First market fieldwork in Phonsay and Namor Districts, October 2-11, 2002
LSUAFRP Field Report 2003/04

First market fieldwork in Phonsay and Namor Districts, October 2-11, 2002

Socio-Economic Component

Lao-Swedish Upland Agriculture and Forestry Programme

March 2003
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1. Introduction

This first field trip was planned as a “market reconnaissance and training” mission. Preparations for the field trip included one day of classroom training and 3 days of group work to assemble and become familiar with the relevant background materials. Checklists were prepared to aid in the interpretation of background information and for use in field interviews.

Objectives of the mission:
- To begin on-the-job training on methods of market channel analysis through field practice in Phonsay District, Luangphabang and Namor District, Oudomsay
- To begin to document the structure of agricultural and forest product markets in the two provinces and districts
- To get an overview of the markets, understand the market orientation of provincial and district officials in PAFO/DAFO, and the provincial and district Commerce Departments and Planning Departments, make a preliminary assessment of major market problems and opportunities, and identify priority areas and contacts for follow-up in the next round of fieldwork
- To obtain preliminary information on cross-border market channels operating between Laos, China, Thailand and Vietnam

Since information about village perspectives on market research issues was already obtained during the Farming Systems Research planning exercises earlier in the year, the focus of the current fieldwork was on district and provincial perspectives, rather than village ones. In subsequent field trips we expect to engage with the villagers again to deepen our exploration of potential linkages with marketing opportunities in district and provincial levels and beyond.

Itinerary:

<table>
<thead>
<tr>
<th>Oct 2</th>
<th>Travel to Luangphabang, meetings with Thongsavanh</th>
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<tbody>
<tr>
<td>Oct 3</td>
<td><strong>Parallel activities:</strong>&lt;br&gt;Group 1 (Linkham, Thongsavanh, John): Interview Directors or Dty Directors of PAFO, Planning Dept and Commerce Dept. Group 2 (Vongpaphan, Khampou, Manoluck, Vongphajan): Interview traders in the agricultural produce and NTFP markets of Luangphabang in order to understand the “market structure” of these markets</td>
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<tr>
<td>Oct 4</td>
<td>Early morning (Group 2): Interview traders and truck drivers in the early morning produce wholesale market of Luangphabang (Phousi Market) (4:00 AM)&lt;br&gt;Rest of day (All): Travel to Phonsay, interview DAFO, Commerce Dept, and Planning Dept in the district town</td>
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<tr>
<td>Oct 5</td>
<td>Meeting of whole field team to share and discuss the findings of the group work and begin analysis of the information</td>
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<tr>
<td>Oct 6</td>
<td>Travel to Oudomsay</td>
</tr>
<tr>
<td>Oct 7</td>
<td><strong>Parallel activities:</strong>&lt;br&gt;Group 1 (Linkham, Thongsavanh, John): Interview Directors or Dty Directors of PAFO, Planning Dept and Commerce Dept.</td>
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<tr>
<td>Date</td>
<td>Activity</td>
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<tr>
<td>Oct 8</td>
<td>Travel to Namor for a joint meeting with heads of DAFO, Commerce and Planning Dept. Afternoon: Visit Bohten International Border and travel to Luang Namtha</td>
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<tr>
<td>Oct 9-10</td>
<td>Travel to China border gate, interview officials, cross into China and interview the manager of the sugar factory in Mengla (which buys all of Namor’s sugar cane export); Passed through Namor and collected data from the office before returning to Oudomsay (all team members except John who did not have a visa)</td>
</tr>
<tr>
<td>Oct 11</td>
<td>Return to Vientiane</td>
</tr>
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2. Luangphabang and Phonsay

Local fresh produce market structure in Luangphabang

![Market Diagram]

Po sa market in Phonsay district town

There is an association of 5 local processing and exporting companies that are registered with the provincial government and empowered to conduct trade in po sa, mak deauy and other commodities. Petlama is the most often mentioned company within this group and seems to
have some kind of leadership role, although it is said that the heads of 3 of the 5 companies constitute some kind of decision making body (the other 2 are described as ‘silent partners’ – but this is not the technical meaning of that term). The products that are traded are Peuak meuak, Po sa, No kom, Mak neng, Peuak bong, Khem, Corn, Sesame, Soybeans (yellow & green), Peanut… (Contact information for these import-export companies is in the Annex). Sometimes these companies order from the source areas, and sometimes they go there to buy themselves.

