o	o	o	o	o	o
127. Bush shell (Hoi pa)	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
128. Hunting & Trapping	o	x	x	x	o	x	o	o	o	o	o	o	o	o	o	o	o
129. Chan dai	x	x	o	o	o	o	o	o	o	o	x	o	o	o	o	o	o
130. Natural fruits	x	x	x	o	o	x	x	o	o	o	o	o	o	o	o	o	o
131. Bush shell	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
132. Rattan	o	o	x	o	o	x	x	o	o	o	o	o	o	o	o	o	o
133. Ant eggs	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
134. Ae	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
135. Kua samhang	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
136. Ya Houa	o	o	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o
137. Yang bong	o	o	o	o	o	x	x	o	o	o	o	o	o	o	o	o	o
138. Sour berry (mak fai)	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o
139. Mak kor	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o
140. Wild mango	x	x	x	x	x	o	o	o	o	o	o	o	o	o	o	o	o
141. Khi si	o	o	o	o	o	o	x	x	o	o	o	o	o	o	o	o	o
142. Sugar palm fruit	o	o	o	o	o	x	x	o	o	o	o	x	x	x	x	o	o
143. Mak kha	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o
144. Si siat bark	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o
145. Bai poo	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o
146. Yor kha	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o
147. Pak koud	o	o	o	o	o	o	o	o	o	o	o	o	o	o	x	o	x
148. Pak Whan	o	o	o	o	o	o	o	o	o	o	o	o	x	x	o	o	o
149. Waiy	o	o	o	o	o	o	o	o	o	o	o	o	x	o	o	o	o
IV. Timber:																	
150. Mai mii	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
151. Mai sai	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o
152. Mai kibee	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
153. Mai muu	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o
154. Mai ching	o	x	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o
155. Mai yang	o	x	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o
156. Mai doo	x	x	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o
157. Mai pui	x	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
158. Mai tae	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o
159. Mai ka	x	x	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o
160. Mai pong	o	x	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o
161. Mai soth	o	x	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o
162. Teak wood	x	x	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o
163. Mai kon	o	o	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o
164. Mai muat	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o
165. Mai pan	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o
166. Mai tieu	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o
167. Mai San	x	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o

Commodities of Villages, Districts and Provinces																		
	Pakseng	Hat Hwouay	Samton	Vangheung	Pongdong	Namtiao	Namone	Natak	Pakseng District	Viengkham District	Nan District	Xaiyabury District Xaiyaboury Province	Xaiyabury Province	Luangnamtha Province	Bokeo Province	Huaphan Province	Vientiane Province	
V. Handicrafts																		
168. Weaving	x	x	o	x	x	o	x	x	o	o	o	o	o	o	o	o	o	
169. Dyeing	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o	
170. Marking Cloth	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o	
171. Sericulture	o	o	x	o	x	o	o	o	o	o	o	o	o	o	o	o	o	
172. Embroidery	x	o	x	o	x	x	o	o	o	o	o	o	o	o	o	o	o	
173. Spinning	x	o	o	x	x	o	o	o	o	o	o	o	o	o	o	o	o	
174. Bamboo handicrafts	x	o	x	x	x	x	o	o	o	o	o	o	o	o	o	o	o	
175. Rice wine	x	o	x	x	o	o	x	o	o	o	o	o	o	o	o	o	o	
176. Blacksmith	x	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	o	
177. Furniture factory	x	o	o	o	x	x	o	o	o	o	o	o	o	o	o	o	o	
178. Bamboo basket	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	o	
179. Rice cake	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	
180. Paper	o	o	o	o	o	x	o	o	o	o	o	o	o	o	o	o	o	
VI. Processing product																		
181. Noodle rice (Feu)	o	o	o	o	o	o	o	o	o	o	x	o	o	o	x	o	x	
182. Noodle rice (Khaopoum)	x	x	o	x	x	o	x	x	x	x	x	x	x	o	x	o	x	
183. Wine rice	x	x	o	o	x	o	x	x	o	x	x	x	x	o	o	o	o	

Note:

x : Available in this village

o : Non-available in this village

ANNEX 3:

Information about Industrial Market

This ANNEX 3 provides information about the raw materials intakes, prices and handling costs for:

- Sawmills
- Sawmills with Teak Wood
- Furniture Shops
- Wood Shops (Selling only)
- Alcohol
- May Ketsana (Aguaria) Extraction
- Rice mills
- Slaughter houses
- Brick factories
- Salt factory

Summary of Sawmill

No	Name	Address	No.saw desk	No. of Labor	Capacity of sawing	Total amount of Quota per year 2002-03	Total amount of received in 2002-03	Buying price from government per 1 m3 of timber	Paid for forestry taxes per 1 m3	Paid for business taxes per year	Sawing cost per 1 m3	Paid for income revenue	Selling price per 1m3 at border point	Ex. To
1	Phanlong Sawmill	Ban.Houakhang Xamneua Dist. Houaphan Pro.	7	85	30 m3/day	2000 m3	1500 m3	100 \$	2 \$for hard wood 1 \$ for soft wood	30.000 \$			210-220 \$ for hard wood 180-190 \$ for soft wood	Vietnam
2	No. 2 Sawmill	Ban. Nonsavang Viengkham Dist. Vientiane Pro.	12	107	13 m3/day	100 m3	0 m3	Sawing services only			300.000 k	10% of sawing cost		
3	Nang Chanthanom Sawmill	Ban. Naxang Luangprabang Dist. Luangprabang Pro.	6	15	3 m3/ day	200 m3	0 m3	Sawing services only			200.000 k	10% of sawing cost		
4	Sin oudom Sawmill	Ban. Viengmai Houysai Dist. Borkeo Pro.	6	50	25 m3/day	500 m3	500 m3		28,35 \$	5%		35%	1.600.000 k (only for construction in the country)	
5	Sengsouvanh Sawmill	Ban. Souan Sayaboury Dist. Sayaboury Pro.	6	24	20 m3/day	1150 m3	850 m3	80 \$ for cutting	5000 k	5%		35%	330-420 \$for hard wood 1.500.000 k (for internal use)	Thailand
6	Luangnamtha has no sawmill only small size.													

Summary of small size of Sawmill who collected planted teak

No	Name	Address	No.saw desk	No. of Labor	Capacity of sawing	Total amount of teak per year	Buying price of teak per 1m3 at mill gate	Buying price of teak per 1m3 at village	Selling price per 1m3 at mill gate	Selling price per 1m3 at border point	Business taxes (% of total cost)	Income Taxes (% of profit)	Paid for quota of timber	District Revenue (% of total cost)	Provincial revenue (% of total cost)	Ex. To	
1	Darasavath	Ban Mai Namtha District Luangnamtha	4	6	5 m3/day	150 m3	1.000.000 k-1.200.000 k			6.500 B - 9.000 B	5%	35%					Thailand
2	Mr. Aed	Ban. Namtone Sayaboury Dist. Sayaboury	2	8	3m3/day	19 m3	800.000 k			8.000 B - 10.000 B	5%	35%					Vientiane
3	Mr. Singthong	Ban. Khonekeo Houyxay Dist. Borkeo	4	8	5 m3/day	141 m3			1.500 B - 4.500 B	2000 B-10.000 B			10 \$/1m3	15%	5%		Thailand
4	Mrs. Khammoune	Ban. Naluang Luangprabang	2	5	3m3/day	500 m3			150.000 k-200.000 k/tree	8.000 B-11.000 B	5%	35%					Thailand
5	Houaphan province has no small size of sawmill who collected planted teak.																
6	Viientiane province has no small size of sawmill who collected planted teak.																

Summary of Furniture houses

No	Items	Unit	Luangnamtha	Luangprabang	Sayaboury	Borkeo	Houaphan	Vientiane
1	Name:		Mr. Kheuang	Saineua	Keopaseuth	Chanpheng	Khounkeo	
2	Location:		Ban. Viengkham Namtha Dist.	Ban. Phakhom Luangprabang	Ban.Simeuang Sayaboury	Ban. Phakham Houysai Dist.	Ban.Keonongvai Xamneua Dist.	
	Tools							
3	Hold puncture machine	pcs	1	1	1	1	1	2
4	Sawing desk	pcs	1	3	2	2	3	3
5	Electric wood cleaner	pcs	2	4	4	2	3	2
6	Royter	pcs	2	3	2	2	3	2
7	Electric hold puncture	pcs	1	1	2	1	1	1
8	Electric Murling	pcs	1	1	2	1	1	2
	Raw material							
9	Wodd using per year	m3	15	44	30	45	60	74
10	Wood from sawmill	kip/m3	30,000					
	- hard wood	kip/m3		1,200,000	1,600,000	5500 B	2,200,000	2,250,000
	- Soft wood	kip/m3		1,100,000	1,080,000		300 \$	
11	Wood from village	kip/m3	900,000					
	Furniture products							
12	Door frame	kip/m	20,000	20,000	20,000	75 B	22,000	25,000
13	Door	kip/2pcs	360,000	260,000	250,000	1450 B	270,000	300,000
14	Window	kip/2pcs	100,000	120,000	130,000	700 B	150,000	150,000
15	Desk with 2 drawers	kip/pcs		350,000			550,000	500,000
16	Desk with 3 drawers	kip/pcs			1,350,000	2500 B		600,000
17	Shelf for clothes	kip/pcs		650,000	1,800,000			
18	Document shelf	kip/pcs					500,000	650,000
19	Food shelf	kip/pcs				1500 B		
20	Salon	Set		5,000,000	4,590,000		5,000,000	5,500,000
21	Dining table	Set					5,500,000	
22	Normal bed single	kip/pcs		400,000		1700 B		500,000
23	Normal bed double	kip/pcs			1,080,000			1,000,000
24	Bed with drawers double	kip/pcs		1,500,000	1,890,000	16000 B	2,000,000	
25	Chair	kip/pcs		120,000	216,000		75,000	150,000
26	Paid for revenue	kip/month	150,000	300,000	800,000	800,000	180,000	900,000

Summary of Wood Shops

No	Items	Unit	Luangnamtha	Luangprabang	Sayaboury	Borkeo	Houaphan	Vientiane
1	Name:		Not available	Daeng wood shop	Not available	Nang Vandy	Afou woodshop	Phonhong khamai
2	Location:			Luangprabang		Ban. Khonekeo Houysai Dist. Borkeo Pro.	Ban.Thameuang Xamneua Houaphan	Ban. Phonhong Phonhong Dist. Vientiane Pro.
	Type of wood							
	Hard wood							
	- Buying price	kip/m3				6500 B	1,500,000	1,400,000
	- Selling price	kip/m3				7500-8000 B	1,600,000	1,500,000
	Softwood							
	- Buying price	kip/m3		1,400,000			1,000,000	1,200,000
	- Selling price	kip/m3		1,500,000			1,100,000	1,300,000
	Bought from			Sawmill		Sawmill	Sawmill	Sawmill
				Luangprabang		Viengphoukha	Xamneua	in Vientiane province
						Luangnamtha	Houaphan	
	Volume of selling	m3/month		15				
	Volume of selling	m3/year		180		50	48	120
	Paid for taxes	kip/month		200,000		150,000	150,000	300,000
	Paid for taxes	kip/year				2,500,000		

Summary of Alcohol Processing Factories

No	Descriptions	Unit	Luangnamtha	Luangprabang	Sayaboury	Borkeo	Vientiane
1	Name:		Thao Southay	Thao Nhomkham	Nangkhamla	Nang Kabkeo	Nang Saychai
2	Location:		B. Xaisomboun Namtha District Luangnamtha Province	B. Xiengthong Luangprabang district Luangprabang province	B. Keng Sayaboury Distict Sayaboury Province	B. Pakhaoneua Houysai District Borkeo Province	B. Keo-oudom Keo-oudom Dist. Vientiane Province
3	Labor:		Family member	Family member	Family member	Family member	Family member
4	Capacity:		20-30 L/day	30 L/day 12 days /month	20 L/time 8 times/month	150 L/ time 4 times/month	120 L/time 4 times/month
5	Rice using						
	- Non-glutinous rice	kg/day	92				
	Buying price (paddy)	kip/kg	1,600				
	- Glutinous rice	kg/day					
	- Glutinous rice	kg/time		50	40	168	150
	- Glutinous rice	kg/month		600	224	672	600
	Buying price (paddy)	kip/kg		1,500	1,600	1,350	1,500
6	Firewood using	m3/day	0.50	0.450	0.300	1 m3/time	1 m3/time
	Firewood using	m3/month	15	2.430	2.400	4 m3/month	5 m3/month
	Firewood using	m3/year	180	29.160	28.800	48 m3/year	49 m3/year
	Price of firewood	kip/m3	30,000	50,000	28,000	40,500	60,000
7	Selling price of Alcohol	kip/litre	7,000	7,000	6,000	6,000	6,500
8	Taxes for village	kip/month	30,000	40,000	30,000	30,000	50,000

Summary of Aguar wood Processing Factories

No	Descriptions	Unit	Luangprabang	Sayaboury
1	Name:		Khamxai Phetchaleune	State Enteprise of Aguar wood processing Factory
2	Location:		B. Naviengkham Luangprabang Dist. Luangprabang Province	B. Natonoy Sayaboury Dist. Sayaboury Province
3	Labor:		6	9
4	Capacity:		10 L/Year	0.5 L/time/5day
5	Firewood using	m3/day	0.260	0.480
	Firewood using	m3/month	7.800	14.400
	Firewood using	m3/year	93.690	172.800
6	Raw material collected:			
	Aguar wood			
	Buying price		Not available	
	- Grade A		Not available	Not available
	- Grade B	kip/kg		55,000
	- Grade C	kip/kg	12,000	11,500
7	Production			
	- Grade A		Not available	Not available
	- Grade B	kg/1ban	Not available	500
	- Grade C	kg/1ban	1,000	1,500
8	Selling price	B/375cc		95,000
	Selling price	\$/1Litre	8,000	
9	Paid for taxes			
10	Paid for forestry tax	%		3
11	Paid for village tax	%		2
12	Paid for district Tax	%		3
13	Paid for cutting	kip/kg		4,000
14	Taxes	kip/year	30,000,000	

Summary of Ricemills

No	Descriptions	Unit	Luangnamtha		Luangprabang		Sayaboury		Borkeo		Houaphan		Vientiane	
1	Name:		Mr. Aining		Mr. Keota		Khamhoung		Mr. Ano		Phengkham		Khounthong	
2	Location:		B. Houakhoua		B. Done		B. Keng		B. Borkeo		B. Nalew		B. Phonhae	
			Namtha Dist.		Luangprabang Dist.		Sayaboury Dist.		Houysai Dist.		Xamneua Dist.		Thoulakhom Dist.	
			Luangnamtha province		Luangprabang Pro.		Sayaboury Pro.		Borkeo province		Houaphan Pro.		Vientiane Pro.	
3	Capacity:	Ton/day	5		18		3		1.5		0.5		3	
4	Power:	HP	30		50		20		10		5		30	
5	No. of Labor:		1		5		2		Family member		Family member		3	
	Rice collected:		Quantity	Kip/kg	Quantity	Kip/kg	Quantity	Kip/kg	Quantity	Kip/kg	Quantity	Kip/kg	Quantity	Kip/kg
6	Glutinous Rice (paddy)	Kg			20,000	1,500	100,000	1,100	10,000	1,800			500,000	1,350
7	Non-glutinous Rice (paddy)	Kg			6,000	1,600							100,000	1,800
			(Only milling service)								(Small ricemill)			
	Rice sold out										(Milling Service Only)			
8	Glutinous Rice	Kg			14	2,400	60	2,450	6,000	3,000			300,000	3,200
9	Non-glutinous Rice	Kg			4	2,500							60,000	4,000
10	Rice bran (Khaopien)	Kg		2,000		2,000		1,000		1,500		2,000		1,500
11	Husky rice bran (Ham)	Kg		500		400		800		500		700		700
12	Milling fee			free		80						100		
13	Paid taxes	kip/month		30,000		100,000		520.000/y		15,000		5,000		50,000

Summary of slaughter houses

No	Items.	Unit	Luangnamtha	Luangprabang	Sayaboury	Borkeo	Houaphan	Vientiane
1	Name:		B. Papoua	State Food	Sayaboury	B. Phibounthong	NangNai	
2	Location :		Namtha Dist. Luangnamtha	Company Luangprabang	Ban. Vangkham Sayaboury	Houysai Dist. Borkeo Pro.	Ban. Thatmeuang Xamneua Dist. Houaphan	Keo oudom dist. Vientiane Pro.
	No. of group:		4	2	6	5	11	5
	No. of member in 1 group		10	7	13	10	6	5
	Buffalo (live buffalo)	Head/day	2	14	5	1	3	4
	- Buying price	kip/head	2,500,000	3,000,000	2,500,000	3,000,000	3,500,000	3,200,000
	Cow (live cow)	Head/day	1	1	2	1	2	2
	- Buying price	kip/head	2,000,000	2,000,000	2,200,000	2,000,000	3,000,000	2,200,000
	Pig	Head/day	3	40	23	18	5 to 10	15
	- Buying price (live pig)	kip/kg	7,500	9,000	9,000	8,000	8,000	9,000
	Price of meat							
	Buffalo meat grade 1	kip/kg	18,000	23,000	22,000	23,000	20,000	25,000
	Buffalo meat grade 2	kip/kg			20,000	22,000	18,000	20,000
	Buffalo meat grade 3	kip/kg			18,000	20,000	15,000	18,000
	Buffalo intestine	kip/kg	15,000	17,000	18,000	17,000	20,000	18,000
	Buffalo bone	kip/kg	10,000	15,000	10,000	6,000	8,000	12,000
	Cow meat grade 1	kip/kg	18,000	23,000	22,000	23,000	20,000	25,000
	Cow meat grade 2	kip/kg			20,000	22,000	18,000	20,000
	Cow meat grade 3	kip/kg			18,000	20,000	15,000	18,000
	Cow intestine	kip/kg	15,000	17,000	18,000	17,000	20,000	18,000
	Cow bone	kip/kg	10,000	15,000	10,000	6,000	8,000	12,000
	Pork grade 1	kip/kg	17,000	20,000	20,000	18,000	18,000	22,000
	Pork grade 2	kip/kg	15,000	18,000	18,000	14,000	8,000	18,000
	Intestine	kip/kg	20,000	28,000	25,000	23,000	20,000	25,000
	Bone	kip/kg		14,000	12,000		10,000	16,000
	Transportation from slaughter house to market	kip/head					20,000	
	Paid for veterinary checking (cattle)	kip/head	4,000	5,000	5,000	4,000	5,000	10,000
	Paid for veterinary checking (pig)	kip/head	2,000	3,000	2,000	2,000	2,000	4,000
	Paid for village commission	kip/head	5,000	5,000	5,000		5,000	5,000
	Commercial commission	kip/head					20,000	
	Taxes for district	kip/head	20,000	10,000	20,000	70,000	40,000	30,000
	Slaughter association	kip/head					5,000	
	Monthly paid for 1 member	kip/month					5,000	

Summary of Brick Factories

No	Items	Unit	Luangnamtha	Luangprabang	Sayaboury	Borkeo	Houaphan	Vientiane
1	Name:		Nang Oneseng	Mr. Thongdam	Mr. Xiengsom		Nangphengkham	Mr. Khamlek
2	Location:		Ban. Viengkham Namtha Dist. Luangnamtha	Ban. Xiengkeo Luangprabang Luangprabang	Ban. Saylom Sayaboury Sayaboury		Ban. Nalew Xamneua Dist. Houaphan	Ban.Keun Thoulakhom Vientiane Pro.
3	No. of Labor		5	15	5		5	12
4	Capacity to produce 1 time	pcs	40,000	25,000	20,000		50,000	220,000
5	Capacity to produce 1 year	pcs	320,000	400,000	160,000		400,000	880,000
6	Produce by		Machine	Machine	Machine		Machine	Machine
7	Size of factory		3 m x 6 m	3 m x 4.5 m	2.5 m x 3.5 m		3.5m x 6 m	6 m x 9.5 m
8	Using firewood/time	m3	35	15	12		45	219
9	Using firewood/year	m3	280	240	96		360	879
10	Price of firewood	kip/m3	30,000	35,000	30,000		25000-30000	80,000
11	Selling price	kip/pcs	280	300	250		200	260-280
12	Paid for taxes	kip/time	200,000	150,000	100,000		200,000	
13	Paid for forestry taxes	kip/year		1,500,000			100,000	800,000

Summary Salt Processing Factory
Name: Ban Borten Salt Processing Factory
Location: Ban. Borten
Namtha District
Luangnamtha Province

No	Descriptions	Unit	Quantity	Sold out to:
1	Labor:		105	Luangnamtha
2	Capacity:	ton/day	7.5	Luangprabang
		ton/month	225	Phongsaly
		ton/year	2,700	Oudomxai
3	Firewood using	m3/day	12.50	Borkeo
		m3/month	375	China
		m3/year	4,500	
	Price of firewood	kip/m3	30,000	
4	Selling price	kip/bag*	7,000	
5	Business tax	%	5	
6	Income tax	%	35	

* 1 bag= 10 kg

ANNEX 4:

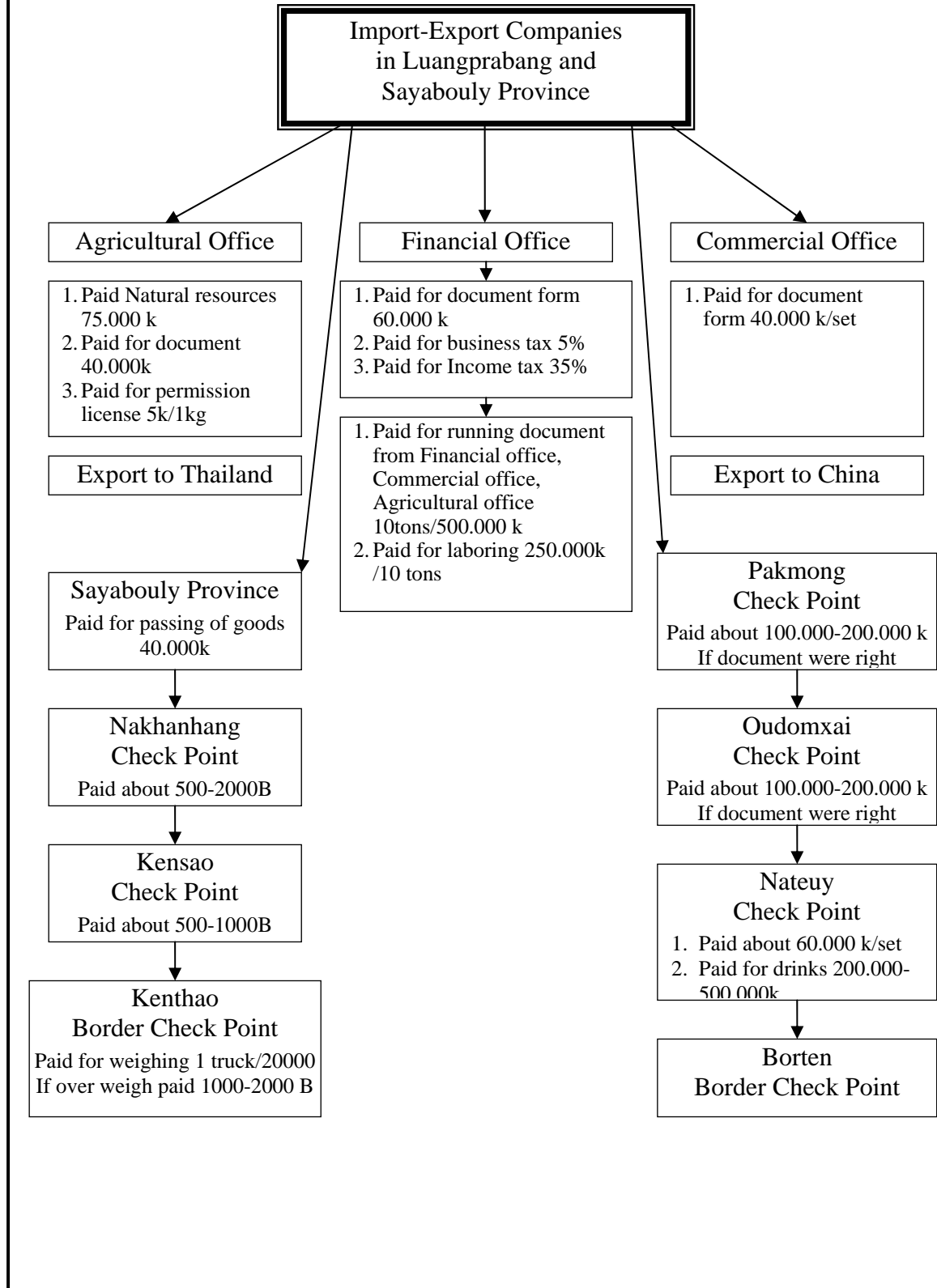
Information about Export Handling

This ANNEX 4 provides information about the list of Import-Export Companies, the documentation process for exporting agricultural goods, and the list of commodities, collection calendar, processing manners, layers of marketing with location and price, cost of transport and taxes.

List of Import and Export Companies

No	Name of Company	Location	Name of owner	Tel/Fax
Luangprabang Province				
1	Phormchalern Imp-Exp	B. Naviengkham Luangprabang Dist	Mr. Keo	071-254 304
2	Phathana Pheudphon Kankaset Imp-Exp	B. Meuangna Luangprabang Dist	Mr. Khamphoud	071-212 437
3	Songseum Phathana Kasikam Imp- Exp	B. Phanluang Luangprabang Dist	Mr. Chanpheng	071-252 551
4	Houngheuang Phathana Khankaset Imp-Exp	B. Naviengkham Luangprabang Dist	Mr. Sengchanh	071-253 088
5	Sainamkhan Imp-Exp	Rama Hotel	Mr. Bounphet Sayavong	020-5570117
6	Phathana Kasikam Pamai Import- Export	B. Watnong	Mr. Somsack	071-212 071
7	Phathana Kankha Imp-Exp	B. Pakham Luangprabang Dist	Mr. Xiengneou	071-212 215
8	NTFPs Collecting Shop	B. Xiengkeo	Mr. Khamlay	
9	NTFPs Collecting Shop	B. Xiengkeo	Ms. Bouavanh	
10	NTFPs Collecting Shop	B. Watnong	Ms. Thavone	
Luangnamtha Province				
1	State Enterprise Imp-Exp	B. Xaisomboun Namtha District	State Food Company	
2	Kankha Phathana Imp-Exp	B. Nongbouavieng Namtha District	Mr. Tongly	086-211 306
3	Joint Venture Kankha Phathana Imp-Exp	B. Phonxai Namtha District		086-312 330
4	Somboun Phanit Imp-Exp	B. Phonxai Namtha District		
5	Paxasok Imp-Exp	B. Phonxai Namtha District		086-312 412
Sayabouly Province				
1	Xaishaleune Import Export	B. Thin Sayabouly District		
2	State Joint Venture Imp-Exp	B. Namtien Sayabouly District		
3	State Enterprise Imp-Exp	B. Simeuang Sayabouly District		074-211 138
4	Houamchai Imp-Exp	B. Simeuang Sayabouly District		
Houaphan Province				
1	Daenneua Kankha Imp-Exp	B. Nanongboua Xamneua District		064-312 016
2	Phoepaseuth Kankha Imp-Exp	B. Thameuang Xamneua District		064-312 112
3	State Enterprise Imp-Exp	B. Thameuang Xamneua District		064-312 450
Borkeo Province				
1	Borkeo Phathana Imp-Exp	B. Houysaineua Houysai District	Mr. Vilone Phongsavath	084-211 506
2	Lao Chaleune Kankha Imp-Exp	B. Sibounheuang Houysai District	Mr. Noy Nhodxoumyen	
3	State Enterprise Boeeko Imp-Exp	B. Houysaineua Houysai District	Mr. Sommay Amphonepadith	084-211 173
4	Phethoungheuang Imp-Exp	B. Konekeo Houysai District	Mr. Thongphet Nhodsomdy	084-211 035
5	Chaleunsin Imp-Exp Co.,	B. Mom Houysai District	Mr. Maigneun Thiphasombath	084-211 619
6	Kitphaisan Imp-Exp Co.,	B. Houysaineua Houysai District	Mr. Pinkham	-
7	State Enterprise Army Imp-Exp	B. Mixaisavang Houysai District	Mr. Khamkeo	084-211 164
8	Lao Chinxeu Imp-Exp Co.,	B. Houysaineua Houysai District	Mr. Chouxiaming	-
Vientiane Province				
1	Viengthong Trading Co.,	B. Nonsavang Viengkham District	Mr. Koumkham	023-431 035

**The route of Exportation of NTFPs
from Luangprabang Province**



Summary of NTFP

Collected by the Import_Export Company

Name of Company: Borkeo Pathana Import-Export

Province: Borkeo

No	Name of Products	Collected time	Processing	Collected place	Volume of collected in 2003	Buying price at village	Buying price at Co., gate	Selling price at at Co., gate	Selling price at Border gate	Forestry reforestation fee	Taxes	Transportation	Total cost	Ex. To
1	Maktao	Sept-Dec	Raw	At village	240 T	9-10 B	11-12.5 B		14-15.5 B	76k	75k	100-400 k/kg	300.000-500.000 B	Thai
2	Khrem	Jan-Mar	Dried	At village	250 T	10-11 B	12-13 B		14-15 B	76k	75k	100-400 k/kg	200.000 B	Thai
3	Rasin	All season	Dried	At village	100 T	4-5 B	-		7 B	57 k	51 k	100-300 k/kg		Thai
4	Peuakmeuak	All season	Dried	At village	50 T	12-15 B			18-20 B	71 k	75 k	100-400 k/kg	500.000 B	China
5	Maize	2 seasons	Dried	At village	1000 - 1500 t	2-3.5 B			4 - 6 B			100-300 k/kg	900.000 B	Thai-China
6	Lantil	Sept-Dec	Raw	At village	250 T	7.5-8.5 B			9.5-10 B	-	-	-	1.300.000 B	Thai
7	Soil bean	2 seasons												

Name of Company: Houngheuang Pathana Import-Export

Province: Luangprabang

No	Name of Products	Collected time	Processing	Collected place	Volume of collected in 2003	Buying price at village	Buying price at Co., gate	Selling price at at Co., gate	Selling price at Border gate	Forestry reforestation fee	Taxes	Ex. To
1	Jobstears	Oct-Dec	Dried	At Company gate	250 t		2500k/kg		4000k/kg			Thai-China
2	Maktao	Sept-Dec	Raw	At Company gate	240 T		2500k/kg		3600k/kg	76k	75k	Thai
3	Sesame	Oct-Dec	Dried	At Company gate	15 T		9000k/kg	9500k/kg				Thai-China
4	Khrem	Jan-Mar	Dried	At Company gate	50 T		2800k/kg		3900k/kg	76k	75k	Thai
5	Rasin	All season	Dried	At Company gate	100 T		2500k/kg		3600k/kg	57 k	51 k	Thai
6	Peuakmeuak	All season	Dried	At Company gate	160 T		4500k/kg	5200k/kg		71 k	75 k	China
7	Maize	2 seasons	Dried	At Company gate	500 T		700k/kg		1.100k/kg			Thai-China
8	Posa	All seasons	Dried	At Company gate	150 T		3000k/kg		4000k/kg	-	-	Thai
9	Chandai	2 seasons	Dried	At Company gate	10 T		4500k/kg	5500k/kg				China

Name of Company: Kankha Pathana Import-Export

Province: Luangnamtha

No	Name of Products	Collected time	Processing	Collected place	Volume of collected in 2003	Buying price at village	Buying price at Co., gate	Selling price at at Co., gate	Selling price at Border gate	Forestry reforestation fee	Taxes	Ex. To
1	Maktao	Sept-Dec	Raw	At village	200 t	10 B/kg			12 B/kg	5% of total cost	5% of total cost	China
2	Cardamom	Sept-Dec	Dried	At village	5 T	12000-19000k/kg			20000k/kg	5% of total cost	5% of total cost	Vietnam
3	Peuakmeuak	All season	Dried	At village	15 T	3000-3500k/kg			5000k/kg	5% of total cost	5% of total cost	China
4	Pala oil	All season	Raw	At village	200 T	4.5 Y			5 Y/kg	5% of total cost	5% of total cost	Thai
5	Garlic	Jan-Mar	Dried	At village	100 T	5000-7000k/kg			6000-9000k/kg	5% of total cost	5% of total cost	Thai
6	Maize	2 seasons	Dried	At village	120 T	800k/kg			1250k/kg	5% of total cost	5% of total cost	Thai
7	Sesame	2 seasons	Dried	At village	5 T	10 B/kg			17 B/kg	5% of total cost	5% of total cost	Thai
8	Khrem	Jan-Mar	Dried	At village	20 T	10 B/kg			13 B/kg	5% of total cost	5% of total cost	Thai

Name of Company: Phonepaseuth Kankha Import-Export
 Province:
 Houaphan

No	Name of Products	Collected time	Processing	Collected place	Volume of collected in 2003	Buying price at village	Buying price at Co., gate	Selling price at at Co., gate	Selling price at Border gate	Forestry reforestation fee	Taxes	Ex. To
1	Maize	2 seasons	Dried	At village	50 t	600k/kg			850k/kg	3% of total cost	5% of total cost	Vietnam
2	Soil bean	Sept-Dec	Dried	At village	10 T	1600k/kg			1800k/kg	3% of total cost	5% of total cost	Vietnam
3	White sesame	Sept-Dec	Dried	At village	3 T	2500k/kg			2800k/kg	3% of total cost	5% of total cost	Vietnam
4	Squash	Sept-Dec	Raw	At village	10 T	600k/kg			800k/kg	3% of total cost	5% of total cost	Vietnam
5	Makkor	Sept-Dec	Dried	At village	15 T	600k/kg			800k/kg	3% of total cost	5% of total cost	Vietnam
6	Nang oua leaf	Aug-Nov	Dried	At village	200 kg	5000k/kg			6000k/kg	3% of total cost	5% of total cost	China
7	Peuakhaepa	All seasons	Dried	At village	5 T	1000k/kg			1600k/kg	3% of total cost	5% of total cost	Vientiane

Name of Company: Xaichaleune Import-Export Co.,
 Province:
 Sayabouly

No	Name of Products	Collected time	Processing	Collected place	Volume of collected in 2003	Buying price at village	Buying price at Co., gate	Selling price at at Co., gate	Selling price at Border gate	Forestry reforestation fee	Taxes	Ex. To
1	Maktao	Sept-Dec	Raw	At company gate	250 t	2500-3200k/kg		2800-3500k/kg	14.5 b	3% of total cost	5% of total cost	Thai
2	Posa	All seasons	Dried	At company gate	100 t	2500-3800k/kg		2700-3900k/kg	15 b	3% of total cost	5% of total cost	Thai
3	Sesame	Oct-Dec	Dried	At company gate	150 t	5500-8300k/kg		5800-8500k/kg	34 b	3% of total cost	5% of total cost	Thai
4	Jobstears	Oct-Dec	Raw	At company gate	100 t	1500-2700k/kg		1800-2900k/kg	8-13 b	3% of total cost	5% of total cost	Thai
5	Khrem	Jan-Mar	Dried	At company gate	30 t	2500-2700k/kg		2700-2900k/kg	14 b	3% of total cost	5% of total cost	Thai
6	Black rasin	All seasons	Dried	At company gate	50 t	2500-2700k/kg		2900-3000k/kg	23.5 b	3% of total cost	5% of total cost	Thai
7	Peuaksamhang	All seasons	Dried	At company gate	20 t	500k/kg		1200k/kg		3% of total cost	5% of total cost	China

Name of Company: Viengthong Trading Import-Export Co.,
 Province:
 Vientiane

No	Name of Products	Collected time	Processing	Collected place	Volume of collected in 2003	Buying price at village	Buying price at Co., gate	Selling price at at Co., gate	Selling price at Border gate	Forestry reforestation fee	Taxes	Ex. To
1	Maktao	Sept-Dec	Raw	At company gate	180 t		3000 k/kg		3500- 4000k/kg	3% of total cost	5% of total cost	Thai
2	Posa	All seasons	Dried	At company gate	85 t		2800 k/kg		3500 k/kg	3% of total cost	5% of total cost	Thai
3	Sesame	Oct-Dec	Dried	At company gate	50 t		7000 k/kg		8800 k/kg	3% of total cost	5% of total cost	Thai
4	Jobstears	Oct-Dec	Raw	At company gate	280 t		2000 k/kg		2900k/kg	3% of total cost	5% of total cost	Thai
5	Khrem	Jan-Mar	Dried	At company gate	194 t		2500 k/kg		3000 k/kg	3% of total cost	5% of total cost	Thai
6	Rasin	All seasons	Dried	At company gate	21 t		2500 k/kg		3000 k/kg	3% of total cost	5% of total cost	Thai
7	Kheuakhaolom	All seasons	Dried	At company gate	1 t		1500k/kg		2200 k/kg	3% of total cost	5% of total cost	Thai

ANNEX 5:

Summary of Village Market Survey

This ANNEX 5 provides information about the list of commodities; Venn diagram of market products handling; production figures, prices and processing of commodities; licensed middlemen business; organization for marketing at village level; and diagram showing the production and trade flow of commodities.

