



EXPERIENCE OF FNN ON THE PURCHASES  
AGRICULTURE PRODUCT

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# Opportunity for Purchases organic agriculture and non organic

- Farmer have more rice surpluses for selling and also they implemented organic agriculture 9 years ago
- Increase demand for organic agriculture to the market ( local and internationals )
- Human resource at FNN and Community
- Donor Support for FNN to Support FNN network and producer group
- Contribution Capital from farmer to installing Machine rice mill .
- The government have a policy to support rice exportation

# Experiences for Purchases Agriculture product

- Formed farmer producer group
- Production plan with farmer producer group
- Seasonal production plan
- Meeting for determine price of product ( Fixed and flexible price base on the market ) for vegetable and chicken, but for the paddy they will determine the price before harvesting season arrive
- We always easy to purchase all the agriculture product because of the price are expensive than middle-man ( 300\$/Ton, SKC 350-400\$/Ton )
- Purchases only farmer were mad internal control systems

# Constraints for Purchases Agriculture product

- Competition with middle-man during harvesting season ( paddy ) and price selling rice in the local market
- Lack of product ( vegetable ) in dry season
- Lack of capital for purchasing organic paddy
- Have no standard machine milling rice for exportation rice
- Decrease customers when the market lack of the product ( vegetable )

# VISION OF FNN FROM NOW TO 2022

Building society that farmer will

- High living standard in rural (rural millionaire)
- Cooperation and helping each others
- Have a powerfull for detemine our farmer fortune
- Have important role for producing food safety for all of customers and global society

# Farmer Farming advantage

- Growth of food security and sustainable of farmer income
- Food safety
- Social safety net
- Relationship and recognize from the social

# Strategy planning

**Farmer will change ( change behaviors )**

- From doing big rice field, less yield to small rice field but high yield
- Stopped selling paddy to selling rice
- Stop expenses before saving to saving before expenses
- Stop working along to working together ( working in cooperative )

# SYSTEM OF RICE MILL COOPERATIVES



- Farmers produce organic rice
- Rice mill cooperative
- Warehouse for last processing
- Rice marketing





# Rice Mill in Tramkok (from VN)



# Rice mill from China



# THANK YOU FOR YOUR ATTENTION