There are three source areas or groups or villages supplying po sa:

1) Huaylnog, Huayloy, Doi, Jomtien
2) Patup Nua and Patup Tay
3) Sopchia market village at the end of the road, supplied by the outlying villages of Phutang Ngo, Phubut, Huan King, Hua Muong, Pak Hok, and Pak Bong

The price received at these locations is approximately Kip 1,300/kg. The price if sold in the district town is Kip 2,000. The collectors in Phonsay sell to the exporters in Luang Phabang for Kip 2,500-2,800 depending on the quality and the season. In competition with these officially recognized traders (who pay fees to the district, presumably) there is also an informal trade, carried out by petty traders, passengers on trucks. This is described as a “dark market” and the district people say that regulations are needed to control this informal trade. The percentage of traders who have licenses to trade in NTFPs and agricultural products is very low. There are a lot of petty traders operating without a license. This is an issue for the district and provincial officials.

The Market Research Team understands that it should not take sides on this issue but rather, as researchers, try to understand all sides of the problem. Sometimes the fees are too high and “informal” trade is the only way products can be moved to market, simply because this is the only way small producers and petty traders from the outlying areas can make a profit. Without these small profits the products would not move to market at all. Attempts to regulate trade sometimes kill it completely. At the moment the district does not seem to be too concerned and has a tolerant attitude about the informal trade in NTFPs.)

**Luang Phabang’s main export products and destinations**

Thailand – mainly po sa, mak deauy, sesame, and wood; also sell maize, peanuts, mak na, mak neng, tao, kluay, and ntfps (khem, fern)
China – “interested only in NTFPs” (mak neng, peuak meuak, dok eung, khem, hem . . . ) and vegetables (tomato, garlic, chili).
France – nyan (styrax), peuak meuak

Concerning Vietnam, the Planning Dept said they would like to increase trade with Vietnam but the road to Son La now is very poor. If the road could be improved (a priority) they would like to sell gai leung (yellow chicken), sesame, soybean, and silk thread to Vietnam.

**Internal market needs/problems**

- Insufficient supply of vegetables and fruit in the Luangphabang market during the rainy season (have to import from Vientiane)
- No warehouse for pineapple and no preservation technology, seasonal oversupply
• Trade with Vietnam is low because of the poor condition of the road; they hope to improve it because they say it is expensive to export things through Thailand

Market opportunities in Luang Phabang

• PAFO says the main priority is to first become self sufficient in what the province needs and not to focus on monocropping
• All three officers (PAFO, Planning, Commerce) said that the biggest opportunities for Phonsay District are in livestock, posa and maiketsana. The short term potential is for small livestock (pigs, poultry, goats) but there is potential for large livestock (mainly cattle) in future
• There may be potential for higher prices for certified coffee marketed through TRANSFAIR in Chiangmai (www.thailandcoffee.org), which is affiliated with Fair Trade (www.fairtrade.net), an international organization promoting fair prices for small farmers through “green” and socially responsible marketing
• There appears to be an opportunity for upland production of vegetables for the high demand market at the height of the rainy season after the riverbed gardens have flooded and LPG must import vegetables from outside the province (market gardeners in Vientiane); this would be a time when local farmers could get high prices for vegetables produced in upland gardens (i.e. not in the river gardens), if they could adjust their cropping system to take advantage of this opportunity.

