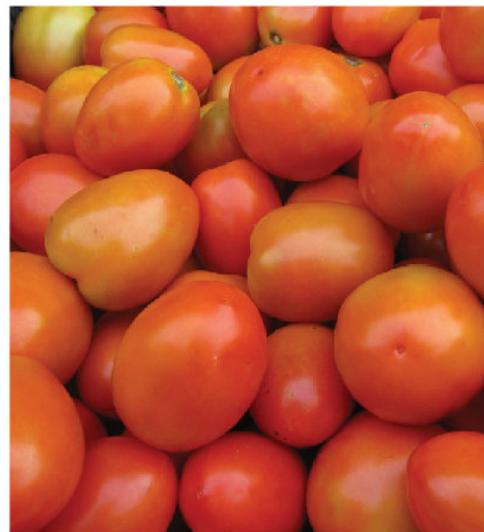




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FARMER'S EXCHANGE MEETING

Tu Nhien, Moc Chau | 18 November 2013

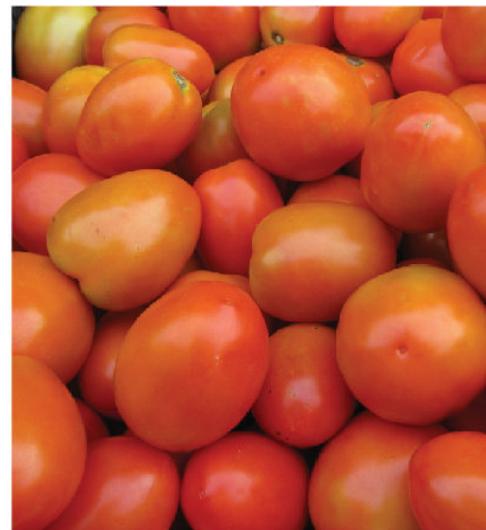
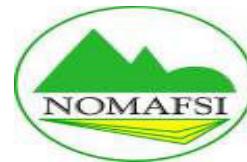
Welcome all!

- **Introduction presentation**
- **Break**
- **Break-out sessions:**
 - French bean
 - Tomato
 - White cabbage
- **Break**
- **Post-harvest presentation**
- **Final remarks**



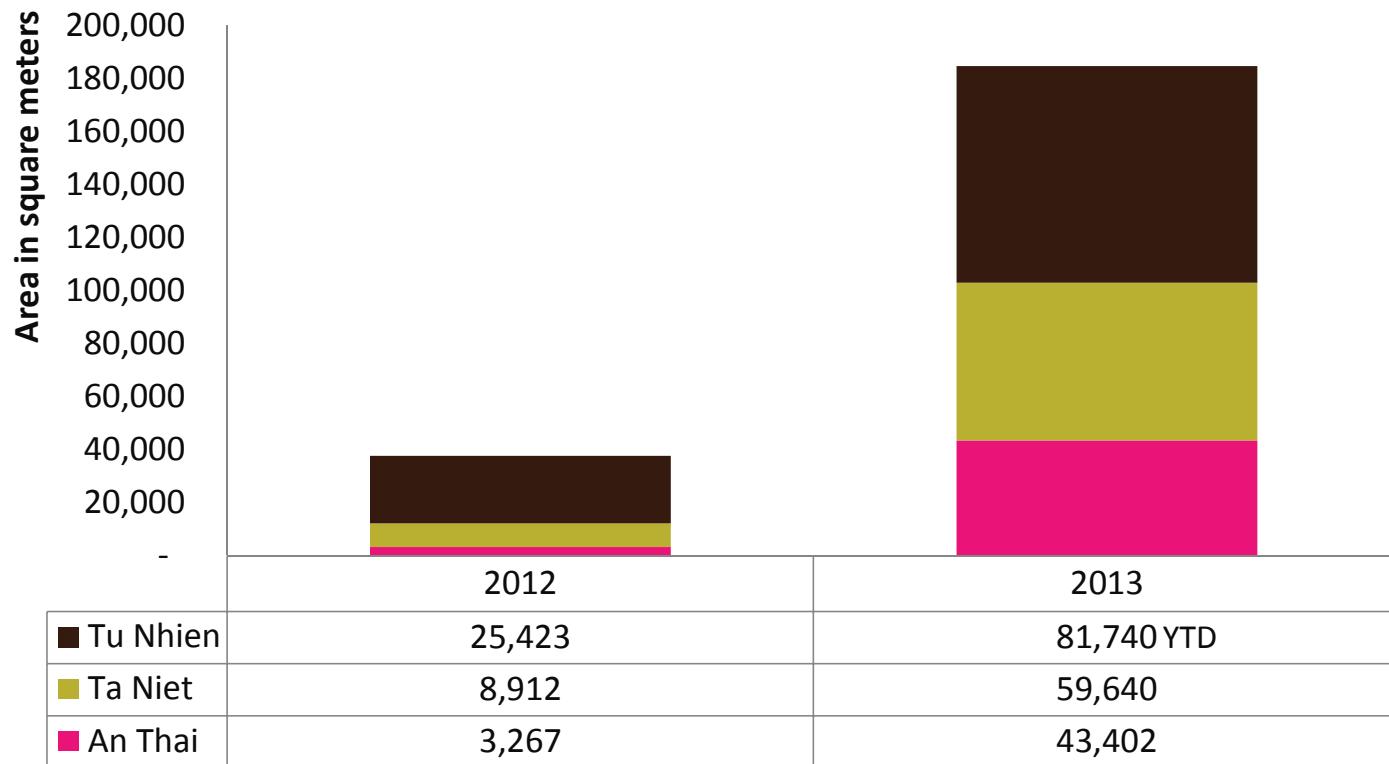


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INTRODUCTION

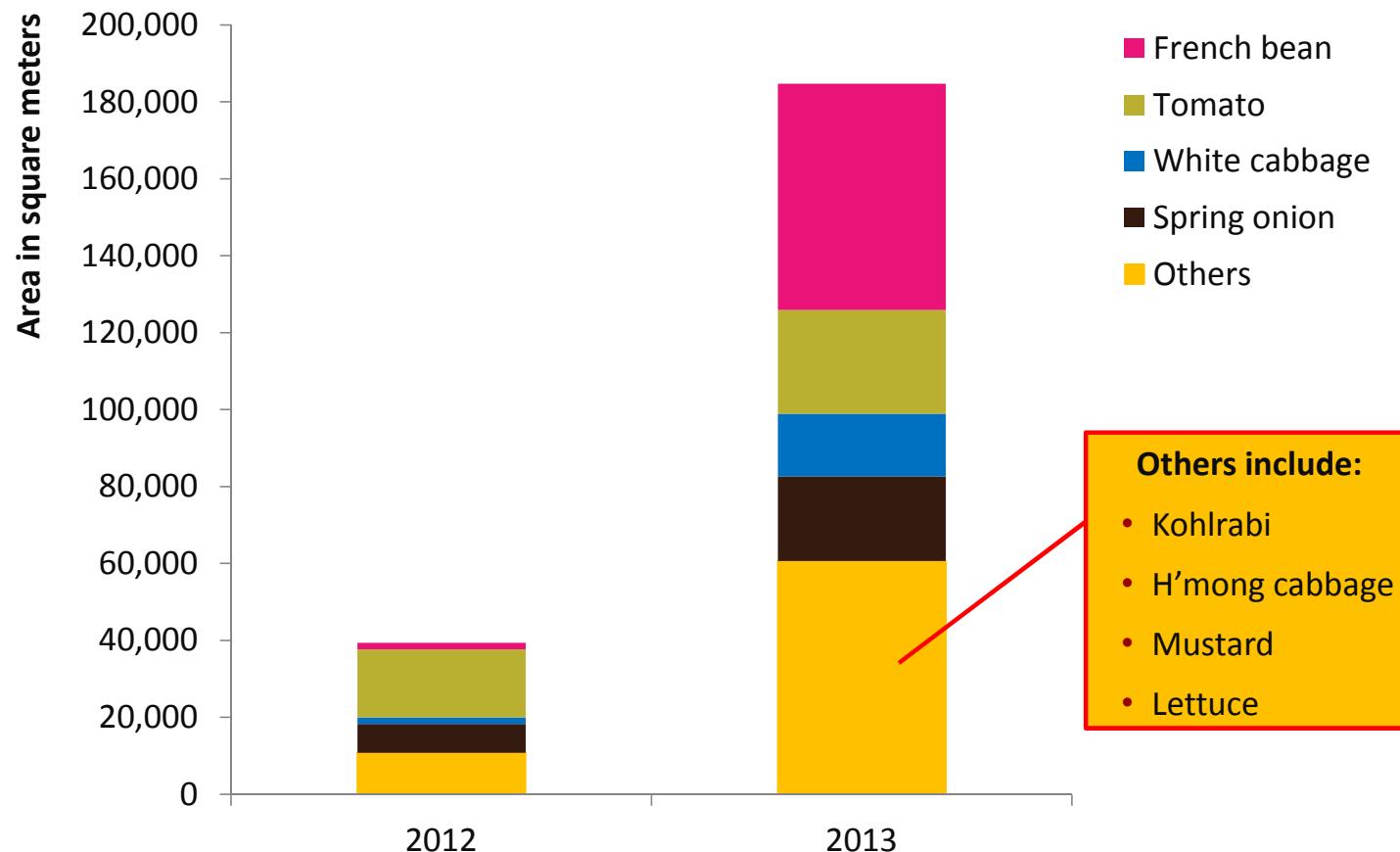
Planted area in m² for all crops (2012-2013)



Sources: MonQi database and planting data (2012-2013)



Planted area in m² for all crops (2012-2013)



Sources: MonQi database and planting data (2012-2013)



Income per crop in VND per day (2013)

Crop name	Average number of growing days	Income per crop per day
Lolo xanh	48	852
Can tay	57	532
Cai cuc	38	485
Cai meo	50	435
Cai be xanh	46	403
Hanh paro	131	259
Cai ngot	46	255
Tam bop	111	222
Hanh la	100	213
Dua leo/dua chuot	69	212

Source: MonQi database (2012-2013)



