

Final summary report of SUSPER (Sustainable Development of Peri-Urban Agriculture in South-East Asia)

Rapport final de SUSPER

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Avec synthèses en français

April 2007



SUSPER

**Sustainable Development of Peri-urban Agriculture
in South-East Asia Project**
(Cambodia, Lao PDR, Vietnam)

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Moustier P., Final summary report of SUSPER
(Sustainable Development of Peri-Urban Agriculture in South-East Asia). Hanoi, The Gioi
edition, 152 p.

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2.15 Socio-economic Strategies and Results of Traders in Cambodia

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Date: Jul 2004

Pages: 45

Published on website: Y

Published on hard copy: Y

This study aims at a better correlation between the locally produced vegetable supply chain and market demand. The main objective of the survey is a better understanding of the strategies of the market agents in terms of sources of supply, relationship with suppliers and customers, nature of transport, access to information and an evaluation of their costs and returns.

Fifty-one traders were interviewed in three urban markets: Chbar Ampou and Dumkor (wholesale and retail markets) and Oressey (a retail market) in May-June and September 2002. The stakeholders are retailers (permanent and semi-permanent, the latter selling half the day or temporarily), permanent and temporary wholesalers, collectors and producers (some selling wholesale, some selling retail). The majority of traders (more than 80%) sell all year round. Around half the interviewed traders have developed regular relationships with their suppliers (this applies for imported as well as local products), which means that they are given priority in terms of supply and purchase throughout the year. This diminishes the risks of unsold products for suppliers and of a lack of supply for purchasers. Incomes and marketing margins are highly variable among traders. On the average, net profit does not exceed 25% (of purchase value) for all categories of traders. The analysis suggests a positive relation between the amount of income, the quantity traded and the access to regular suppliers.

The most popular means of transport are motorbikes (45%) and handcarts (14%) which are rented rather than owned.

Answers for the comparison between local and imported products suggest that imported products are larger and are available longer but that local products taste better and are safer. In the study period tomatoes, cabbage and Chinese cabbage originated from Vietnam.

Poor marketing conditions and limited product availability are difficulties stated by the traders. Although 70% listened to the radio to get price information, the majority said that it was not useful because the information was out-dated and/or inaccurate. Responses indicate that the conditions for more successful vegetable distribution could be improved by upgrading marketplaces and making the local supply more regular throughout the year.