In exploring this opportunity further, we need to assess the availability of transportation and answer the question: What happens with product growers, who come to market late in the day, i.e. who can’t get to the early morning wholesale produce market? Are there other wholesalers they could sell to? Would they have to take a lower price? (Probably the best way to get this information is to interview the produce sellers who come to the market.)

• There is also said to be a special opportunity for vegetable production during the hot dry season, since few areas are able to produce vegetables at this time. This needs to be referred to the Farming Systems team for more detailed consideration of seasonal opportunities for vegetable production and supportive technological innovations. The demand is there and farmers could get good prices during these off-season periods. It is a technical question to figure out how this demand can be met. At some point it will become an economic question to determine whether it can be done profitably.

This is just the beginning of the market research. No doubt other opportunities will come to light as the research progresses.

Provincial plans for supporting market development

• Develop Pak Eur area (Ban Nasonmungdoi) in Viengkhan District for border trade with Vietnam
• Expand the central market facility (i.e. building & infrastructure) in each district
• Expand decentralized markets, 7 or 10 Day Markets
• Build a “supermarket” in Luang Phabang with financing from the Chinese government. A “supermarket” is said to be something like the Talat Sao in Vientiane.
This plan has existed since 1991. At this time is is not clear whether this plan is still on.

To support this plan, the Province plans to:

- Encourage increased agricultural production for the market
- Encourage increased production for the tourist market
- Expand po sa plantation
- Expand plantations of mai ketasana (agarwood) and conserve the natural resource
- Expand cash crop production (sesame, soybeans, green bean, root crops)
- Expand large livestock production in Phonsay (at the moment there seems to be no way of increasing the breeding stock)

**New developments in Job’s tears processing and marketing in Luang Phabang**

According to the Commerce Dept in Luang Phabang, the export market demand for Job’s tears is sufficient to handle the provincial supply, but there needs to be good quality control. As we currently understand it, the current marketing chain for mak deuay goes from a group of buyers in Luang Phabang to a processor in Leuy Province, Thailand. What is not consumed in the Thai market (for kanom and drinks) is exported from an export company in Bangkok to Taiwan. We do not know what happens to it in Taiwan. Reportedly, the Taiwanese also consume mak deuay, but it is also possible that some of it is exported to the North American market, where it is used as an ingredient in specialty foods, foods for diabetics, “organic” foods, etc. We know that it retails on the internet market for $16 per pound.

About two years ago a shipload of low quality mak deuay was returned from Taiwan. *We need to find out more about this. What exactly was wrong with the shipment? How much money was lost on this and who took the loss? Does this have anything to do with the deal to process mak deuay in LPG?*

There is an officially recognized group of businessmen who have entered into an agreement with a Taiwanese company to buy $400,000 worth of mak deuay processing equipment from Thailand under a loan agreement. The LPG group will sell the processed mak deuay directly to Taiwan while paying off the loan. In this way they will be able to cut out two steps in the market channel in Thailand (a processor in Leuy Province and an export company in Bangkok who sells to Taiwan).

From the Head of the Thongkhang Research Station we heard of another joint venture, this one funded by the Vietnamese, to process Job’s tears into flour in Luangphabang in order to sell it in Japan. It is not very clear at this point whether there are actually one or two projects concerning job’s tears happening now in Luangphabang.

*We need to get the details on these projects, including the detailed agreements, through interviews with the relevant companies and to understand the internal arrangements among the companies and with the Provincial government. We also need to investigate how this will impact on the farmers who grow mak deuay. Will it increase and stabilize the price to farmers? How big is the potential demand?*
Mai ketsana appears to be one of the products of greatest interest to provincial authorities. There is a factory in Luangphabang which the market research team should visit on the next field trip. The following price and production information was obtained from the PFO Director:

- Price in Vientiane = 80,000 THB per 300ml-bottle of the extracted oil
- It requires 700 kg of the infected wood to produce 1 300ml-bottle of oil
- The waste wood can be sold for 500 Kip/kg. Note: We need an exact definition of “waste” wood: is it only from the extraction process of the infected trees or can any mai ketsana wood be sold for this price, as some have said?