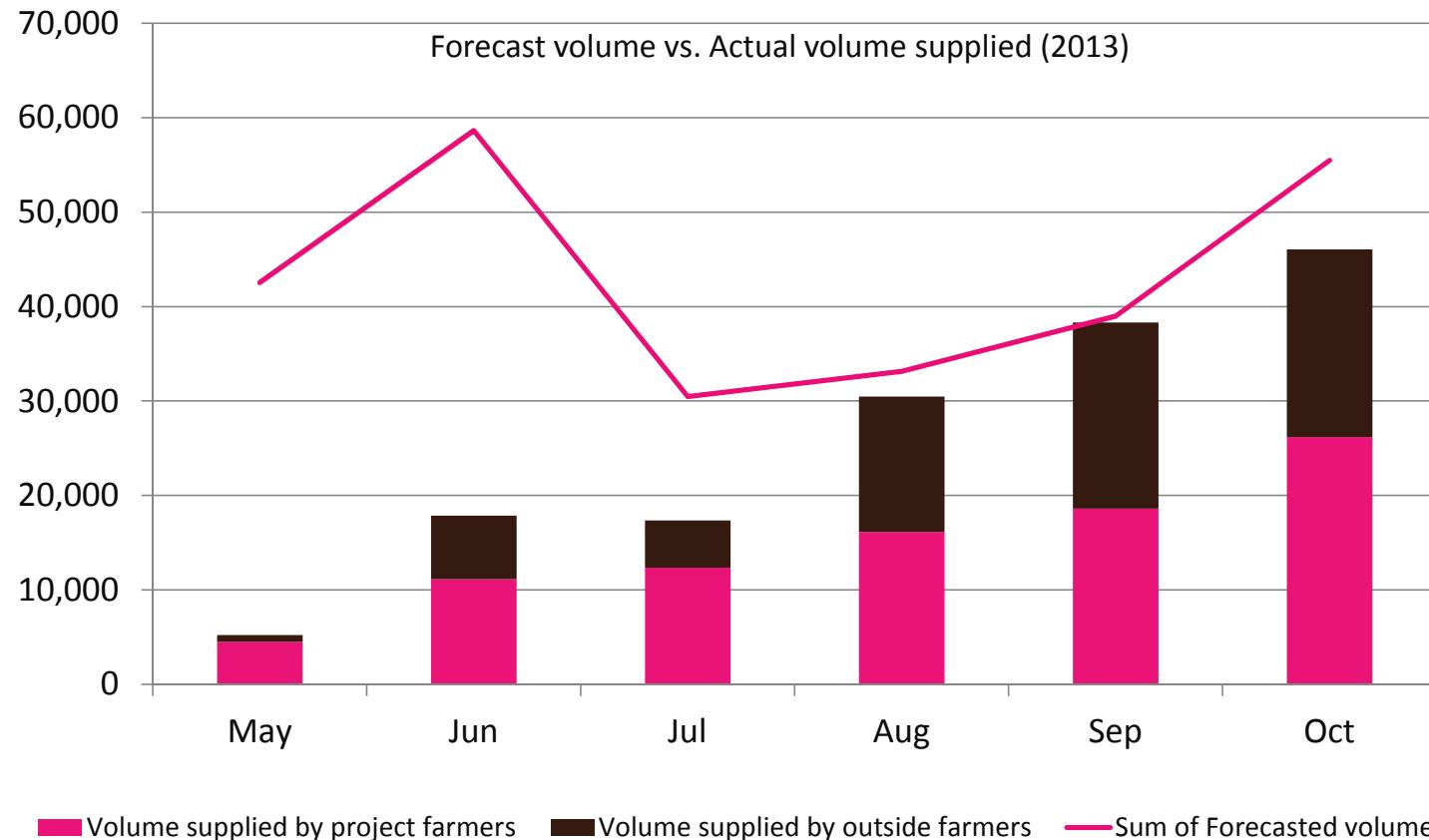
Income per crop in VND per day (2013)

Crop name	Average number of growing days	Income per crop per day
Su (trang) - cai bap (trang)	99	154
Dau cove/dau leo	80	134
Bi dao	157	122
Ca chua	105	109
Ca tim	121	91
Cu cai trang	57	59
Bi do	139	56
Su hao	54	47
Muop huong	112	45

Source: MonQi database (2012-2013)



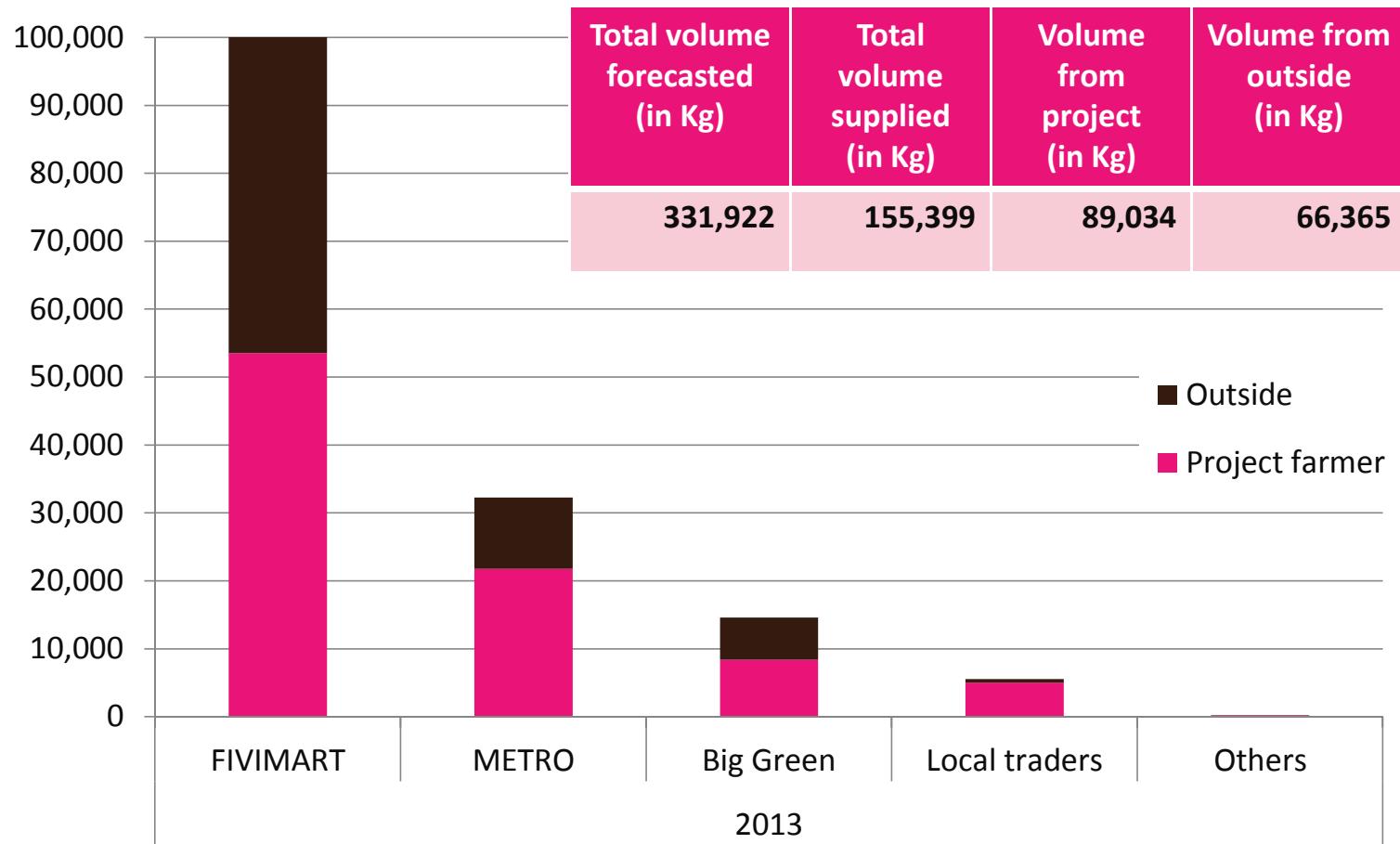
Total volume supplied: 155,399 kg during period: May to October '13



Source: Supplier record keeping



Where were your products sold in 2013?