For;

1. Ban Pakseng, Pakseng District, Luangprabang
2. Ban Hat Houay, Pakseng District, Luangprabang
3. Ban Samton, Viengkham District, Luangprabang
4. Ban Vangheung, Viengkham District, Luangprabang
5. Ban Pongdong, Nan District, Luangprabang
6. Ban Namtia, Sayabury District, Sayabury
7. Ban Namon, Sayabury District, Sayabury
8. Ban Natak, Sayabury district, Sayabury

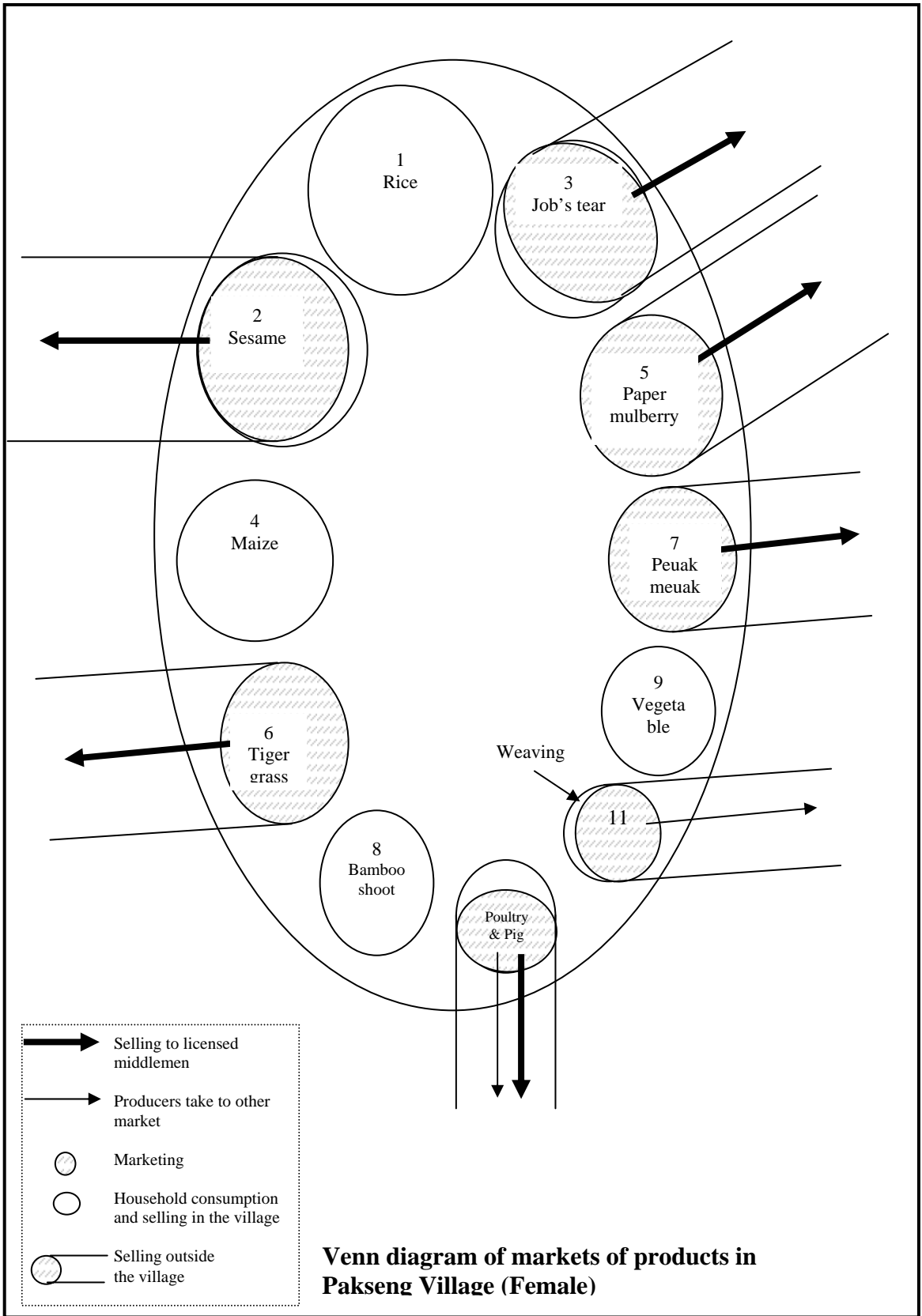
MARKET CONDITIONS OF MAJOR PRODUCTS PAKSENG VILLAGE

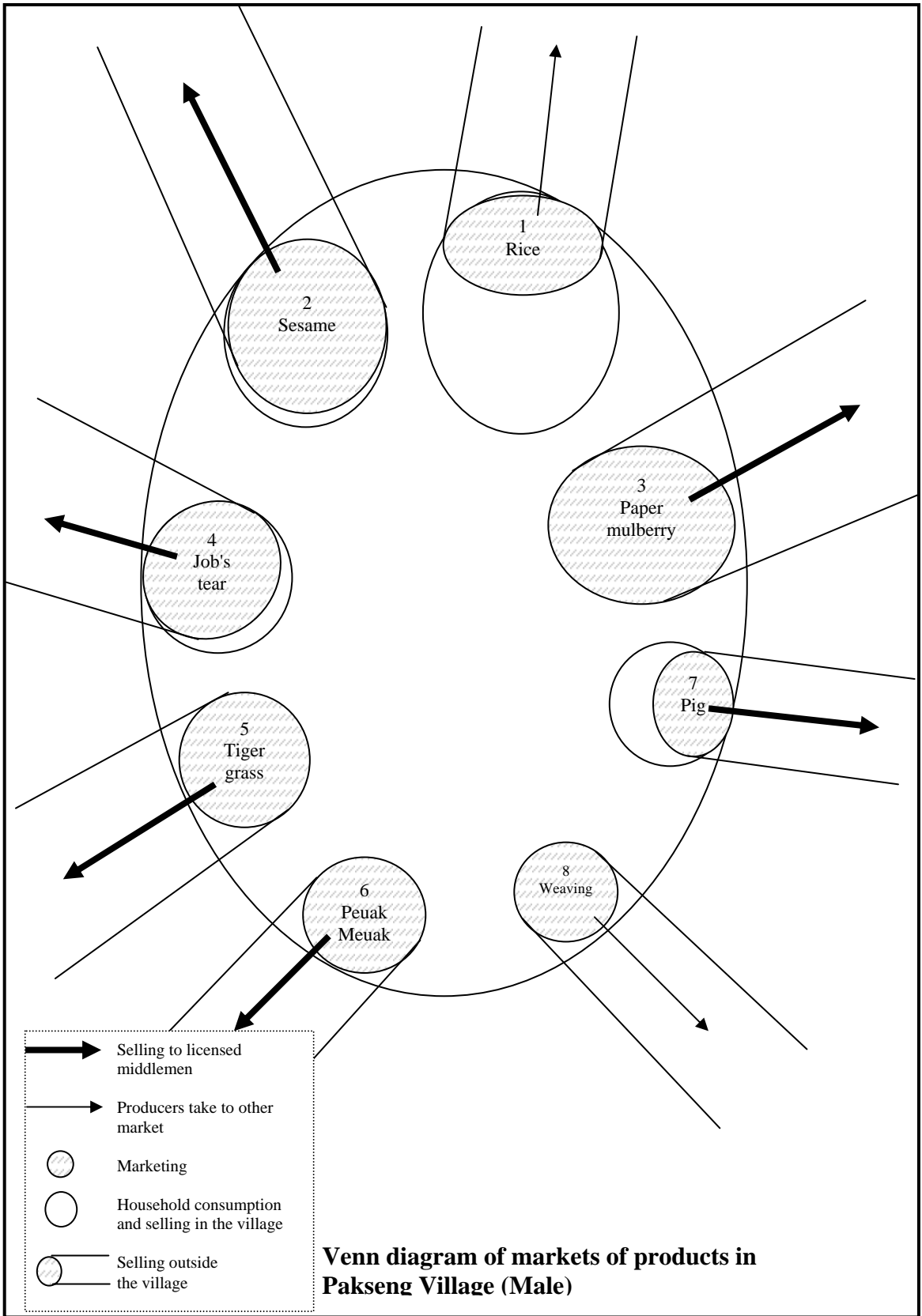
Date: 22 – 24 April 2004

Information on focus two group discussion (Women group and Men group) on Venn diagram, that results are following on the below table 1.1

Table 2.1: Main Products with priority and their reasons

Main Products	Priority		Reasons
	Male group	Female group	
Cash Crops:			
Rice	1	1	Need for consumption and selling in the village
Sesame	2	2	Licensed middlemen and sale
Job's tears	4	3	Licensed middlemen and sale
Maize		4	Household consumption, Sale, reserving for seeds and feeding for pigs
NTFP:			
Paper mulberry	3	5	Licensed middlemen and sale
Tree bark	6	7	Licensed middlemen and sale
Tiger grass	5	6	Licensed middlemen and sale
Bamboo shoots		8	Household Consumption and sale
Kitchen vegetable		9	Household Consumption
Pig	7	10	
Poultry		10	Household Consumption and sale
Handicrafts:			
Weaving	8	11	





Group discussion with the group to clarify the marketing condition of major products in Pakseng Village

1. Producers/harvesters (Villager)

Production	Harvester seasonal	Sale Kip/kg	Payment	Transportation	Processing/post harvest activities	Issues and problem in marketing
Crops:						
Upland rice	April-November	1200	In cash		Sun drying	
Glutinous rice		2000	In cash			
Sesame	April-Oct	7500	in cash		Sun drying	
Job's tears	April-November	1500	in cash		Sun drying	
Maize	April-July		In cash			
Livestock						
Buffalo, Cow						
Pig		7500	In cash			
Goat		10,000	In cash			
Poultry		12,000	In cash			
NTFP:						
Peukmeuk	March-July	4500	In cash			
Paper mulberry	March-April	2500	In cash		Sun drying	
Tiger grass	Jan-April	2000	In cash		Sun drying	
Rattan shoot						
Bamboo shoot						
Mushroom	March-November					
Fruits:						
Coconut						
Pineapple						
Lemon						
Banana						
Mango						
Vegetables:						
Peanut						
Chili						
Cucumber						
Timber						
Teak wood						
Mai ching						
Mai yang						

2. Middlemen/Village traders in the Village

Table 1.2.1 Licensed middlemen

Major Production	Estimation Quantity	Price Setting kip/kg	Selling price kip/kg	Problem in the Market
Crops:				
Upland paddy rice	20 tons	1000	1300	
Glutinous rice		2,000	2300	
Job's tears	40 tons	1500	2000	Price is not stable
Sesame	100 tons	7500	8000	Price is not stable
Cassava				
Livestock:				
Goats		10,000	11,000	
Pigs (live)	20 tons	8,000	9,000	
Poultry		12,000	13,000	
NTFP:				
Paper mulberry	60 tons	2500	3000	Price is not stable
Tiger grass	150 tons	2000	2500	Price is not stable
Puakmuak	20 tons	4500	5000	Price is not stable
Bamboo Shoot				
Mushroom				
Bee Honey				
Timber:				
Hardwood				
Teak wood				
Fire wood				
Teak wood				
Handicrafts				
Weaving	120 unit	24,000k/siut	35,000k/siut	

Table 1.2.2 Marketing and commodities handled “Each village traders”

Type of commodities handle	Mode of Collection	Mode of marketing	Mean of Transportation
Crops:			
Upland rice	Gathering from village and other villages	sold out when price rising	Truck, Pick-up, board
Lowland rice			
Job’ s tear	In the village and other	Buy to sell	board, pick up
Maize			
Sesame	In the village and other	Buy to sell	board, pick up
Casava			
Fruit			
Coconut	No collection	Consumption exchanging in the village	
Pineapple			
Mango			
Vegetables:		Consumption exchanging in the village	
Chili			
Peanut			
Banana Cucumber			
Livestock:			
Buffalo	Gathering in village, adjacent villages		Truck, pick –up, board
Cattle			
Goats			
Pig			
Poultry			
NTFP:			
Paper mulberry	Gathering in village, adjacent villages		Truck, pick –up, board
Tiger grass			
Peukmeuk			
Bamboo Shoot	Gathering in village, adjacent villages	exchanging in the village	Carrying, human force
Mushroom			
Bee Honey			
Handicrafts			
-Weavings	Weaving trader		
	sold to LPB,		
	Slaphukoun,		
	Xaiyabury and		
	Oudomxai		
-Bamboo Crafts			

3. Local Market

Table 3.1: Opened local market on 26 April, 2004.

List of production	Price for selling	Seasonal for sale
Rice	1,100 kip/kg	All years
Sesame	6,000 kip/kg	Oct. – Dec.
Posa	1,800 kip/kg	-
Peuak Meuak	4,300 kip/kg	-
Dry coconut	3,500 kip/kg	-
Mushrooms	1,000 kip/kg	-
Bamboo shoots	1,000 kip/kg	-

Table 3.2 List of name villages are opened every 10 days in Pakseng Village

Market names in each Villages	Priority of the market	Travel from their village market On Nam Seuang and Nam Seng	Date of started for opening the marketing
1. Pakseng	4	by board	
2. Sopcho	1	by board	
3. Hatkhaen	2	by board	
4. Soppheuak		by board	
5. Hatsam	7	by car	
6. Vangngeun		by car	
7. Hatphuan	5	by board	
8. Ban Nong	6	by board	
9. Hangly	3	by board	
10. Hat Warn	8	by board	

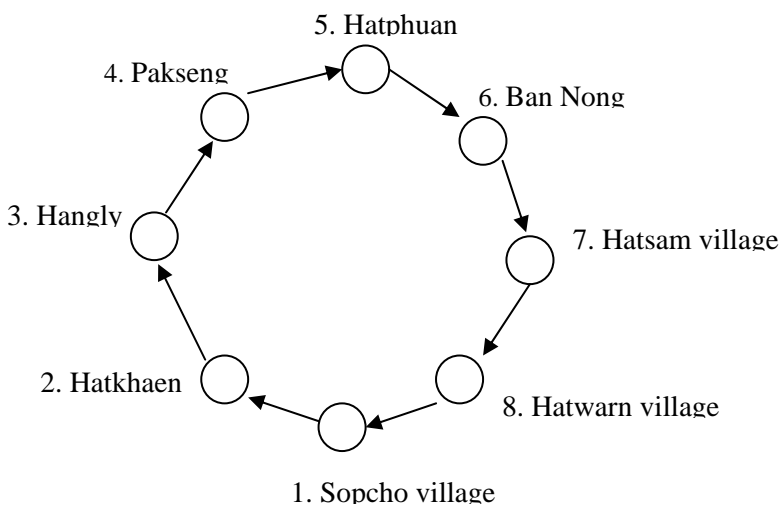
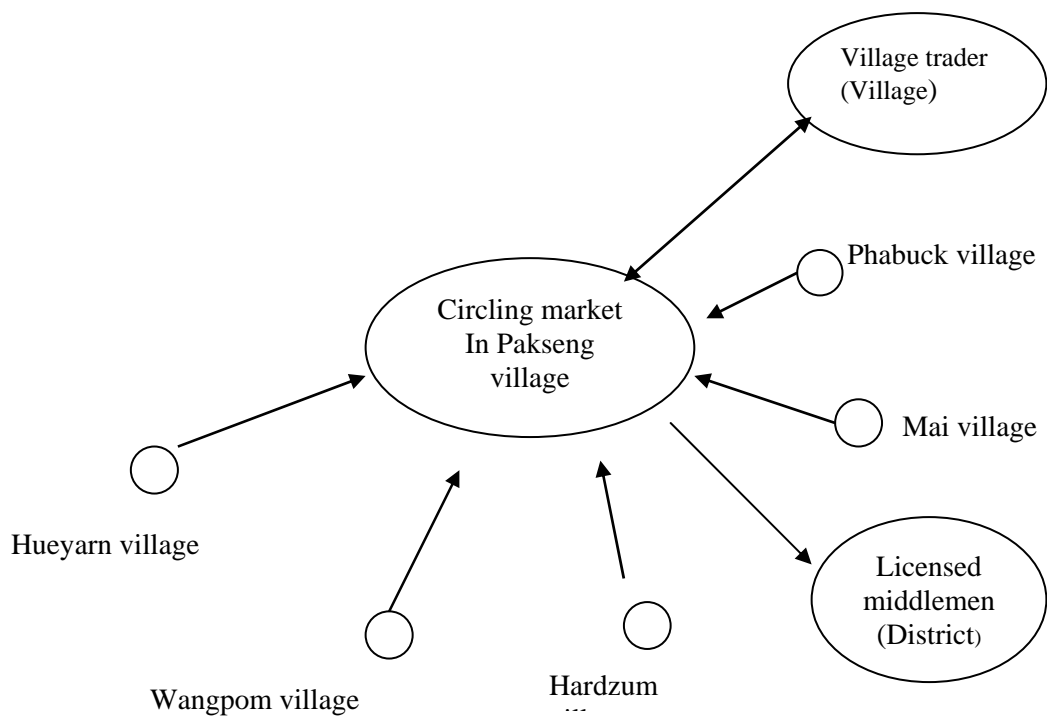


Figure 1.2: Circling Operation System of Circling Market in Paseng District

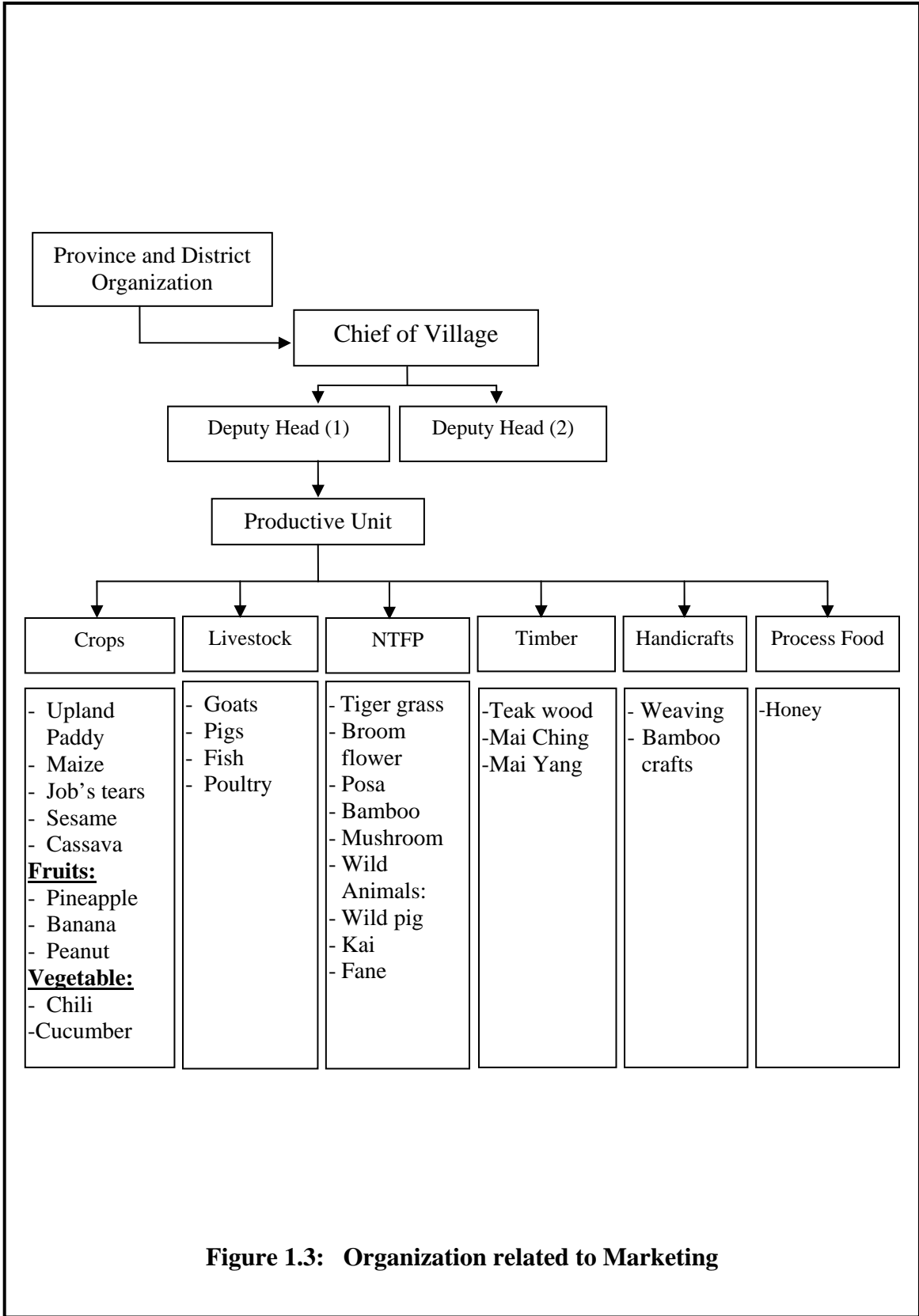


Figure 1.3: Organization related to Marketing

House hold profile for Parkseng village.

H/H	Buffalo	Cow head	Goat head	Pig head	Chicken head	Duck head	Posa kg	Keame kg	Meuk kg
1	4			1	20	16			
1	1			1	50	15			
1				1	20	13			
1				2	10	60			
1				2	20	50			
1				1	15	8			
1				1	23	13			
1				4	11	4			
1				3	8	13			
1				6	3	6			
1				2	23	5			
1				1	7	5			
1					10	4			
1					5				
1					18				
1					3				

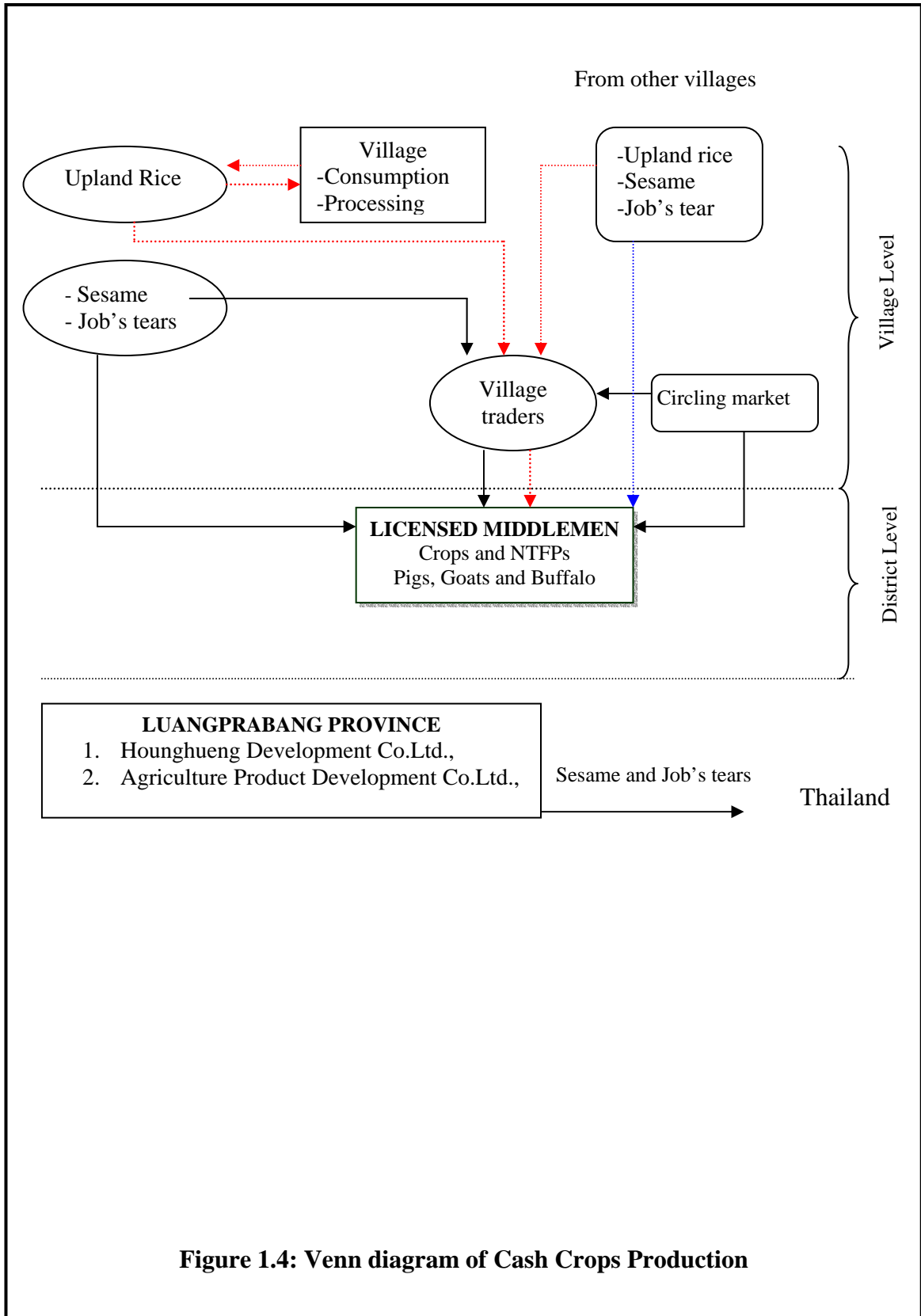


Figure 1.4: Venn diagram of Cash Crops Production

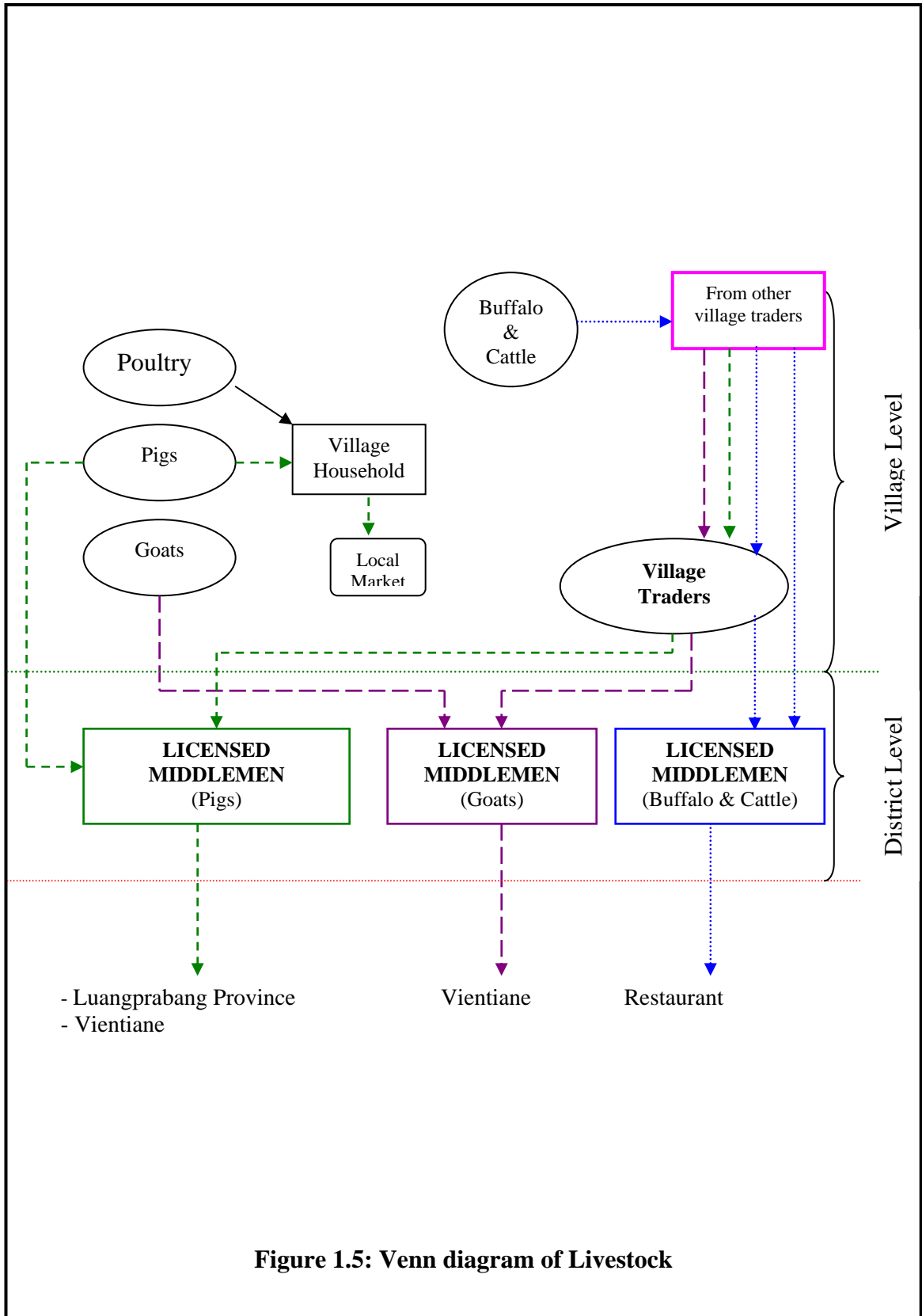


Figure 1.5: Venn diagram of Livestock

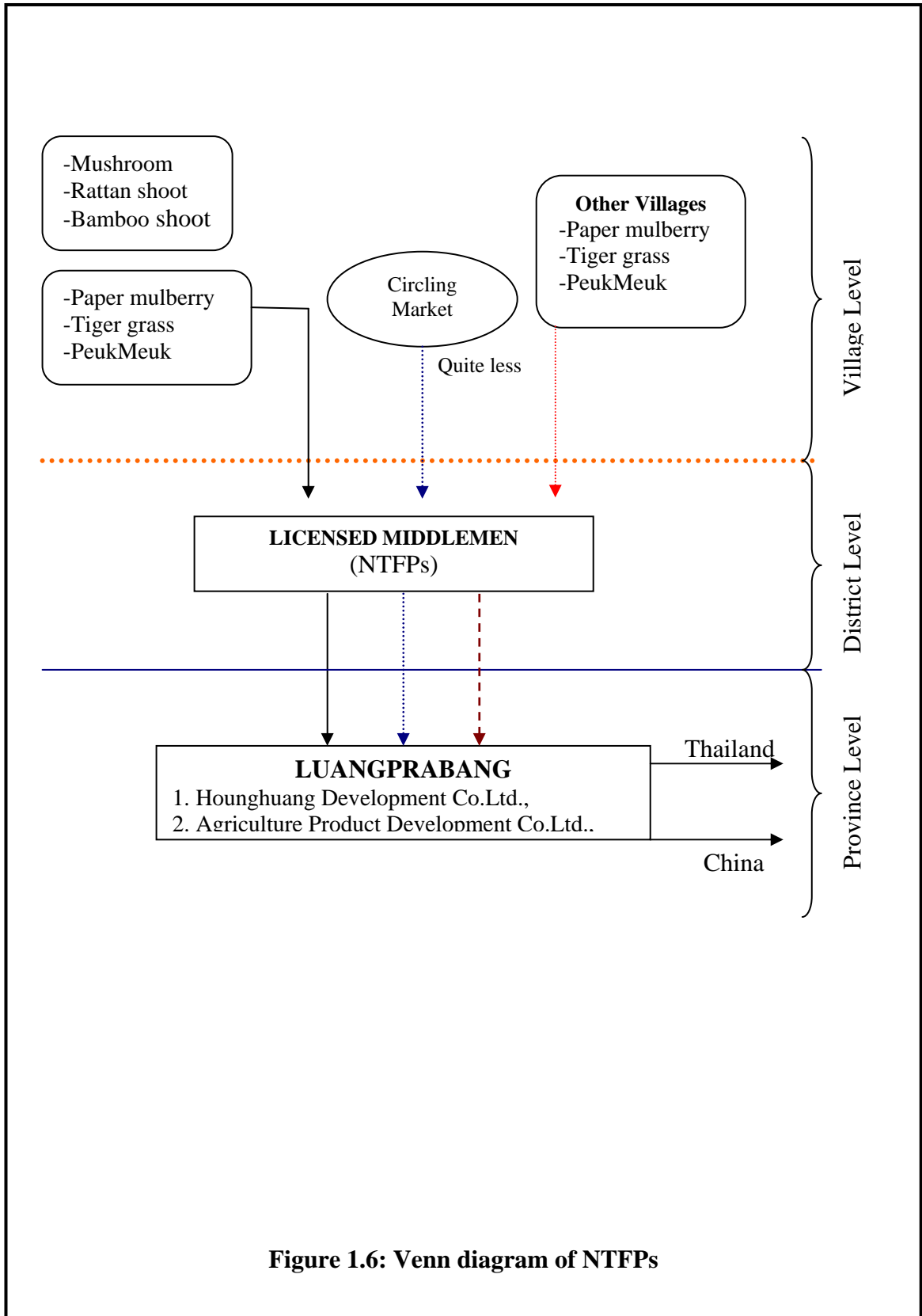


Figure 1.6: Venn diagram of NTFPs

This table is presented the changing of product price in Pakseng village at Pakseng district in Luangprabang province

N	Type of commodity	Unit	Village kip/unit	District kip/unit	Province kip/unit	Border kip/unit
	Cash crop					
1	Upland rice	kg	1,000-1,200	1,300		
2	Lowland rice	kg	1,000-1,200	1,300		
3	Glutinous rice	kg	2,000-2,200	2,300		
4	Sesame	kg	5,000-7,500	8,000		
5	Job's tear	kg	1,800	2,200		
6	Maize	kg				
7	Cassava	kg				
	NTFP					
1	Paper mulberry	kg	2,000	2,300-2,500		
2	Tiger grass	kg	2,000	2,300		
3	Peukmeuk	kg	4,000	4,300		
4	Cardamom	kg				
5	Bamboo shoot	kg	1,300	1,500		
6	Rattans shoot	kg				
7	Mushroom	kg	12,000	15,000		
8	Mea	kg				
9	Date palm (Tao)	kg				
10	Resin	kg				
11	Mrak Kha	kg				
12	Ya hua	kg				
13	Kung deng	kg				
	Livestock, Fish					
1	Buffalo and Cow	kg				
2	Pig	kg	8,000	8,500		
3	Goat	kg	9,500	10,000		
4	Portly	kg	12,000	15,000		
5	Horse	kg				
6	River cat fish	kg	17,000	18,000		
7	Carp fish	kg	12,000	13,000		
	Fruit, Vegetable					
1	Coconut	each	2,500 kip/each			
2	Cucumber	each	1,000	1,200		
3	Lemon					
4	Banana					
5	Mango					
6	Peanut					
7	Chili					
8	Pineapple					
	Timber					
1	Teak wood	m ³	1,300,000	1,000,000		
	Other product					
1	Weaving					
2						