PAFO estimates that some 60 high altitude villages are involved in the mai ketsana trade. Attempts to cultivate mai ketsana in Laos have encountered difficulties. There was an experimental plantation of 500 ha but the trees died after 3 years. Thailand went through a mai ketsana planting “boom” but people lost interest after it became apparent that not all mai ketsana trees produce the resin. At this point in time mai ketsana plantations seem a risky proposition for villagers, but new trial plantings have been made in LPG.

**Recommendation:** It would seem to be a worthwhile activity for the Forest Research Centre to carry out a feasibility study of mai ketsana plantations in Luang Phabang.

When asked if any of the currently traded NTFPs are becoming scarce, the PAFO Director answered: *peuak meuak (tuk tiang)*. What about *dok eun, mai ketsana,* and others? Are they not also decreasing, even though they may not yet have become really scarce? Reportedly, the only NTFPs currently under cultivation in Luangphabang are: *po sa, mak neng, yang,* and mai ketsana.

We need to get a lot more information about the NTFP trade, and NTFP harvesting and cultivation. Of critical importance is to identify which NTFPs are become scarce due to market pressures. Then we need to identify what to do about it. Domestication is one option. Some kind of in situ community forestry management is another. We need to investigate whether cultivation techniques for the various NTFPs already exist or not. Just because they are not known in Laos or Thailand doesn’t mean they don’t exist. Vietnam and especially China are way ahead of everyone else on domestication of medicinal plants. We should use our international research contacts to find out what is already known about cultivation techniques in China and Vietnam.

**Provincial plans for supporting shifting cultivation substitution through marketing**

The Planning Dept said they have both short term and long term plans for this.

Short term plans focus on:
- Small livestock (poultry, pigs, goats)
- Sesame
- Peanut

Long term plans focus on:
- *Mai ketsana* for Phonsay, Phukun and Viengkham
- *Po sa* and *yang bong* for Pak Ou and Pak Seng
- *Nyan* (benzoin) for Nambak and Ngoi
• Large livestock (buffalo & especially cattle) through controlled grazing in areas with potential (cattle are favored over buffalo because they reach a marketable size in shorter time)

Actually, these are products rather than plans. We need to investigate further about whether any specific plans have been elaborated on how to support increased production and marketing of these products, and whether these plans raise any specific issues concerning the “four areas” of market research and development: market/economy, technical/scientific, social/institutional, and resource/environmental. We need to identify what problems arise in attempting to implement these plans and what kinds of assistance might be needed to achieve sustainable market development. Our investigations should also consider additional product potentials, not yet considered by provincial planners.

**Phonsay District perspectives**

Discussions with the Commerce Department officer in Phonsay District town yielded a preliminary picture of how the main district market works. The Phonsay marketplace is actually a market street or block of shops lining the road along the entire center of the town, where villagers from the outlying areas bring livestock, NTFPs and farm products to sell to the shop owners.

In addition to the market street in the district town there are also three subdistrict markets:

• Sophchia (a major permanent collection point for NTFPs at the end of the road in Phonsay)
• Huadong – a 10 Day market near Jomtien attended mainly by Hmong people
• Nambo – a 10 Day market on the main road from Luang Phabang near the beginning of Phonsay District

*We need to get a lot more information about these markets: which villages are served by them, what products are traded, what outside traders come to these markets, full description of the trade channels that begin at these markets, how the markets work, terms of trade, problems, potentials, etc, etc. See checklists. These market centers are also key contact points for other research issues, e.g. village finance institutions, production economics, etc. They need to be studied in depth.*

Currently the main products from Phonsay are:

• Livestock – buffalo, cattle, pigs, poultry, goats,
• NTFPs – po sa, khem, peuak meuak, cardamom
• Agricultural crops – makdeuay, makna,

The Commerce Department officer confirmed that the District shared the Province’s view that the main potential of Phonsay was livestock (buffalo, cattle, and pigs). However, there was no evidence that the district gave the same priority to cattle over buffalo because of their shorter time to market. The District Planning Department said they will also encourage the planting of cabbages, organic vegetables, fruit, chayote and soybean as cash crops.