Source: Supplier record keeping



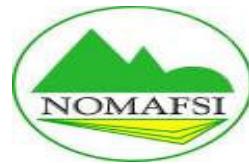






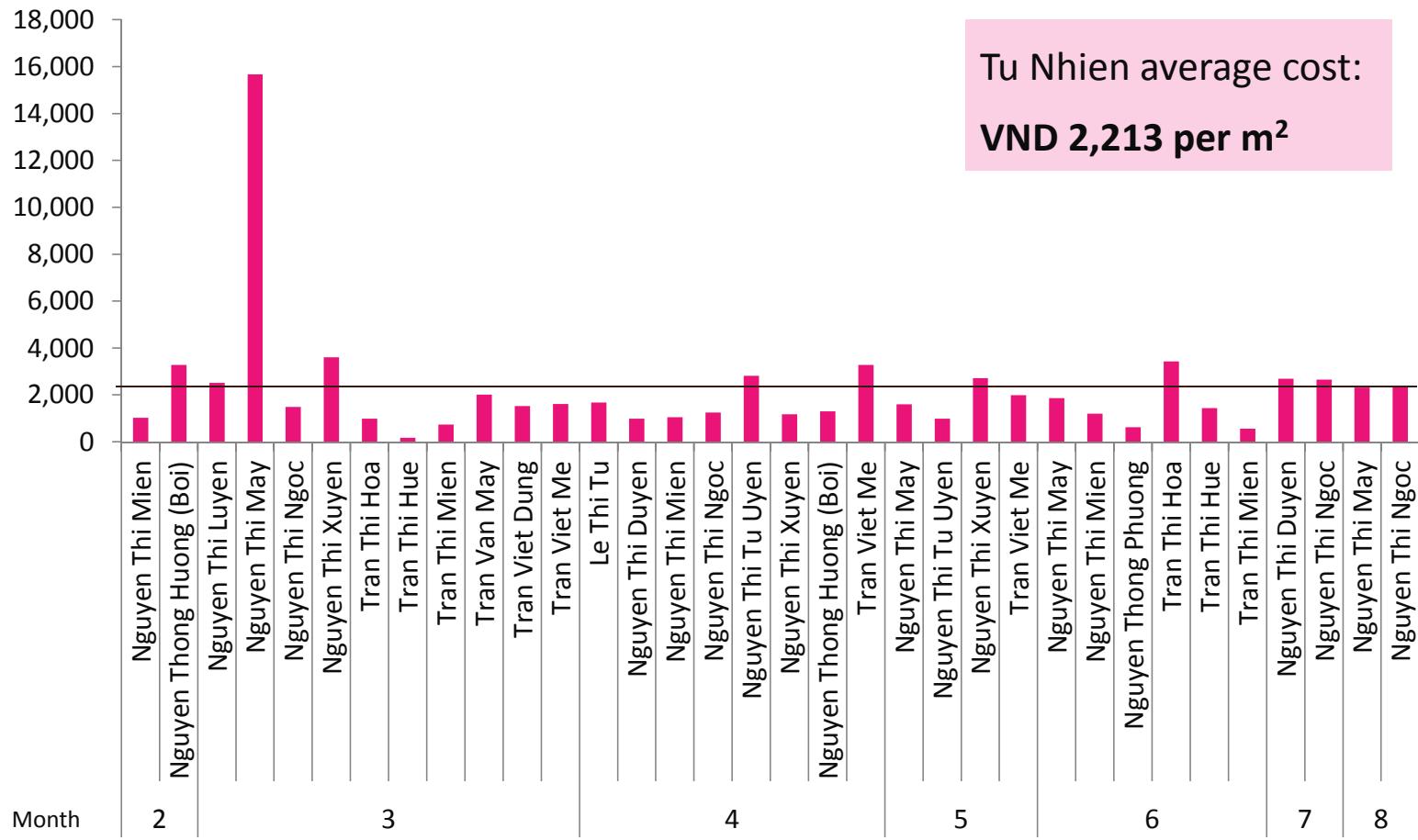


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FRENCH BEAN

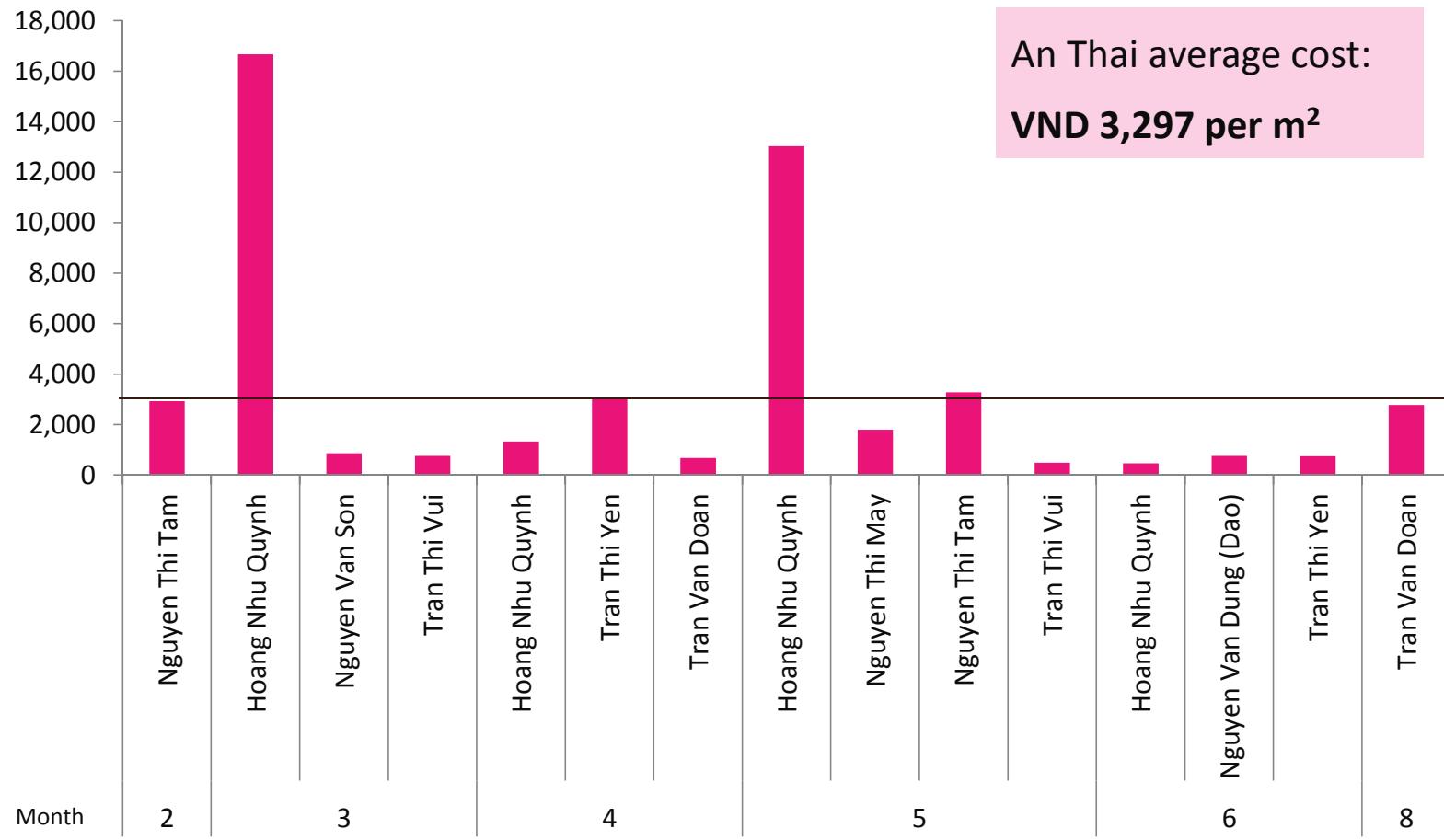
Tu Nhien: French Bean Average Cost in VND per m²



Source: MonQi database (2012-2013)



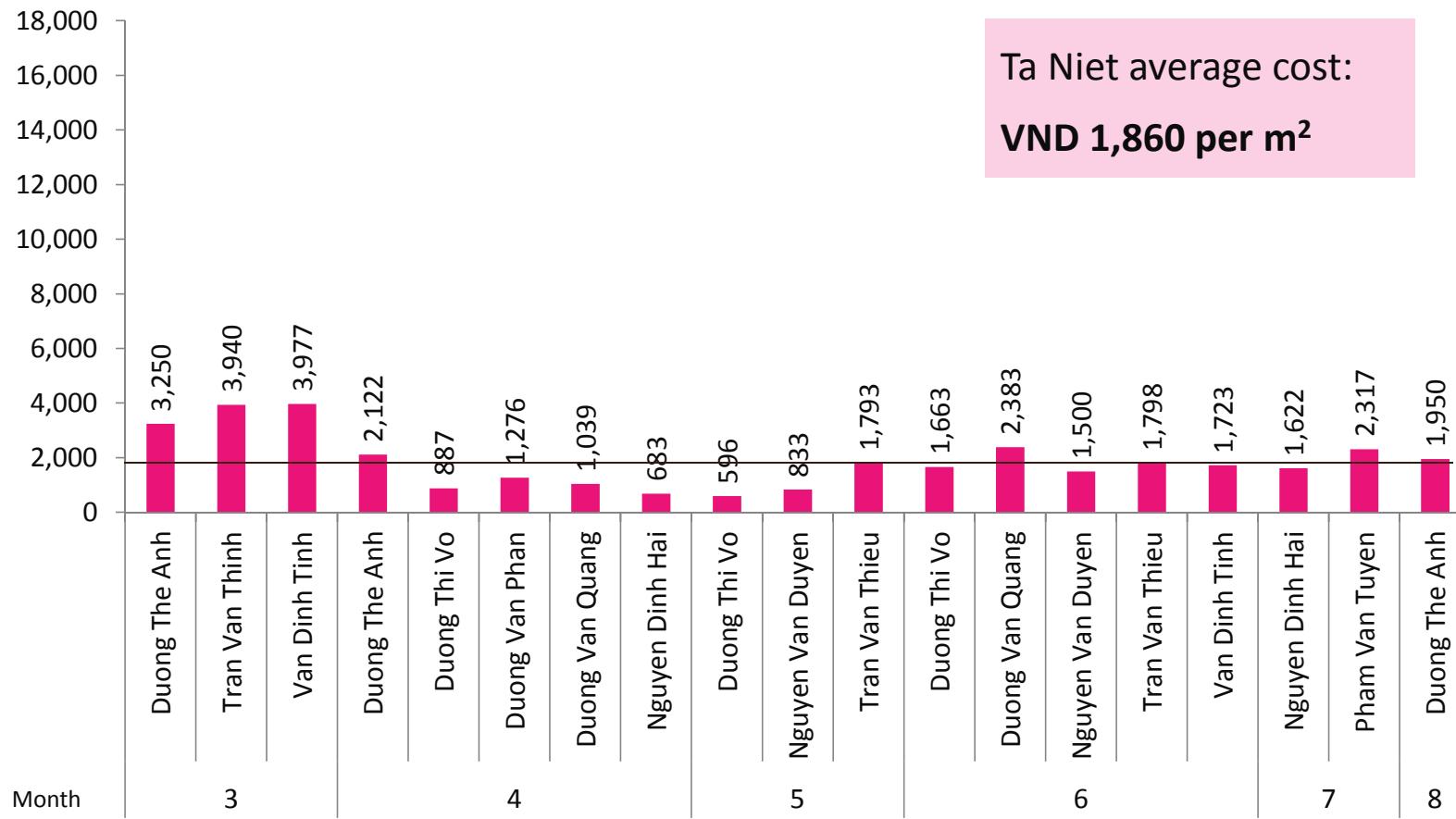
An Thai: French Bean Average Cost in VND per m²



Source: MonQi database (2012-2013)



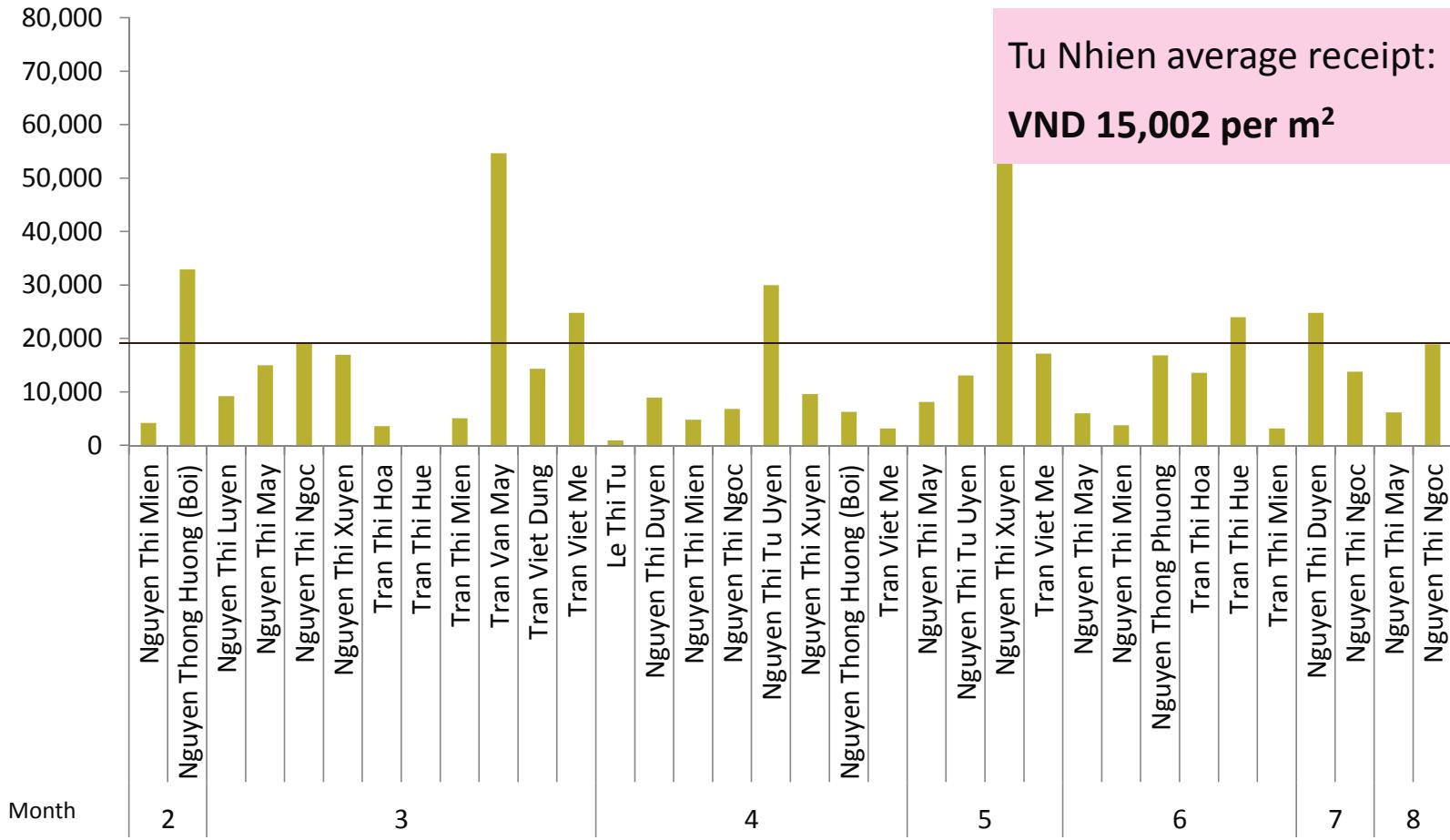
Ta Niet: French Bean Average Cost in VND per m²