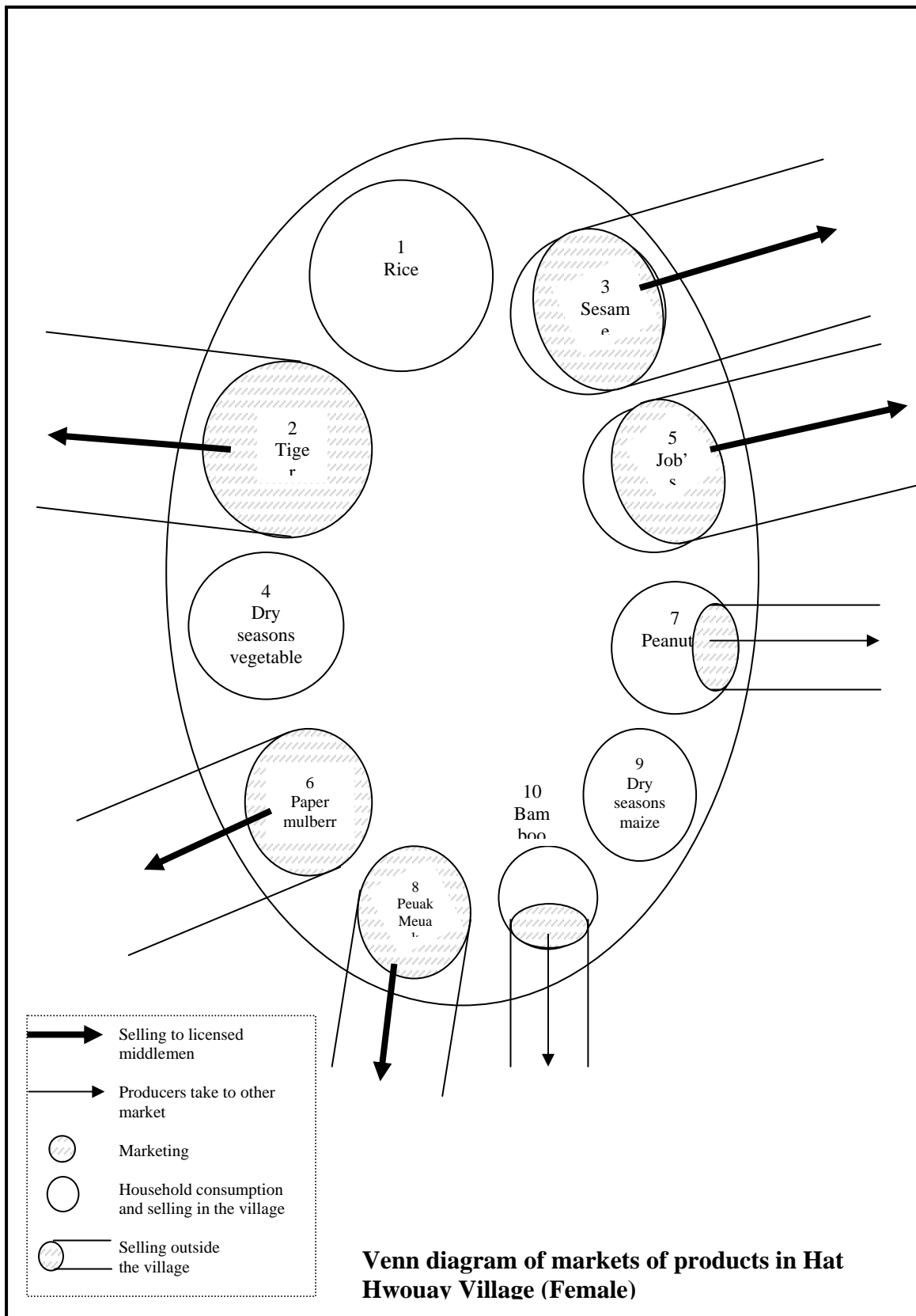
MARKET CONDITIONS OF MAJOR PRODUCTS HAT HOUAY VILLAGE

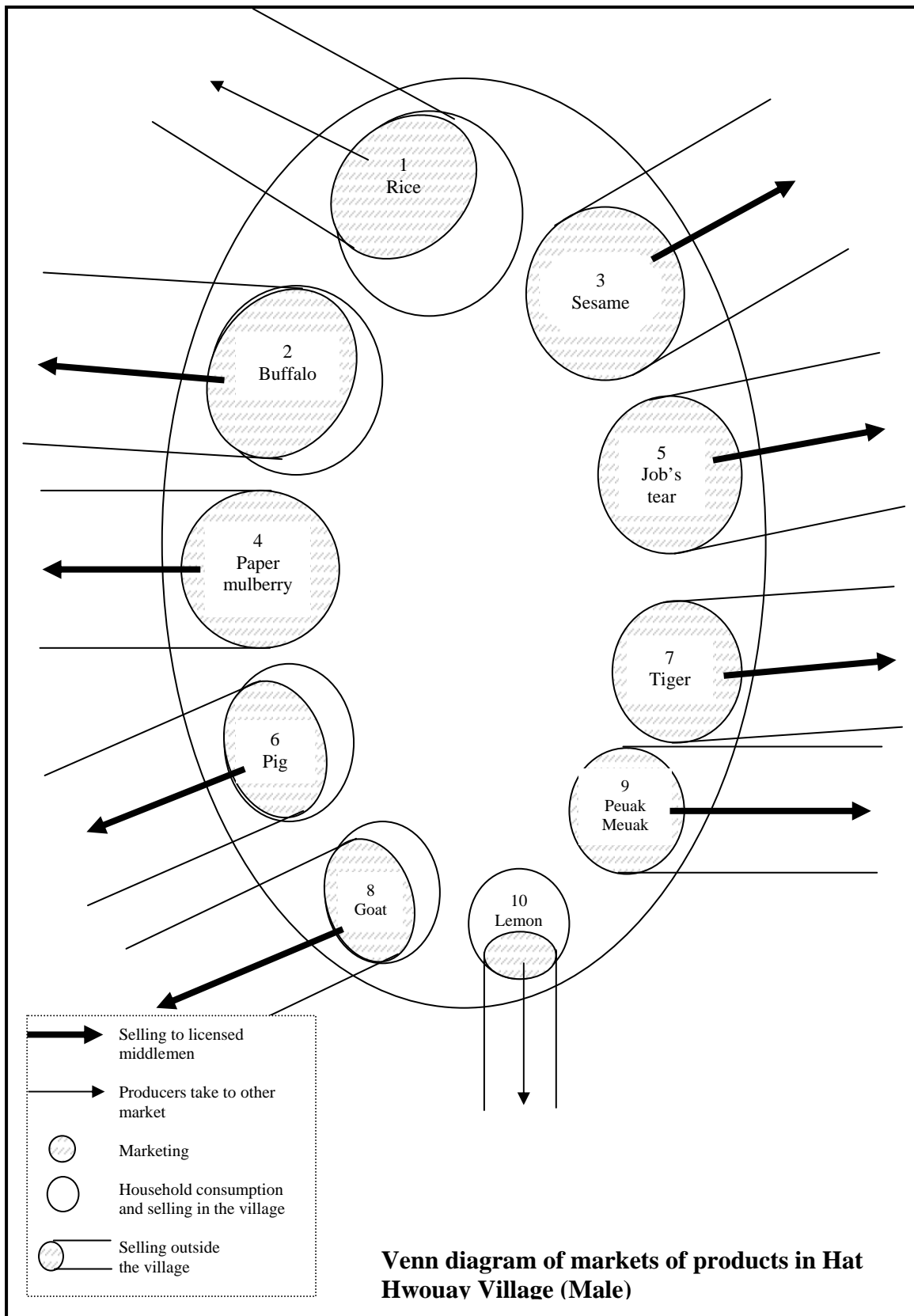
Date: 25 – 27 April 2004

Information on focus two group discussion (Women group and Men group) on Venn diagram, that results are following on the below table 2.1

Table 2.2: Main Products with priority and their reasons

Main Products	Priority		Reasons
	Male group	Female group	
Cash Crops:			
Rice	1	1	Need for consumption and selling in the village
Sesame	3	3	for sell and reserving seed
Job's tears	5	5	For sell and reserving seed
Maize	9		Household consumption, Sale, reserving for seeds and feeding animal
Dry season vegetable	4		House hold consumption and sell
Peanuts	7		house hold consumption
Lemon		10	sell and house hold consumption
Livestock:			
Pigs		6	Sell and consumption
Poultry			consumption and sell
Buffaloes		2	Sell to license middlemen
Goats		8	Sell to license middlemen and consumed
Fish			consumption and sell
NTFP:			
Paper Mulberry	6	4	Licensed middlemen and sale
Tiger grass	2	7	Licensed middlemen and sale
Tree bark	8	9	Licensed middlemen and sale
Bamboo shoots	10		Household Consumption and sale
Handicrafts:			
Weaving			Sale to weaving traders from LPB and use





Group discussion with the groups to clarify the marketing condition of major products in Hat Hwouay Village

1. Producers/harvesters (Hat Hwouay Village)

Production	Harvester seasonal	Unit	Sale at village (Kip)	Payment	Transportation	Processing/post harvest activities	Issues and problem in marketing
Crops:							
Lowland paddy		kg	12000				
Upland paddy	April-Nov	kg	1200	In cash	by pick up and walk	Sun drying	
Maize	April-July	kg	700-800				
Job's tears	December	kg	1500-1700	In cash	by pick up and walk	Sun drying	
Sesame	Aug - Nov	kg	6500-7000	In cash	by pick up and walk	Sun drying	
Fruits:							
Coconut		Each	2500				
Pineapple		Each					
Lemon		Kg					
Banana		Vee					
Peanuts		Kg					
Mango		Pile					
Jackfruit							
Vegetables:		Bunch					
Chili							
Cucumber							
Garlic	All year			In cash			
Dry seasonal vegetables	All year around			In cash			
Livestock:							
Buffaloes							
Pigs		kg	7500-8000		Pick up		
Goats		kg	10,000-11,000	In cash	Pick up	-	
Poultry	March-July	kg	12,000-13,000	In cash	Pick up and walk		
Fish	March-April	kg	13,000-18000	In cash			
Frogs							
Oyster	All year			In cash	by bus		
Craps							
Small fish							
Shrimps							
Long beans							
Cabbage							
Lattuce							
NTFP:							
Bamboo Shoots		Bunch	1000				
Mushroom		Kg	12,000-15000	In cash			
Tiger grass	Dec-March	kg	2000-2300	In cash			
Tree bark		kg	3500-3800	In cash			
Paper mulberry	Mar - Apr	kg	2000-2300	In cash			
Rattan shoot		kg					
Herbal medicine							
Handicrafts							
Weaving							
Rattan Crafts							

2. Middlemen/Village traders in the Village

Table 2.1 Licensed middlemen

Major Production	Estimation (Quantity/Year)	Price Setting kip/kg	Selling price kip/kg	Problem in the Market
Crops:				
Upland paddy		1200 kip/kg	1500 kip/kg	
un hulled rice		1800 kip/kg	2200 kip/kg	
Maize				
Job's tears		1500-1700	1800-2000 kip	
Sesame		6500-7000	7500-8000	
Onion:				
Onion		8,000	9,000	
Livestock:				
Buffalo		3,5 million	4million	
Cow		3,2 million	3,5million	
Pigs		7500 kip/kg	8000 kip/kg	
Goats		1000 kip/kg	1100 kip/kg	
Poultry		12,000		
NTFP:				
Tiger grass		2300-2500	2500-2800	
Tree bark		4000-4300	4300-4500	
Paper mulberry		2000-2500	2500-3000	
Handicrafts				
Weavings		25,000	35,000	
Rattan Crafts				

Table 2.2 Marketing and commodities handled “Each Trader and Licensed middlemen”

Type of Commodities handled	Methods of Collection	Unit of price	Mode of Marketing	Mean of Transportation
Crops:				
Lowland paddy	From adjacent villages	Sold by Kg	In cash	Pick up
Upland paddy	In the village and other			
Maize		Sold by Kg	In cash	Pick up
Job’s tears	In the village and other	Sold by Kg	In cash	
Sesame	In the village and other	Sold by Kg	In cash	Pick up
Fruits:				
Coconut				
Pineapple				
Lemon				
Banana				
Peanuts				
Mango				
Jackfruit				
Vegetables:				
Chili				
Onion				
Cucumber				
Gallic				
Livestock:				
-Buffalo				
-Pigs				
-Goats				
-Poultry				
-Fish				
-Oyster				
-Craps				
-Small fish				
-Shrimps				
Long beans				
Cabbage				
Lettuce				
NTFP:				
-Bamboo Shoots				
-Mushroom				
-Tiger grass				
-Tree bark				
-Paper mulberry				
-Rattan				
-Herbal medicine				
Bamboo				
Handicrafts				
-Weaving				
-Rattan Crafts				
-Bamboo Crafts				

3. Local Market

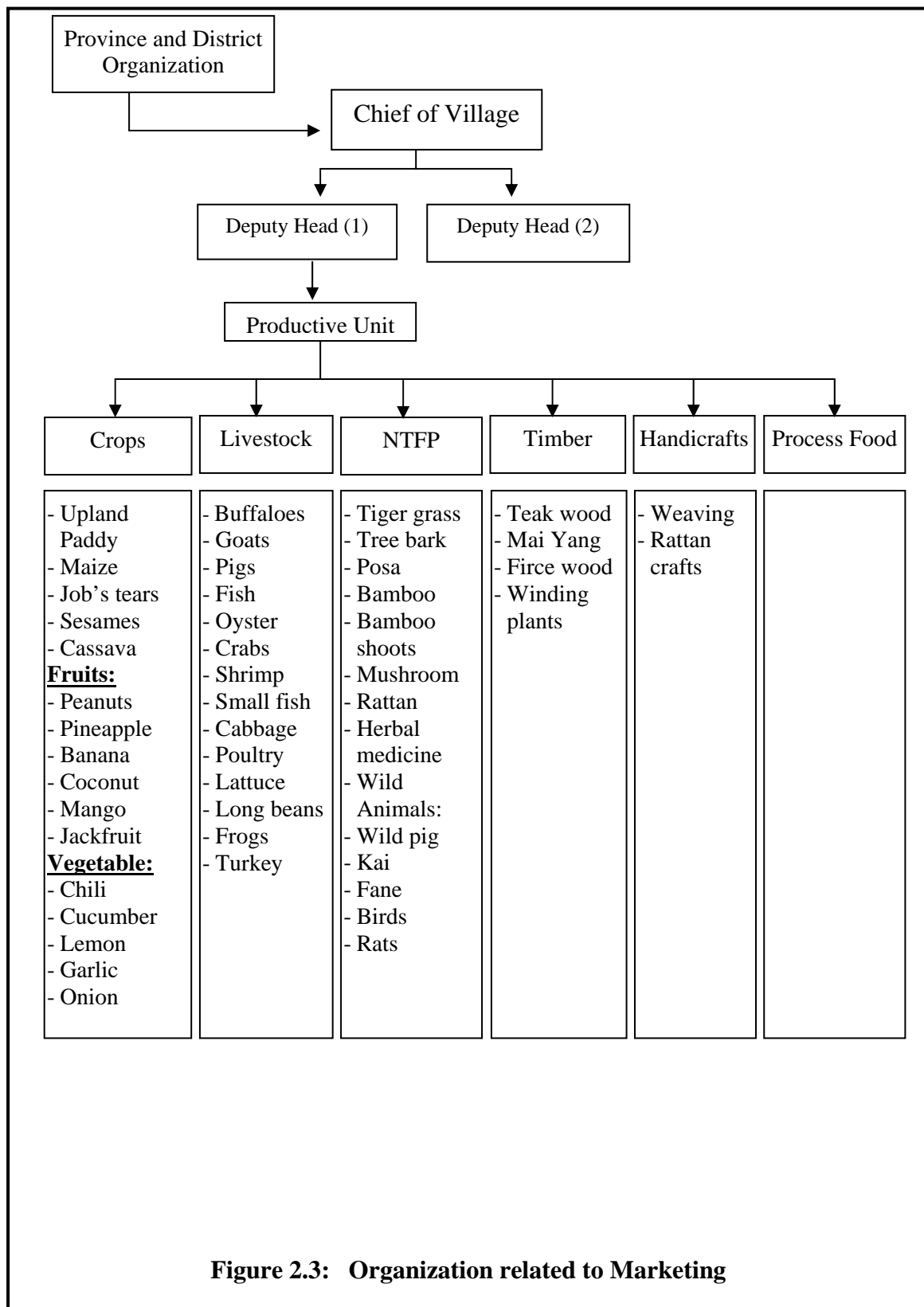


Figure 2.3: Organization related to Marketing

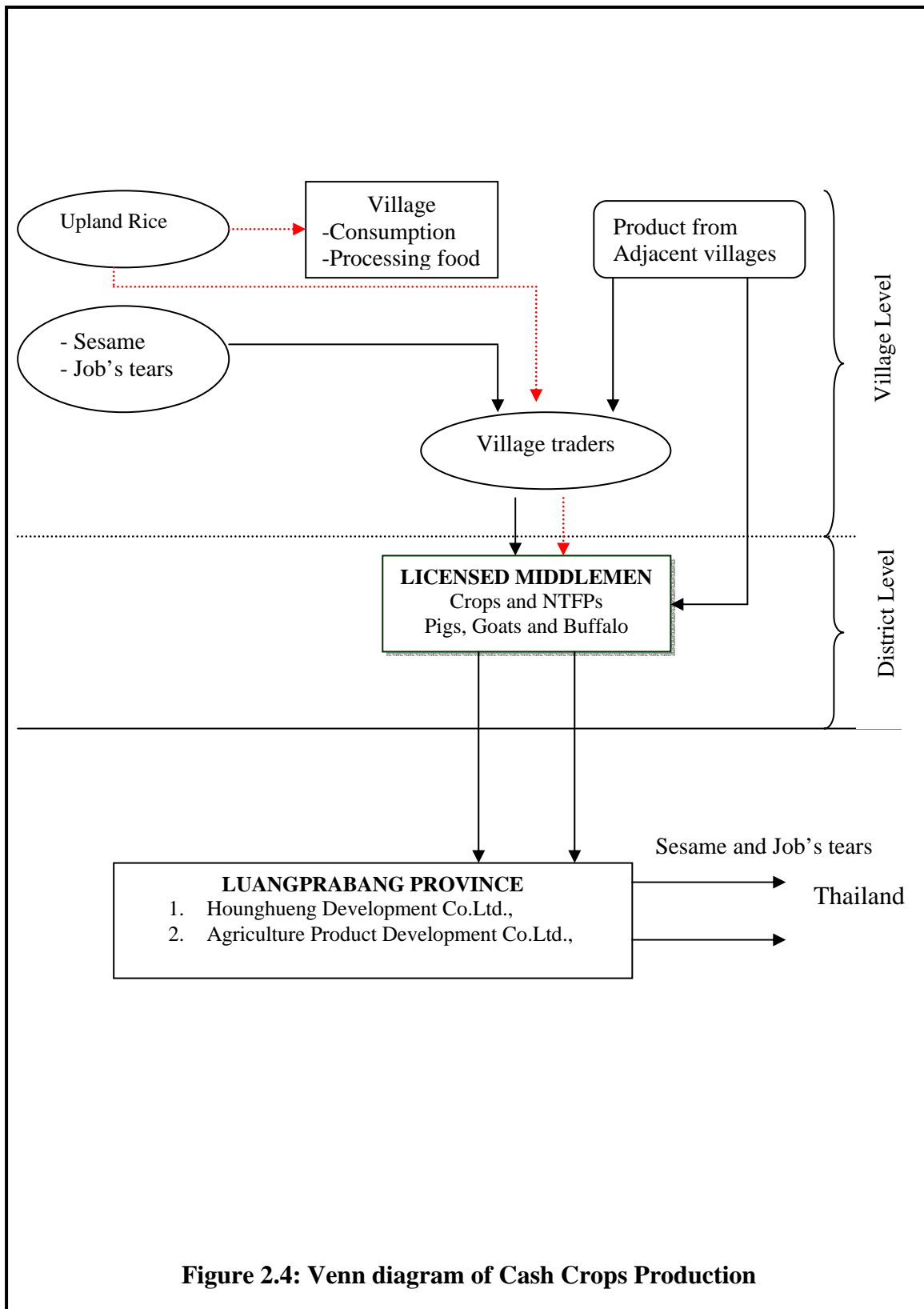


Figure 2.4: Venn diagram of Cash Crops Production

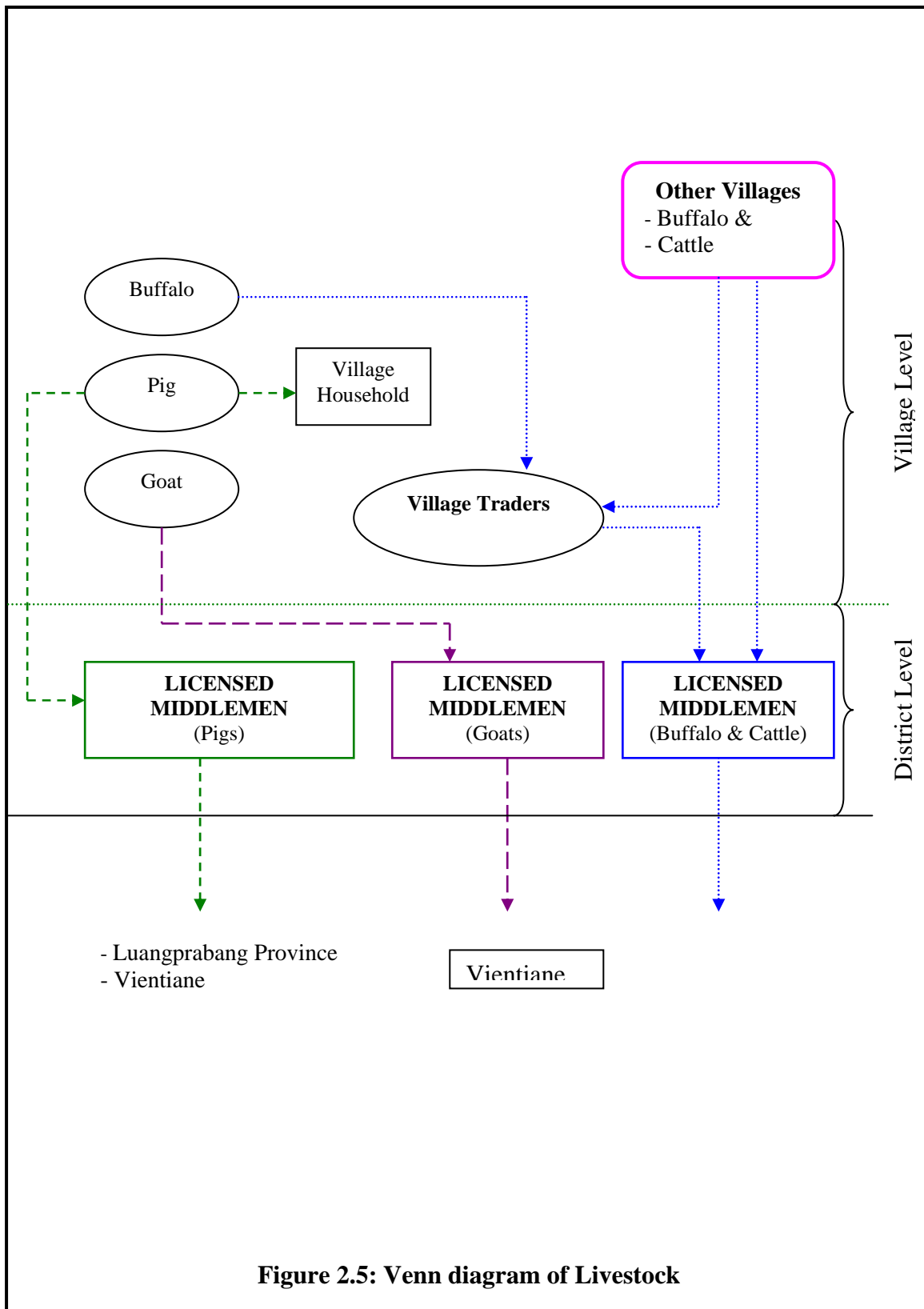


Figure 2.5: Venn diagram of Livestock

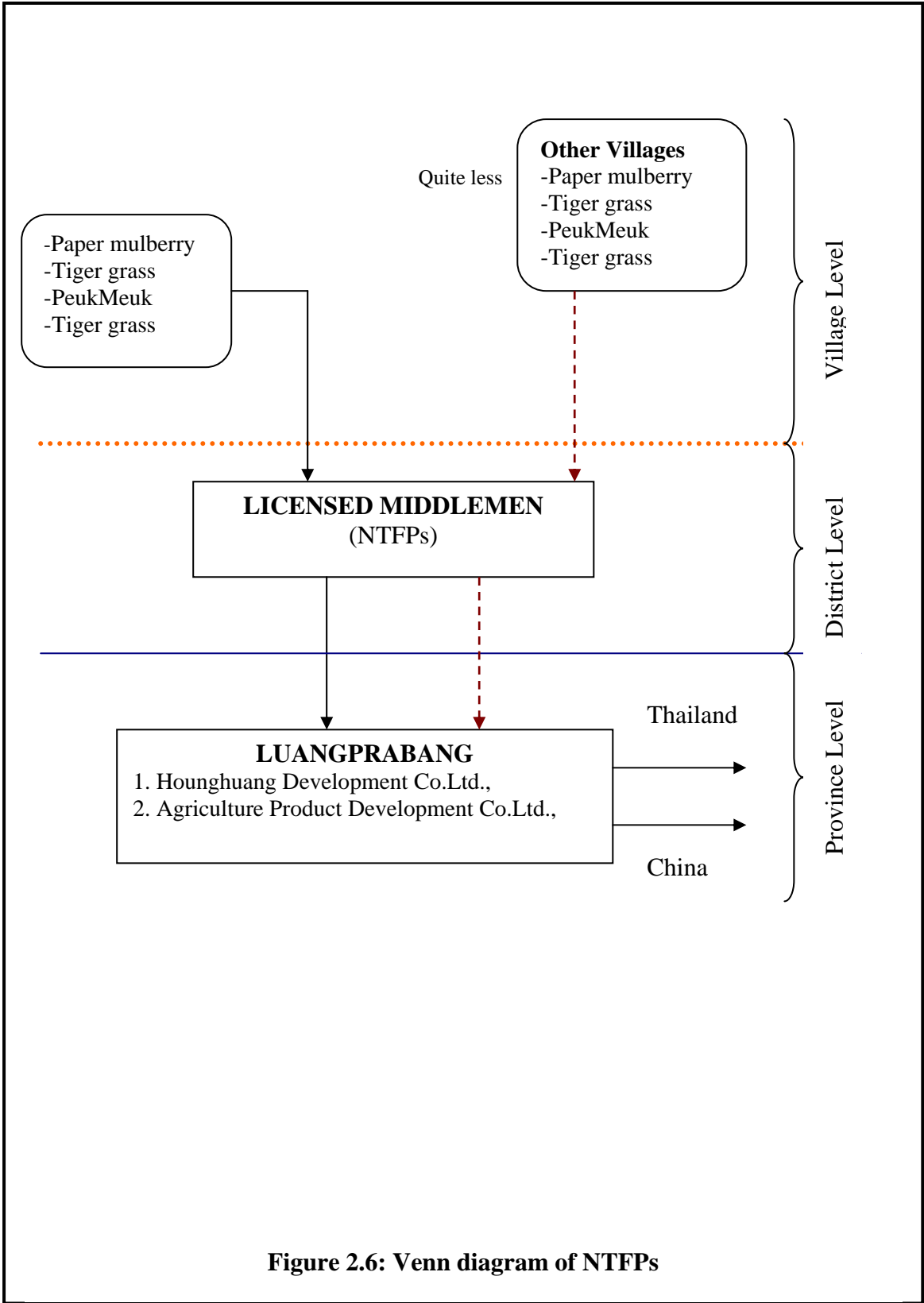


Figure 2.6: Venn diagram of NTFPs

This table is presented the changing of product price in Pakseng village at Pakseng district in Luangprabang province

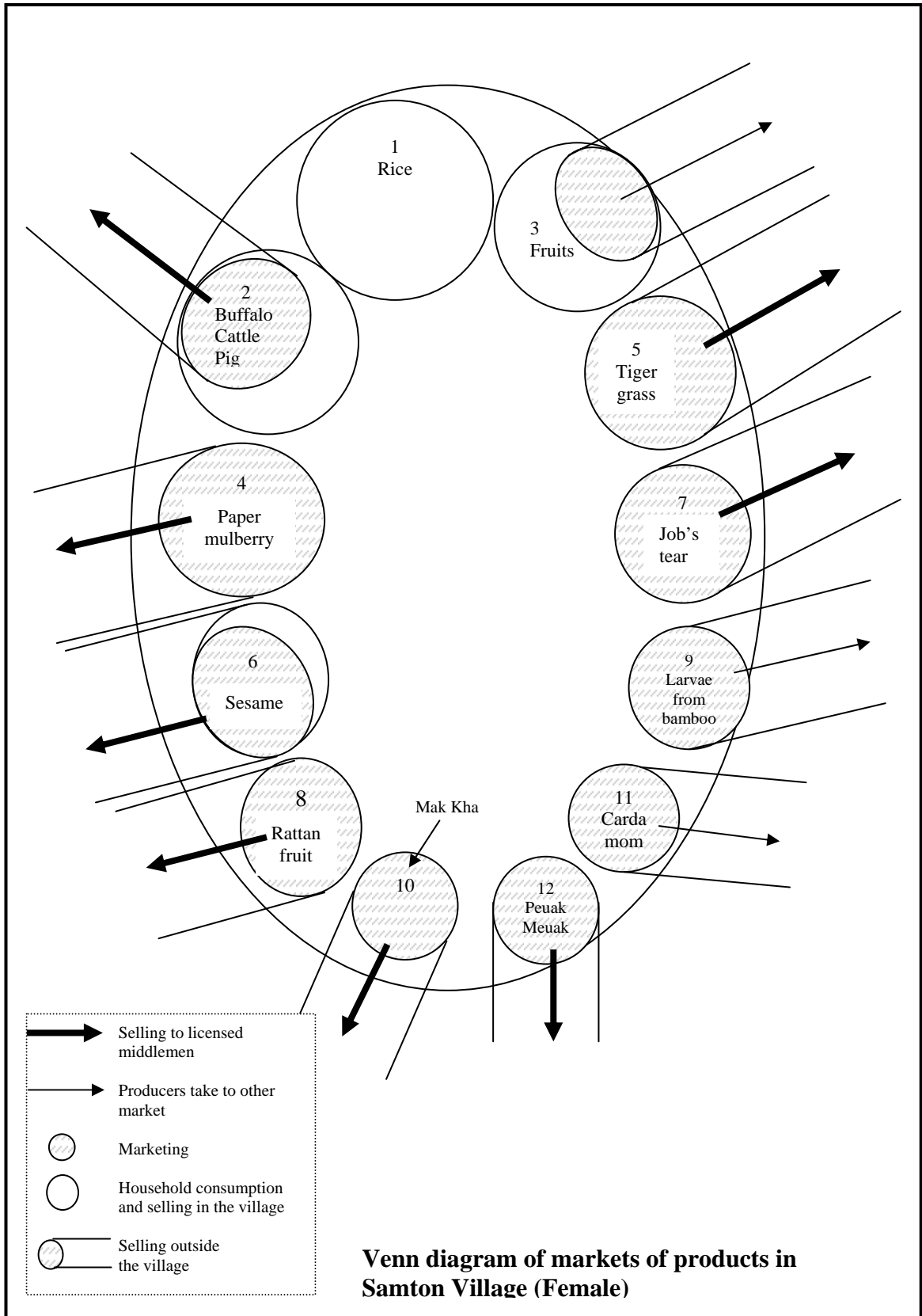
N	Type of commodity	Unit	Village kip/unit	District kip/unit	Province kip/unit	Border kip/unit
	Cash crop					
1	Upland rice	kg	1,200-1,500	1,700		
2	Lowland rice	kg	1,000-1,200	1,500		
3	Glutinous rice	kg	2,000-2,200	2,300		
4	Sesame	kg	5,000-7,500	5,500-8,000		
5	Job's tear	kg	1,500	1,800-2,000		
6	Maize	kg				
7	Onion		8,000	9,000		
8	Cassava	kg				
	NTFP					
1	Paper mulberry	kg	3,000	3,200		
2	Tiger grass	kg	2,300	2,500-2,800		
3	Peukmeuk	kg	4,500	4,700		
4	Cardamom	kg	not found			
5	Bamboo shoot	kg	1,300	1,500		
6	Rattans shoot	kg				
7	Mushroom	kg	12,000	15,000		
8	Mea	kg	not found			
9	Date palm (Tao)	kg	not found			
10	Resin	kg	not found			
11	Mrak Kha	kg	not found			
12	Ya hua	kg	not found			
13	Kung deng	kg	not found			
	Livestock, Fish					
1	Buffalo and Cow	kg				
2	Pig	kg	7,500	7,800		
3	Goat	kg	9,500	10,000		
4	Portly	kg	12,000	15,000		
5	Horse	kg				
	Fruit, Vegetable					
1	Coconut	each	2500 kip/each			
2	Cucumber	each	800-100	1,200		
3	Lemon					
4	Banana					
5	Mango					
6	Peanut					
7	Chili					
8	Dry chili					
	Timber					
1	Teak wood	m ³		1,000,000		
	Other product					
1	Weaving	Suit	24,000	35,000 kip	35,000-40,000	
2						

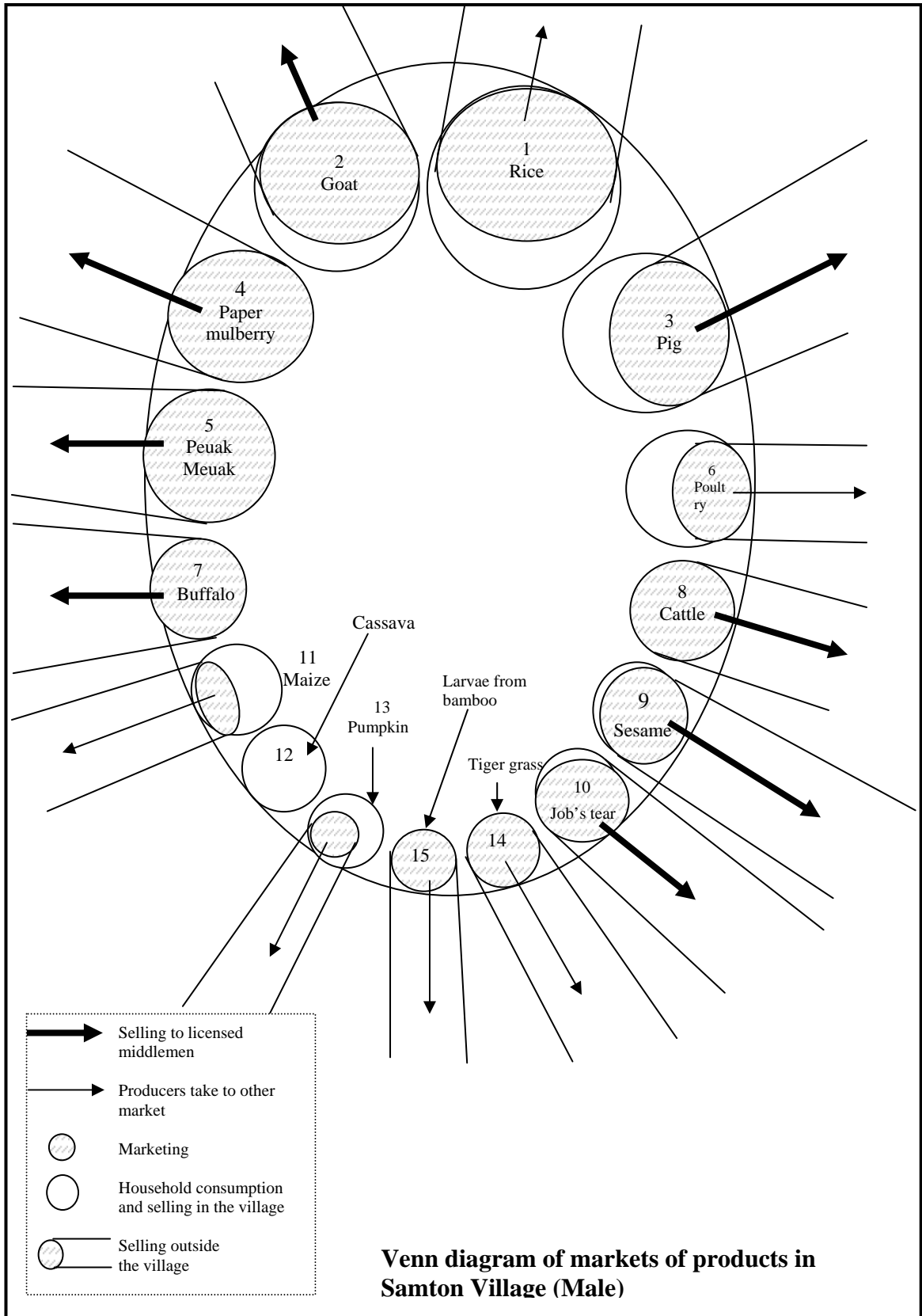
MARKET CONDITIONS OF MAJOR PRODUCTS SAMTON VILLAGE

Information on focus two group discussion (Women group and Men group) on Venn diagram, that results are following on the below table 3.1

Table 3.1: Main Products with priority and their reasons

Main Products	Priority			Reasons
	Male group	Female group	Both	
Cash Crops:				
Rice	1	1		
Sesame	6	9		Licensed middlemen and sale
Job's tears	7	10		Licensed middlemen and sale
Cassava				Consumption and feeding animal
Pumpkin				
Maize		11		Consumption and seed reserving for animal
NTFP:				
Paper Mulberry	4	4		Licensed middlemen and sale
Tiger grass	5			Licensed middlemen and sale
Tree bark				Licensed middlemen and sale
Bamboo shoots				
Peukmeuk		5		Licensed middlemen and sale
Cardamom				
Rattan fruit	8			Licensed middlemen and sale
Mea	9			Licensed middlemen and sale
Livestock	2			
Buffalo		7		Household Consumption and sale
Cattle		8		Household Consumption and sale
Goat		2		Household Consumption and sale
Pig		3		Household Consumption and sale
Poultry		6		Household Consumption and sale
Fruit & Vegetable	3			
Handicrafts:				
-Bamboo craft				