The district would like to see coffee and mai ketsana become important export crops of Phonsay, but these are currently at an experimental stage. Trial plantations of Arabica coffee have been made in Jomtien and mai ketsana in highland areas of Phonsay.
Only a few of the who operate in traders in Phonsay are licensed. The commerce department has plans to extend the trade by extending the road past Sopchia to Xiengkuang and Xiengeun District, LPG and they will have 10 Day Markets along this road.

*Descriptive information on the market operations in the district town of Phonsay needs to be elaborate in subsequent fieldwork.*

3. Oudomsay and Namor

**Local market structure**

![Diagram of market structure](attachment:image.png)
Main Export Products

According to the Director of PAFO the main products exported from Oudomsay are:

- *Peuak meuak*  (38 tons exported to China last year)
- *Po sa*
- *No kom*
- *Mak neng*
- *Peuak bong*
- *Khem*
- *No kom*
- *Corn*
- *Sesame*
- *Peanut*
- *Soybeans (yellow & green)*

Nongmengda Market
Oudomsay
Livestock (emphasis on cattle)

This list came from different sources and they didn’t always include exactly the same products. What do the statistical sources tell us? Can we firm up a complete list? How about a table showing product (Lao + scientific names), quantity of export, destination country?

It is interesting to note the prominence of NTFPs in this list and the absence of mak deuay. The commodities are not listed in order of priority. They would like to promote increased planting of corn, sesame, and mak neng (new variety from China). They are focusing on 3 villages for mak neng planting, including Ban Namfeng in Namor. They would also like to promote planting of po sa and, in fact, brought in planting material which they obtained from Petlama in Luangphabang; but the villagers showed little or no interest in planting po sa. However, corn and sesame are popular with farmers in Oudomsay and these crops are exported to Thailand and Vietnam.

One way to think about this is that Oudomsay already has a variety of NTFPs to sell, whereas Luangphabang has much less. Po sa is one NTFP that Luangphabang does have, and maybe they don’t need to have additional competition from Oudomsay in the po sa market. If the Oudomsay farmer are not really interested in it, then maybe there is no need for the province to push it. That same could be said about mak duay.

The Planning Department mentioned that they would also like to promote increased production of mak deuay. However, recalling the overproduction and subsequent price crash of the mak deuay market in Luangphabang in recent years, perhaps mak deuay should not be promoted as long as there is still any uncertainty about the size of the market. Oudomsay is well endowed with NTFPs and it might be good to leave mak deuay and po sa as specialties of Luangphabang, at least until the demand situation is better understood. It is very easy for most upland farmers to integrate mak deuay into their cropping systems, and many of them are familiar with it as traditional crops, so it is easy for a situation of oversupply to arise very quickly in northern Laos. This year, in fact, is the first year since the market crash of 1999-2000 that there has been a big increase in the popularity of mak deauy as a crop. It will be interesting to see how the price situation develops this year in Luangphabang. Getting more information on this year’s mak deuay market should be a high priority for the SEU’s market research.

The Planning Dept’s view is that the main export potential of Oudomsay is for corn and livestock, especially cattle (which take a shorter time to be ready for market than buffalo).

Unlike in Luangphabang, the provincial officials did not offer information about their proposals for supporting substitution and stabilization of shifting cultivation. This is something we might investigate in subsequent fieldwork.