Source: MonQi database (2012-2013)



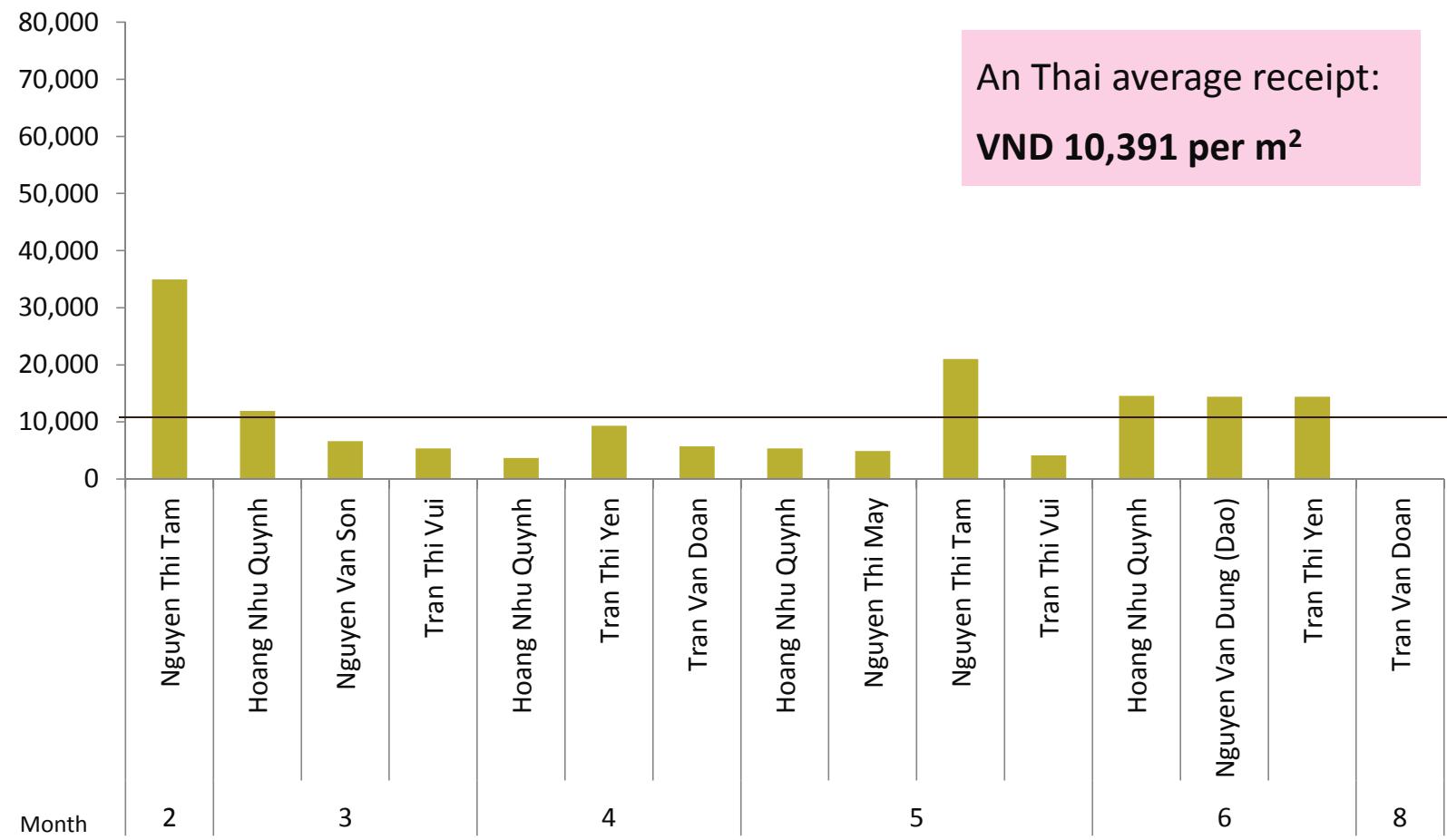
Tu Nhien: French Bean Average Receipt in VND per m²



Source: MonQi database (2012-2013)



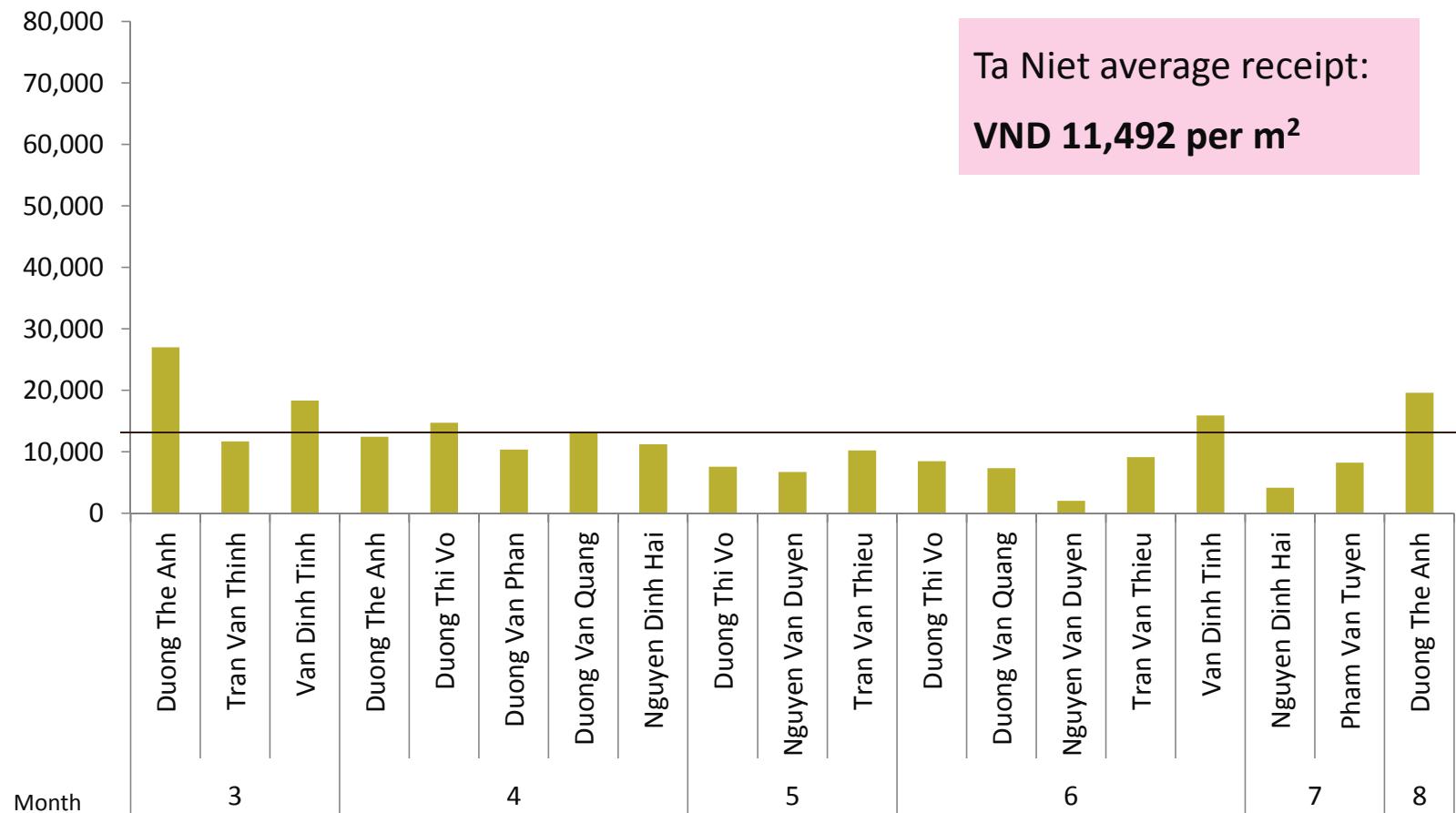
An Thai: French Bean Average Receipt in VND per m²



Source: MonQi database (2012-2013)