1. 1. Producers/harvesters (Villagers) in Samton village

Production	Harvester seasonal	Unit	Price at the village (kip)	Payment	Transportation	Processing/post harvest activities
Crops:						
Lowland rice	December-Jan	kg	1200	In cash		Sun drying
Upland rice		kg	1200	In cash		
Maize	April-July	kg	700-800	In cash		Sun drying
Job's tear	November-Dec	kg	1500	In cash		
Sesames dor	August-September	kg				
Sesames	November-January	kg	5500-7000	In cash		Sun drying
Cassava		kg		In cash		
Livestock:						
Buffalo		kg	25,000	in cash		
Pig		kg	8000	in cash		
Poultry		kg	11,000-12000	in cash		
River catfish		kg	18,000	in cash		
River carp		kg	13,000	in cash		
NTFP:						
Cardamom		kg	13,000-15,000	in cash		
Mushroom	May-August	kg		In cash		
Tiger grass	Feb-April	kg	2300-2500	In cash		Sun drying
Paper mulberry	Feb-May	kg	2300-2500	In cash		Sun drying
Peukmeuk		kg	3000-3500	In cash		
Mark kha		kg	2300-2500			
Bamboo Shoot		Bunch	1000	In cash		
Rattan shoot		Bunch		In cash		
Vegetable, fruit						
-Dry chili		kg	18,000	In cash		
-Gallic		kg		In cash		
Papaya		each	400	In cash		
Cucumber		kg		In cash		
Coriander						
Chili						
Mango		pile	500			
Banana		Vee	700			
Eggplant		Bunch	500			
Cabbage		each				
Leafy vegetable		Bunch				
Orange						
Pumpkin						
Other activities						
-Handicraft bamboo	is made for h/h use					
-Weaving						
Sin Peiw	40 H/H	Piece	24,000			
Sin suit		suit	38,000			

Group discussion with the groups to clarify the marketing condition of major products in Samton Village

2. Major product which is handle by license traders and middlemen in Viengkham district

Table 3.2.1 shows the major product and purchasing price of each


Major Production	Estimation (Quantity/Year)	Price Setting Kip/kg	Selling price Kip/kg	Problem in the Market
Crops:				
Upland rice		1200	1500	
Job's tears		2000	2500	
Sesame		5500-6500	7500-8000	
Livestock:				
Goats		11,000	13,000	
Pigs (live)		7500-8000	8500	
Buffalo and Cow		28,000	30,000	
Poultry		11,000	13,000	
NTFP:				
Bee Honey				
Paper mulberry		2500	3000	
Tiger grass		2000	2300-2500	
Peuak Meuak		4000-4500	4500-5000	
Cardamom		15,000	16,000	
Mea		18000	20,000-25000	
Khuey Sam Hang		600	800	
Yha Hau	Not much	1500	2000	
Timber:				
Teak wood				
Mai Chan Dai	Not much	4000	4500	

Table 3.2.2 Marketing and commodities handled “Each Village traders and Licensed middlemen”

Type of Commodities handled	Methods of Collection	Unit of price (kip/kg)	Mode of Marketing	Mean of Transportation
Crops:				
Upland rice	Collected from adjacent village	Sold by Kg	In cash	Truck, pick up
Maize				
Job tears	Collected from adjacent village	Sold by Kg	In cash	Truck, pick up
Sesame	Collected from adjacent village	Sold by Kg	In cash	Truck, pick up
Cassava				
Fruits:				
Livestock:				
Buffalo	Gathering in village and adjacent villages	Sold by Kg		Truck, Pig up
Cattle		Sold by Kg		
Goats	Gathering in village and adjacent villages	Sold by Kg		Truck, pickup
Pig	In the village and adjacent villages	Sold by Kg		Truck, pick up
Poultry	In the village and adjacent villages	Sold by kg	In cash	
NTFP:				
Bamboo Shoot				
Mushroom				
Bee Honey				
Paper mulberry	Collected from adjacent village	Sold by Kg	In cash	
Tiger grass	Collected from adjacent village	Sold by Kg	In cash	
Puakmuak	Collected from adjacent village	Sold by Kg	In cash	
Worm in bamboo	Collected from adjacent village	Sold by Kg	In cash	
Medical plants				
Bat				
Timber:				
Hardwood				
Teak wood				
Fire wood				
(Mai Hang)				
Handicrafts				
Bamboo Crafts				

Product type that distributed directly from Samton village to the local market in Xaiyabury district:

Cash crop	Livestock	NTFP	Processing food
- Maize	- Poultry	- Rattan shoot	
- Cassava	- Crab	- Mushroom	
- Pumpkin	- Fish	- Bamboo shoot	
- Peanut	- Shrimp		
- Tamarind	- Oyster		
- Coconut	- Moss		
- Pomelo			
- Jack fruit			
- Sugarcane			
- Mango			
- Guava			
- Longan			
- Coffee			
- Cucumber			
- Eggplant			



Local market which is located in Viengkham district centre

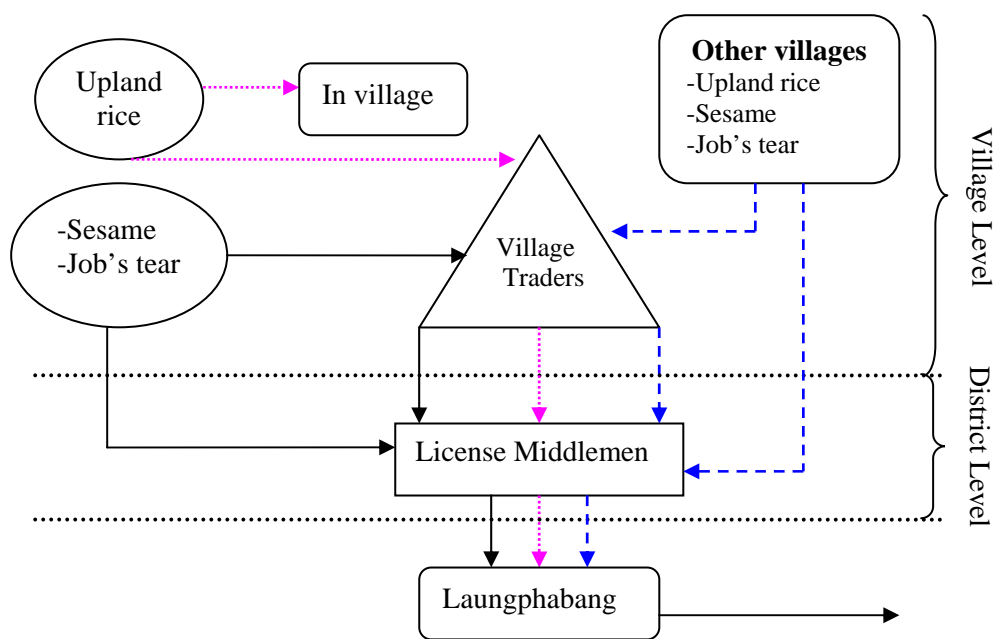


Figure 3.4: Venn diagram of Cash Crops Production

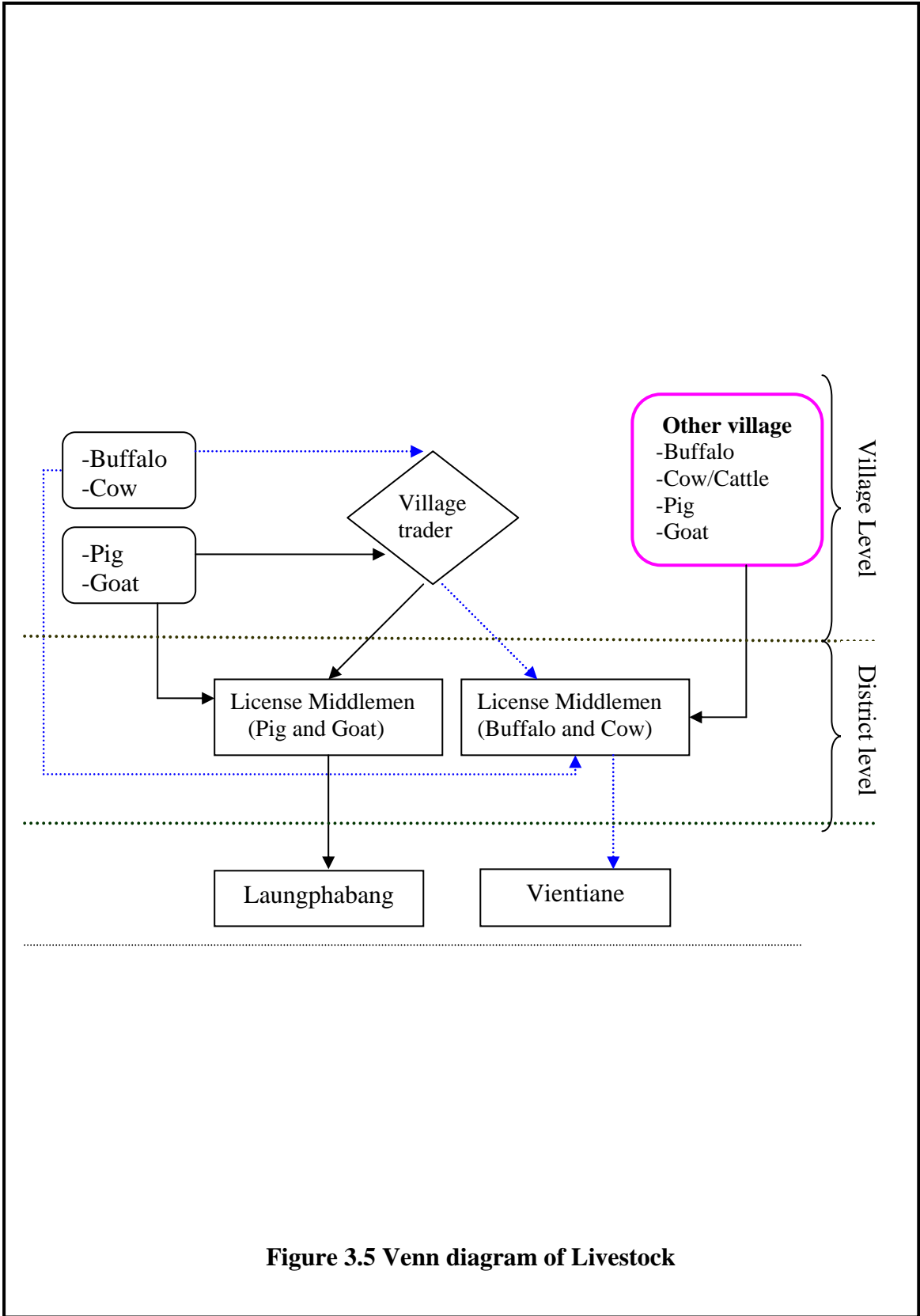


Figure 3.5 Venn diagram of Livestock

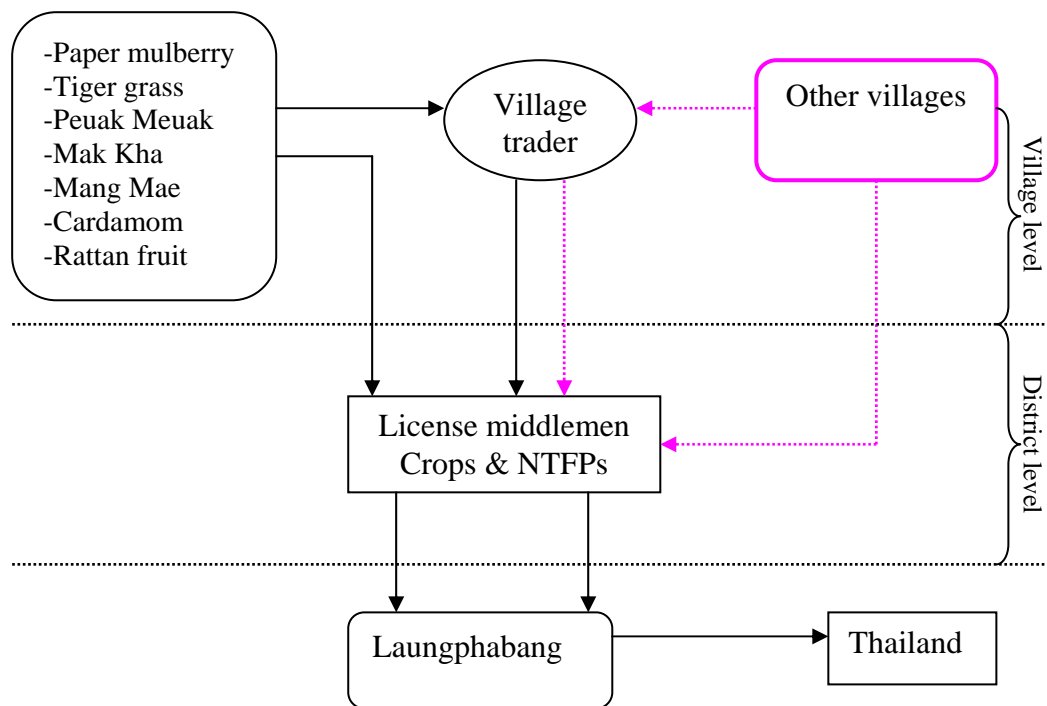


Figure 3.6 Venn diagram of NTFPs

1. Household profile information for Samton village

H/H	Buffalo	Cow head	Goat head	Pig head	Chicken head	Duck head	Posa kg	Keame kg	Meuk kg	Sesame kg	Job tear kg	Fish kg/week	Cardamom (kg)	Rattan shoot	1 3/4'' kg
1				1	1										
1					10										
1	15	7	36	5	5										
1	3			6	110										
1			5	3	26										
1	1	6	7	8	30										
1			4	5	20										
1	1		3	4	20										
1		3	31	9											
1			3	2											
1	5		10	9	20										
1			9	10	50										
1	2		2	3	10										
1	1		2	7	30										
1			6	14	40										
1				16	10										
1	1	4	5	6	30										
1	12		16	15	80										
1	8		30	5	10										
1			2	6	8										
1	1		4	1	10										
1	1		3	4	5										

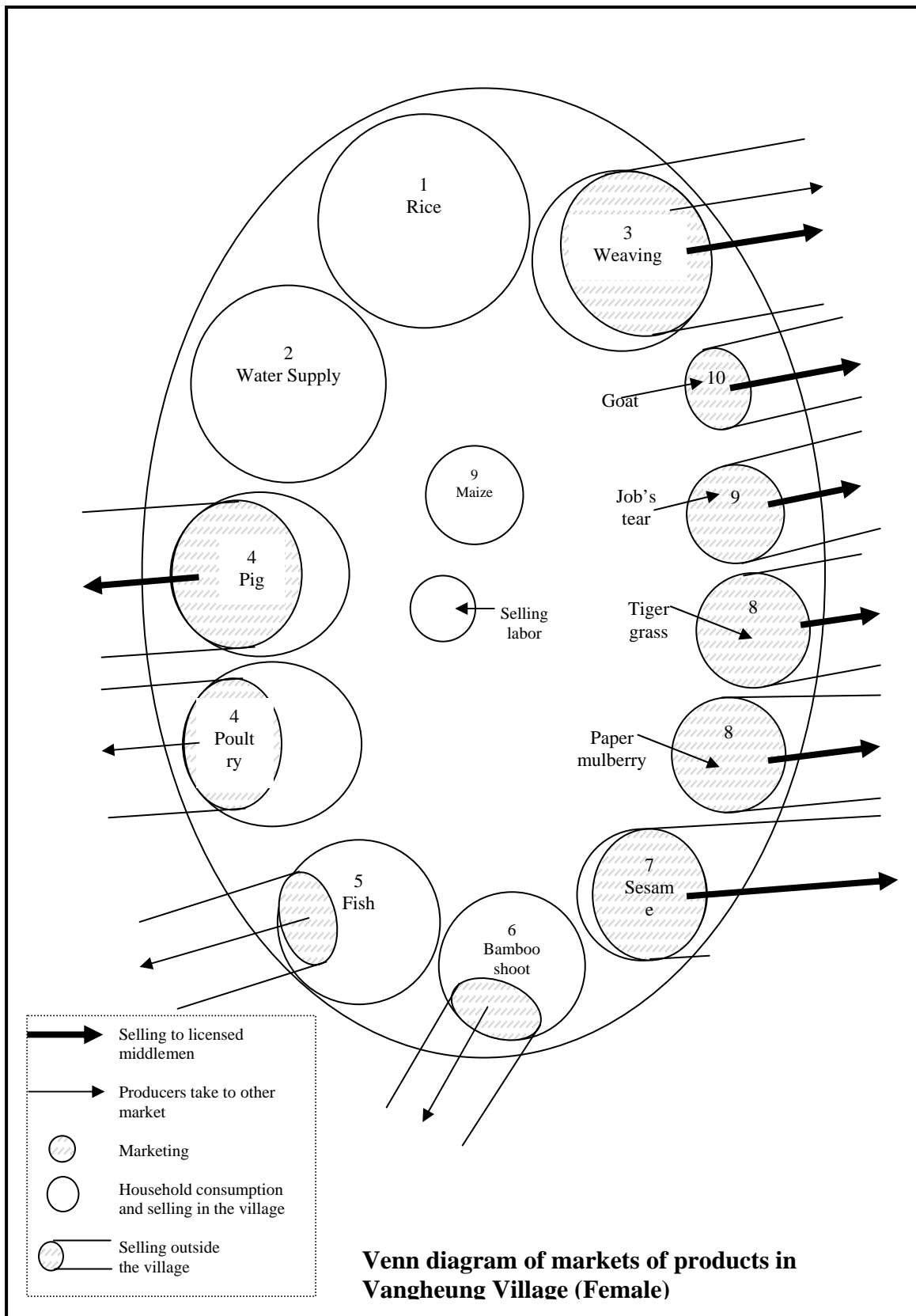
MARKET CONDITIONS OF MAJOR PRODUCTS VANGHEUNG VILLAGE

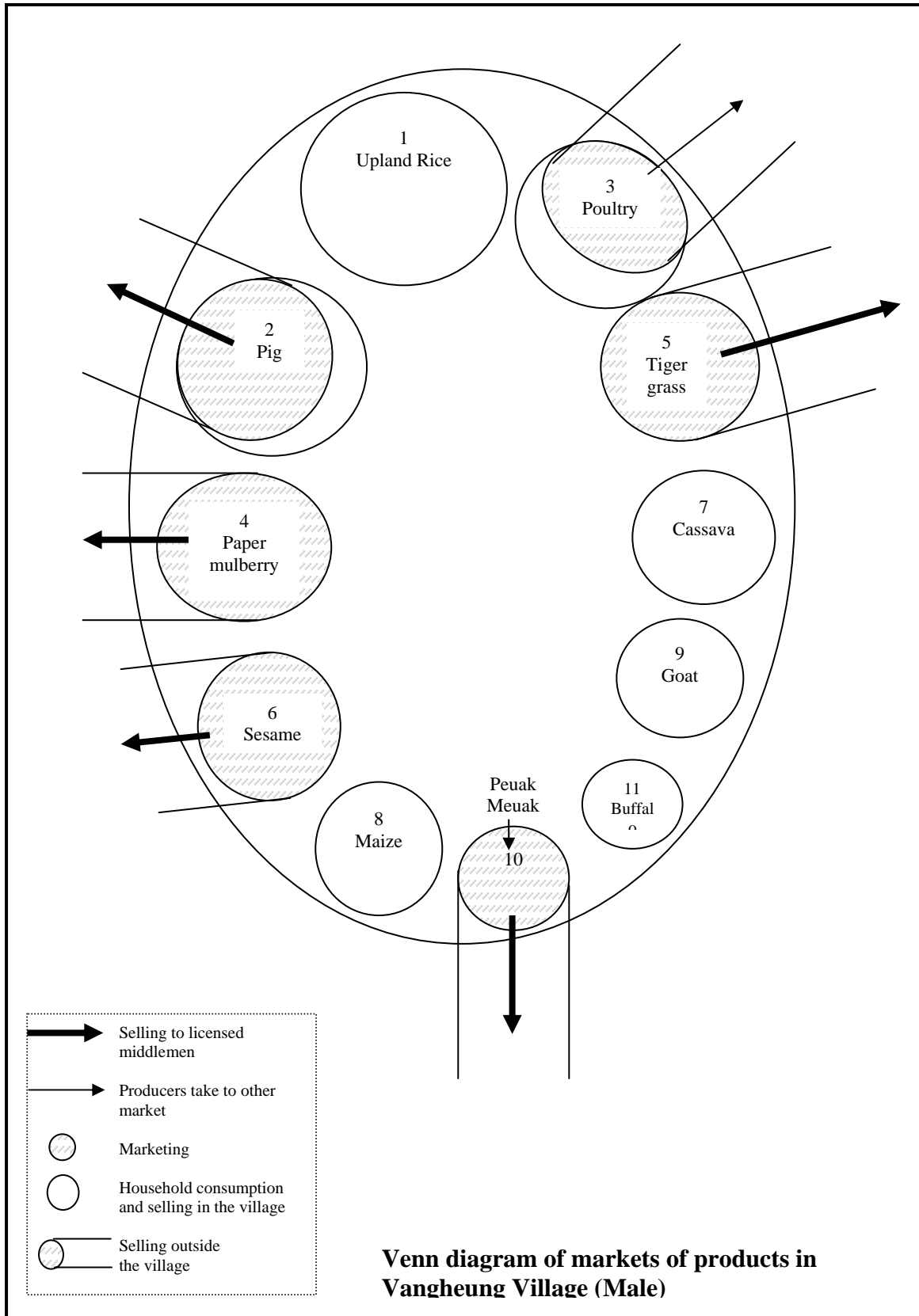
Information on focus two group discussion (Women group and Men group) on Venn diagram, that results are following on the below table 4.1

Table 4.1 Main Products with priority, their season and problems

Main products	Priority		Reasons of community
	Female	Male	
Crops:			
Lowland rice	1	1	Consumption and sale
Upland rice	1	1	Consumption and sale
Job's tears	9		Selling to licensed middlemen
Sesame Dor	7		Selling to licensed middlemen
Sesame Pee	7	6	Selling to licensed middlemen
Maize		8	Consumption and seed reserving for animal
Cassava		7	Consumption and sale
Peanut			Consumption and sale
Fruits:			
Potato			Consumption and sale
Papaya			Consumption and sale
Pomelo			Consumption and sale
Mango			Consumption and sale
Sugarcane			Consumption and sale
Banana			Consumption
Jack fruit			Consumption
Coconut			Consumption and sale
Vegetables:			
Papaya			Consumption and selling in the village
Cucumber			Consumption and selling in the village
Coriander			Consumption and selling in the village
Gallic			Consumption and selling in the village
Chili			Consumption and selling in the village
Ginger			Consumption and selling in the village
Eggplant			Consumption and selling in the village
Cabbage			Consumption and selling in the village
Leafy vegetable			Consumption and selling in the village
Spring Onion			Consumption and sale
Livestock:			
Goat	10	9	Selling to licensed middlemen
Buffalo		11	Selling to licensed middlemen
Pig	4	2	Selling to licensed middlemen
Poultry	4	3	Consumption and selling in the village
River stream:			
Fish	5		Consumption
Crap			Consumption
Oyster			Consumption

NTFP:			
Paper mulberry	8	4	Selling to licensed middlemen
Peukmeuk		10	Selling to licensed middlemen
Yahoua			Selling to licensed middlemen
Yangbong			Selling to licensed middlemen
Bamboo shoot	6		
Rattan shoot			Selling to licensed middlemen
Mushroom			
Khi si			Selling to licensed middlemen
Tiger grass	8	5	Selling to licensed middlemen
Timber			
-Mai doo			
-Mai tei			
-Mai Pao			
Other activities			
-Weaving	3		Selling to village trader and take to other market 90% of women make it
-Embroider			
-Bamboo basket			
-Rice wine			





Group discussion with the groups to clarify the marketing condition of major products in Vangheung village

1. Producers/harvesters (Vangheung villager)

Production	Harvester seasonal	Unit	Price at the village (kip)	Payment	Transportation	Processing/post harvest activities
Crops:						
Lowland rice	December-Jan	kg	1200	In cash		Sun drying
Upland rice		kg	1200	In cash		
Maize	April-July	kg		In cash		Sun drying
Job's tear	November-Dec	kg	1500	In cash		
Sesames	August-September	kg				
Sesames	November-January	kg	2500	In cash		Sun drying
Cassava		kg		In cash		
Livestock:						
Buffalo		kg	25,000			
Pig		kg	8000			
Poultry		kg	11,000-12000			
River catfish		kg	18,000			
River carp		kg	13,000			
NTFP:						
Yang bong	Feb-May	kg				
Resin	Jan-Dec	kg		In cash		
Mushroom	May-August	kg		In cash		
Tiger grass	Feb-April	kg	2300-2500	In cash		Sun drying
Paper mulberry	Feb-May	kg	2300-2500	In cash		Sun drying
Peukmeuk			3000-3500	In cash		
Mark kha		kg	2300-2500			
Bamboo Shoot		Bunch	1000	In cash		
Rattan shoot		Bunch		In cash		
Vegetable						
-Dry chili		kg		In cash		
-Gallic		kg		In cash		
Papaya		each		In cash		
Cucumber		each		In cash		
Coriander						
Chili						
Ginger		Bunch				
Black ginger		kg				
Eggplant		Bunch				
Cabbage						
Leafy vegetable		Bunch				
Spring Onion		Bunch				
Other activities						
-Handicraft bamboo	is made for h/h use					
-Weaving						
Sin Peiw	40 H/H	Piece	24,000			
Sin suit		suit	38,000			

2. Major product which is handle by license traders and middlemen in Viengkham district

Table 4.2.1 shows the major product and purchasing price of each

Major Production	Estimation Quantity (kg)	unit	Price setting (kip)	Selling price (kip)	Marketing Problem
Crops:					
Lowland rice		kg	1000	1200	
Upland rice		kg	1000	1200	
Un hulled rice		kg	2000	2200	
Maize		kg			
Job's tear		kg	1500	2000	
Sesames		kg	6000-7000	65,00-8000	
Sesames dor		kg			
Livestock, Fish					
Buffalo		kg			
Goat		kg	11,000	12,000-13,000	
Pig		kg	8000	9000	
Poultry		kg	11,000	13,000	
River catfish		kg	18,000		
River carp		kg	13,000		
NTFP:					
Cardamom		kg	13.000-15.000	18,000-20,000	
Pumpkin gain		kg	2500	3000	
Mushroom		kg			
Tiger grass		kg	2000-2300	2300-2500	
Paper mulberry		kg	2300-2500	2500-2800	
Peukmeuk		kg	3000-3500	3500-3800	
Kung Deng		kg	3000	3500-4000	
Mee		kg	13,000-15000	20,000	
Date palm (Tao)		kg			
Fruit and vegetable					
Gallic					
Dry chili					
Other activities					
-Weaving					

Table 4.2.2 Marketing and commodities handled “Village traders and license middlemen”

Type of Commodities handled	Methods of Collection	Mode of Marketing	Mean of Transportation
Crops:			
Upland rice	Gathering in the village and adjacent	In cash	Truck-Pick up
Lowland rice	In the village and other		
Maize		In cash	
Job tears	Gathering in the village and adjacent	In cash	Truck-Pick up
Sesame	Gathering in the village and adjacent		Truck-Pick up
Livestock:			
Buffalo	Gathering all around villages	in cash	Truck, Pick up
Pig	Gathering all around villages	in cash	Truck, Pick up
Poultry	In the village	in cash	
Goats			Truck, Pick up
NTFP:			
Date palm	At adjacent villages	in cash	Pick up
Paper mulberry	In the village and other villages	In cash	
Tiger grass	In the village	In case	
Puak Muak		In case	
Timber:			
Handicrafts			

Table 4.3: Collected data of Household profile in Vangheung Village

H/H	Buffalo	Cow head	Goat head	Pig head	Chicken head	Duck head	Posa kg	Keame kg	Meuk kg	Sesame kg	Job tear kg	Fish kg/week	Cardam om (kg)	Rattan shoot	1 3/4" kg
1	0	0	0	1	11	0		15				5-6			
1	-	-	-	-	27	11						5		30	20
1					20	6						3-4			
1					10	4						3			
1	1		3	3	15			30				2			
1				4	20	2						3			
1					30							5			
1	1		3	5	15	4		60	50			5		200	
1	2		5	4	50		200					2			
1	4				80							1-2			
1			2	4								2-3	12		
1					20										
1					30	20							16		
1			3	4	50	50						20			
1			4	6	210	22						2			
1			9	7			30	40				2			
1			8		10							5-6			
1							59								
1				2	10	7	20					2		65	
1															
1				2	15							3			
1				1	10	3	100	50							
1				2	5		25					2			
1					10	3						3			
1				2	10	3	30	9				5			
1				3	10	2	5	10				1			
1					2	3									
1					20		20	15				3			
1				2	5							7			
1				2	40									100	

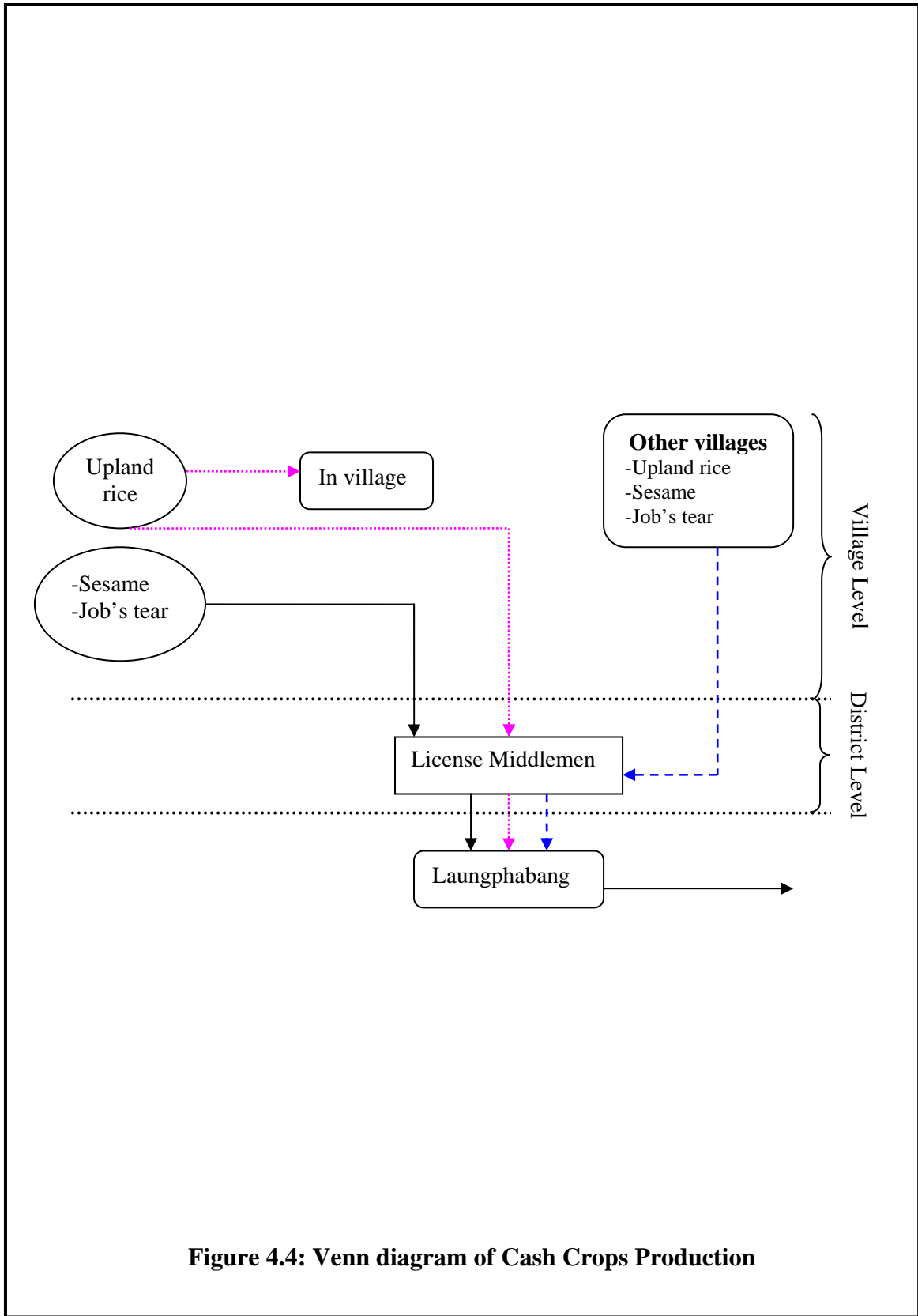


Figure 4.4: Venn diagram of Cash Crops Production

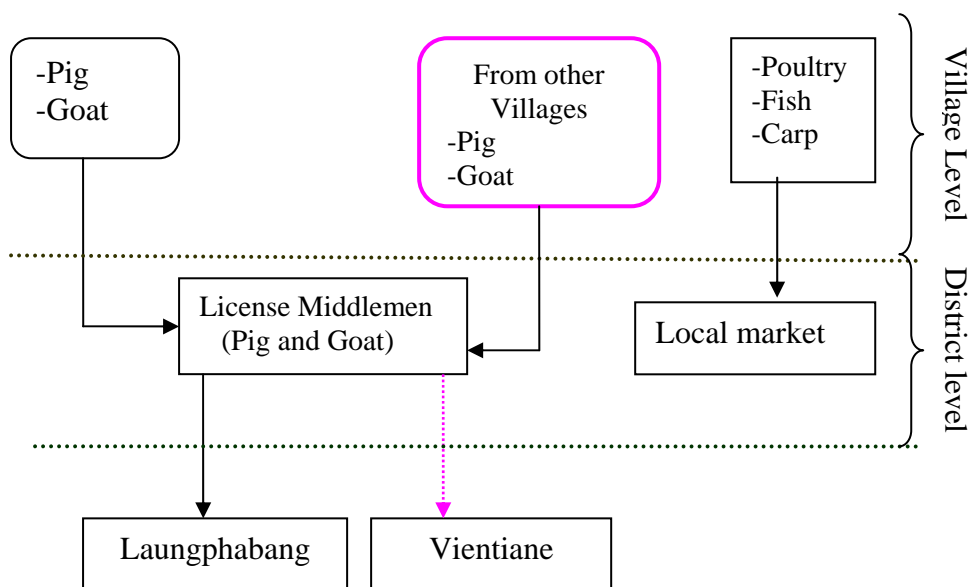


Figure 4.5 Venn diagram of Livestock

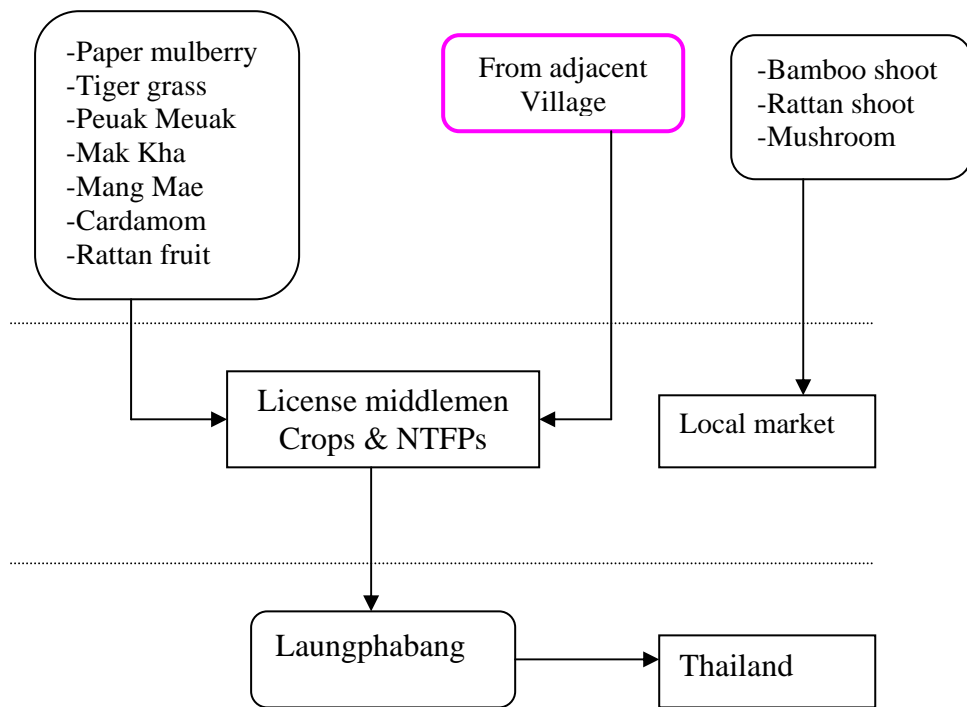


Figure 4.6 Venn diagram of NTFPs

This table is presented the changing of product price in Vangheung village in Viengkham district in Luangprabang province