As in Luangphabang, it was also reported by provincial authorities in Oudomsay that the supply of vegetables in the market is adequate during the dry season but insufficient during the rainy season. This would seem to create an opportunity for farmers in Oudomsay to address, but it will require them to deviate from the traditional agricultural calendar. Unfortunately any farmer in Oudomsay with sufficient entrepreneurial spirit to grow vegetables for the market will have to face stiff competition from Chinese vegetable growers.
who have moved into Oudomsay and started growing vegetables in response to this market niche.

Two years ago the Commerce Dept tried to initiate a project to extract the oil of *mak kunsa*, but they are waiting for the DAFO to designate the areas where this can be grown. Reportedly there has been some difficulty finding such areas, so there is no progress so far in this initiative. *Can we find out more about this? If it looks like a serious potential then we can include it in our list of products for market research.*

**Market Problems**

Market related problems identified by the provincial Commerce Department include:

- Traders encounter a lot of barriers and must pay a lot of taxes before reaching the border
- Transport is difficult and expensive due to poor roads
- There is no official contact between the provinces to regulate markets, so buyers can control the price. The implication is that without official contact farmers don’t know the price, but it is unclear whether the province has any mechanism to disseminate price information to farmers beyond a small circle of people in the provincial town

*Another question that comes up is: What does the last mentioned problem imply about the province officials attitude toward free trade? Is it really to protect the small producers or to transfer control from traders to government officers and their families? Who puts up the road barriers? Is it not other government officers? Which ones? This whole pattern of activities undertaken in the name of helping the farmers begins to look like the kind of “rent seeking” behavior that is practiced by people in uniform, which is known to be a big problem in Vietnam and Thailand. Is this also a problem in Lao market channels?*

The Director of the Commerce Dept mentioned an example of a problem they encountered last year. Acting as intermediary between the farmers and the market, the Department agreed to sell corn for animal feed to Bokeo (enroute to Thailand?) for Kip 900. The Hmong farmers refused to sell for less than Kip 650/kg but the transport price was Kip 300-350/kg, leaving the department with a loss on the transaction. Apparently, they made the deal without first doing their market research.

**Main Market Potentials**

In the view of Deputy Director of Planning, the main potentials for economic development in Oudomsay are:

- corn
- livestock, especially cattle (which take a shorter time to be ready for market than buffalo)
- NTFPs, including herbal medicines *Find out which ones.*
- handicrafts
- services (tourism, hotels, tourist attractions, infrastructure)

The Director also pointed out that Oudomsay is in the center of the northern provinces and he expressed the view that in future there will be a shift from quantity to quality production “because this is a land-linked province.” This, apparently, is a reference to the rising quality
standards of China. When asked whether he thought sugar production would be a sustainable crop for Oudomsay he answered that it might not be sustainable forever but that for now it was a good opportunity for farmers in Oudomsay. He expressed the hope that soil fertility could be maintained by rotating sugar cane with soybean production, but he also feared that imperata infestation might become a problem. *Here perhaps the Hmong system of ley fallows using livestock to control imperata and restore fertility could be applied. Unfortunately, it is unlikely that most of the farmers growing sugar cane are familiar with the Hmong system.*

Oudomsay is an important *importer* of products from China and Vietnam:

- China – apple, onion, litchi, lemon, orange, some vegetables, and cardamom planting material
- Vietnam – vegetables, some planting materials for trees

**Cross-border Trade**

The trade route to Vietnam connects with Dien Bien Phu through Phongsaly. The China trade channel passes through the international border at Bor Ten and also through the provincial border gate at Meo Chai in Namor on the new road going through the NAFRI research villages of Namor Nua, Phousang and Mixay. Interestingly, the provincial officials expressed the opinion that trade passing through the provincial border gate to China was more beneficial than that passing through the International Border at Bo Ten because the latter has high quality standards requiring full testing and the payment of high customs duties. Not all of the produce from Oudomsay could meet the high quality standards of the main international border without substantial improvement of post-harvest processing, storage and quality control. No doubt the strictness of trade regulations at the international gate has increased recently with China’s entry into the World Trade Organization. *We need to get more information about this.* China in general has higher quality standards than Vietnam, for example. The rule of thumb for commodities exported to both countries seems to be: “If you have high quality, China, if not, Vietnam.”