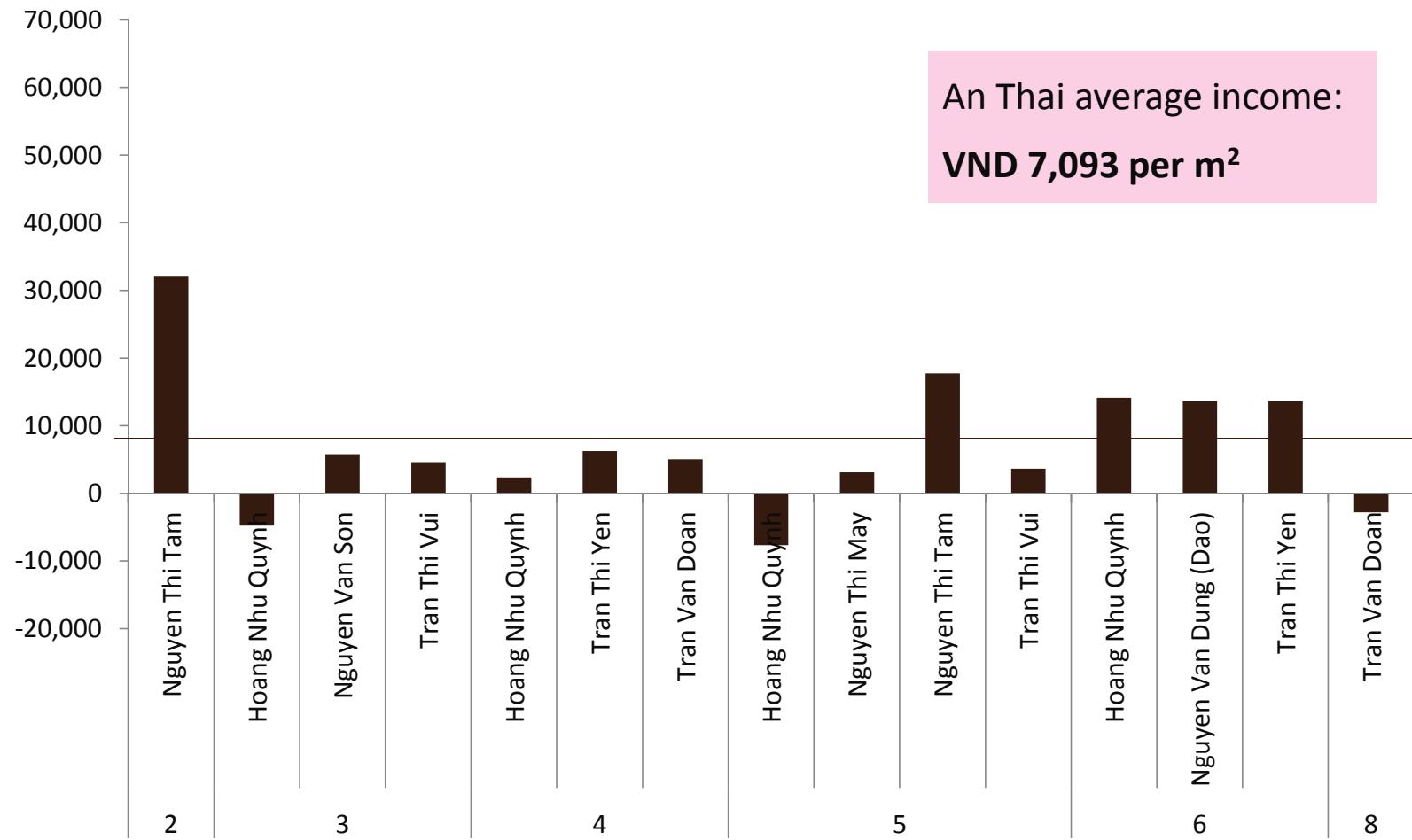
Ta Nieu: French Bean Average Receipt in VND per m²



Source: MonQi database (2012-2013)



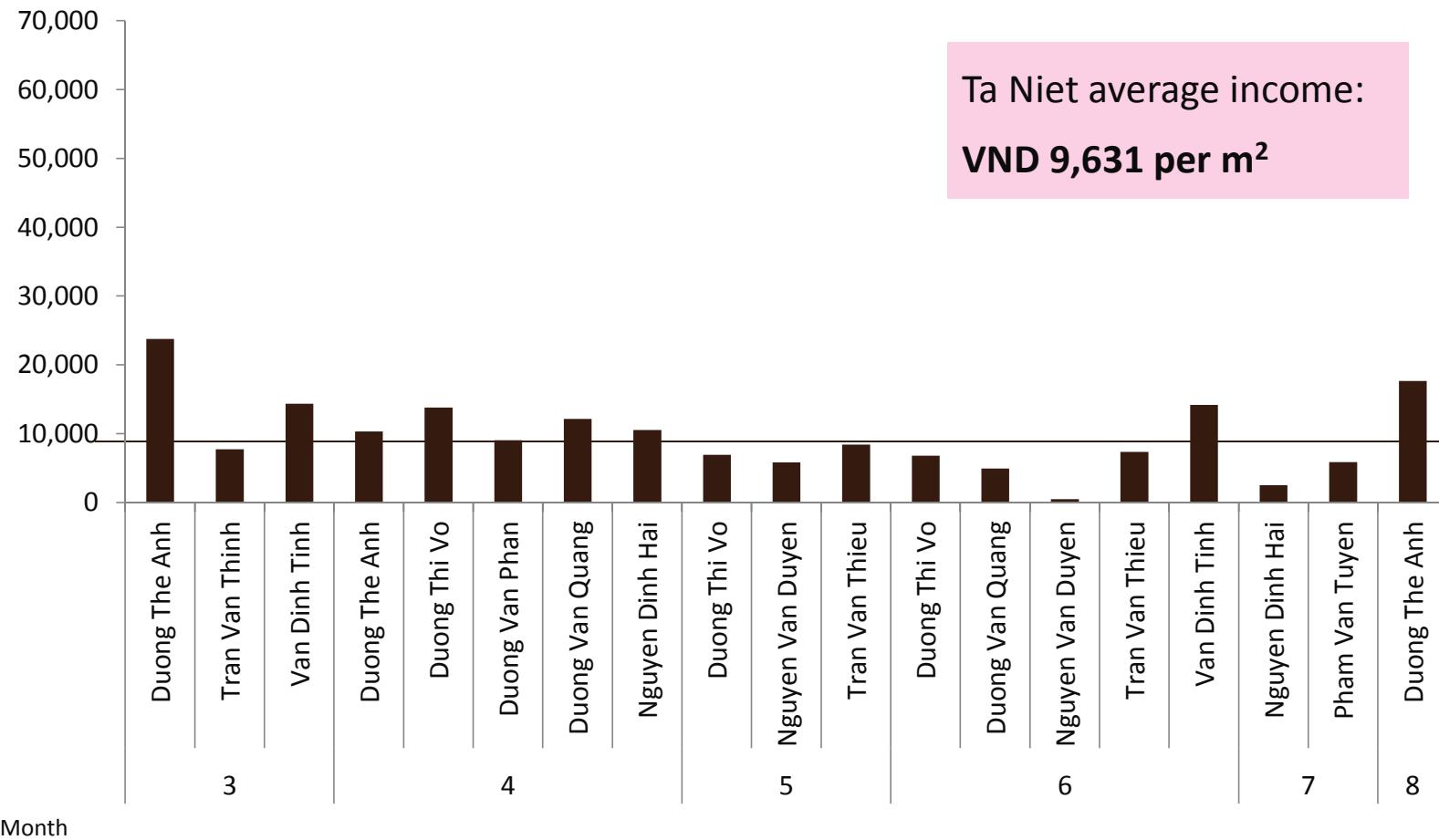
An Thai: French Bean Average Income in VND per m²



Source: MonQi database (2012-2013)



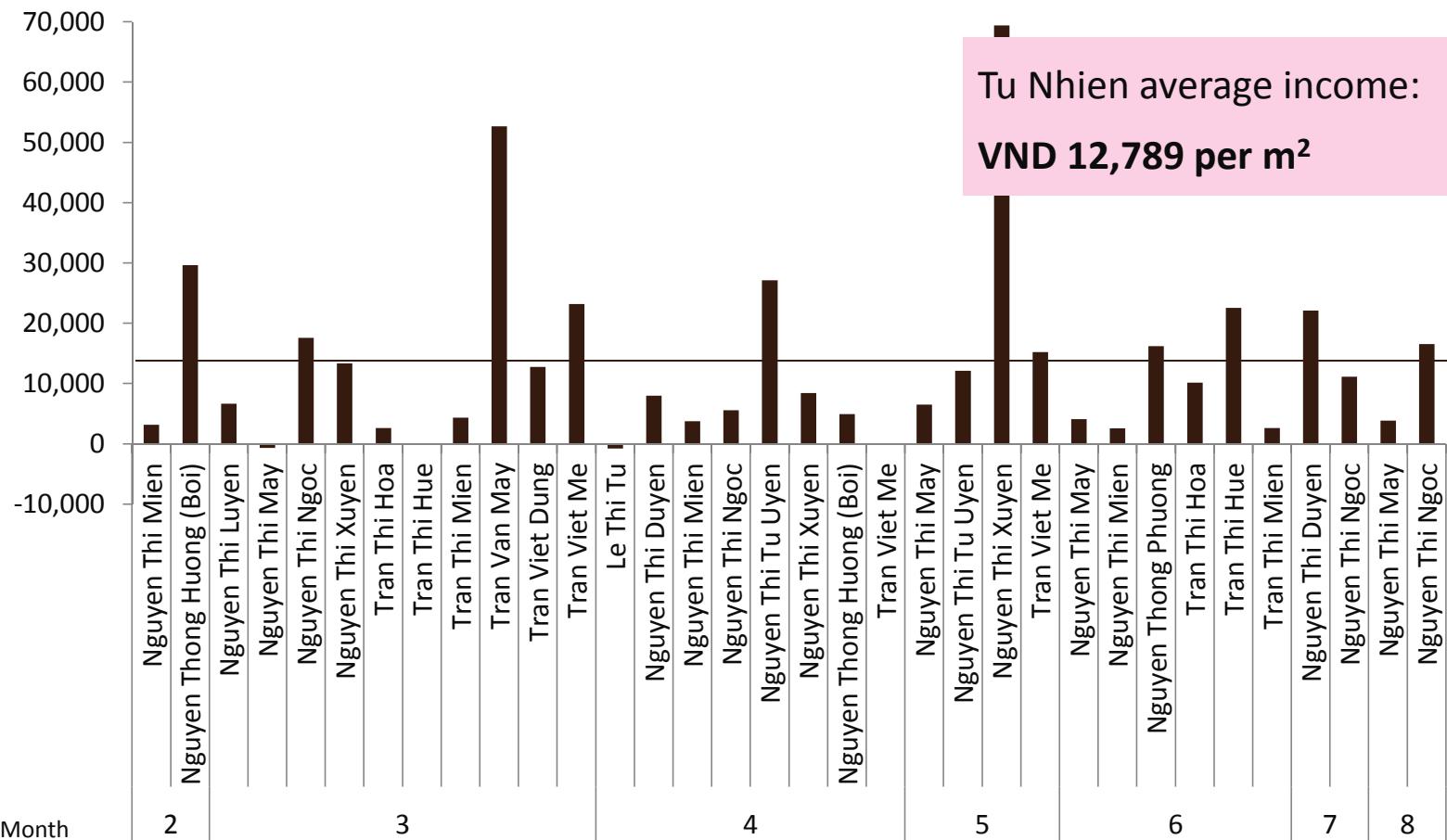
Ta Niet: French Bean Average Income in VND per m²



Source: MonQi database (2012-2013)