N	Type of commodity	Unit	Village kip/unit	District kip/unit	Province kip/unit	Border kip/unit
	Cash crop					
1	Upland rice	kg	800-1,200	1,300		
2	Lowland rice	kg	800-1,200	1,300		
3	Glutinous rice	kg	2,000	2,300		
4	Sesame	kg	5,000-7,000	6,000		
5	Job's tear	kg	1,500-2,000	2,000		
6	Maize	kg				
7	Onion					
8	Cassava	kg				
	NTFP					
1	Paper mulberry	kg	2,000-2,500	2,500		
2	Tiger grass	kg	1,500-2,000	2,000		
3	Peukmeuk	kg	3,500	4,000		
4	Cardamom	kg	Not found	15,000-18,000		
5	Pumpkin gain		Not found	5,500-7,000		
6	Bamboo shoot	kg				
7	Rattans shoot	kg				
8	Mushroom	kg	12,000	15,000		
9	Mea	kg	8,000-10,000	15,000		
10	Date palm (Tao)	kg	Not found			
11	Resin	kg	Not found			
12	Mrak Kha	kg	2,500	3,000		
13	Ya huaa	kg	Not found	1,500		
14	Kung deng	kg	Not found	3,000		
	Livestock, Fish					
1	Buffalo and Cow					
2	Pig	kg	8,000	8,500		
3	Goat	kg	11,000	13,000		
4	Portly	kg	13,000	15,000		
5	Horse					
	Fruit, Vegetable					
1	Coconut					
2	Cucumber					
3	Lemon					
4	Banana					
5	Mango					
6	Peanut					
7	Chili					
8	Dry chili					
9	Garlic					
	Timber					
1	Teak wood					
	Other product					
	Weaving					
1	Sine	Piece	25,000 kip	25,000 kip	30,000 kip	
2	Sine suit	Suit	38,000 kip	40,000 kip	45,000 kip	

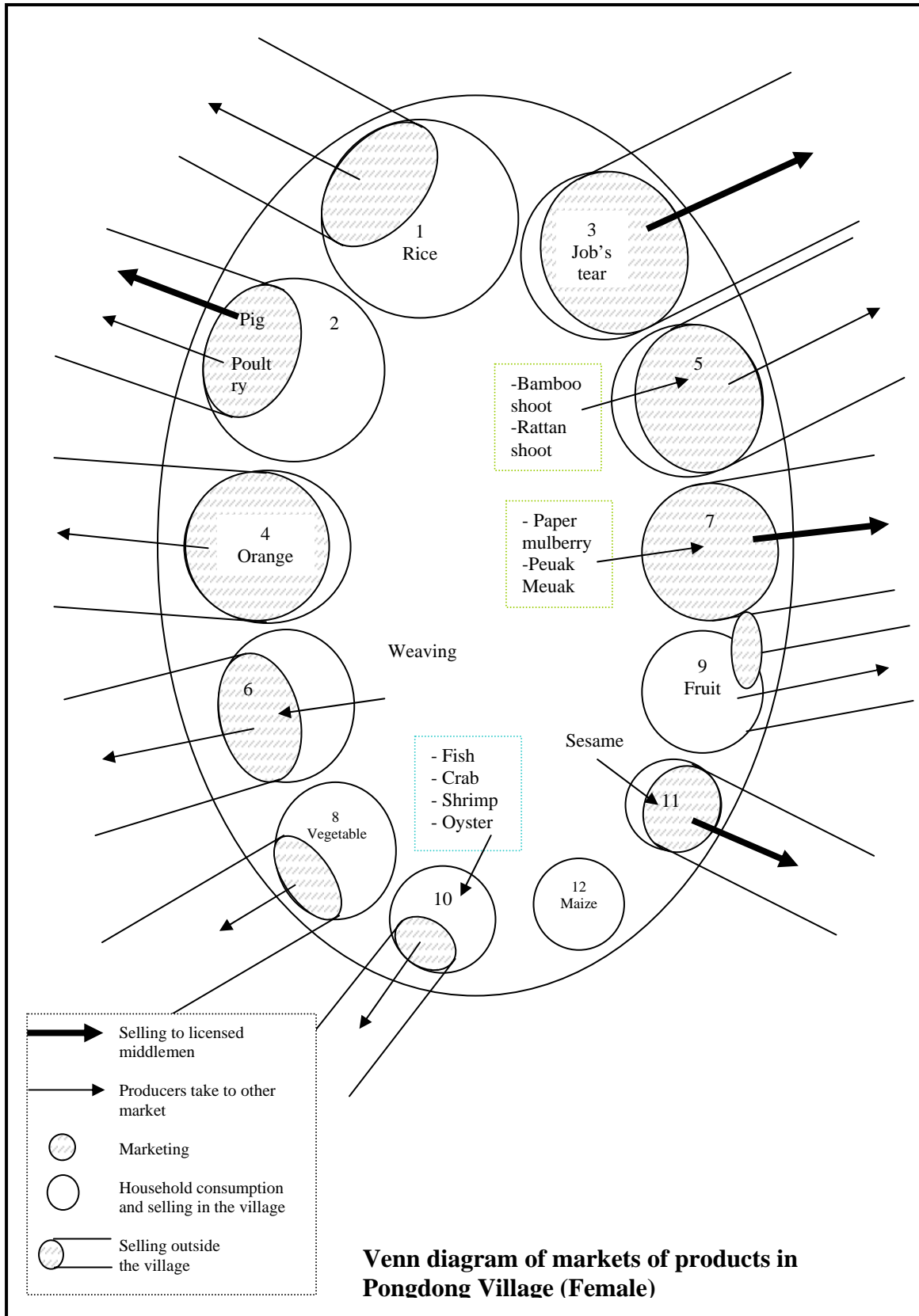
MARKET CONDITIONS OF MAJOR PRODUCTS PONGDONG VILLAGE

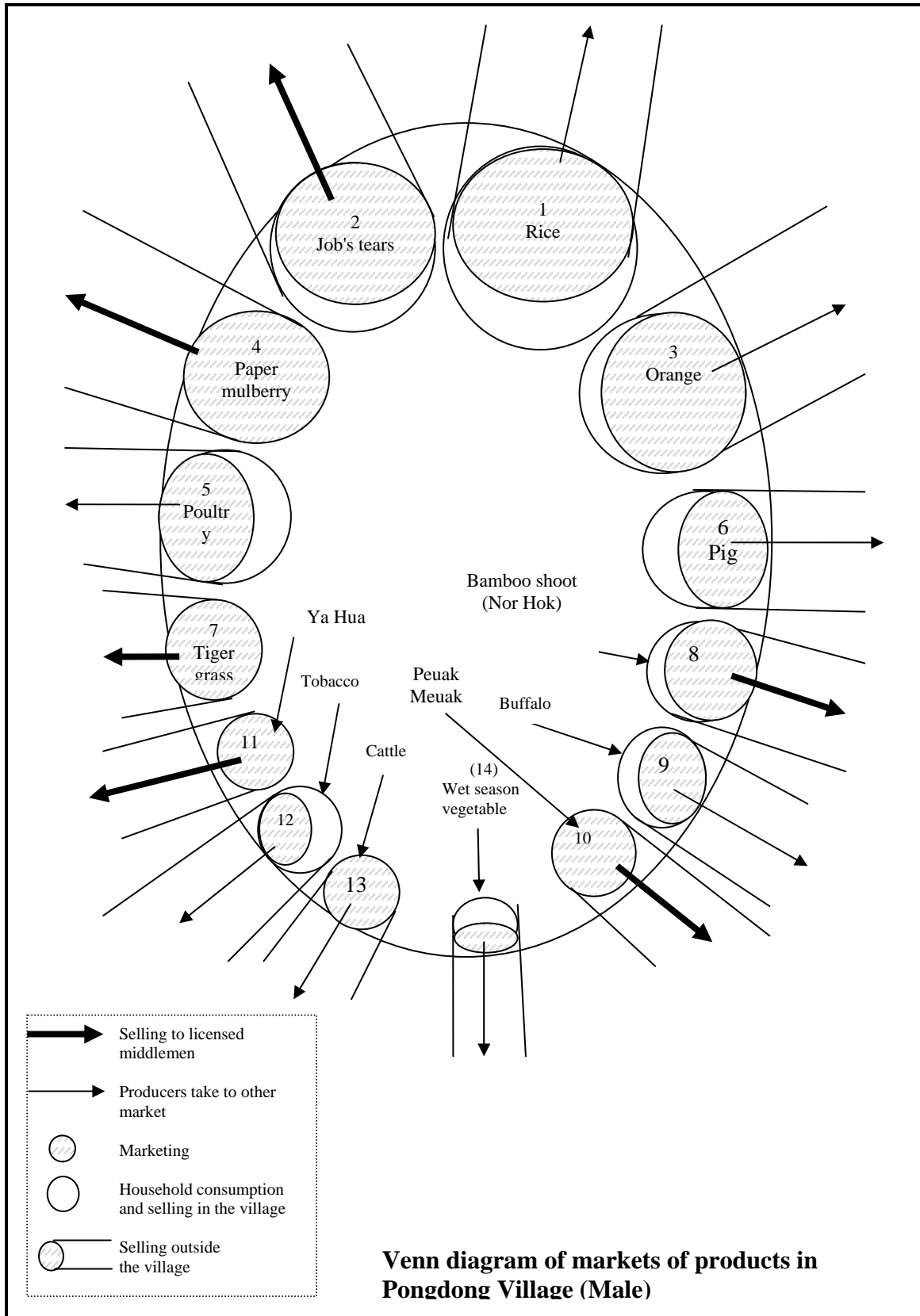
Information on focus two group discussion (Women group and Men group) on Venn diagram, that results are following on the below table 5.1

Table 5.1 Main Products with priority, their seasons and problems

Main products	Priority		Reasons of community
	Female	Male	
Crops:			
Lowland rice			
Upland rice	1	1	Need for consumption
Job's tears	3	2	Selling to licensed middlemen
Sesame	11		
Tobacco			
Cassava			
Maize	12		
Fruits:			
Potato	9		
Orange	4	3	
Jack fruit			
Mango			
Coconut			
Vegetables:			
Papaya	8		
Cucumber			
Coriander			
Gallic			
Chili			
Ginger			
Eggplant			
Cabbage			
Leafy vegetable			
Spring Onion			
Houa kha			
Livestock:			
Buffalo	2	9	
Cattle/Cow			
Pig	2	6	3-4 month can be sold
Poultry	2	5	Every H/H feed poultry
River stream:			
Fish			

Crap			
Oyster			
NTFP:			
Paper mulberry	7	4	
Peukmeuk	7	10	
Tiger grass		7	
Yahoua		11	
Tobago		12	
Bamboo shoot	5	8	
Rattan shoot	5	8	
Nor kom	5	8	
Other activities			
-Weaving	6		
-Blacksmith			
-Embroider			
-Bamboo basket			
-Rice wine			





5.1. Producers/harvesters (Villagers) in Pongdong village

Production	Harvester seasonal	Unit	Price at the village (kip)	Payment	Transportation	Processing/post harvest activities
Crops:						
Lowland rice	December-Jan	kg	10,000	In cash		Sun drying
Upland rice		kg	10,000	In cash		
Maize	April-July	kg				Sun drying
Job's tear	November-Dec	kg	2,500	In cash		
Sesames	November-January	kg	4,500	In cash		Sun drying
Livestock:						
Cattle						
Buffalo		kg	25,000			
Pig		kg	8,000			
Poultry		kg	11,000			
NTFP:						
-Mushroom	May-August	kg	12,000	In cash		
-Tiger grass	Feb-April	kg	2500	In cash		Sun drying
-Puakmuek	Feb-May	kg	3000	In cash		Sun drying
-Paper mulberry	March-April	kg	2500	In cash		Sun drying
-Yahoua	April-May	kg		in cash		
-Rattan shoot	May-August	kg	12,000-15,000			
-Bamboo shoot	May-August	Bunch	1000			
Vegetables:						
-Papaya						
-Cucumber						
-Coriander						
-Gallic						
-Chili						
-Ginger						
-Eggplant						
Cabbage						
Leafy vegetable						
Spring Onion						
Houa kha						

5.2. Middlemen in the Nan district

Table 2.1 Licensed middlemen

Major Production	Estimation Quantity (ton)	Unit	Price setting kip	Selling price kip	Marketing Problem
Crops:					
Lowland rice		kg	1000	1200	
Upland rice		kg	1000	1200	Price is not stable
Maize		kg			
Job's tears		kg	1500	2000	Price is not stable
Sesame		kg	6000	6500	Price is not stable
Tobacco		kg	8,000-15,000	90,00-10,000	
Livestock:					
Buffalo		kg	25,000	30,000	
Pigs (live)		kg	8000	8500	
Poultry		kg	12,000	13000	
NTFP:					
-Paper mulberry		kg	2,300	2,500	
-Tiger grass		kg	2300	2500	
-Puakmuak		kg	2500	3000	Price is not stable
-Mushroom		kg	2000	2500	Price is not stable
-Bamboo shoot		kg	4000	4500	Price is not stable
-Mea		kg	15,000	18,000	
Other activities		kg			
-Weaving					

Table 5.2.2 Marketing and major commodities handled “Village traders and license middlemen”

Type of Commodities handled	Methods of Collection	Unit of price	Mode of Marketing	Mean of Transportation
Crops:				
Upland rice	Gathering in the Village and other	Sold by Kg	In cash	Truck-Pick up
Maize		Sold by Kg	In cash	
Job tears		Sold by Kg	In cash	Truck-Pick up
Sesame		Sold by Kg		Truck-Pick up
Vegetables:				
Chili		Sold by kilogram		
Peanut		Sold by kilogram		
Livestock:				
Buffalo		Sold by kg		Truck, Pick up
Cattle		Sold by kg		Truck, Pick up
Goats		Sold by kg		Truck, Pick up
Pig		Sold by kg		Truck, Pick up
Poultry		Sold by head		
NTFP:				
Paper mulberry		Sold by Kg	In cash	Truck, Pick up
Tiger grass		Sold by Kg	In case	Truck, Pick up
Puak Muak		Sold by Kg	In case	Truck, Pick up
Bamboo Shoot	In village area	Bunch		
Mushroom	In village area	Sold by Kg		
Rattan shoot	In village area	Bunch, kg		
Herbal Medical	In village area	Pile		
Timber:				
Teak wood				
(Mai Hang)				
Handicrafts				

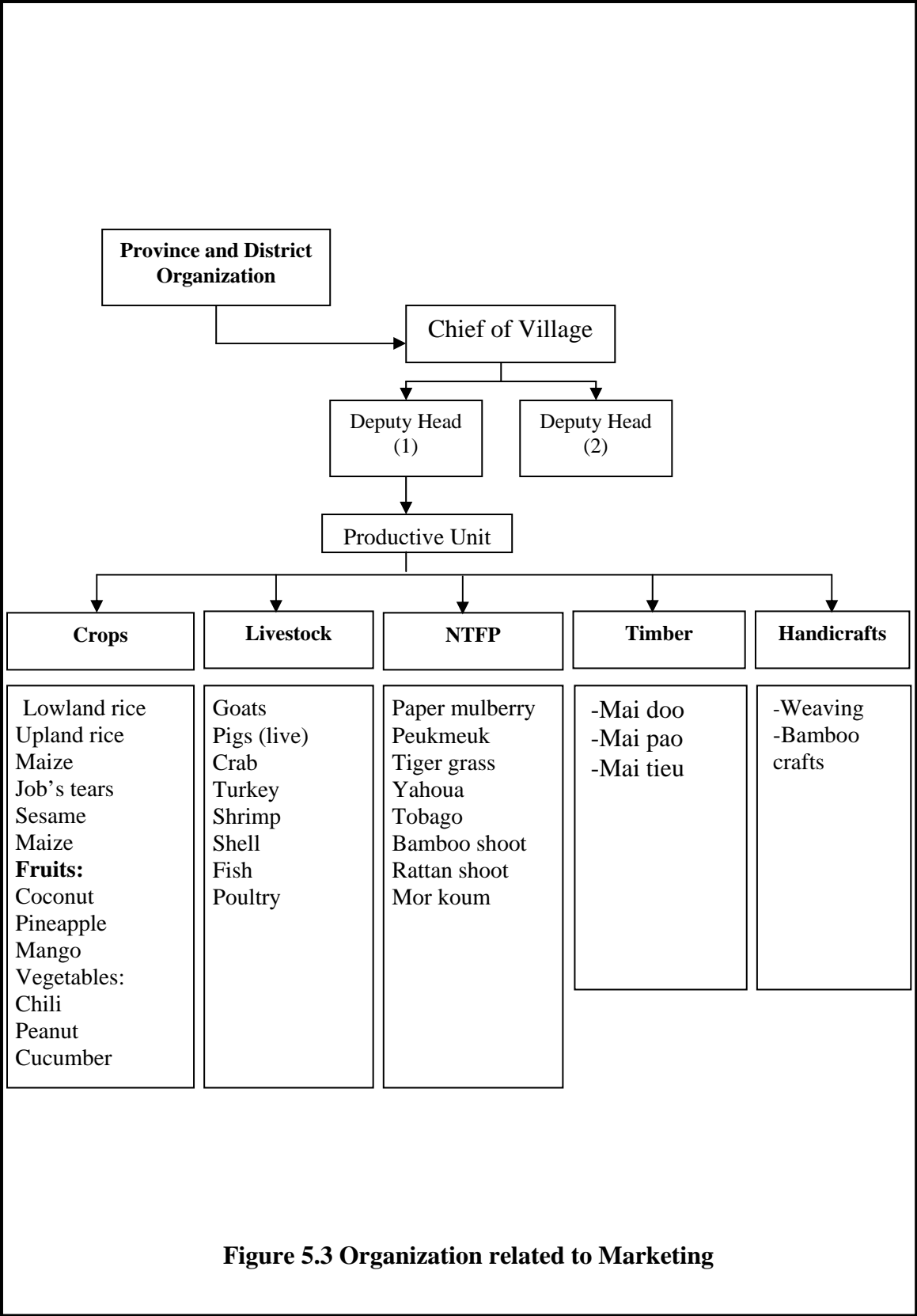
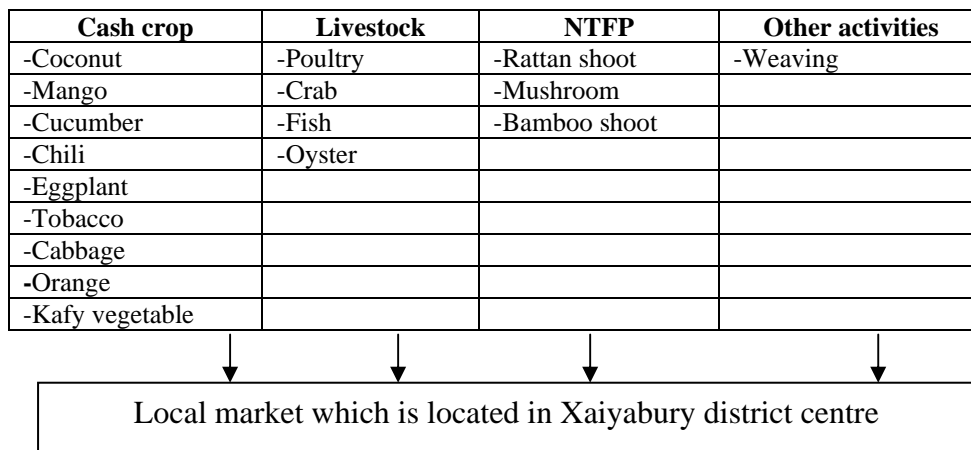


Figure 5.3 Organization related to Marketing

Product type that distributed directly from Pongdong village to the local market in Xaiyabury district:



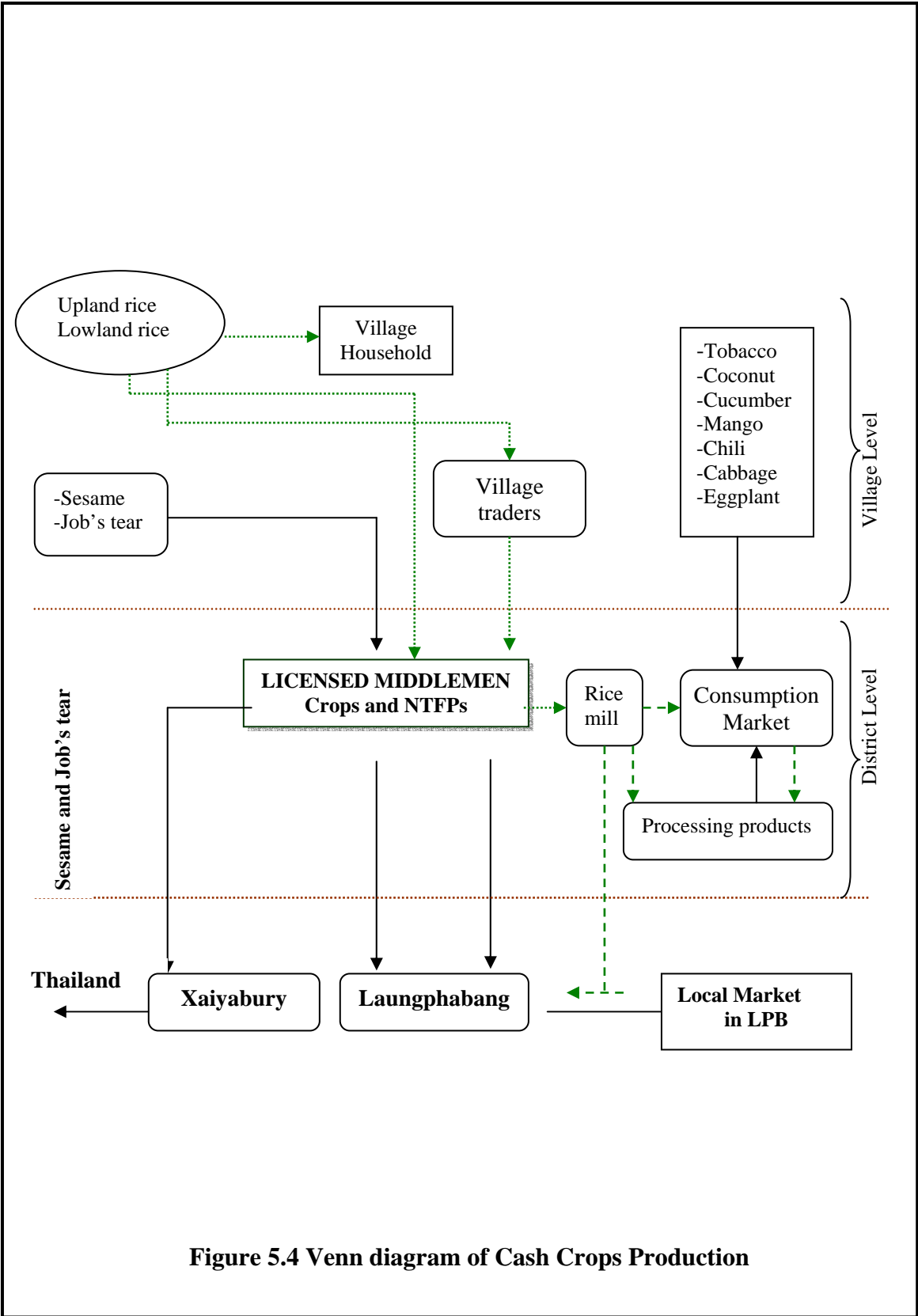


Figure 5.4 Venn diagram of Cash Crops Production

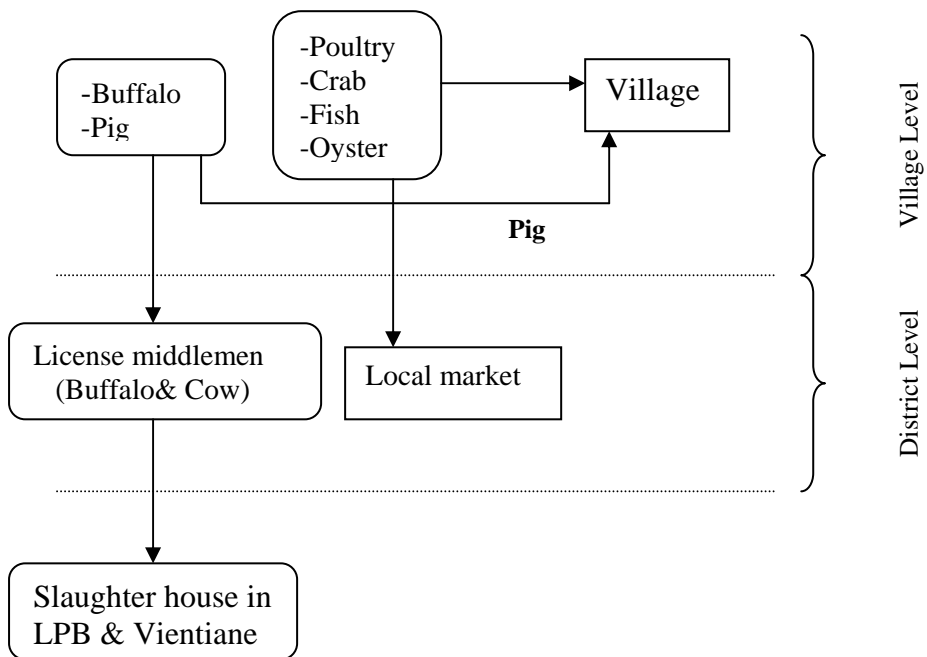


Figure 5.5: Venn diagram of Livestock s

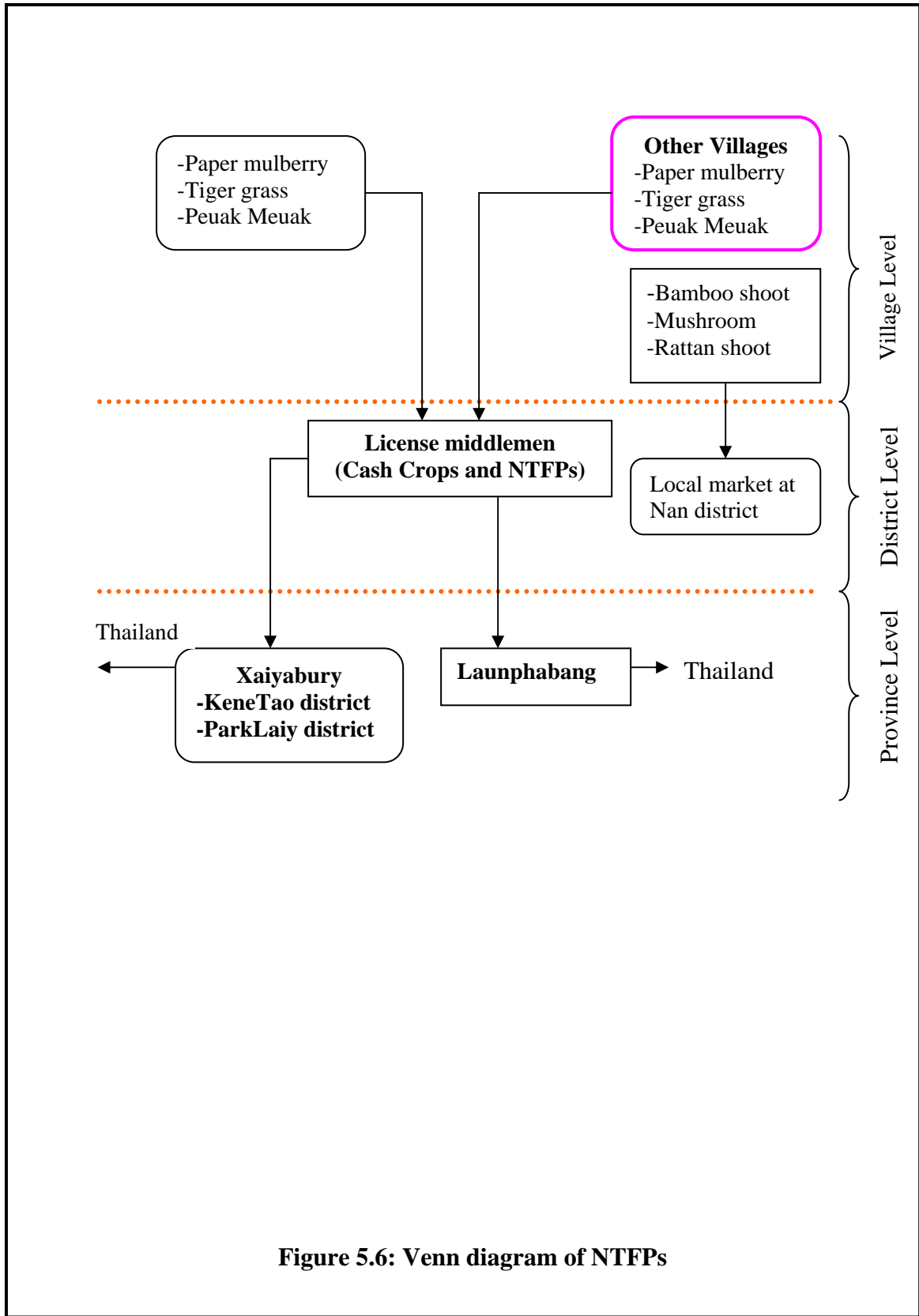


Figure 5.6: Venn diagram of NTFPs

This table is presented the changing of product price in Pongdong village in Nan district in Luangprabang province

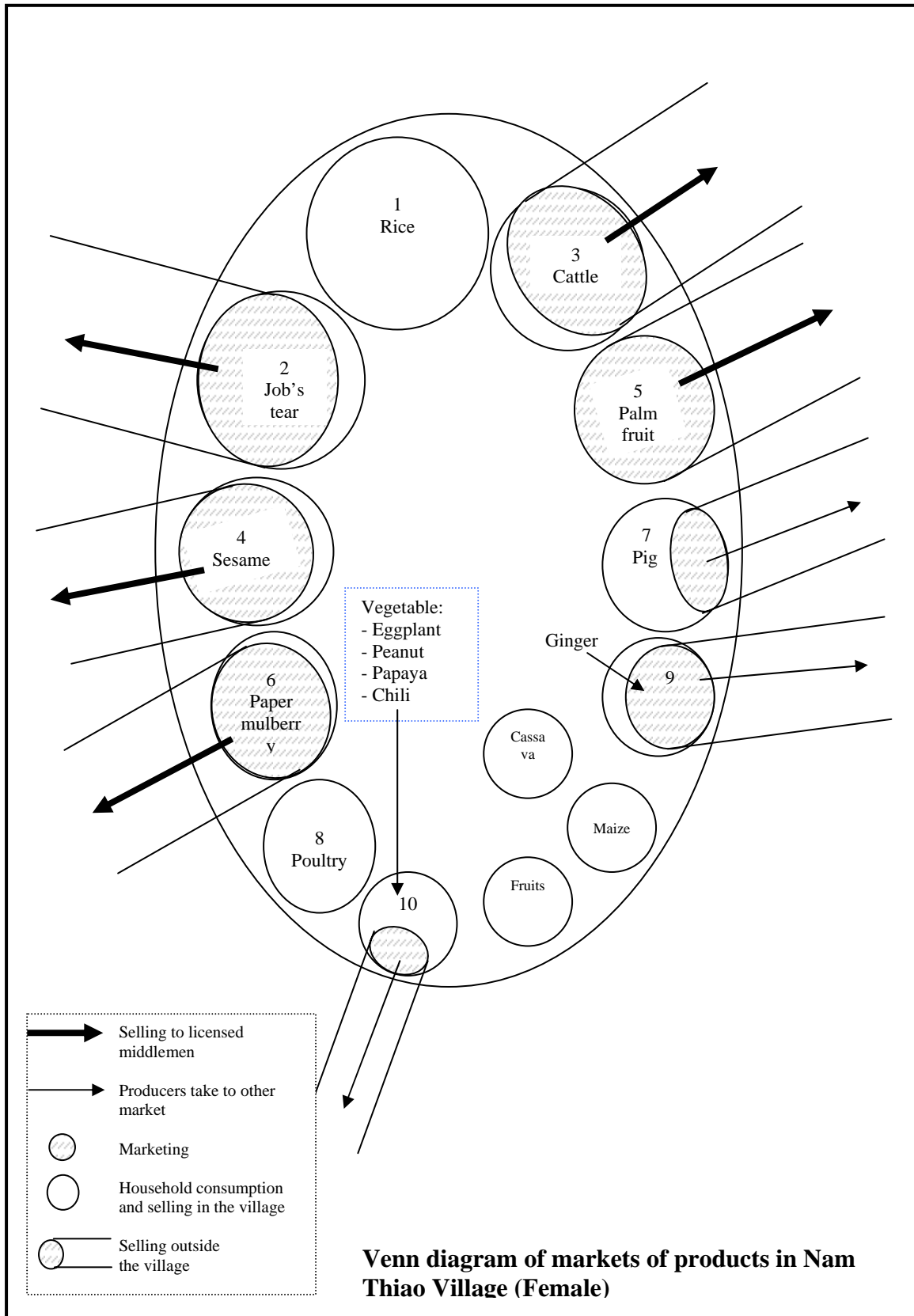
N	Type of commodity	Unit	Village level kip/unit	District level		Provincial level kip/unit	Border kip/unit
				Middlemen kip/unit	Commercial office 2003 (kip/unit)		
	Cash crop						
1	Upland rice	kg	1,000	1,200	1,100		
2	Lowland rice	kg	900	1,100	1,100		
3	Glutinous rice	kg	2,000	2,200	2,300		
4	Sesame	kg	5,000	5,500	5,000		
5	Job's tear	kg	2,000	2,500	3,700		
6	Maize	kg	500-800	900-1,000			
7	Green bean	kg			2,000		
8	Onion	kg					
9	Pumpkin seed	kg					
10	Cassava	kg					
11	Tobacco	kg	10,000	15,000			
	NTFP						
1	Paper mulberry	kg	2,500	2,700	2,000		
2	Tiger grass	kg	2,500	2,700	1,800		
3	Peukmeuk	kg	3,000	3,500	1,500		
4	Cardamom	kg	Not found	18,000			
5	Bamboo shoot	kg					
6	Rattans shoot	kg					
7	Mushroom	kg	12,000	15,000			
8	Mea	kg	Not found	15,000			
9	Date palm (Tao)	kg	Not found	3,000	2,000		
10	Resin	kg	Not found	1,000			
11	Mrak Kha	kg	Not found				
12	Ya huoa	kg	Not found				
13	Kung deng	kg	Not found				
	Livestock, Fish						
1	Buffalo and Cow	head	25,000	30,000	2,000,000		
2	Cattle	head	25,000	30,000	1,300,000		
3	Pig	head	78,000	8,000	330,000		
4	Goat	head	9,000	10,000	150,000-300,000		
5	Duck	head			22,000-25,000		
6	Turkey	kg			15,000		
7	Chicken	head			15,000-22,000		
8	Horse	head			220,000		
	Fruit, Vegetable						
1	Dry coconut				2,500		
2	Cucumber						
3	Lemon						
4	Banana	Vee			2,000		
5	Eggplant	Bunch			500		
6	Mango	Pile			1,000		
7	Peanut						
8	Chili				1,000		
9	Dry chili						
10	Garlic				4,500		
	Timber						
1	Mai cahn dai	kg			2,000		
2	Teak wood	m ³			1,060,000		
	Other product						
	Weaving						
1	Sine	Piece					
2	Sine suit	Suit					