The trade passing through the Meo Chai border gate seems to be a classic example of “cross-boundary” trade, which is characterized as small-scale traditional trade people local people under control of the local authorities. The Meo Chai gate is administered by provincial authorities on both sides of the border. Customs duties are much lower and quality regulations are more “trade friendly” or lenient. Presumably the encouragement of this kind of vigorous cross-border trade is sanctioned by the agreement between Lao and China which designates Oudomsay as part of a “Special Development Zone.”

*We need to get more information about this agreement and a better understanding of what it means for market channels?*

China’s development is exerting a variety of different influences on its neighbors in Southeast Asia. Increased demand for products of higher quality is one of the most important influences. For example, the Chinese Embassy has placed a standing order for coffee, so now Oudomsay is promoting coffee growing. Sugar production (see below) is another new development in Namor specifically that is entirely to meet the demand of a sugar factory across the border in Mengla. The Director of the Commerce Department told that there is a big opportunity for pig production in areas bordering tourist districts in China, since there is no longer a place for “aromatic” pig farms on the Chinese side.
Sugar factory in Mengla, Yunnan

The Lao members of the market research team traveled into China to visit the sugar factory in Mengla. The team was well received and had good discussions with the factory manager. The main findings were as follows:

- The whole production of sugar from Laos can keep the factory busy for only two days
- The factory is currently operating at 50% of the processing capacity of the installed machinery; this is why the factory is keen to encourage increased production in Laos; currently it buys sugar from Oudomxay and Phongsaly.
- The productivity of newly planted sugar plantations in Laos is higher than in China; heavy fertilizer use is necessary to sustain production on depleted soils repeatedly used for growing sugar cane in China.
- The factory manager suggested the growing of sugar cane in rotation with legumes like soy bean might provide a way of avoiding the exhaustion of sugar cane soils in Laos.
- The factory gate price of sugar is a fixed amount; from this the transportation costs must be subtracted; the farm gate price is higher in Oudomxay than in Phongsaly because the transportation costs are lower due to better roads.

Threatened NTFP Products

According to the Dty. Head of the Planning Dept. in Oudomxay, the NTFP products that are diminishing in supply or that have high demand and low supply are:

- *Hed daeng* (syn: “hed nam”?) – less than before (high demand, low supply)
- *Peuak meuak* – becoming scarce, but there is a cultivation technique
- *Miabolay* -- becoming scarce, no known cultivation technique
- *Jan dey* -- becoming scarce, no known cultivation technique
- *No kom* – high demand, could become scarce but there is a cultivation technique

This is probably not a very complete list. The Market Research Team should incorporate information from other projects that have worked with NTFPs in Oudomxay as well as the information that will be collected directly from traders in future fieldtrips.
Annexes

Contact List

TRANSFAIR
Tirawat Gaewdaeng
81 Huay Kaew Rd.
T. Suthep, A. Meung Chiang
Chaingmai, Thailand
Tel: 05-322-5862
Fax: 05-322-5863
www.thailandcoffee.org

Mr. Savanne, Deputy Director of Planning Department (MAF) -- know about livestock marketing; he wrote the Oudomsay profile of the Community Initiatives Project (CIAT has a copy of this here) (info from Dirk Van Gansberghe)

Director General of Trade Department, Luang Prabang province

Petlama Co., LTD
Luang Phabang
Tel: 071
Fax: 071

Import-Export Agricultural Products Promotion Co., LTD
Luang Phabang
Tel: 071
Fax: 071

Hungheuang Agricultural Development Co., LTD
Luang Phabang
Tel: 071
Fax: 071

Import-Export Agricultural Development Co., LTD
Luang Phabang
Tel: 071
Fax: 071

Synamkhan Import-Export Co., LTD
Luang Phabang
Tel: 071
Fax: 071