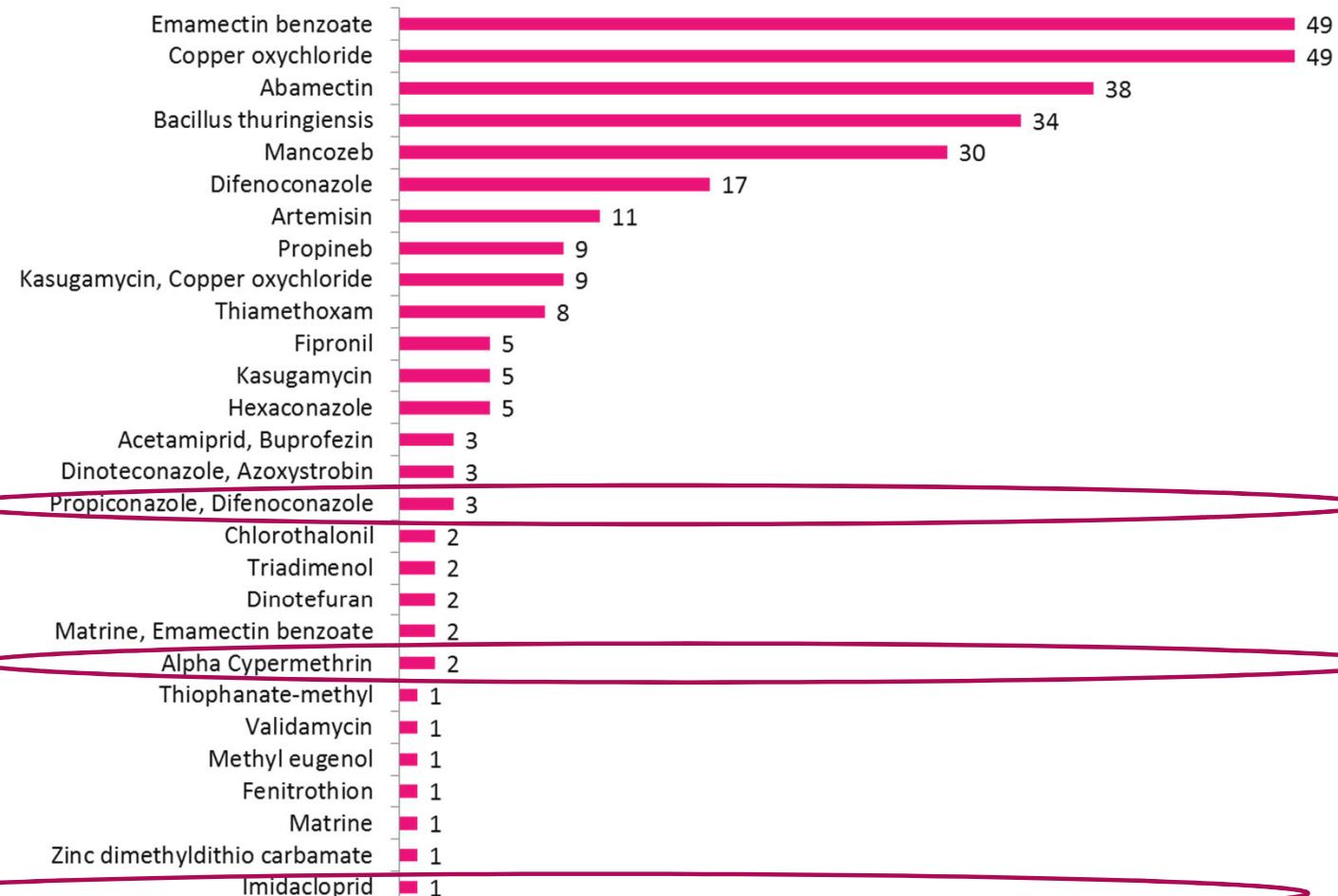
Tu Nhien: French Bean Average Income in VND per m²



Source: MonQi database (2012-2013)



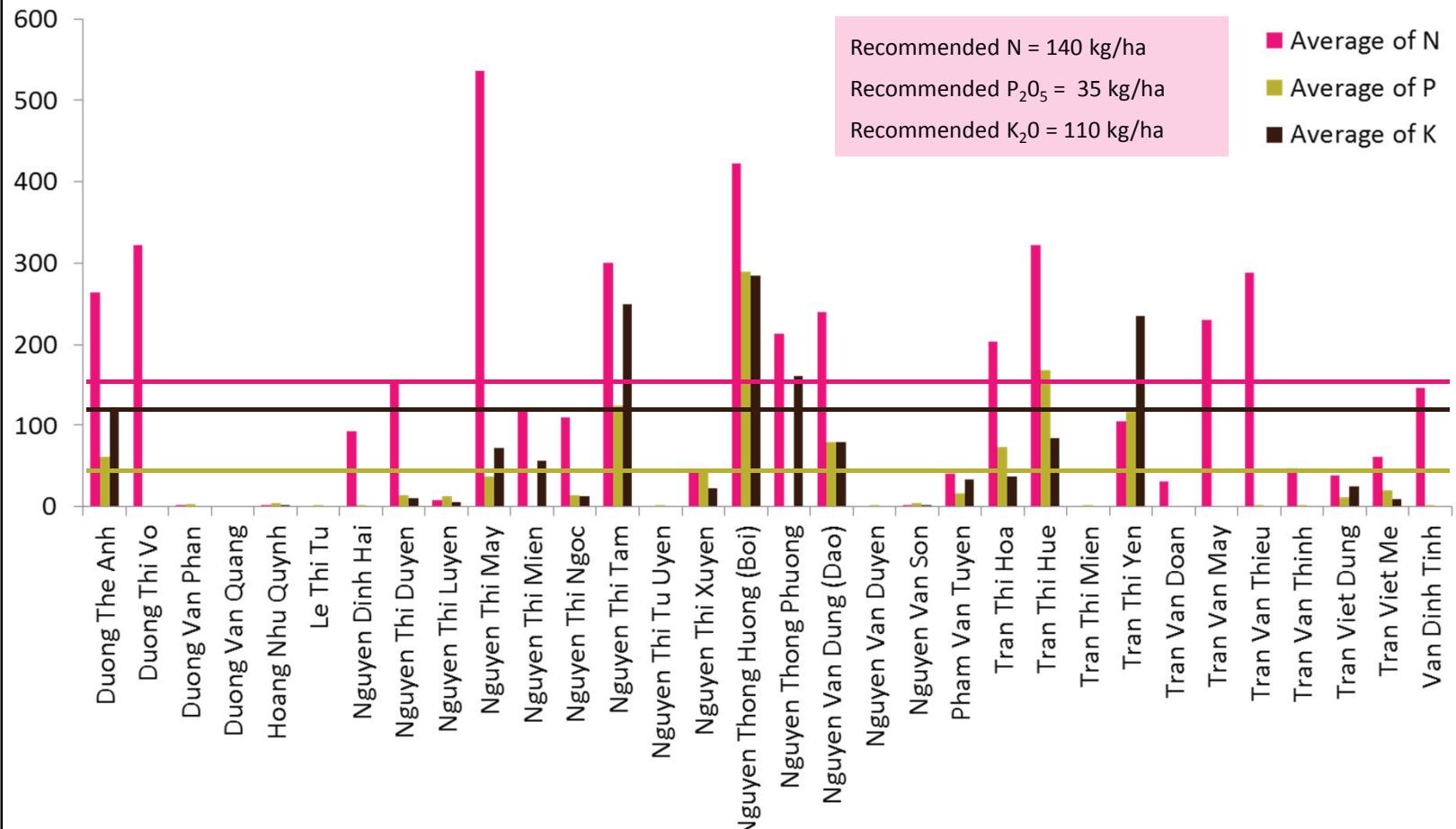
Count of CPP applications (active ingredients)



Source: MonQi database (2012-2013)



French bean: Fertilizer application in kg per ha



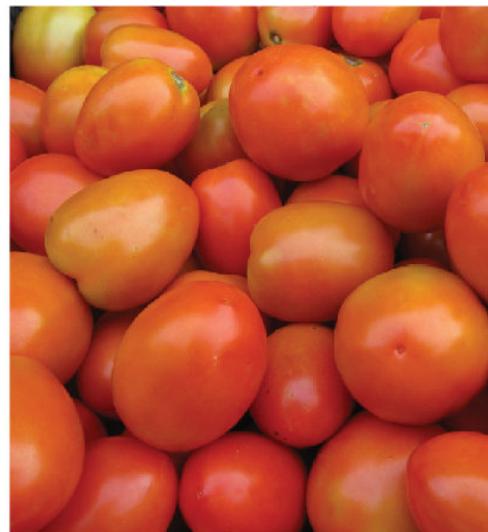
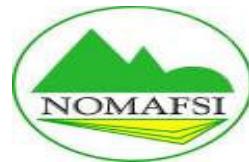
Note: Recommended rates at a yield of 14 tons per ha

Source: MonQi database (2012-2013)