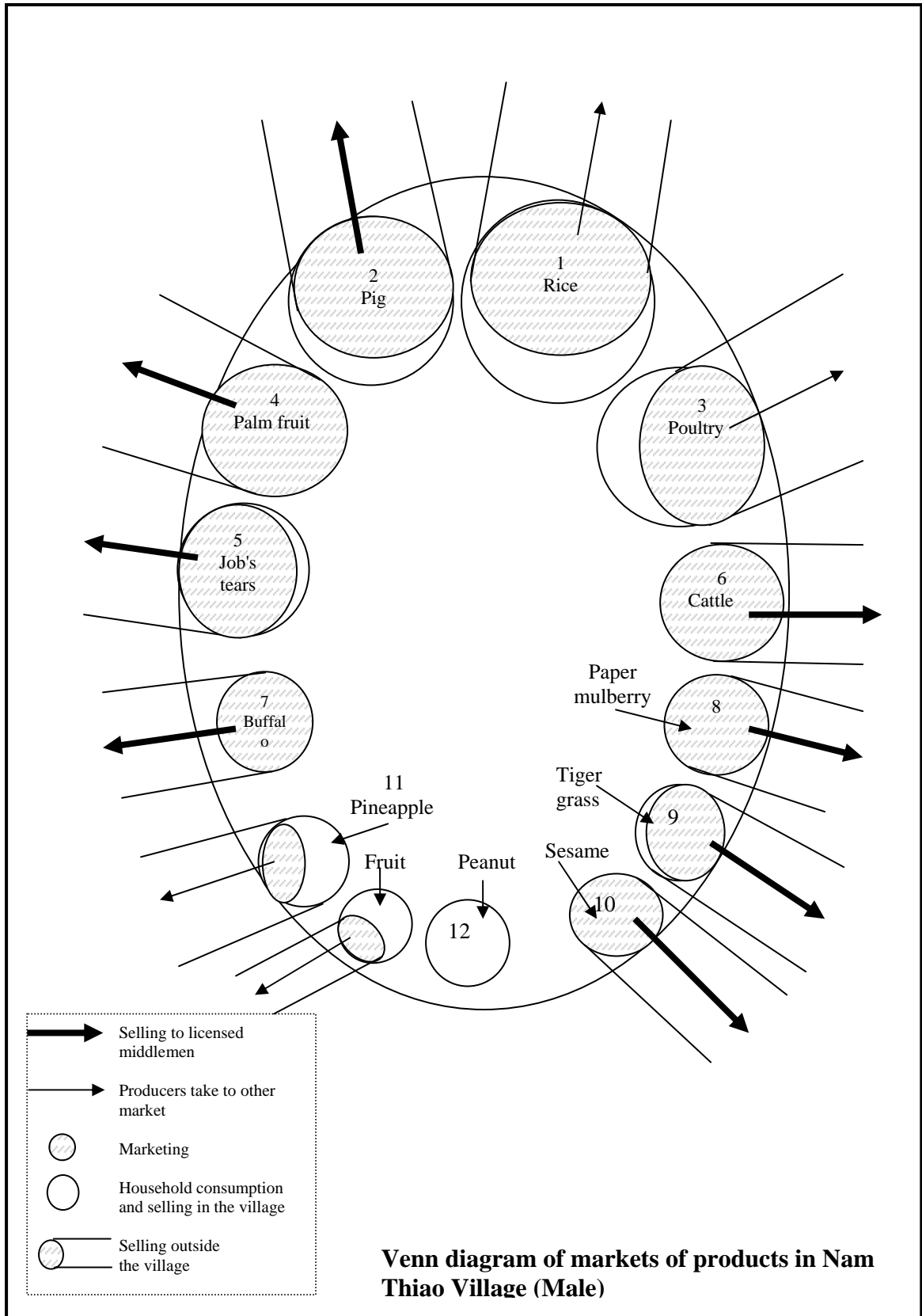
MARKET CONDITIONS OF MAJOR PRODUCTS NAMTHIAO VILLAGE

Information on focus two group discussion (Female group and Male group) on Venn diagram, that results are following on the below Table 7.1

Table 7.1: Main products with priority, their seasons and problems

Main products	Priority		Reasons of community	Problem
	Female	Male		
Crops:				
Upland Rice	1	1	Need for consumption	
Maize		12		
Job's tears	2	2	Easy grow and harvested	Price is not stable
Sesame	4	8		
Ginger	9			
Cassava		12		
Fruits:		13		
Pumpkin				
Sugarcane				
Pineapple		10	could be collected for selling	
Banana				
Tamarind				
Mango				
Pomelo				
Mango				
Guava				
Vegetables:	10			
Papaya				
Long bean				
Eggplant				
Lemon				
Chili		11		
Cucumber				
Livestock:				
Buffalo		6		
Cattle/Cow	3	5	Get high income of selling cow	need vaccine injection
Pig	7	4		
Poultry	8			
River stream:		14		
Fish				
Crap				
Shrimp				
Oyster				
NTFP:				
Date Palm	5	3	Available in this area, good price	complicated processing
Paper mulberry	6	7		
Tiger grass		9		
Peuk meuk				
Bamboo shoot				
Rattan shoot				
Mushroom				





6.1 Producers/harvesters (Villagers) in NAMTHOI village

Production	Harvester seasonal	Unit	Price at the village (kip/kg)	Payment	Transportation	Processing/post harvest activities
Crops:						
Lowland rice	December-Jan	kg	1,000	In cash		Sun drying
Upland rice		kg	1,000	In cash		Sun drying
Maize	April-July	kg	800	In cash		Sun drying
Job's tear	November-Dec	kg	2,000	In cash		Sun drying
Sesames Pee	November-January	kg	6,000	In cash		Sun drying
Pumpkin		kg				
Cassava		kg	2,000-2,500			
Livestock:						
Cattle		head	2,7- 3,5 million/head	In cash		
Pig		head	150,000-500,000 kip	In cash		
Poultry		head	13,000-20,000 kip	In cash		
Buffalo						
NTFP:						
Date palm		kg	2,000-2,500	in cash		Barking, Boiling
Yang bong	Feb-May	kg	700	in cash		
Mushroom	May-August	kg	12,000	In cash		
Tiger grass	Feb-April	kg	2,000	In cash		Sun drying
Paper mulberry	Feb-May	kg	2,300-2,500	In cash		Sun drying
Bamboo Shoot	May-August	kg	3,000	In cash		
Rattan shoot		kg	13,000-15,000	In cash		Barking out
Waiy						
Peukmeuk						
Fruit and vegetable						
-Dry chili						
-Gallic						
Sugarcane						
Pineapple						
Banana						
Tamarind						
Mango						
Mak Sida						
Vegetables:						
Papaya						
Long bean						
Eggplant						
Lemon						
Cucumber						

6.2. Major product which is handle by license middlemen in Xaiyabury district

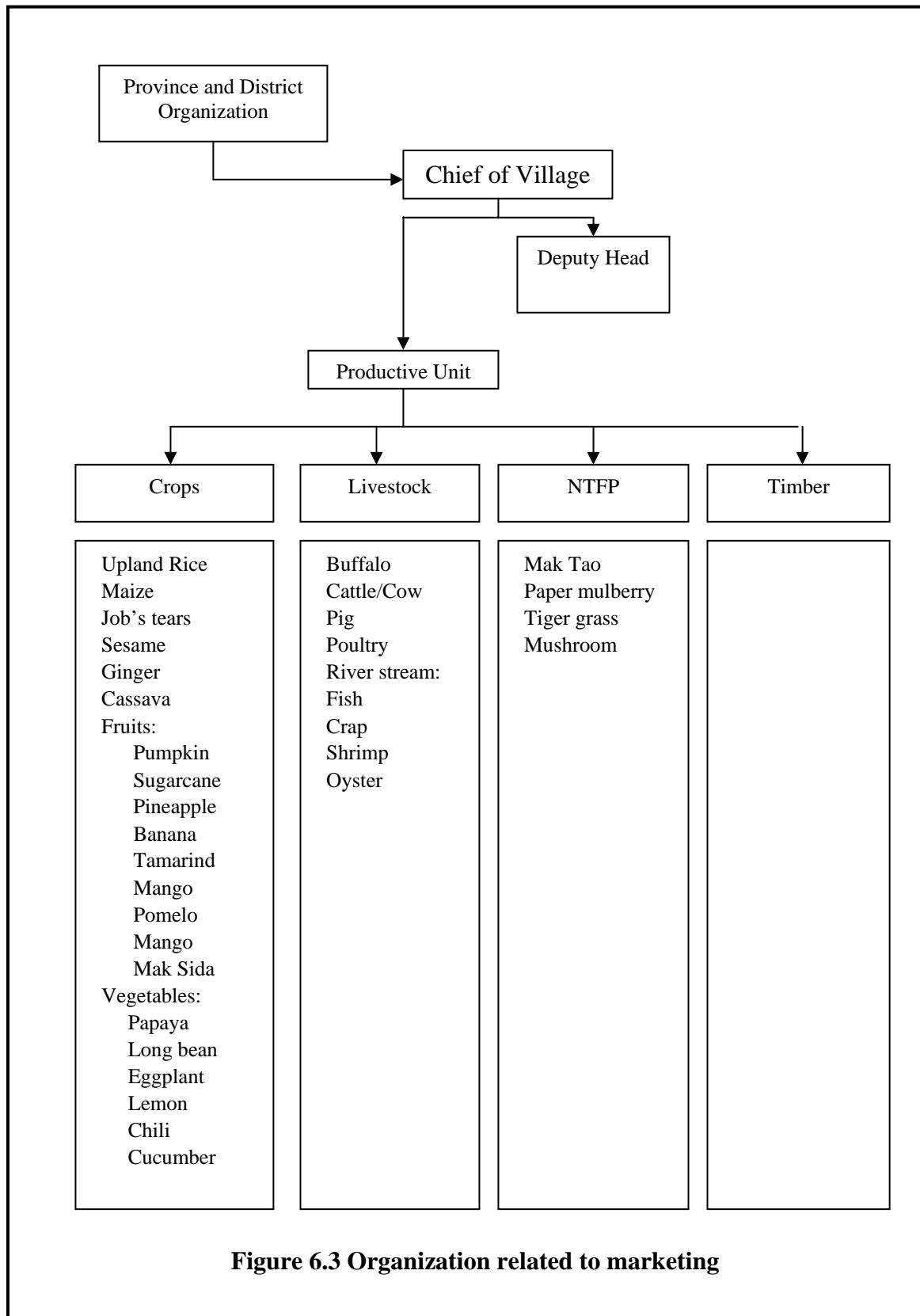
Table 6.2.1 Major product and purchasing price

Major product	Estimation Quantity/year	Unit	Price setting kip/unit	Selling price kip/unit	Marketing problem
Crops:					
Upland Rice		kg	1000	1200	
Maize		kg	800	1000	
Job's tears		kg	2000	2300-2500	The price heavily change
Sesame		kg	6000-6500	6800-7000	
Fruits:					
Pumpkin gain					
Pineapple					
Livestock:					
Buffalo		head			
Cattle/Cow		head	2,5-3,5 million		
Pig		head	15,000-400,000		
Goat		head	150,000-300,000		
Poultry		head	13,000-20,000		
NTFP:					
Mak Tao		kg	2500	2800-3000	
Paper mulberry		kg	2300-2500	2800-300	
Tiger grass		kg	2000	2300-2500	
Peukmeuk		kg			

Table 7.2.2 Marketing and commodities handled "Each Village traders and license middlemen"

Type of commodity handled	Mode of collection	Mode of marketing	Mean of transportation
Crops:			
Upland rice	Gathering in village and adjacent	in cash	Truck, pick up
Lowland rice			
Job's tears	Gathering in village and adjacent	in cash	Truck, pick up
Sesame	Gathering in village and adjacent	in cash	Truck, pick up
Livestock:			
Buffalo			
Cattle/Cow	Gathering in village and adjacent	in cash	Pick up
Pig	In the village and other villages	in cash	Pick up
Poultry	In the village and other village	in cash	
NTFP:			
Mak Tao	In the village and adjacent	in cash	Pick up
Paper mulberry	In the village and adjacent	in cash	Pick up
Tiger grass	in the village	in cash	
Peukmeuk			
Mushroom			
Timber:			

7.3. Local Market



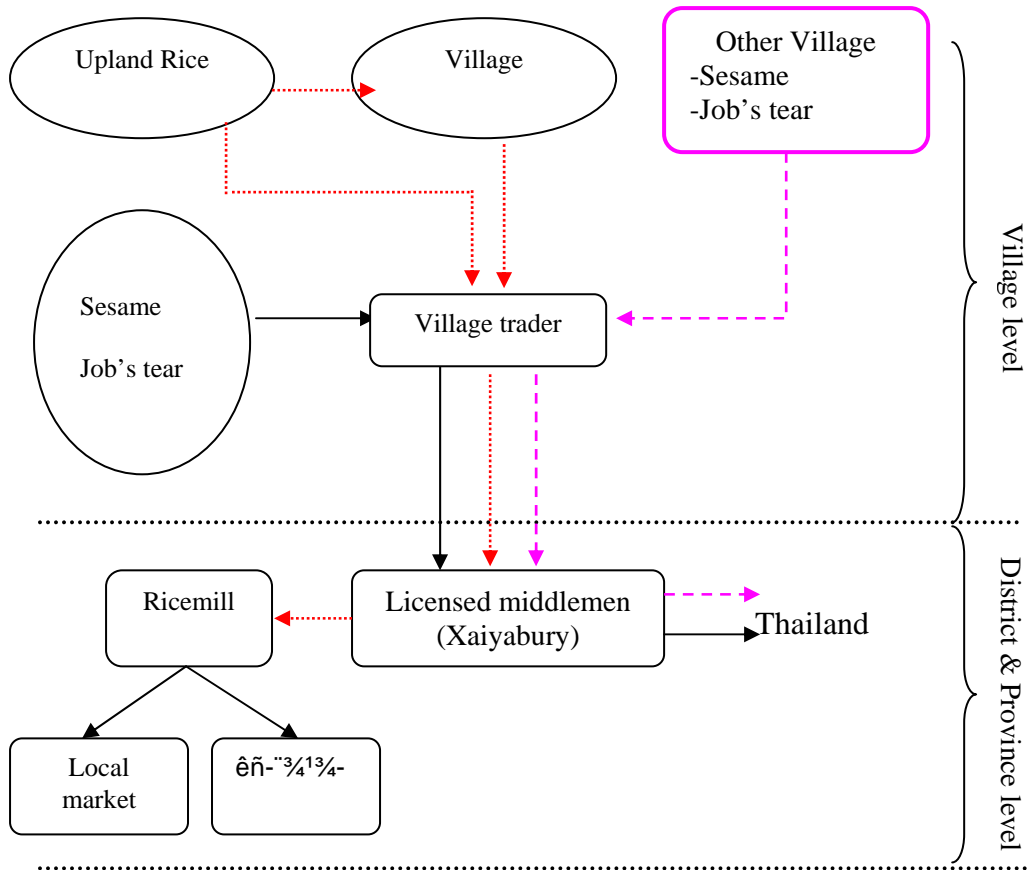


Figure 6.4 Venn diagram of Chas Crops production

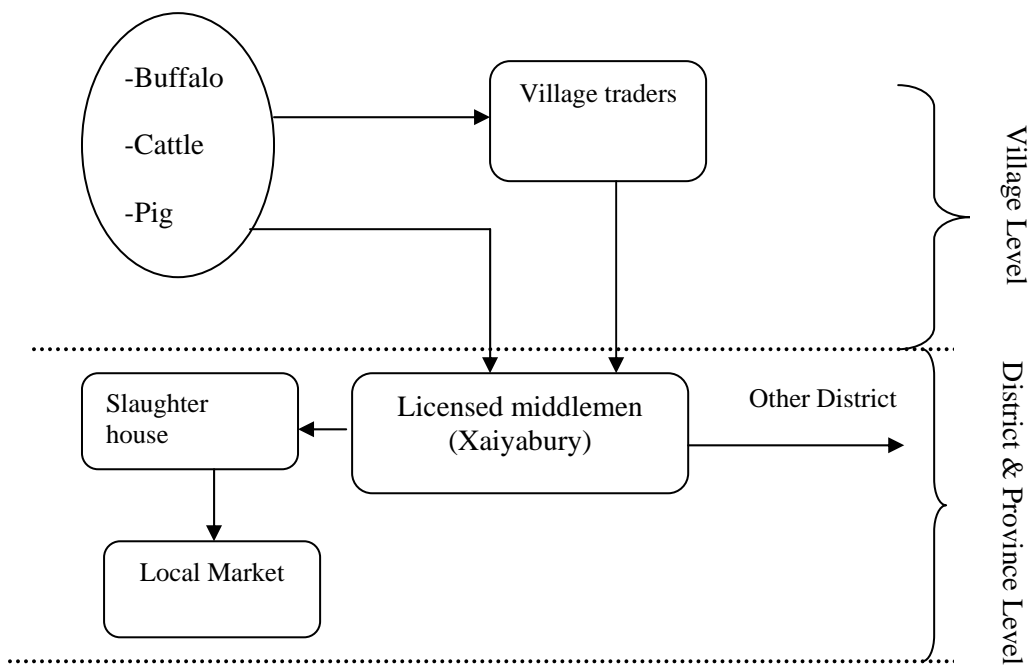


Figure 6.5 Venn diagram of Livestock

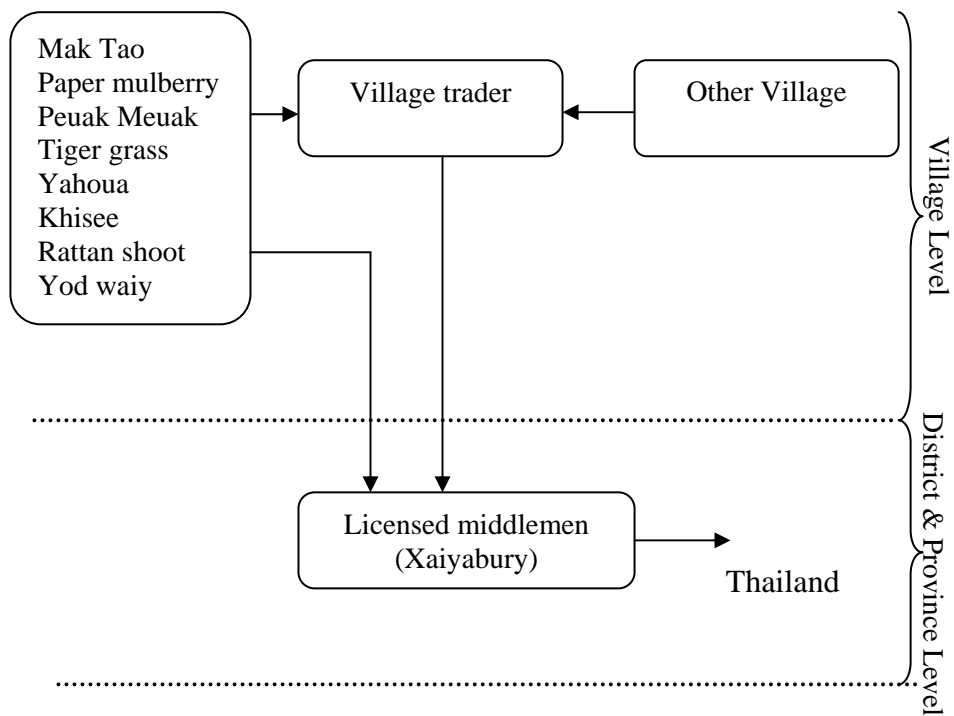


Figure 6.6 Venn diagram of NTFPs

This table is presented the changing of product price in Namthiao village in Nan district in Xajyabury province

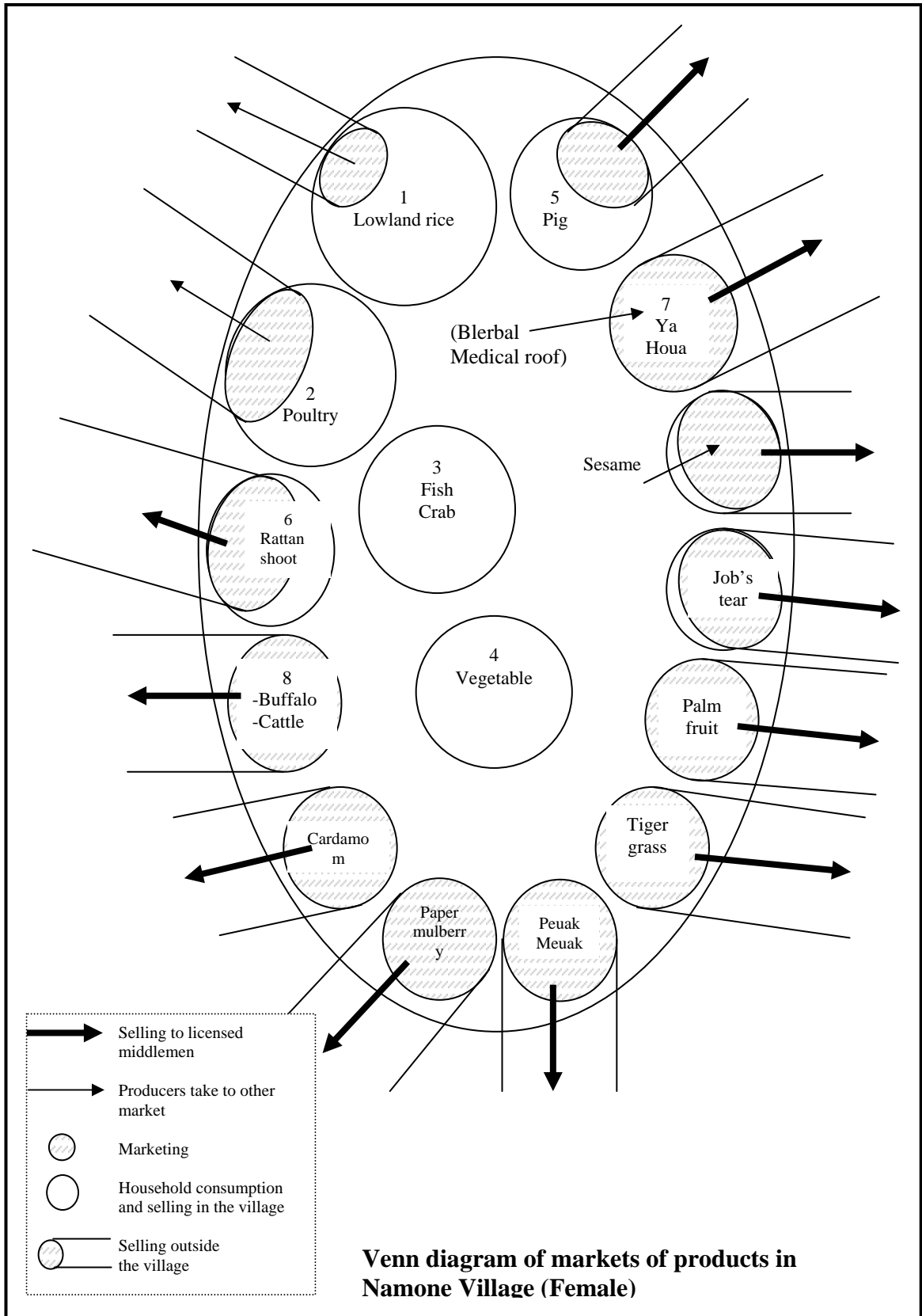
N	Type of commodity	Unit	Village level kip/unit	District level		Provincial level kip/unit	Border kip/unit
				Middlemen kip/unit	Commercial office 2003 (kip/unit)		
	Cash crop						
1	Upland rice	kg	1,000	1,200			
2	Lowland rice	kg	1,000	1,200			
3	Glutinous rice	kg					
4	Sesame	kg	6,000	6,300-6,500			
5	Job's tear	kg	2,000	2,300-2,500			
6	Maize	kg					
7	Onion	kg					
8	Pumpkin seed	kg					
9	Cassava	kg					
10	Tobacco	kg					
	NTFP						
1	Paper mulberry	kg	2,500	2,700-3,000			
2	Tiger grass	kg	2,000	2,300			
3	Peukmeuk	kg					
4	Cardamom	kg	9,000	11,000			
5	Bamboo shoot	kg					
6	Rattans shoot	kg					
7	Mushroom	kg					
8	Mea	kg	Not found				
9	Date palm (Tao)	kg	2,300	2,500			
10	Resin	kg	2,000	2,300			
11	Mrak Kha	kg	Not found				
12	Ya huoa	kg	800	1,000			
13	Yangbong	kg	600	800			
	Livestock, Fish						
1	Buffalo and Cow						
2	Cattle		8,000-10,000 Bath				
3	Pig		100,000-500,000 kip				
4	Goat		13,000 kip	15,000 kip			
5	Portly						
6	Horse						
	Fruit, Vegetable						
1	Coconut						
2	Cucumber						
3	Lemon						
4	Banana						
5	Mango						
6	Peanut						
7	Chili						
8	Dry chili						
9	Garlic						
	Timber						
1	Teak wood						
	Other product						
	Weaving						
1	Sine	Piece					
2	Sine suit	Suit					

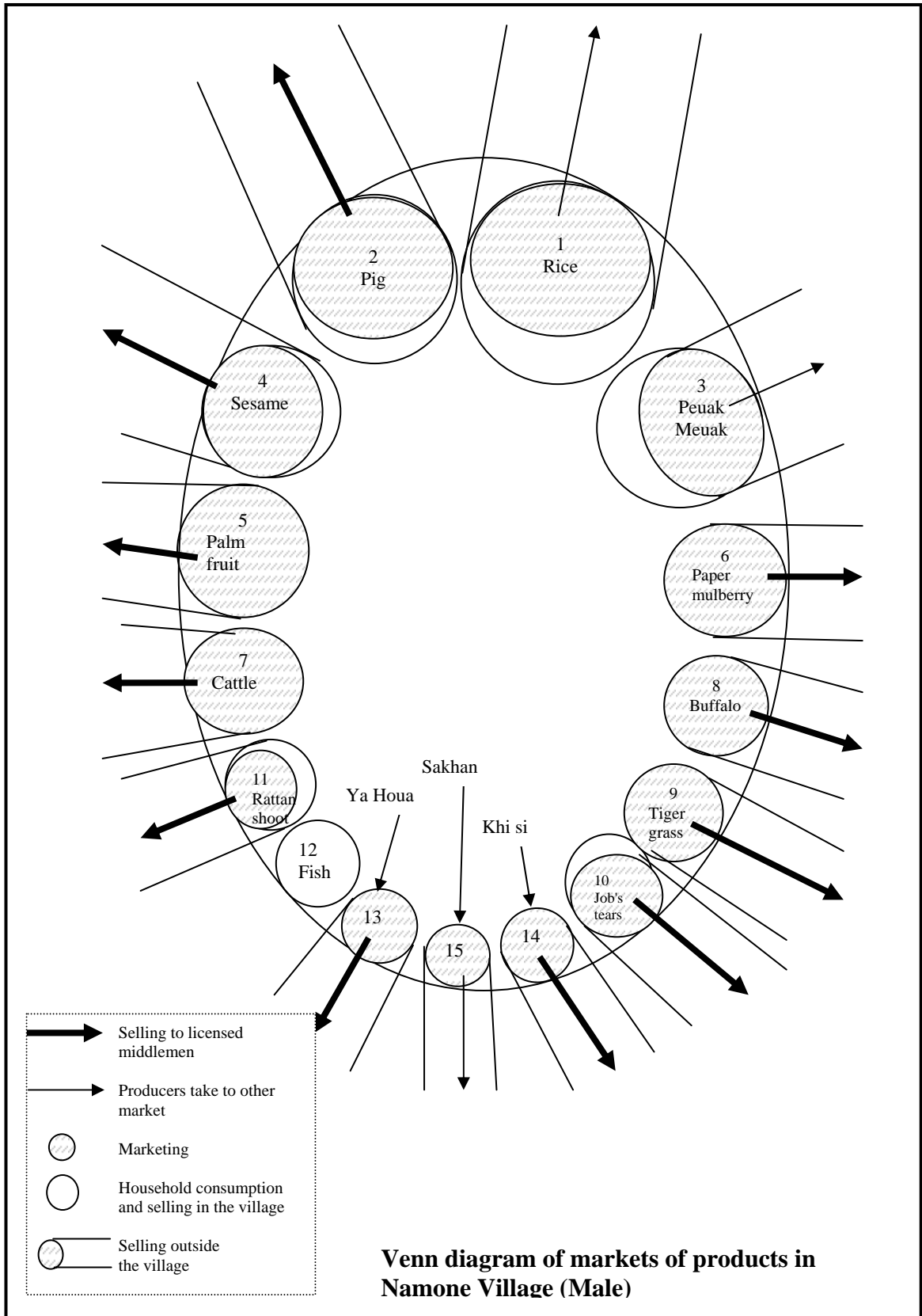
MARKET CONDITIONS OF MAJOR PRODUCTS SAMTON VILLAGE

Information on focus two group discussion (Female group and Male group) on Venn diagram, that results are following on the below Table 7.1

Table 7.1: Main products with priority, their seasons and problems

Main products	Priority		Reasons of community	Problem
	Female	Male		
Crops:				
Upland Rice	1	1	Need for consumption	
Maize				
Job's tears		10	Do not much taking care	The price is not stable
Sesame		4		
Ginger				
Cassava				
Fruits:				
Pumpkin				
Sugarcane				
Pineapple				
Banana				
Tamarind				
Mango				
Pomelo				
Mango				
Guava				
Vegetables:	4		Sold to fresh market	Road condition is bad
Papaya			Sold to fresh market	Road condition is bad
Long bean			Sold to fresh market	Road condition is bad
Eggplant			Sold to fresh market	Road condition is bad
Lemon			Sold to fresh market	Road condition is bad
Chili			Sold to fresh market	Road condition is bad
Gallic				
Spring onion				
Cucumber			Sold to fresh market	Road condition is bad
Livestock:				
Buffalo	8	8	Get very high income by selling	Disease
Cattle/Cow	8	7	Get very high income by selling	
Pig	5	2	4-5 months is ready for selling	Disease, taking care
Poultry	2	3	Every H/H feed. Sold to market	Disease,
River stream:	3			
Fish				
Crap				
Shrimp				
Oyster				
NTFP:				
Date Palm		5	Available for gathering.	Complicated processing
Paper mulberry		6	Available in nature.	
Tiger grass		9		
Peukmeuk				
Khi si		14		
Bamboo shoot				
Mushroom				
Rattan shoot	6	11		
Yahaou	7	13		
Cardamon				
Sakan		15		





1. 1. Producers/harvesters (Villagers) in NAMONE village

Production	Harvester seasonal	Unit	Price per unit at village (kip)	Payment	Transportation	Processing/post harvest activities
Crops:						
Upland Rice		kg	1000	In cash	Pick-up	
Lowland rice		kg	800-1000		Pick-up	
Job's tears	November- Dec	kg	2000	In cash	Truck, Pick-up	
Sesame	November-Jan	kg	5500	In cash	Truck, pick-up	
Ginger		kg				
Maize		kg	800-1000	In cash		
Cassava		kg	1800-2000	In cash		
Fruits:						
Pumpkin						
Sugarcane						
Pineapple						
Banana						
Tamarind						
Mango						
Pomelo						
Mango						
Mak Sida						
Vegetables:						
Papaya						
Long bean						
Eggplant						
Lemon						
Chili						
Mark mee						
Cucumber						
Livestock:						
Buffalo		head	2,5-3 million	In cash		
Cattle/Cow		head	2,5-3 million	In cash		
Pig		head	150,000-300,000	In cash		
Poultry		head	12,000-2,0000	In cash		
River stream:		head				
Fish						
Crap						
Shrimp						
Oyster						
NTFP:						
Date palm	November-April	kg	2,000	In cash		
Paper mulberry	Feb-May	kg	2,500	In cash		
Tiger grass	Feb-April	kg	2,000	In cash		
Mushroom	May-August	kg	15,000	In cash		
Yangbong	Feb-May	kg	1,000	In cash		
Peukmeuk		kg	-	In cash		
Yahaou	May-June	kg	800-1,000	In cash		
Cardamom	Sept-November	kg		In cash		
Bamboo shoot	May-August	kg	3,000	in cash		
Rasin		kg	2,000-2,300			
Ranttann shoot		kg	15,000-18,000	In cash		
Sakan						

7.2. Major product which is handle by license middlemen and village traders in Xaiyabury district

Table 7.2.1 Major product and purchasing price

Major Production	Estimation (Quantity/Year)	Unit	Price Setting kip/unit	Selling price kip/unit	Problem in the Market
Production					
Crops:					
Upland Rice		kg	1000	1200	
Lowland rice		kg	1000	1200	
Job's tears		kg	1300	1500-1800	
Sesame		kg	5000	6000-6500	
Livestock:					
Buffalo		head			
Cattle/Cow		head			
Pig		head			
Poultry		head	12,000-20,000		
NTFP:					
Palm fruit		kg	2000	2300-2500	
Paper mulberry		kg	2000	2300-2500	
Tiger grass		kg	2000	2500	
Mushroom		kg	13,000	15,000	
Yangbong		kg	800	1000	
Peukmeuk			-	-	
Yahaou		kg			
Resin		kg	1500	2000	
Rattan shoot		kg			
Sakan		kg			
Cardamom		kg			
Bamboo shoot		kg	3000		

Table 7.2.2 Marketing and commodities handled “Each trader and Licensed middlemen”

Type of commodity handled	Mode of collection	Mode of marketing	Mean of transportation
Crops:			
Upland rice	Gathering in village and adjacent	in cash	Truck, pick up
Lowland rice			
Job’s tears	Gathering in village and adjacent	in cash	Truck, pick up
Sesame	Gathering in village and adjacent	in cash	Truck, pick up
Livestock:			
Buffalo			
Cattle/Cow	Gathering in village and adjacent	in cash	Pick up
Pig	In the village and other villages	in cash	Pick up
Poultry	In the village and other village	in cash	
NTFP:			
Palm fruit	In the village and adjacent	in cash	Pick up
Paper mulberry	In the village and adjacent	in cash	Pick up
Tiger grass	in the village	in cash	
Peukmeuk			
Mushroom			

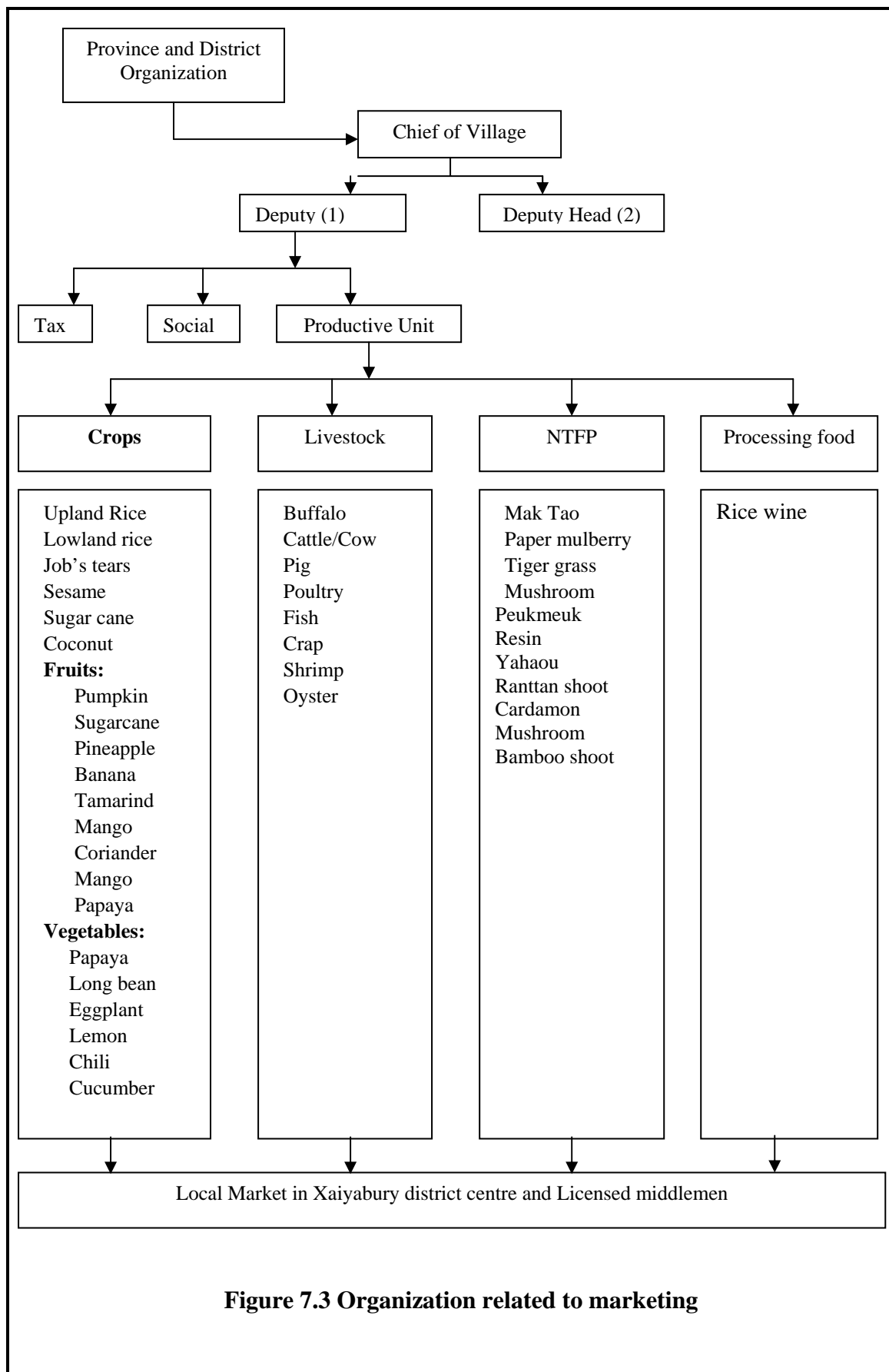
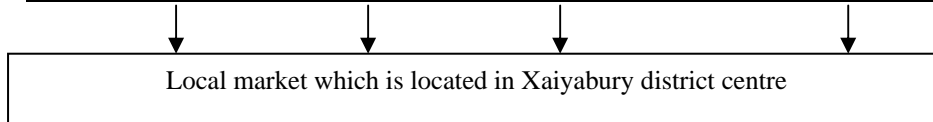


Figure 7.3 Organization related to marketing

Product type that distributed directly from NAMONE village to the local market in Xaiyabury district:

Cash crop	Livestock	NTFP	Processing food
-Coconut	-Poultry	-Rattan shoot	-Rice wine
-Mango	-Crab	-Skan	
-Tamarind	-Fish	-Mushroom	
-Papaya		-Bamboo shoot	
-Cabbage			
-Gallic			
-Cucumber			



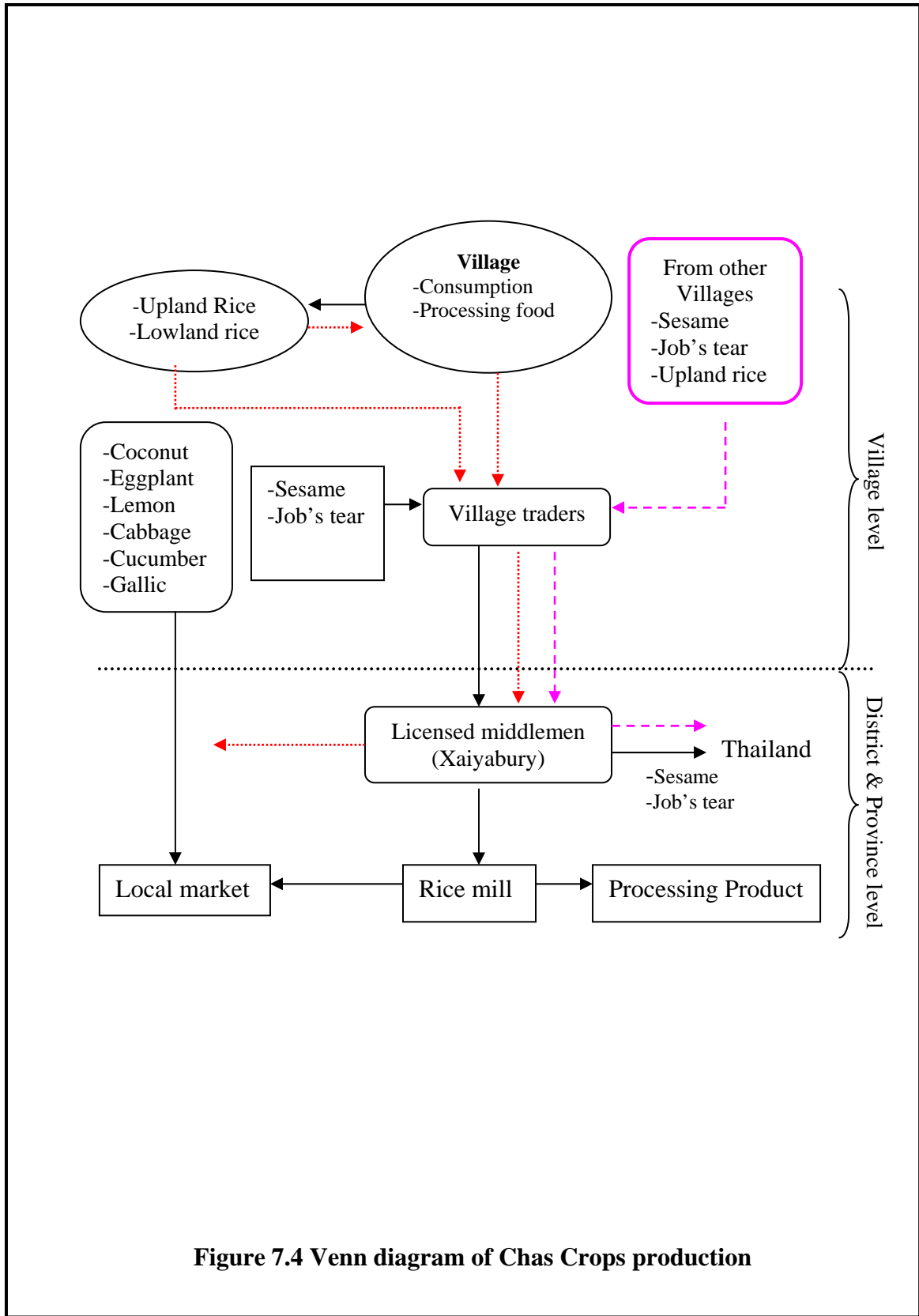


Figure 7.4 Venn diagram of Chas Crops production

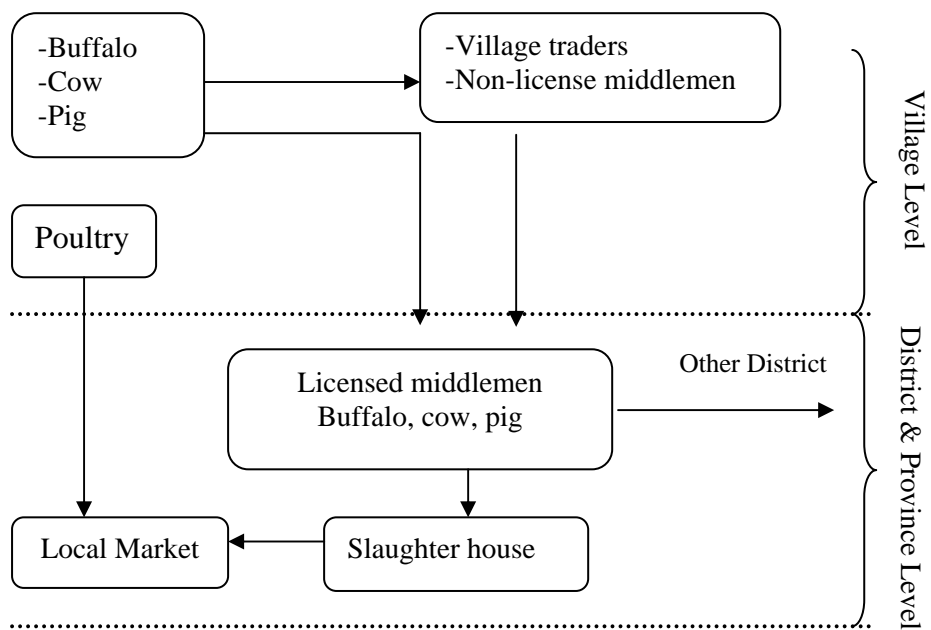


Figure 7.5 Venn diagram of Livestock

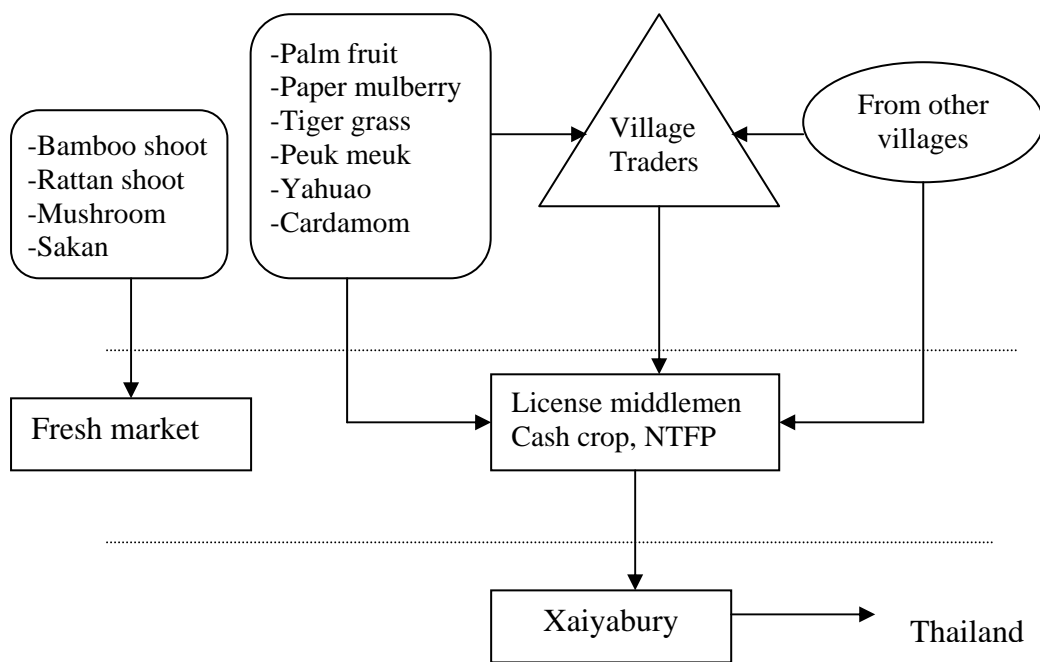


Figure 7.6 Venn diagram of NTFP distribution

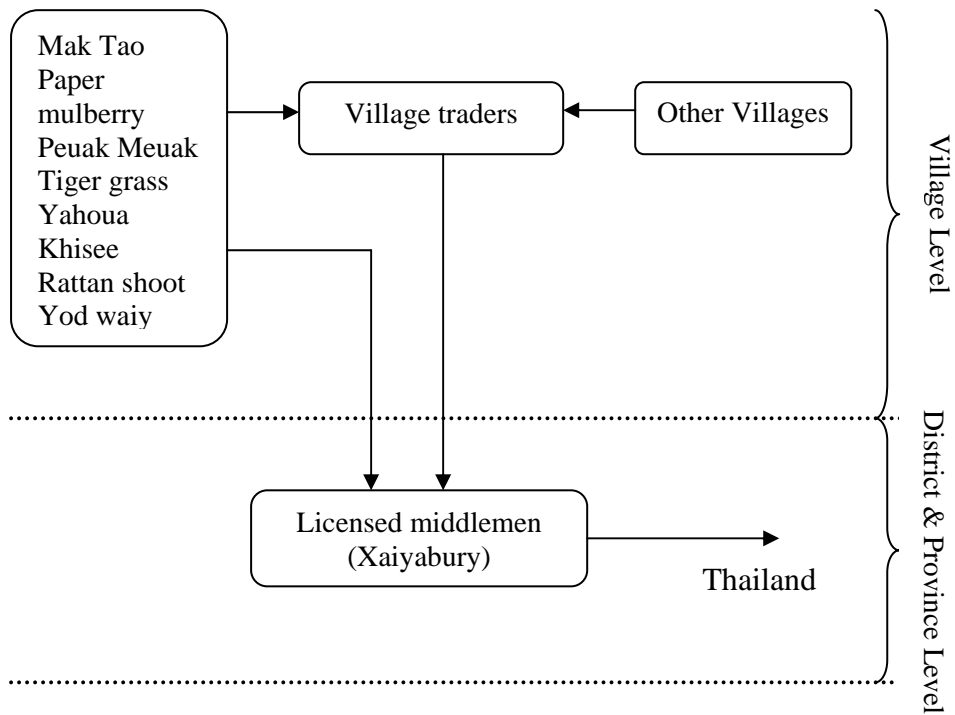


Figure 7.6 Venn diagram of NTFPs

This table is presented the changing of product price in Namone village in Xayabury district in Xayabury province

N	Type of commodity	Unit	Village level kip/unit	District level		Provincial level kip/unit	Border kip/unit
				Middlemen kip/unit	Commercial office 2003 (kip/unit)		
	Cash crop						
1	Upland rice	kg	1,000	1,200-1,300			
2	Lowland rice	kg	1,000	1,200-1,300			
3	Un huuled rice	kg			2,000-2,500		
4	Black sesame	kg	Not found		11,000-12,000		
5	Sesame	kg	5,000-6,000	6,500-7,000	6,800-7,000		
6	Job's tear	kg	1,000-1,300	1,500	1,400		
7	Maize	kg			500-700		
8	Black ginger	kg	Not found		40,000		
9	Cotton	kg			45,000		
10	Onion	kg					
11	Pumpkin seed	kg					
12	Soybean	kg			1,800-1,900		
13	Green bean	kg					
14	Cassava	kg			2,500-3,000		
15	Tobacco	kg					
	NTFP						
1	Paper mulberry	kg	2,500	2,700	2,900-3,000		
2	Tiger grass	kg	1,800	2,300	1,900-2,000		
3	Keuy sam hang	kg	no have		500		
4	Cardamom	kg					
5	Bamboo shoot	kg	3,000				
6	Rattans shoot	kg					
7	Khee Kaung	kg	no have		1,000		
8	Mea	kg					
9	Date palm (Tao)	kg	1,500-2,000	2,500	2,100		
10	Resin	kg	2,000	2,300	1,900-2,000		
11	Mrak Kha	kg	no have		2,000		
12	Ya huoa	kg	800	1,000			
13	Yangbong	kg	700	1,000			
	Livestock, Fish						
1	Buffalo	head	2.5-3 million		2,000,000		
2	Cattle	head			1,200,000		
3	Pig	head	150,000-300,000		300,000		
4	Goat	head					
5	Chicken	head	12,000-18,000				
6	Duck	head	15,000-22,000				
7	Turkey	kg	15,000				
8	River cat fish	kg	17,000				
9	Crab fish	kg	10,000-12,000				
10	Horse	head			520,000		
	Fruit, Vegetable						
1	Coconut	Each	2,500				
2	Cucumber	Each					
3	Lemon						
4	Banana	Vee					
5	Mango	Pile					
6	Peanut						
7	Chili	Pile					
8	Dry chili						
9	Garlic						
	Timber						
1	Teak wood						
	Other product						
	Weaving						
1	Sine	Piece					
2	Sine suit	Suit					

Namone Village
Household Survey: 13 – 15 May 2004

H/H	Buffalo	Cow head	Goat head	Pig head	Chicken head	Duck head	Posa kg	Keame kg	Meuk kg	Yahauw	Tao kg	Mor koum	Resin	°C@÷É	Samhang	1 3/4 kg
					4		1500				15000					
	2				4				30		340					
	7				20	6			20		500					
	5	3		2	15		100		30		636			300		
				6	20		54		50		180			70		
				1	50	10	35			50	200			20		
	1				50	2					200					
	4			2	12		20				500	30				
	5			3	20		60				400	800				
	4			2	50	1		10			100		30			
	3				10		20				240					
	4			7	50						60	70				30
	5				20						240					
	11			4	50		100				300	70				40
	4			7	23		700				300	80				30
	2			2	60				103		200	140				
	1	1		3	50	4	5				70	50				30
					50				25		350	156				
	6	4		6	30		50				150				6	
	4			3	30	5	200		25		200					
				3	50			25			500					
	2			20	15	6	100				600					15
	6			1	45	5					800					
	7	3		1	50		73				250					
	2			2	50		50				800	40				23
	11	21		5	63						120	25	10			40
				10	180	80										
				1	5	4	15				280	50				
				1			80	25			1072	25 (1000 k/kg)				
					14		83				500					
	4				13		10				1000					
	5			4	16	7	40		150		160					
	4	4		11	5	2	50		30		300	10				10
	1			1	15						280	60	20			
	1			1	64	8	23	15			720					
							156									
					60	5										
	11			15	33	30					500					
											400	30				30
					10	4	30				240	30				40
	1			1							160	20				
					14		27				290					
				2	55	6	27				250					113 (800 k/kg)
	123			127	1375		3608				14388					

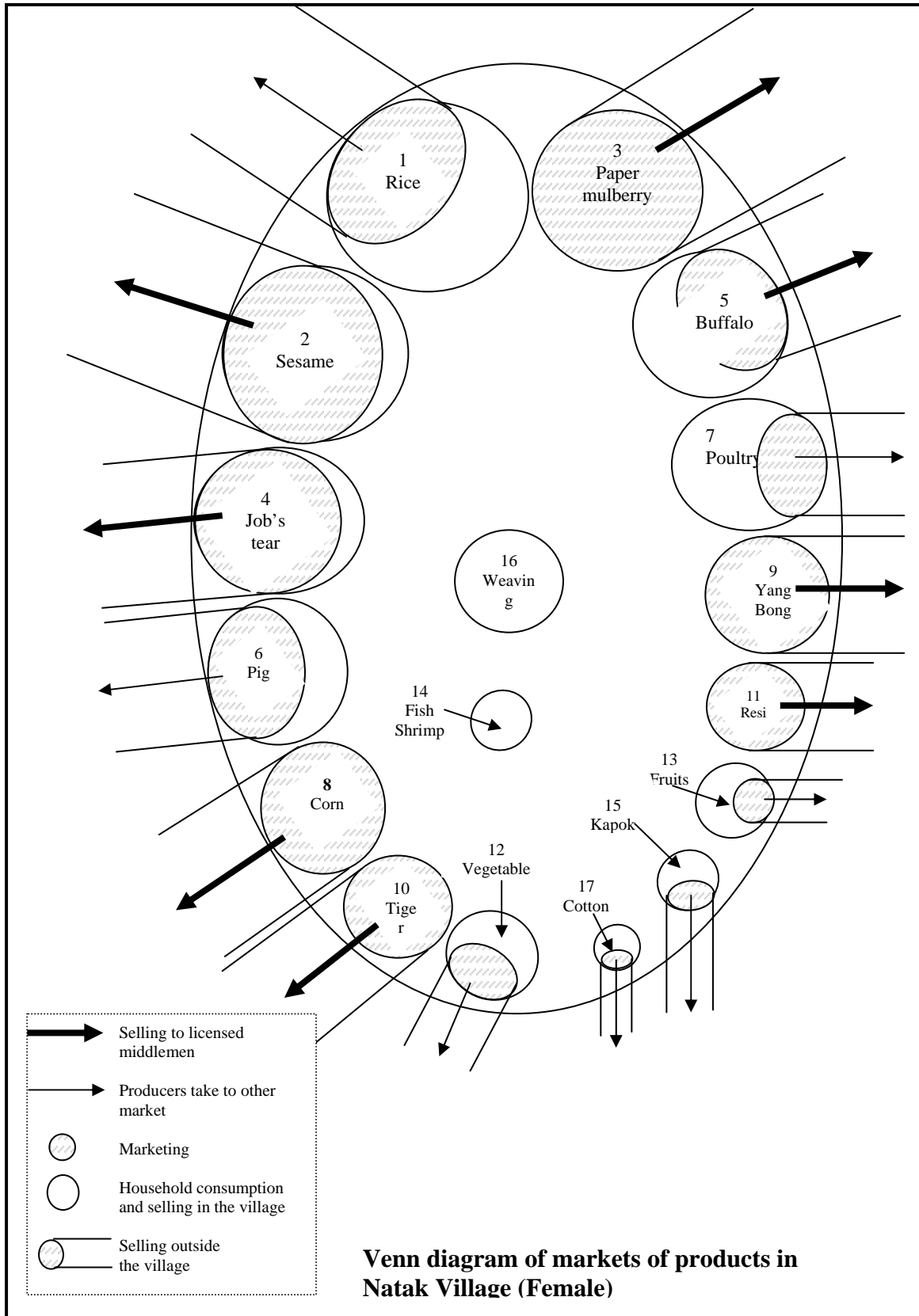
MARKET CONDITIONS OF MAJOR PRODUCTS NATAK VILLAGE

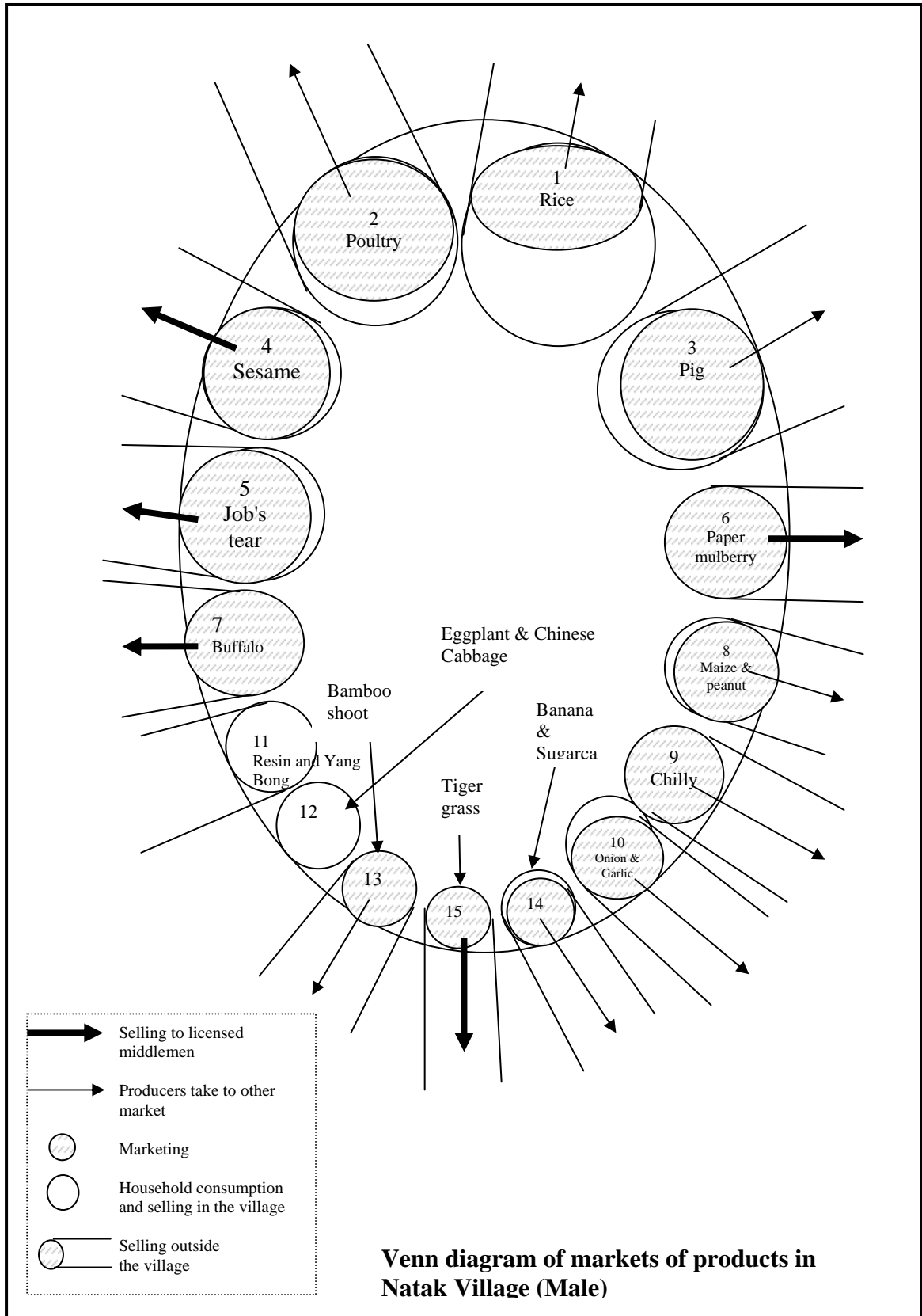
Information on focus two group discussion (Women group and Men group) on Venn diagram, that results are following on the below table 8.1

Table 8.1 Main Products with priority, their seasons and problems

Main products	Priority		Reasons of community	Problem
	Female	Male		
Crops:				
Lowland rice	1	1	Need for consumption	
Upland rice	1	1	Need for consumption	
Job's tears	4	5	get more income by purchasing	price is not stable
Sesame Dor	2	4	Marketing demand is quite high	
Sesame Pee	2	4	Good price	
Maize	8	8		
Corn				
Peanut	8	8		
Fruits:				
Potato				
Papaya				
Orange				
Jack fruit				
Mango				
Sugarcane				
Banana				
Markmee				
Coconut				
Vegetables:				
Papaya				
Cucumber				
Coriander		10		
Gallic		9		
Chili				
Ginger		12		
Eggplant				
Cabbage				
Leafy vegetable		10		
Spring Onion				
Cassava				
Livestock:				
Buffalo	5	7	The price so high (good price)	
Pig	6	3	3-4 months is ready for selling	
Poultry	7	2	Almost among house hold feed	
River stream:				
Fish				
Crap				
Oyster				

NTFP:				
Paper mulberry	3	6		
Peukmeuk				
Yahoua				
Yangbong	9			
Bamboo shoot		13		
Rattan shoot		14		
Mushroom		15		
Resin		11		
Tiger grass		16		
Timber				
-Mai doo				
-Mai tei				
-Mai Pao				
Other activities				
-Weaving				
-Embroider				
-Bamboo basket				
-Rice wine				





8.2. Producers/harvesters (Villagers) in NATAK village.

Production	Harvester seasonal	Unit	Price at the village price per unit	Payment	Transportation	Processing/post harvest activities
Crops:						
Lowland rice	December-Jan	kg	1000	In cash		Sun drying
Upland rice		kg	1000	In cash		
Maize	April-July	kg	500-800	In cash		Sun drying
Job's tear	November-Dec	kg	1,600-2,000	In cash		
Sesames Dor	August-September	kg	4,500-5,000			
Sesames Pee	November-January	kg	7000-7500	In cash		Sun drying
Cassava		kg	2200-2500	In cash		
Livestock:						
Buffalo		head	3-3,5 million kip			
Pig		head	150,000-300,000kip			
Poultry		head	13,000-20,000 kip			
NTFP:						
Yang bong	Feb-May	kg	800-1000			
Resin	Jan-Dec	kg	2000-2500	In cash		
Mushroom	May-August	kg	12,000-15,000	In cash		
Tiger grass	Feb-April	kg	2000-2500	In cash		Sun drying
Paper mulberry	Feb-May	kg	2000-2500	In cash		Sun drying
Peukmeuk			2000	In cash		
Waiy						
Bamboo Shoot		Bunch	1000	In cash		
Rattan shoot		Bunch	1000	In cash		
Vegetable						
-Dry chili		kg	20,000	In cash		
-Gallic		kg	5000	In cash		
Papaya		each	400	In cash		
Cucumber		each	800-1000	In cash		
Coriander						
Chili						
Ginger		Bunch	500			
Black ginger		kg	25,000-35,000			
Eggplant		Bunch	500			
Cabbage						
Leafy vegetable		Bunch	1000			
Spring Onion		Bunch	1000			
Other activities						

8.2. Major product which is handle by license middlemen in Xaiyabury district

Table 8.2.1 shows the major product and purchasing price of each

Major Production	Estimation Quantity (kg)	unit	Price setting per unit (kip)	Selling price per unit (kip)	Marketing Problem
Crops:					
Lowland rice		kg	1000	1,200	
Upland rice		kg	1000	1,200	Price is not stable
Maize		kg	700	900-1000	
Job's tear		kg	1,600-2,000	2,500	Price is not stable
Sesames Dor		kg	4,300-4500	5,000	Price is not stable
Sesames Pee		kg	7,000-7500	8,0000	Price is not stable
Livestock:					
Buffalo		head	3-3,5 million kip	3,5- 4 million	
Pig		head	150,000-300,000kip		
Poultry		head	13,000-20,000 kip		
NTFP:					
Yang bong		kg	800-1000 kip	1500	marketing demand is low
Resin		kg	2,000	2500	Not much in the nature
Mushroom		kg	1300	1500	
Tiger grass		kg	2000-2500	3000	Price is not stable
Paper mulberry		kg	2000-2500	3000	Price is not stable
Peukmeuk		kg	2000	2500	Not much in the nature
Date palm (Tao)		kg	2200	2500	Complicated processing
Fruit and vegetable					
Gallic					
Dry chili					
Other activities					
-Weaving					

Table 8.2.2 Marketing and commodities handled “Village traders and license middlemen”

Type of Commodities handled	Methods of Collection	Mode of Marketing	Mean of Transportation
Crops:			
Upland rice	Gathering in the village and adjacent In the village and other	In cash	Truck-Pick up
Lowland rice			
Maize		In cash	
Job tears	Gathering in the village and adjacent	In cash	Truck-Pick up
Sesame	Gathering in the village and adjacent		Truck-Pick up
Livestock:			
Buffalo	Gathering all around villages	in cash	Truck, Pick up
Pig	Gathering all around villages	in cash	Truck, Pick up
Poultry	In the village	in cash	
Goats			Truck, Pick up
NTFP:			
Date palm	At adjacent villages	in cash	Pick up
Paper mulberry	In the village and other villages	In cash	
Tiger grass	In the village	In case	
Puak Muak		In case	
Timber:			
Handicrafts			

7.3. Local Market

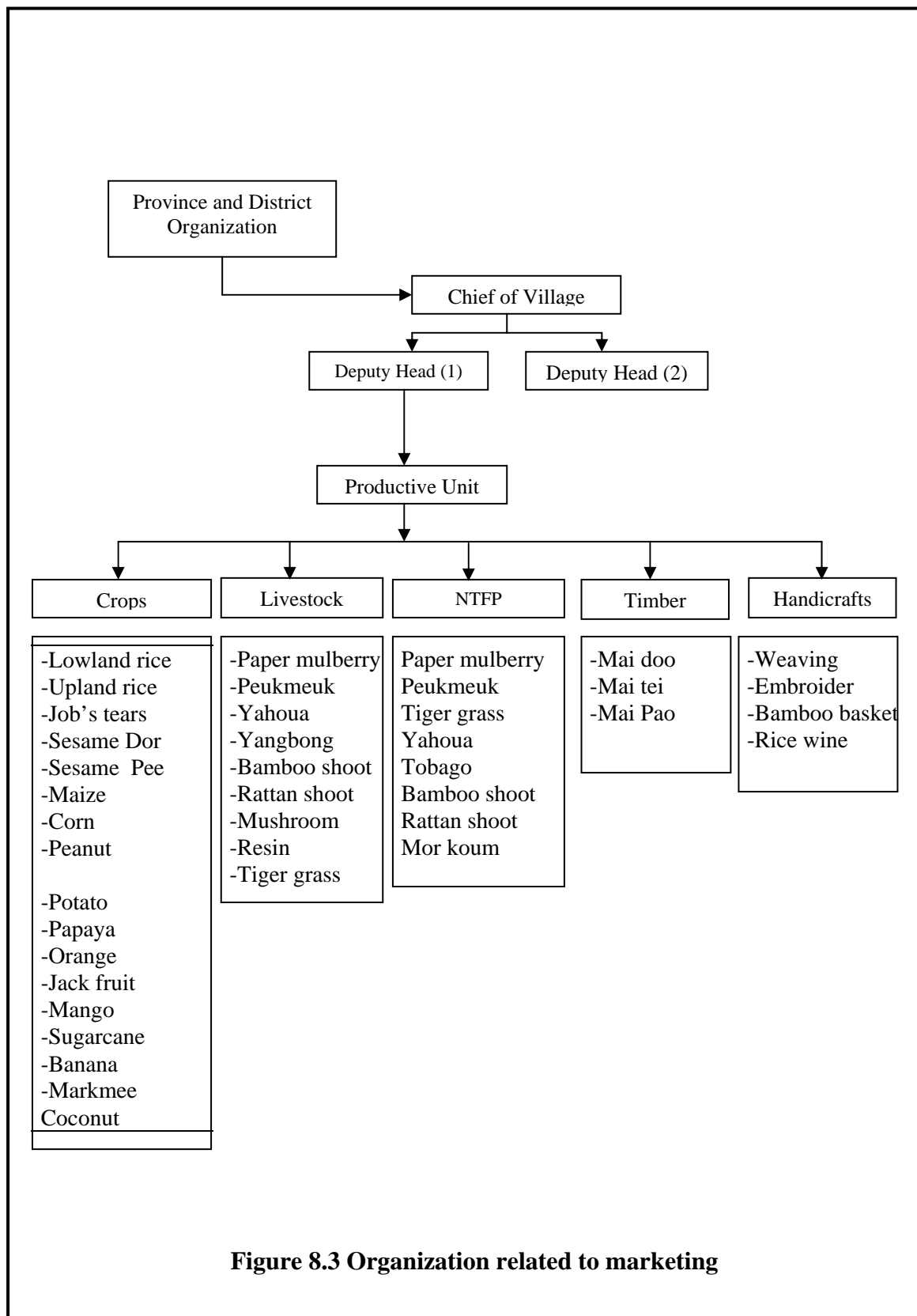
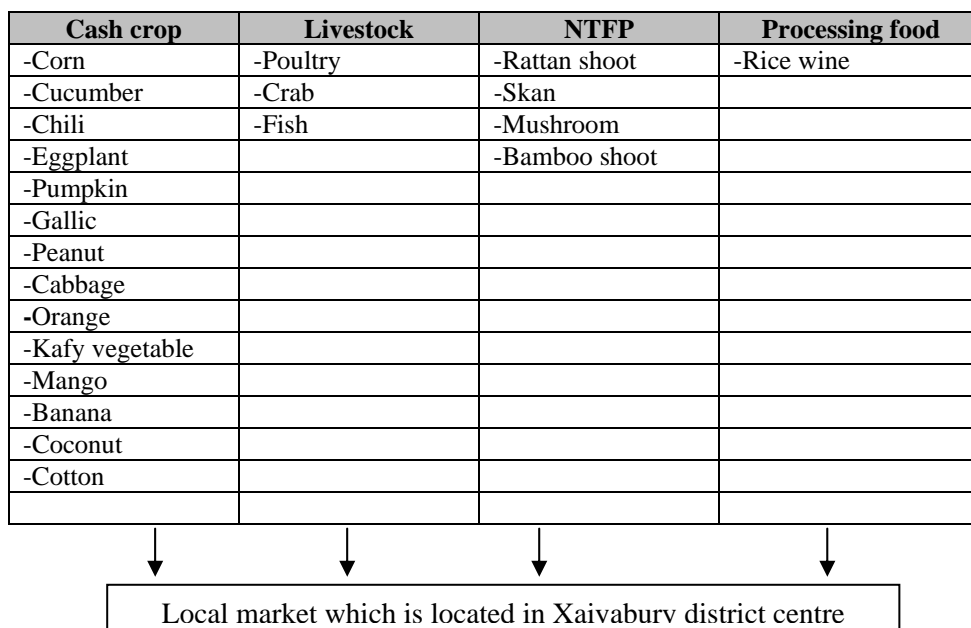


Figure 8.3 Organization related to marketing

Product type that distributed directly from NATAK village to the local market in Xaiyabury district:



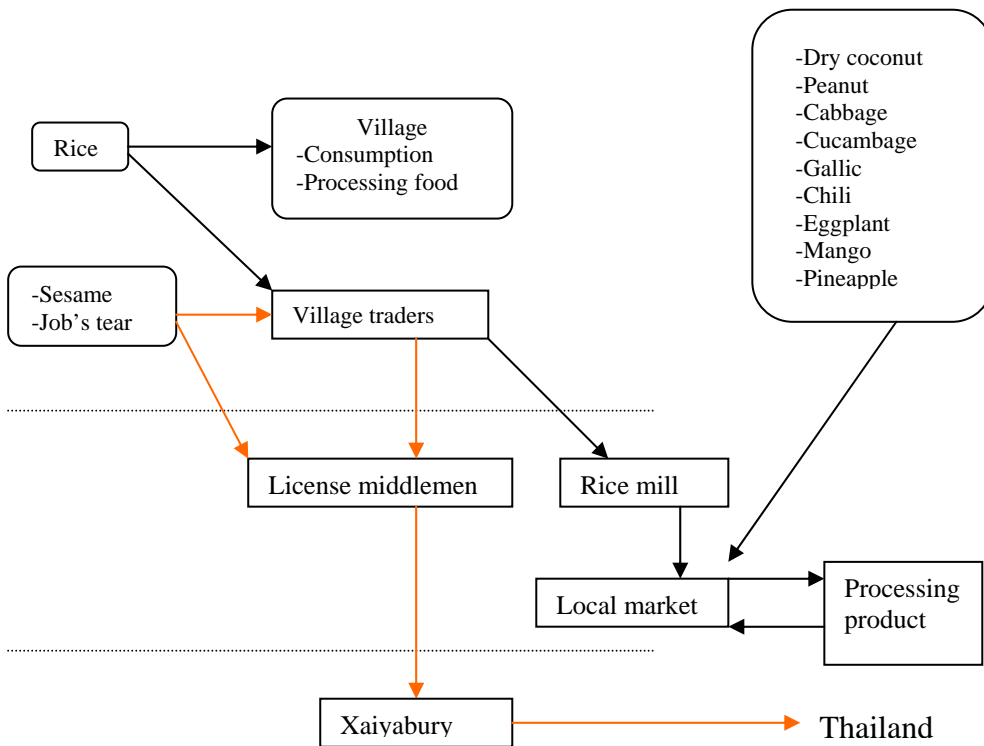


Figure 8.4 Venn diagram of Chas Crops production

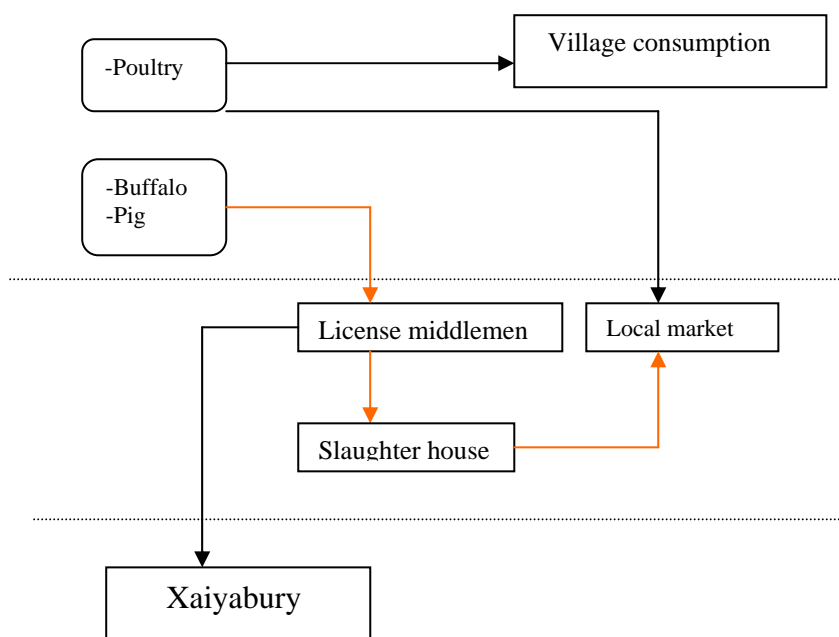


Figure 8.5 Venn diagram of Livestock

This table is presented the changing of product price in Natak village in Xayabury district in Xayabury province

N	Type of commodity	Unit	Village level kip/unit	District level		Provincial level kip/unit	Border kip/unit
				Middlemen kip/unit	Commercial office (kip/unit)		
	Cash crop						
1	Upland rice	kg	1,000	1,200			
2	Lowland rice	kg	1,000	1,200			
3	Un huuled rice	kg	1,500-2,000	2,000-2,500			
4	Black sesame	kg		11,000-12,000			
5	Sesame dor	kg	5,000				
6	Sesame pee	kg	7,500	7,500-8,000	6,800-7,000		
7	Job's tear	kg	1,500	2,000	1,400		
8	Maize	kg	500		500-700		
9	Black ginger	kg			40,000		
10	Cotton	kg	no have		45,000		
11	Chili	kg	2,300				
12	Pumpkin seed	kg					
13	Soybean	kg			1,800-1,900		
14	Eggplant	kg	3,000				
15	Peanut	kg	15,000		2,500-3,000		
16	Tobacco	kg					
	NTFP						
1	Paper mulberry	kg	2,500-3,000	3,000	2,900-3,000		
2	Tiger grass	kg	1,500	2,000	1,900-2,000		
3	Keuy sam hang	kg	no have		500		
4	Cardamom	kg					
5	Yangbong	kg	1,000	1,300			
6	Mushroom	kg	12,000-15,000				
7	Bamboo shoot	kg					
8	Rattans shoot	kg					
9	Khee Kaung	kg			1,000		
10	Mea	kg					
11	Date palm (Tao)	kg			2,100		
12	Resin	kg	2,000-2,300	2,300-2,500	1,900-2,000		
13	Mrak Kha	kg			2,000		
14	Ya huoa	kg					
15	Sakan	Piece			4,000		
	Livestock, Fish						
1	Buffalo	head	1-3 million		2,000,000		
2	Cattle	head			1,200,000		
3	Pig	head	300,000-600,000	300,000			
4	Goat	head	150,000-300,000				
5	Portly	head	13,000-20,000				
6	Horse	head			520,000		
	Fruit, Vegetable						
1	Dry coconut				2,500		
2	Cucumber						
3	Lemon						
4	Banana	Vee			3,000-4,000		
5	Mango	Pile			1,000		
6	Peanut						
7	Chili						
8	Dry chili	kg					
9	Garlic	kg			4,500		
	Timber						
1	Teak wood						
	Other product						
	Weaving						
1	Sine	Piece					
2	Sine suit	Suit					

ANNEX 6:

Information about District Market

This ANNEX 6 provides information about the list and activities of commercial groups, commodities exported in the district, and the production and marketing within:

1. Pakseng District , Luangprabang
2. Viengkham District, Luangprabang
3. Nan District, Luangprabang
4. Sayabury District, Sayabury.