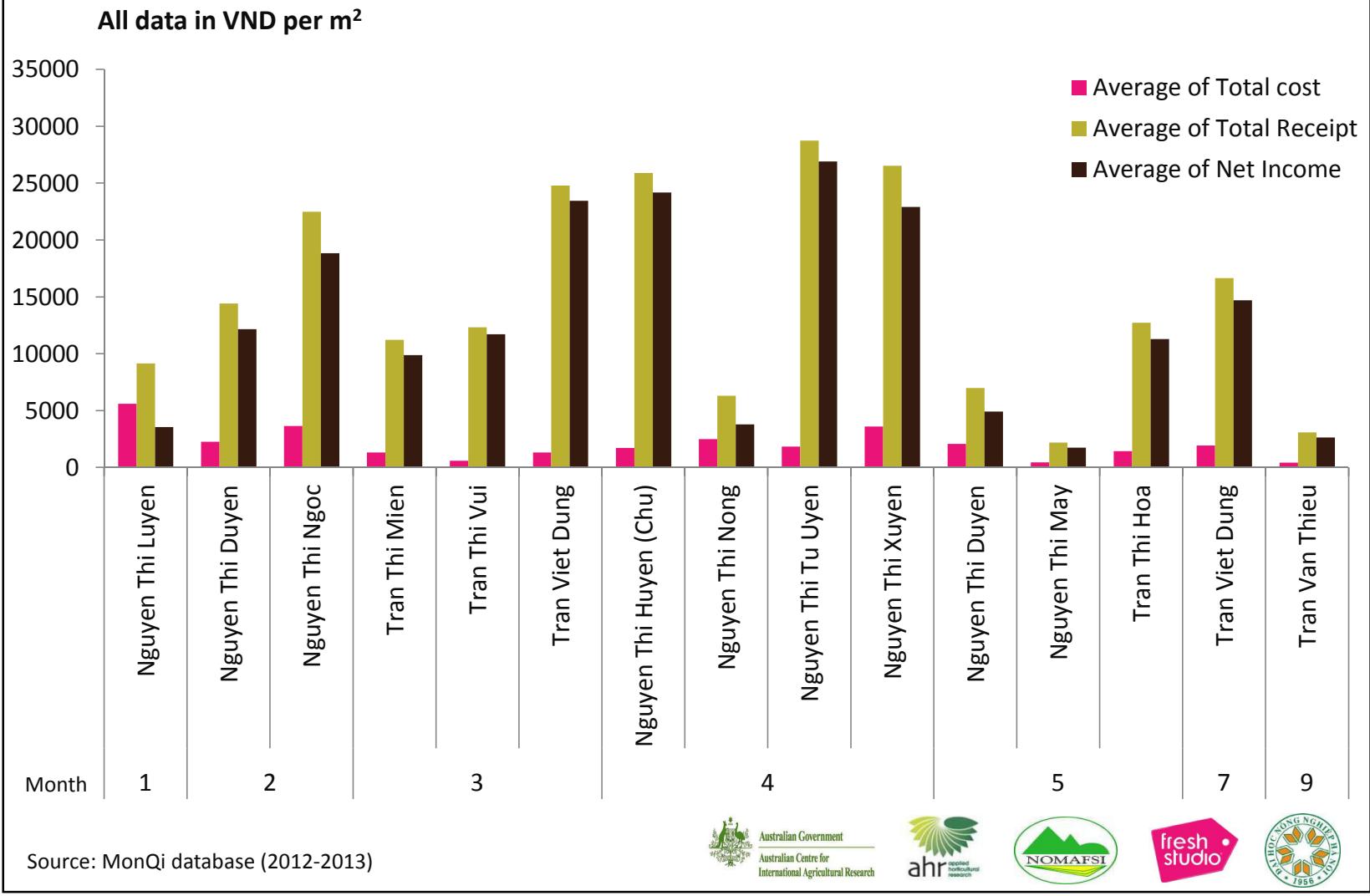


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TOMATO

Tomato: group performance in 2013



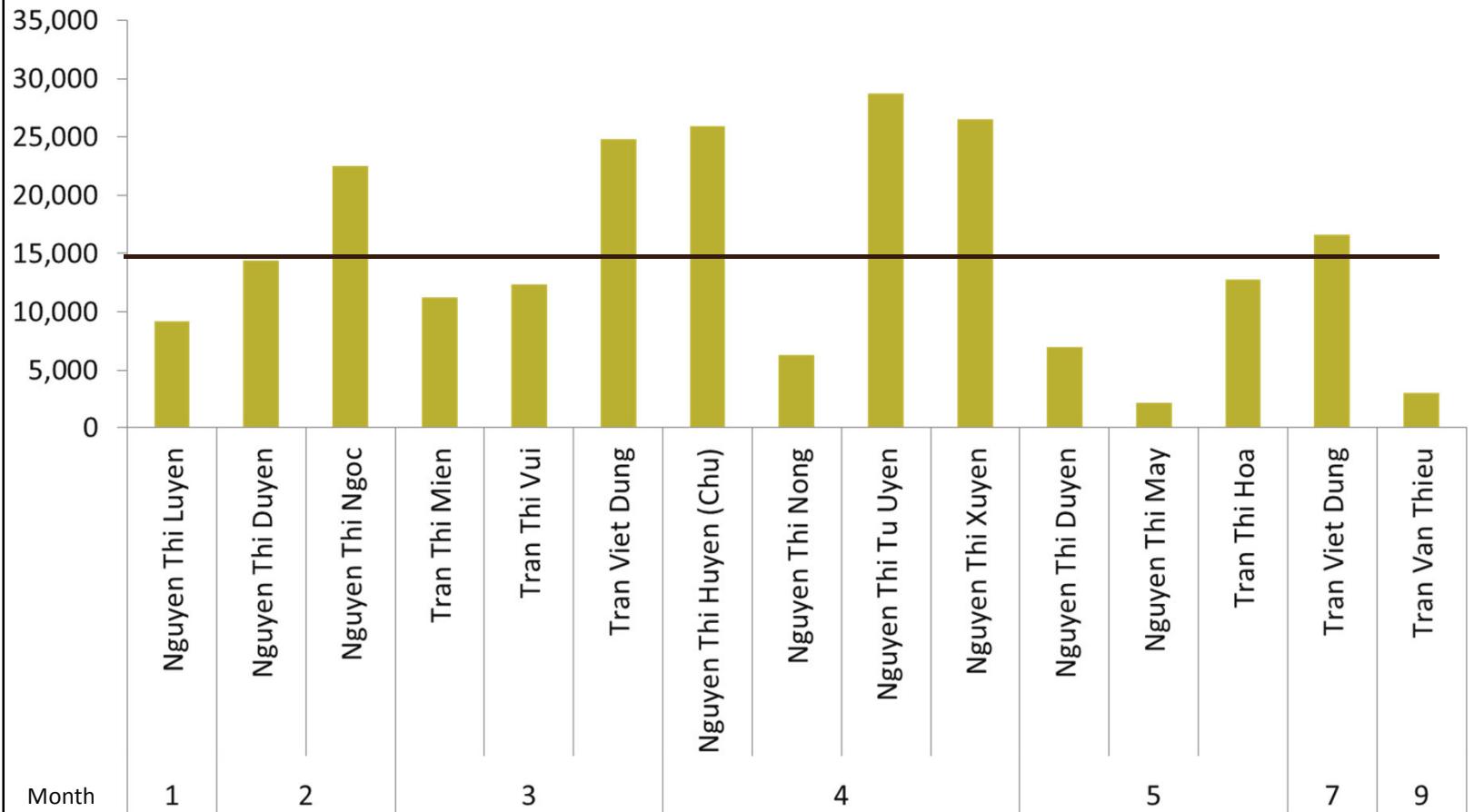
Tomato: Average Cost in VND per m²



Source: MonQi database (2012-2013)



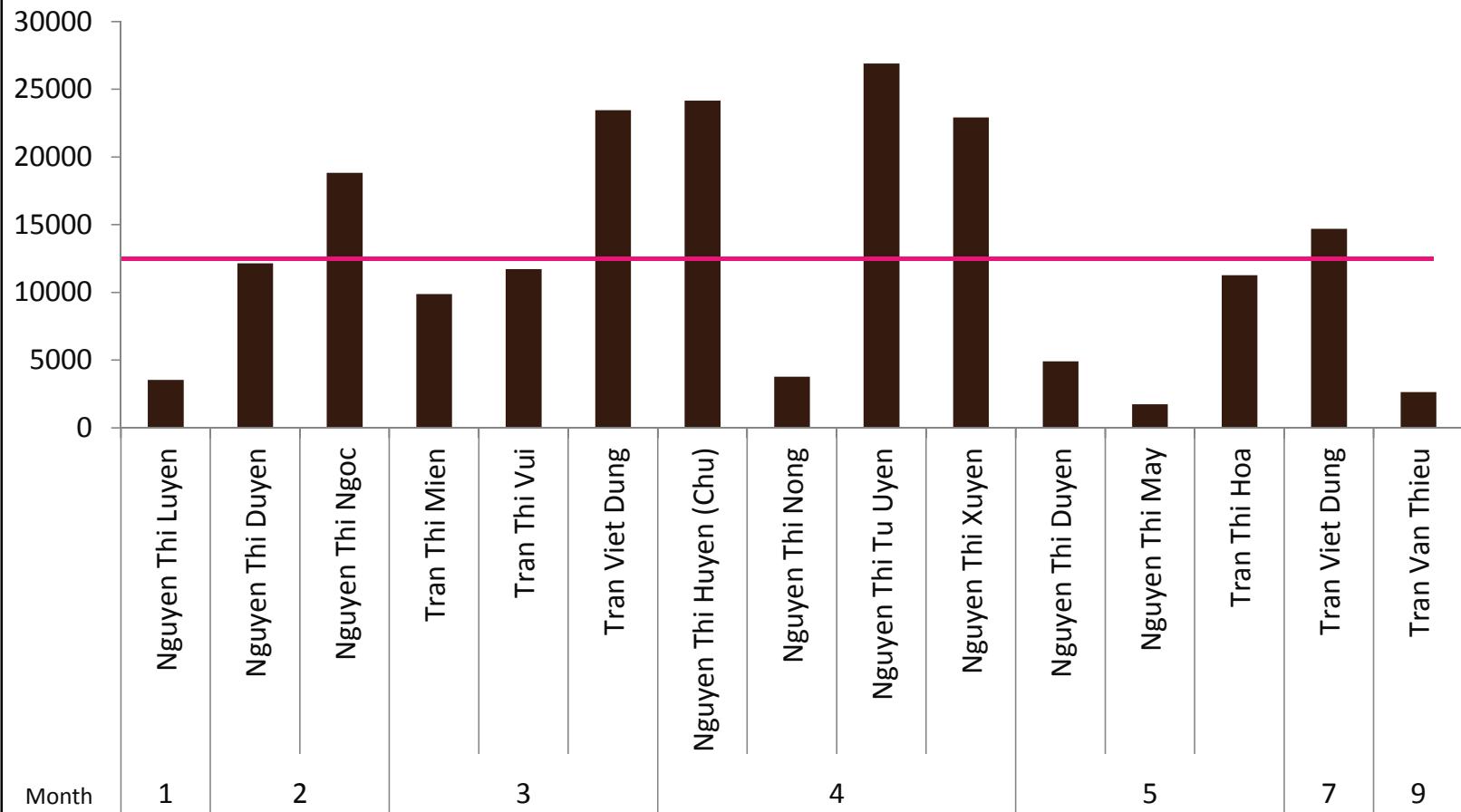
Tomato: Average Receipt in VND per m²



Source: MonQi database (2012-2013)