Table : Crops production and Marketing in 4 Districts

District Commodities	Unit	Pakseng			Viengkham			Nan			Xayabury		
		Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export
Rice	ton	677.4		65.25	8072.6		85.5	12576.6		250	18241.22		
Sesame	ton			68.03	55.92		14.25	360		48	238.08		60.05
Job's tear	ton	306.9			288.67		4.9	1500		1567	745		947
Maize	ton	1439.7			432			960			389		30
Black sesame	ton												11.3
Pumpkin gsains	ton						3.5						
Chinese cabbage	ton												
lettuce	ton	238.4											
Onion	ton	62.8						27			13.87		
Garlic	ton	77.6						210			8.45		
Cabbage	ton	61.2									309.84		
Methol	ton	136.05											
Kidnen beam	ton	7.8									1.85		
Chilli	ton	57.4									116.7		
Egg plant	ton	40.9											
Cucumber	ton	56.9						70			96.37		
Water malon	ton							18			8.15		
Tomato	ton							476			4.57		
Potato	ton				152.1		3.5	144			37.76		
Peanut	ton	50			5.84			16			43.6		
Green bean	ton	14.57								5	5.4		
Soy bean	ton										0.8		
Black ginger	ton												0.2
Ginger	ton										29.5		
Red okra	ton										0.028		
Sugarcane	ton							3.5			70.05		
Cotton	ton							2.5			2.03		
Kapok (Ngiew)	ton										24.47		
Tobacco	ton									0.5	2.8		
Lemon	ton	56											
Orange	ton	2.3									29.5		
Coffee	ton	6.05											
Lin chee	ton	6.7											
Papaya	ton	22.2											
Pineapple	ton	590.5									614.3		
Banana	ton	1809									660.8		
Cocomut	ton										511.5		0.8
Mango	ton										271		
Tamarind	ton										243.5		

Table : Livestock production and Marketing in 4 Districts

District Commodities	Unit	Pakseng			Viengkham			Nan			Xayabury		
		Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export
Buffalo	Head	0		0	5550		1150			609	7479		1177
Cattle/Cow	Head	5770		188	4360		745			483	6430		290
Pig	Head	25623		327	19.15		1720			363	22.926		6843
Goat	Head	4509		390	4038		276			61	2533		n/a
Horse	Head	288		n/a	250		n/a			209	560		61
Poultry	Head	n/a		n/a	125.5		n/a			n/a	256240		n/a
Elephant	Head	0		0			0			0	18		0

Table : Non-Timber Forest Products and Marketing in 4 Districts

District Commodities	Unit	Pakseng			Viengkham			Nan			Xayabury		
		Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export
Paper mulberry	ton			95.5	214.94		30.9			32			324.6
Tiger grass	ton			100			44			21			152
Peuak meuak	ton			25.5	27.7		61.43			15			
Cardamom	ton						0.6						
Rattan fruit	ton						1.2						
Mai Kathsana	ton						0.62						
Bamboo shoot	bunch						140						
Kang deng	ton						0.1						
Mae	ton						6.956						
Palm fruit	ton									39			92
Khi si	ton									18			11
Khi Koung	ton												9
Keuy hem	ton												5
Chan dai	ton									1			

Table : Timber Products and Marketing in 4 Districts

District Commodities	Unit	Pakseng			Viengkham			Nan			Xayabury		
		Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export	Production	Traded to other District	Export
Teak wood	m3						16.61			10.44			
Other													
Sofa (Table)	each									9			
Sofa (Arm chair)	each									1			
Bad	each									2			

This table shows the number of commercial group in Parkseng district

	License commercials group	Bidding fund (000,000 kip)	Circling fund (kip)	Production	Purchasing price kip/kg	Selling price kip/kg	Production place	Consumer target
	Cash crop and NTFP 1							
1	Mr.Aun singthavong	53,000,000	40,000,000 in among 4 persons	Upland rice	1200	1500	Gethering from various villages in Parseng district	In Parkseng district and LPB
2	Mr. Aoneta			Un hulled rice	2000	2300		
3	Mr.Chanthone			Maize				
4	Mr.Zeingzaiy			Sesame	7500	8000		
	Cash crop and NTFP 2							
1	Mr.Zeingpeng	11,000,000		Job's tear	1500	2000		Sesame, Job's tear and NTFP product is supplied to LPB then to Thailand Sesame is sold to Chaina also
2	Mr.Zeingla		Paper mulbery	2500	3000			
3	Mr.Lanoi		Tiger grass	2500	3000			
4	Mr.Kao		PeaukMeauk	4000	4500			
5	Mr. Sing kham		Cardamom					
6	Mr. Bouathong		Resin					
7	Mr.Kong		Mea					
8	Mr. Sompone							
9	Mr.Tongbai							
	Livestock (live) for export (Buffalo and Cattle)							
1	Mr.Bounthavy	10,000,000 in among 5 persons	50,000,000 in among 5 persons	Buffalo	25,000	30,000		Vientaine Vientiane
2	Mr.Bounyang			Cow	25,000	30,000		
3	Mr. Boun chan							
4	Mr. Somchan							
5	Mr. Zeing Khong							
	Livestock (live) Pig							
1	Mr.Zeingla	6,000,000		Pig	8000	8,500	Slaughter house LPB	
2	Mrs.Zod							
	Livestock (live) Gaot							
1	Mr. Laa	45,000,000	12,000,000	Goat	10,000	11,000		Vientaine
	Other group							
1	Weaving				24,000k/siut	35,000kip		

1. The exported agriculture product and NTFP during the year 02-03 and half year 2004 in Parkseng district.

Type of commodity	Product	Unit	Quantity	Price per unit	Total amount (kip)
Year 2003					
Crop:	Sesame	Ton	65,25	-	-
	Job's tear	ton	68,03	-	-
NTFP	Paper mulberry	ton	95,5	-	-
	Peuk Meuk	ton	25,5	-	-
	Tiger grass	ton	100	-	-
					837,065,000
Livestock	Buffalo and Cow	head	188		
	Pig	head	327		
	Goat	head	390		
					81,000,000
Year 2004					
Crop:	Sesame	ton	217		
	Job's tear	ton	55,04		
NTFP	Paper mulberry	ton	74,655		
	Peuk Meuk	ton	30,667		
	Tiger grass	ton	80		
Livestock	Buffalo and Cow	head	276		
	Pig	head	150		
	Goat	head	96		
					627,240,000

2. License middlemen member in Parkseng district

1/2 2001-02	1/2 2002-03	1/2 2003-04	1/2 2004-05
1. <u>1/2 2001-02</u> 1/2 2001-02	1/2 2002-03 1/2 2002-03 1/2 2002-03 1/2 2002-03	10.000.000 kip 10.000.000 kip 2,000,000 kip	50.000.000 kip 10.000.000 kip Áú@qñ-
2. <u>1/2 2002-03</u>	1/2 2002-03 1/2 2002-03	6.000.000kip 10.000.000 kip	
3. <u>1/2 2002-03</u>	1/2 2002-03	4500.000kip	12.000.000kip
4. <u>1/2 2002-03</u> <u>1/2 2002-03</u> <u>1/2 2002-03</u>	1/2 2002-03 1/2 2002-03 1/2 2002-03	53,000,000 kip 10.000.000 kip 12250.000kip	40.000.000kip 10.000.000kip
5. <u>1/2 2002-03</u> <u>1/2 2002-03</u> <u>1/2 2002-03</u> <u>1/2 2002-03</u> <u>1/2 2002-03</u> <u>1/2 2002-03</u> <u>1/2 2002-03</u>	1/2 2002-03 1/2 2002-03 1/2 2002-03 1/2 2002-03 1/2 2002-03 1/2 2002-03 1/2 2002-03	11.000.000kip 10.000.000 kip 5.000.000kip	

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3. Collected data from Agriculture and livestock office of Parkseng district during the year (2002-2003)

-§½-ó©²õ©	²õ©²È³¼πÁ	À-œ°ê†- øἰ (m2)	!½ ñ©²!½²³¼© (ton/ha)	°õ-°½ìð© (ton)
Àç†¼ Ái½ ñ©²õ©	Àç†¼-¾- ó	202,5	3	610
	-¾Á§π	12,3	1,83	22,6
	Àç†¼Á»ú	3055,8	1,57	48,8
	¹¾¼¼¼	473,9	1,08	512,9
	¹¾¼¼À©°°	138,6	2,2	306,9
	ì¾¼ó	351,9	4	1439,7
	«%õ, ©ð-	173,5	8,3	1457
	À°õ°¼Ái½ ñ-	7,9	6,3	50
²õ©°ñἰ	°ñἰ¾¼©	40,8	5,8	238,4
	°ñἰ!½ìñ©	18,6	3,3	62,8
	°ñἰ@%õ,	14,66	5,2	77,6
	°ñἰê¼´	12,4	4,9	61,2
	°ñἰ!½ì¼- ó	18,3	8,3	136,05
	10~ È°´	6,34	1,2	7,8
	«%õ, Áçἰ	10,15	5,6	57,4
	¹¾¼¼Á°ñ©	10,3	3,8	40,9
	¹¾¼¼Áçõ°	8,7	6,5	56,9
Ä Èð-¹¾¼	¹¾¼¼-¾,	12,3	4,5	56
	¹¾¼¼¼¼ûπ	0,2	11,5	2,3
	ì¾¼Á³	4,04	1,6	6,05
	ì™¼-¥†	4	1,6	222
	¹¾¼¼¼¼π	30,5	7,2	590,5
	¹¾¼¼¼-ñ©	40,5	14,5	1809
	¹¾¼¼¼¼È,´	142,5	12,6	
Ä È- øἰ	Ä Èñἰ	150		
ìñ©ì¼¼¼¼ñ©	£,¾´			3500
	πð,			2260
	¹ø			25,623
	Á©É			4509
	´É¾			288
	À ñ©Ä¼È			74481

Licensed middleman in Viengkham District

N	License commercials group	Registration fund (000,000 kip)	Tax payment aspect (kip)	Production category	Setting price kip/kg	Selling price kip/kg	Production place	Consumer target
	Cash crop and NTFP							
1	Mr.Somphone	30,000,000 in among 6 persons that is about 5 million per each	Pay 12,000,000 kip in every 3 month duration	Paddy rice	1200	1500	Getthering from other villages in Nan district	LPB
2	Mr.Somphun			Un hulled rice	1800	2200		LPB
3	Mr.Maiboun			Sesame	6500	7000		LPB China
4	Mr.Seingpeng			Job'stear	1500	2000	Getthering from other villages in Nan district	LPB
5	Mr.Somsy			Tiger grass	1500	2000		LPB
6	Mr.Somchan			Papermullbery	2000	2300		LPB
		Peukmeuk	4000	4500				
		Cardamon	2000	2500	LPB			
		Mea	18,000	20,000	LPB			
		Mark kha	4500	5000	LPB			
		Ya hua	1500	2000	LPB			
		Kung deng	3000	3500	LPB Vietnam Vietnam			
		Pumpkin seed	2500	3000				
		Keuysamhang	800	1000				
		Maichandai	3500	4000				
	Livestock (live)							
	(Buffalo and Cattle)						Getthering from other villages in Nan district	Sent to slaughter house in Vintiane
1	Mr.Zengma	Collateral fund 50 million per each person		Buffalo	25,000	30,000	Nan district	
2	Mr.BounPhen			Cow	25,000	30,000		
3	Mr.Thongphan							

Data collected of commercial office in Nan district

1. The exported agriculture and NTFP product during the year 2003

Type of Commodity	Product group	Unit	Quantity	Amount (kip)	Consumer traket
Crop:	Paddy rice	ton	250	275,000,000	Rice mill in the Nan district
	Sesame	ton	48	240,000,000	
	Job's tear	ton	1567	567,000,000	
	Green bean	ton	5	10,000,000	
	Tobacco leave	ton	0,5	500,000	
Log wood	Teak wood	m3	10,44	10,600,000	
Live stock	Buffalo	head	609	1218,000,000	
	Cow	head	483	627,900,000	
	Horse	head	209	45,400,000	
	Pig	head	363	121,900,000	
	Goat	head	61	9,150,000	
NTFP	Paper mulberry	ton	32	65,000,000	
	Peak Meuk	ton	15	22,500,000	
	Tiger grass	ton	21	37,200,000	
	Khee Chiay	ton	15	1,750,000	
	Mai Chan Dai	ton	1	2,000,000	
Handicraft	Sofa (table)	each	9	5,000,000	
	Sofa (armchair)	each	1	6,000,000	
	Bed	each	2	1,000,000	

Data collected from Commercial office in Nan district

1. The exported agriculture and NTFP product during the year 2003

Type of Commodity	Product group	Unit	Quantity ton	Amount (kip)	Target consumption
Crop:	Paddy rice	ton	250	275,000,000	Rice mill in the Nan district, LPB market and army troop
	Sesame	ton	48	240,000,000	Border (Kentao district) and Parklaiy district to Thailand
	Job's tear	ton	1567	567,000,000	
	Green bean	ton	5	10,000,000	Laungphabang market
	Tobacco leave	ton	0,5	500,000	
Log wood	Teak wood	m3	10,44	10,600,000	Supply to Furniture workshop
Live stock	Buffalo	head	609	1218,000,000	supplied local market in Nan several is supplied to Vientiane
	Cow	head	483	627,900,000	
	Horse	head	209	45,400,000	
	Pig	head	363	121,900,000	Supplied to LPB fresh market
	Goat	head	61	9,150,000	Sold to restaurant in Vientiane
NTFP	Paper mulberry	ton	32	65,000,000	Transport via border check point in Xaiyabuly to Thailand
	Peak Meuk	ton	15	22,500,000	Kentao district and Parklaiy district
	Tiger grass	ton	21	37,200,000	Some is supplied to Chana
	Khee Chiay	ton	15	1,750,000	To Thailand via Xaiyabuly checkpoint.
	Mai Chan Dai	ton	1	2,000,000	
Handicraft	Sofa (table)	each	9	5,000,000	customer in Nan district and LPB
	Sofa (armchair)	each	1	6,000,000	
	Bed	each	2	1,000,000	

2. Data information of agriculture product from agriculture office in Nan district:

Type of commodity	Product	Plantation area (m2)	yield quality Ton/ha	Product output ton
Crop:	Lowland rice	1784,97	4	7115,88
	Dry season rice	600	4,7	2878
	upland rice	1986,72	1,29	2582,73
	Sesame	400	0,9	360
	Job's tear	750	2	1500
	Sweet corn	480	2	960
	Peanut	380	1,25	476
	Soybean	10	1,6	16
	Green bean	120	1,2	144
	Cotton	5	0,5	2,5
	Sugar cane	7	0,5	3,5
	Teak wood	746,48		
	Paper mulberry	20	0,5	10
Vegetable	Gallic	35	8,4	210
	Dry onion	3	7	27
	Cucumber	7	10	70
	Cassava	20	0,9	18
	Vegetable	30	6	180

Licensed middleman of Nan District

N	License commercials group	Registration fund (kip)	Tax payment aspect (kip)	Production	Setting price kip/kg	Selling price kip/kg	Production place	Consumer target
Cash crop and NTFP								
1	Mr.Khamphene	20	Paied 2% of cash crop product	Paddy rice	1200	1500	Getthering from other villages in Nan district	In Nan district and Laungphabang
2	Mr.Khamsing	100		Glutinuos rice	2200	2500		
3	Mr.Khamtanh	30		Maize	600	900		
4	Mr.Sengmy	35	2% of amouth value of export product	Sesame	6000	6500	Getthering from other villages in Nan district	Several these product are export to Thailand via Xaiyabury Khenetao district and Parklaiy district
5	Mr.Sone	20		Job's tear	2000	2500		
6	Mr.Khene	20	Paid 5% NTFP	Paper mulbery	2500	3000		
7	Mr.Khuntong	10		Tiger grass	2500	2800		
8	Mr.Theing	10		Date palm (Tao)	3000	3500		
9	Mrs.Khemphet	10		PeaukMeauk	4000	4300		
10	Mrs.Vin	20	Cardamom	15,000	20,000		Sold to LPB	
11	Mrs.Khamphong	30		Resin	800	1000		
				Mea	18,000	20,000		
				Bamboo shoot				Sold to VT
Livestock (live) for export								
1	Mr.Khane	30	Paied 2% of cash crop product	Buffalo	25,000	30,000	Getthering from other villages in	Sold to LPB, VT
2	Mr.Thong	10		Cow	25,000	30,000		Sold to LPB, VT
3	Mr.Touiy	20	2% of amouth value of export product	Pig	8200	8500	Nan district	Sold to LPB
				Gaot	10,000	12,000		Sold to VT
Livestock for supply to slaughter house								
1	Mrs.Pheng	10	Mounthly tax payment 250,000 kip/month	Buffalo		18,000	Getthering from other villages in Nan district	Supplying to local market in Nan district centre
2	Mrs.Naow	10		Cow		18,000		
3	Mrs.Niew	10		Pig		16,000		
4	Mrs La	10		Gaot				
5	Mrs.Lah	10	Paid 800,000 kip/year to Argiculture office					
6	Mrs. Darawan	10						

7	Mrs. Aunheune	10	in NAN district					
8	Mrs.Pome	10						
9	Mrs.Sengchan	10						
10	Mrs.Meuy	10						
Furniture group								
1	Mr.Tuey	15		Mai doo			Collected from adjacents village	Supply to local market in Nan district
2	Mr.Lize	20		Mai suck				
3	Mr.Fanh	40,9						
4	Mr.Phone	30,9						
Rice mill								
1	Mr. Boua	18	150,000 kip/year	Lowland rice	1,200	2,200	Getthering from other villages in Nan district	Supplied in Nan district and LPB
				Upland rice	14,00	2,400		

Collected data from Commercial office and Agriculture office of Xaiyabury district

This table shows the group of license middlemen member in Xaiyabury district

Middlemen group	N	List of member	Circling fund kip(000.000)	Asset fund kip(000.000)	Customer
Agriculture product and NTFP	1	Mrs. Sulichan	50	150	1. Export to Thailand via Kenetao Checkpoint border (Thai & Laos). 2. Export to China Provincial official takes responsibility of examination in term of custom payment at the checkpoint.
	2	Mrs. Chun	100	100	
	3	Mrs. Sudsamone	20	30	
	4	Mrs. Chummara	50	20	
	5	Mrs. Phawanna	20	20	
	6	Mrs. Phumchai	-	-	
	7	Mrs. Opzeuay	-	-	
	8	Mr. Xaiyasone	20	100	
	9	Mr. Bunkhong	-	-	
	11	Mr. Bauphan	80	20	
	12	Mr. Somphone	50	50	
	13	Mr. Khanthong	50	50	
	14	Mr. Thongzeng	165	35	
	15	Mr. Souk	40	35	
	Livestock Collector (Buffalo, Cow) slaughter for supplying in local market	1	Mr. Somlit	30	
2		Mr. Tou	5	5	
3		Mr. Laum	10	5	
4		Mr. Cheuy	15	-	
5		Mrs. Seng	1	-	
6		Mrs. Wanasith	8	2	
7		Mr. Sengaloun	5	-	
8		Mr. Konkoi	2	5	
9		Mr. Souk	15	2	
10		Mr. Kene	5	20	
11		Mr. Bounmy	13	7	
12		Mr. Pheang	8	2	
13		Mr. Touy	13	10	
14		Mrs. Phaiwan	13	2	
15		Mr. Kone	18	2	
16		Mr. Chandy	15	-	
17		Mr. Khampama	15	-	
Livestock Collector (Pig) and supply to local market	1	Mr. Lan	1	3	
	2	Mrs. Kham	1	-	
	3	Mrs. Phone	3	7	
	4	Mr. Vard	4	50	
	5	Mr. Zoey	1	7,5	
	6	Mrs. Phet	5	10	
	7	Mrs. Vilaiphone	3,5	1,5	
	8	Mr. Phonemany	5	-	
	9	Mrs. Tid	3	2	
	10	Mr. Bounmy	5	-	
	11	Mrs. Chanthone	5	-	

This table presents the collected data in the year 2003 from Commercial office of Xaiyaboury district:

Type of commodity	N	List of product	Unit	Quantity	Price/Unit	Total amount Kip	Noted
Agriculture product	1	while sesame	ton	60,5		282.000.000	The main product which is exported to Thailand and China.
	2	Job's tear	ton	947		1.010.400.000	
	3	Corn	ton	30		14.000.000	
	4	Dry coconut	ton	0,8		640.000	
Livestock for export to adjacent provinces	1	Buffalo	head	232		418.000.000	It is considered to be the importance product for exporting to other districts and LPB province.
	2	Cow	head	280		250.300.000	
	3	Horse	head	61		30.500.000	
	4	Pig	head	31		13.100.000	
NTFP	1	Paper mulberry	ton	324,6		235.400.000	Export to Thailand And China.
	2	Keam	ton	152		481.500.000	
	3	Toa	ton	92		166.810.000	
	4	Black ginger	ton	0,2		8.000.000	
	5	Sesame	ton	11,3		128.000.000	
	6	Khee zee	ton	11		16.500.000	
	7	Khee Kaung	ton	9		7.500.000	
	8	Keuy Heame	ton	5		2.500.000	
Livestock for supplying in the province	1	Buffalo	head	945		1.642.920.800	Supply to local market in Xaiyabouly District.
	2	Cow	head	10		15.800.00	
	3	Pig	head	6812		1.683.04.000	

**This table is shown the exported data information of agriculture and NTFP during the first half of year 2004
Xaiyabury district**

Type of commodity		List of product	Unit	Quantity	Price/Unit	Total amount Kip	Noted
Agriculture product	1	while sesame	ton	76		517.000.000	The main product which is exported to Thailand
	2	Job's tear	ton	630		856.400.000	
	3	Corn	ton	62		31.000.000	
	4	Soybean	ton	51		94.000.000	
Livestock for export to adjacent provinces	1	Buffalo	head	20		40.000.000	It is considered to be the importance product for exporting to other districts and LPB province.
	2	Cow	head	55		62.500.000	
	3	Horse	head	73		37.600.000	
	4	Pig	head	18		5.400.000	
NTFP	1	Paper mulberry	ton	14		41.000.000	Export to Thailand Via Kenetao checkpoint.
	2	Keuy Sam Hang	ton	5		2.500.000	
	3	Keame	ton	43,5		80.500.000	
	4	Khee zee	ton	23		45.000.000	
	5	Tao	ton	186		391.500.000	
	6	Mark Kah	ton	0,2		400.000	
	7	Khee Kaung	ton	6		6.000.000	
	8		ton				
Livestock for supplying in the province	1	Buffalo	head	456		1.086.200.000	Supply to local market in Xaiyabouly District.
	2	Pig	head	3484		2.318.600.000	

This table presents the collected data during the year 2002-2003 from Agriculture office in Xaiyabouly district:

Type of commodity	List of product	Plantation area (ha)	Product yield (Ton/ha)	Quantity Ton
Crop: In rainy season	Lowland rice	3371,07		76644,52
	Dry season rice	26,07		79,05
	Upland rice	4908,32		10,497,65
	Sesame	369,3		238,087
	Job's tear	421,13		745,005
	Corn	225,98		341,949
	Peanut	37,01		28,815
	Green bean	4,31		5,467
	Soy bean	1,48		0,82
	«%o, A©»	0,88		1,85
	Ginger	11,6		29,526
	lí'²ð©ó	0,2		0,028
	Sugar cane	56,48		70,054
	Cotton	12,5		2,031
™	8669		24,472	
Fruit:	Coconut	40,075		511,547
	Mango	35,988		271,088
	Banana	288,68		660,89
	Orange	68,72		29,526
	Pineapple	226,91		614,3
	Tamarind	73,33		243,59
In dry season	Maize	18,58		47,07
	Peanut	19,91		14,8
	Onion	7,12		13,87
	Gallic	18,73		8,45
	Cucumber	981,72		96,37
	Water lemon	1,05		8,15
	Cabbage	36,37		309,84
	Vegetable	100,93		185,37
	Tomato	1,91		4,57
	Cassava	12,48		37,76
	Chilly and Egg plant	70,35		116,72
	Tobacco	5,43		2,8
Livestock	Elephant			18 head
	Buffalo			7479 head
	Cow			6430 head
	Horse			560 head
	Goat			2533 head
	Pig			22,926 head
	Portly			256,240 head
Aquatic animal	Fish pond	1260		60,14 ton
NTFP	Paper mulberry	272,67		159,23 ton

ANNEX 7:

Price Summary in Provincial Fresh Market

Summary of fresh market products price of provincial level

N	Category of product type	Laungprabang province Phousy market				Sayaboury province Sayaboury market				Laungnamtha province Namtha market				Huaphan province Xamneua market				Borkeo Borkeo market				Vientiane Province Keo-oudom Market			
		Unit	Buying	Selling	Source	Unit	Buying	Selling	Source	Unit	Buying	Selling	Source	Unit	Buying	Selling	Source	Unit	Buying	Selling	Source	Unit	Buying	Selling	Source
I	Cash crop																								
1	Glutinous rice (KhaoHai)									kg	2600	2,800	local					kg	2200	3000		kg	2000	2500	
2	Glutinous rice (Thai)																	kg	3000	3500		kg	3300	3800	
3	Glutinous rice (KhaoNa)									kg	2500	2,700	local												
4	Glutinous rice	kg	2650	2700	Local									kg	2700	2800									
5	Non-glutinous rice(Thai)																	kg	4000	4500		kg	4300	4800	
6	Non-glutinous rice(Hai)																	kg	2200	3000		kg	2500	3000	
7	Non-glutinous rice	kg	2700	2800	local					kg	2900	3,300	local	kg	3000	3500									
8	Glutinous rice(Black)	kg	2850	3000	local																				
9	Casava					kg	1500	2000	Hongs																
10	Potato					kg	3580	4000	Chaina																
11	Green bean																								
II	Vegetable																								
12	Green chilli	kg	5000	6000	kasi	kg	6000	7000	xaiya					kg	7000	local	kg	3500	4000	local	kg	4000	5000	local	
13	Round egg plant	kg	4000	5000	VT	7bunch	1000	1000/4bun	local					kg	2500	local	kg		1500	local	kg	1500	2500	local	
14	Dried chilli					kg	20,000	22,000	VT													23000	25000		
15	Cauliflower	kg	4000	5000	Local	kg	5000	6000	local													7000	8000		
16	Long egg plant				Local																	3000	4000		
18	Chinese cabbage																								
19	Cabbage	12kg	5000	500/Ec	local												kg		5000/3kg	local	kg	1500	2000	local	
20	Spring onoin																					Bunch	500	1000	
21	Yord Mark eu																						500	1000	
22	Yord Mark zou													Bunch		500									
23	Onion	kg	4000	5000	Udom	kg	5000	6000	China																
24	Carrot	kg	5000	6000	VT																				
25	Makpi (banana blosom)					Ec	500	1000	local									each	500	1000	local	each	1000	2000	local
26	Water convolvulus					Bunch	450	500	Local																
27	Pak tum nin					3Bunc		1000	local									bunch	1000/4bunch	1000/3bunch	local	bunch	500	1000	local
28	Ya nang					2Bunc		500	Local														500	1000	
29	Tomato(small one)					kg		2000															2500	3000	
30	Angled loopfah																								
31	Green kuang futsoi									Bunch	1000/3bunc	1000/3bunc	local	Bunch		1000	local								
32	Lettuce	kg	2500	3000		4bunc	1000	1000/3bun	local																
33	Coriander																								
34	Pak I Leud					Bunc	100	500/3bu	local																
35	Spring onoin																								
36	Shellot					kg	4000	6000									kg	5000	6000	local	kg	6000	7000	local	
37	Hom pom																								
38	Pak zee																								
39	Galic	kg	3000	4000	Nambark	kg	5000	6000	Chaina,VN								kg	6000	7000	local	bunch	500	1000	local	
40	Long bean	kg	2000	3000	Local	bunch	1000/3bun	500	local					Bunch	1,200	1,500									
41	Galangal root													Pile		1000	local	each	1000/3ec	500	local	each	500	1000	local
42	Ginger	Bunch	1000/3Bu	500	Local	kg	4500	5000	local					Pile		1000	local	Bunch		1000	local	Bunch		1000	local
43	Pak Nork					Pile	500/2pile	500																	

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44	Water cress	Bunch	1000/3 Bu	500	local																								
45	Tomato																							3000	4000				
46	Mandarin																												
47	Suagar cane								Bunch	14,000	15,000																		
48	Pumpkin				ech	1500	2000	local																					
49	Lemon grass				kg	200/bu	500/2bun	local														bunch	500	1000					
III	Fruit																												
53	Mark Maan											kg	3000	4000	local														
54	Papaya				ech	1000	1500	local																					
55	Banana				Vee	2500	3000	local																					
56	Rinchee				kg	6000	8000	local											kg				4000	local	kg	7000	8000	local	
57	Orange	kg	5000	6000	Heuyxai	kg	8000	10,000	Thai									kg	3000				4000	local	kg	7000	8000	local	
58	Cucumber	kg	2500	3000	local	3 ech		2000	local			kg		2500	local	kg							2000	local	kg	2000	2500	local	
59	Dried coconut																												
60	Lemon	3 Each	1500	2000	Local	ech	500/2ech	500	Vangveing													each	800	1000		pcs	500	1000	
61	Rumbutan					kg	5000	6000	local																				
62	Green mango		700	800		kg	7000	8000	VT			kg		8000	local	kg		3000	4000	local	kg		5000	6000	local				
IV	NTFP																												
63	Bamboo shoot(Kom)								Bunch	1500	2,000	local																	
64	Bamboo shoot(Norja)											Bunch		1000	local														
65	Bamboo shoot(Norlan)	kg	1000	2000	local	kg	2500	3000	local	Bunch	500	1,000	local																
66	Bamboo shoot(Boilling)									Bunch		1,000	local										bunch	500	1000				
67	Bamboo shoot(Sweet)	kg	5000	10000																									
68	Ranttan shoot(Waiy)								Bunch			5000/3 bun	local							bunch	1500	2000	local	bunch	2000	3000	local		
69	Mushroom(HedPhor)					kg	15,000	16000	local											kg	20000	22000	local	kg	23000	25000	local		
70	Mushroom(Hou nou)								Pile		2,000	local																	
71	Mushroom(HedPouak)	kg		10,000																									
76	Palm fruit	kg	1000	2000																									
77	Si siat bark					Bunch	500/2 bun	1000	local																				
78	Bai poo					bunch	1000/5 bun	1000/3bun	local																				
79	Yod kha								Bunch		1,000	local																	
81	Pak koud																		Bunch		1000/4bun	local	Bunch	1000	1500	local			
82	Pak Whan	Pile	1500	2000	Local	kg	6000	7000	local																				
83	Waiy	Pile	500	1000																									
V	Meat																												
78	Buffalo meat grade1	kg	21,000	23,000		kg	20000	22,000	local	kg																			
79	Buffalo meat grade2	kg				kg	18000	20,000	local	kg		18,000		kg															
	Buffalo meat grade3	kg				kg	17000	18,000		kg				kg															
80	Buffalo intestine	kg	16,000	17,000		kg	17000	18,000	local	kg		15,000		kg															
88	Buffalo bone	kg	14000	15,000		kg	9000	10,000	local	kg		10,000		kg															
	Cow meat Grade 1	kg	20000	23,000		kg	20000	22,000		kg				kg															
	Cow meat Grade 2	kg				kg	18000	20,000		kg		18,000		kg															
	Cow meat Grade 3	kg				kg	17000	18,000		kg				kg															
	Cow intestine	kg	15000	17,000		kg	17000	18,000		kg		15,000		kg															
	Cow bone	kg	14000	15,000		kg	9000	10,000		kg		10,000		kg															
89	Pork grade1	kg	18,000	20,000		kg	19,000	20,000	local	kg		17,000		kg															
90	Pork grade2	kg	17,000	18,000		kg	17,000	18,000		kg		15,000		kg															
91	Pig Intestine	kg	15000	28,000		kg	23,000	25,000	local	kg		20,000		kg															
92	Pig bone	kg	13000	14,000		kg	10,000	12,000	local	kg				kg															

VI	Wild animal																								
100	Tree monitor (Laen)					kg	25,000	30,000	local																
101	Wild pork																								
102	Deer meat																								
103	Fouls																								
104	Birds					each		10,000	local																
	Poultres																								
110	Chicken egg					ech	700	800	Xaiya														500	700	
111	Chicken											head	33,00	35,000	local										
112	Duck											head	35,000	37,000	local	head		37,000	local	head			37,000	local	
113	Duck egg					ech	1000	5000/4each	local							each		1,000	local	each	800	1,000	local		
VIII	Fishes and aquatic prod																								
114	River cat fish																						25000	28000	
115	River carp (Namkong)					kg	15,000	18,000	local	kg		18,000	20,000												
116	Rice field snail									Bold		1,000	local												
117	River carp (big one)																								
118	River carp (small)									Pile	8000	10,000	local			Pile	7000	8000	local	Pile	7000	8000	local		
119	Raise carp-tilapia															kg	18,700	22,000		kg	18,700	22,000			
120	Frog					kg	20,000	22,000	local									local					local		
IX	Processing product																								
121	Noodle rice(Feu)															kg	3500	4,000	local	kg	3500	5,000	local		
122	Noodle rice(Khaopoun)																3000	3500				3500	4000		
123	Wine rice																								