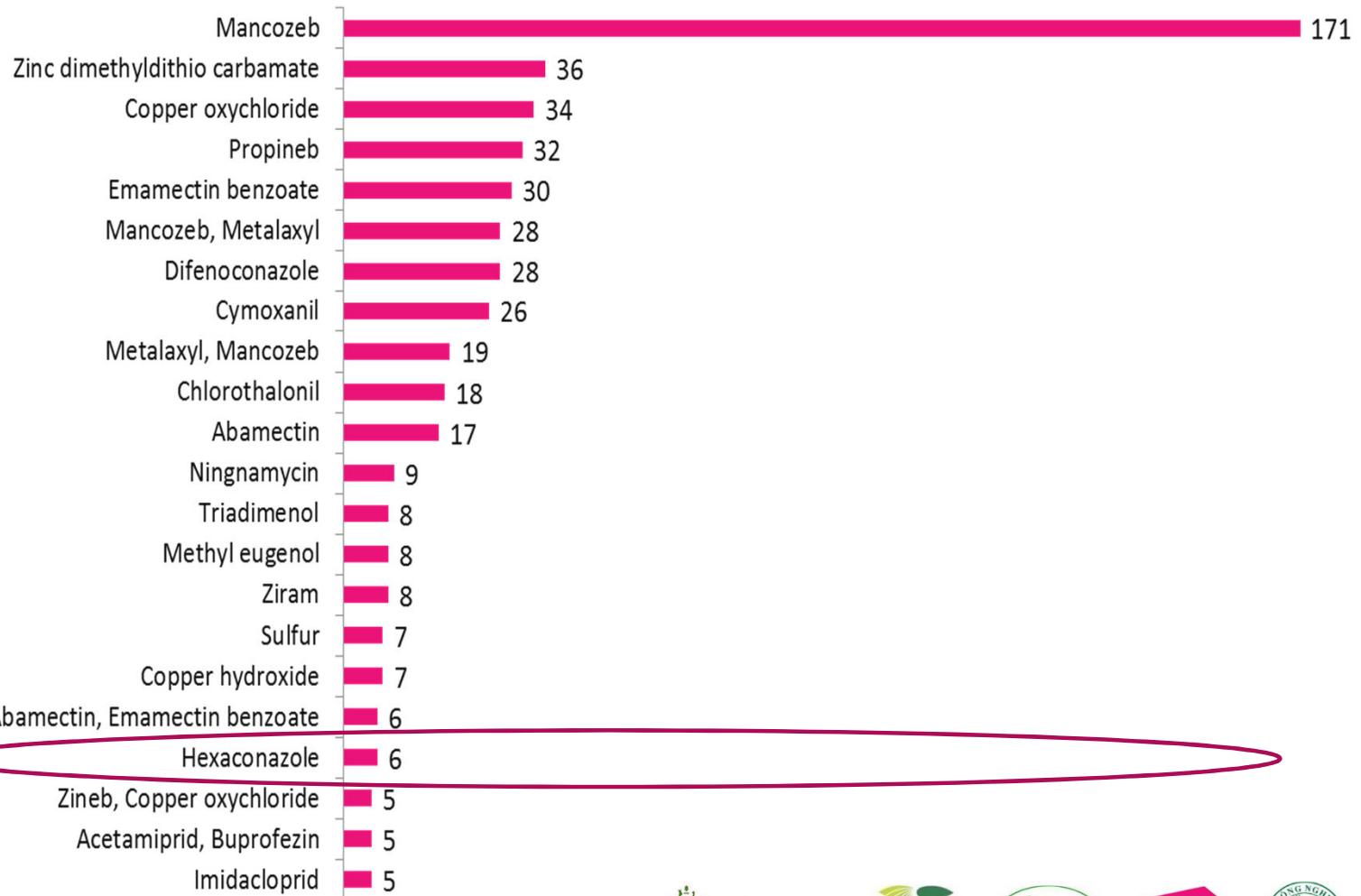
Tomato: Average Income in VND per m²



Source: MonQi database (2012-2013)



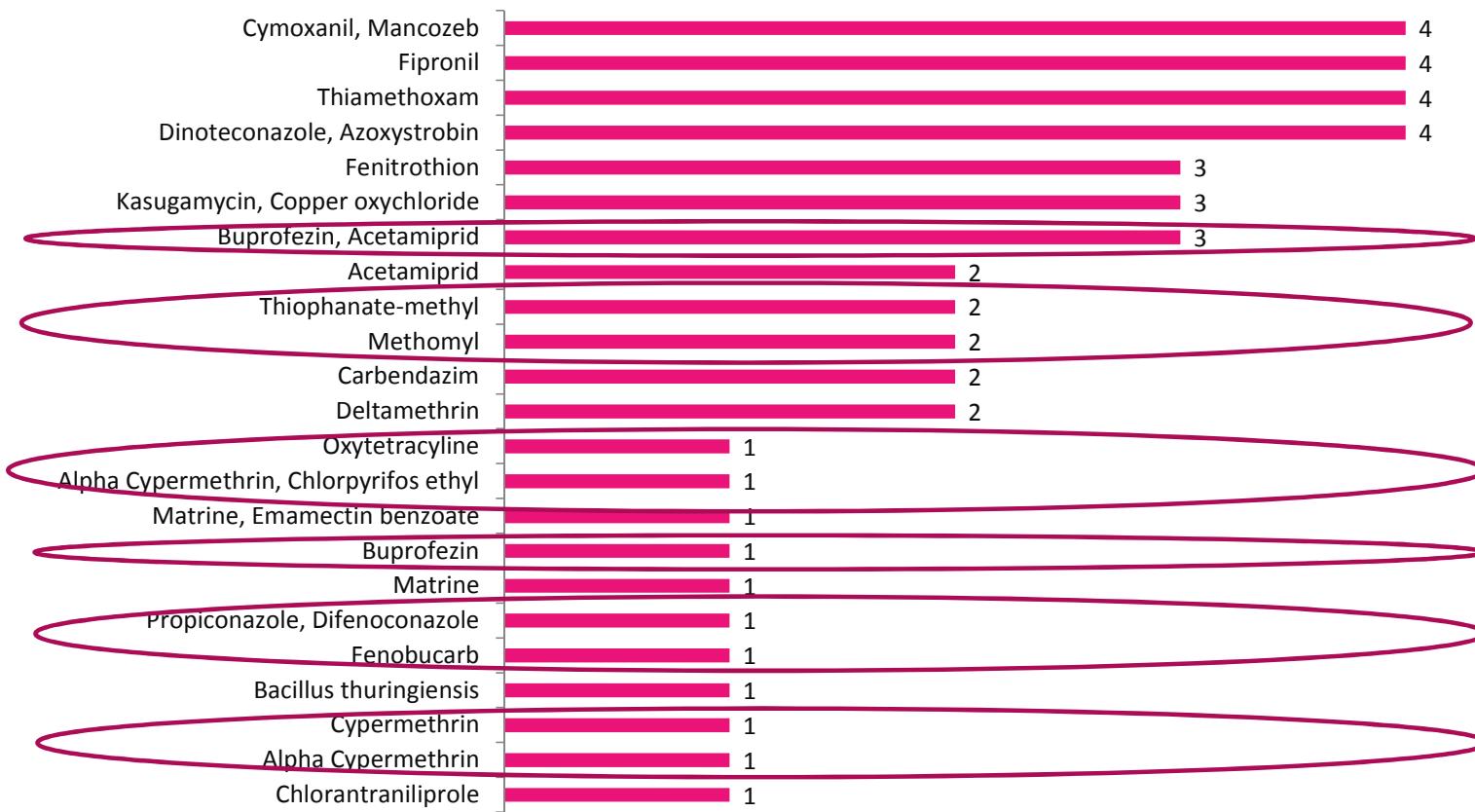
Count of CPP applications (active ingredients)



Source: MonQi database (2012-2013)



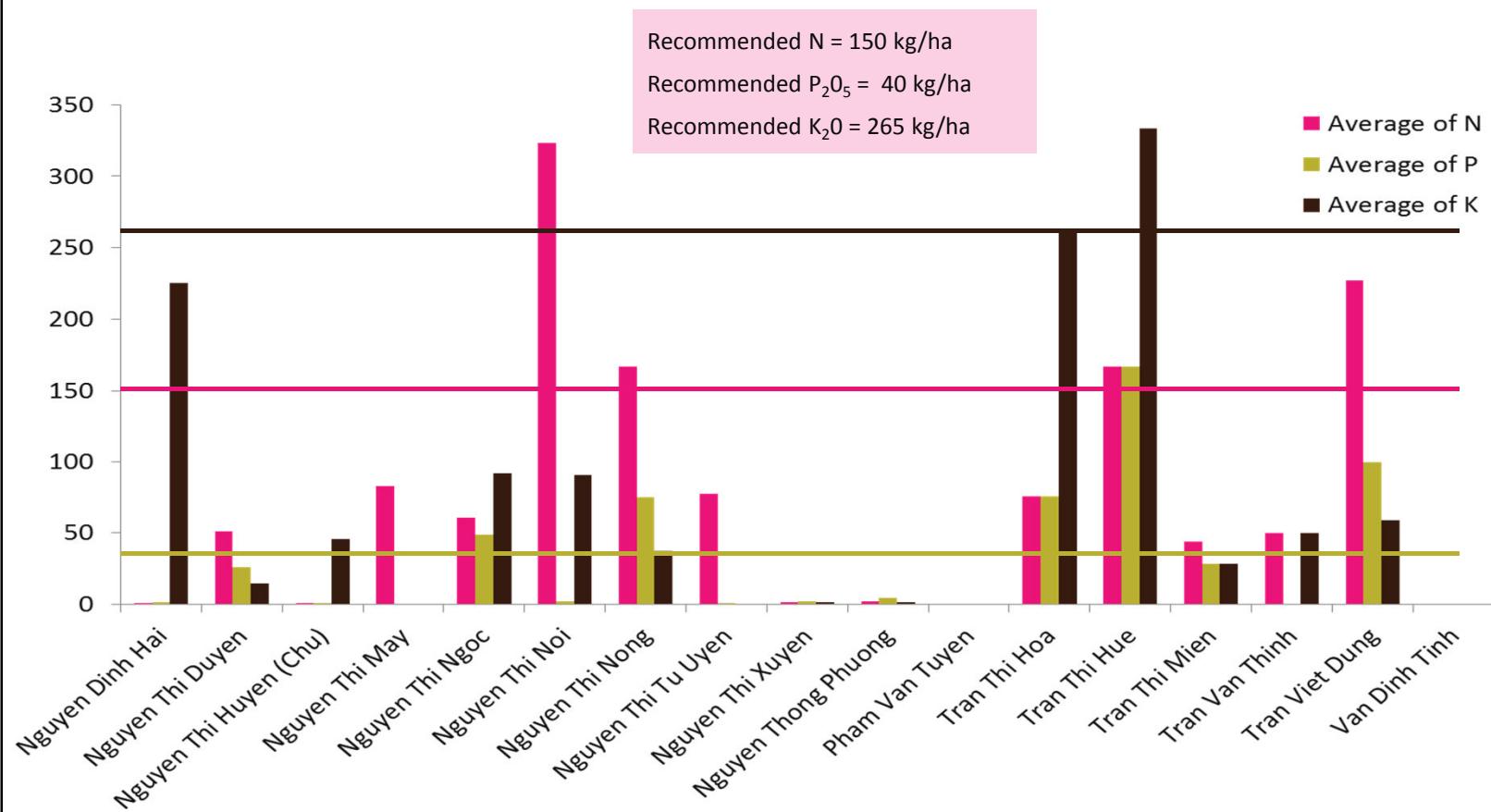
Count of CPP applications (active ingredients)



Source: MonQi database (2012-2013)



Tomato: Fertilizer application in kg per ha



Note: Recommended rates at a yield of 20 tons per ha

Source: MonQi database (2012-2013)



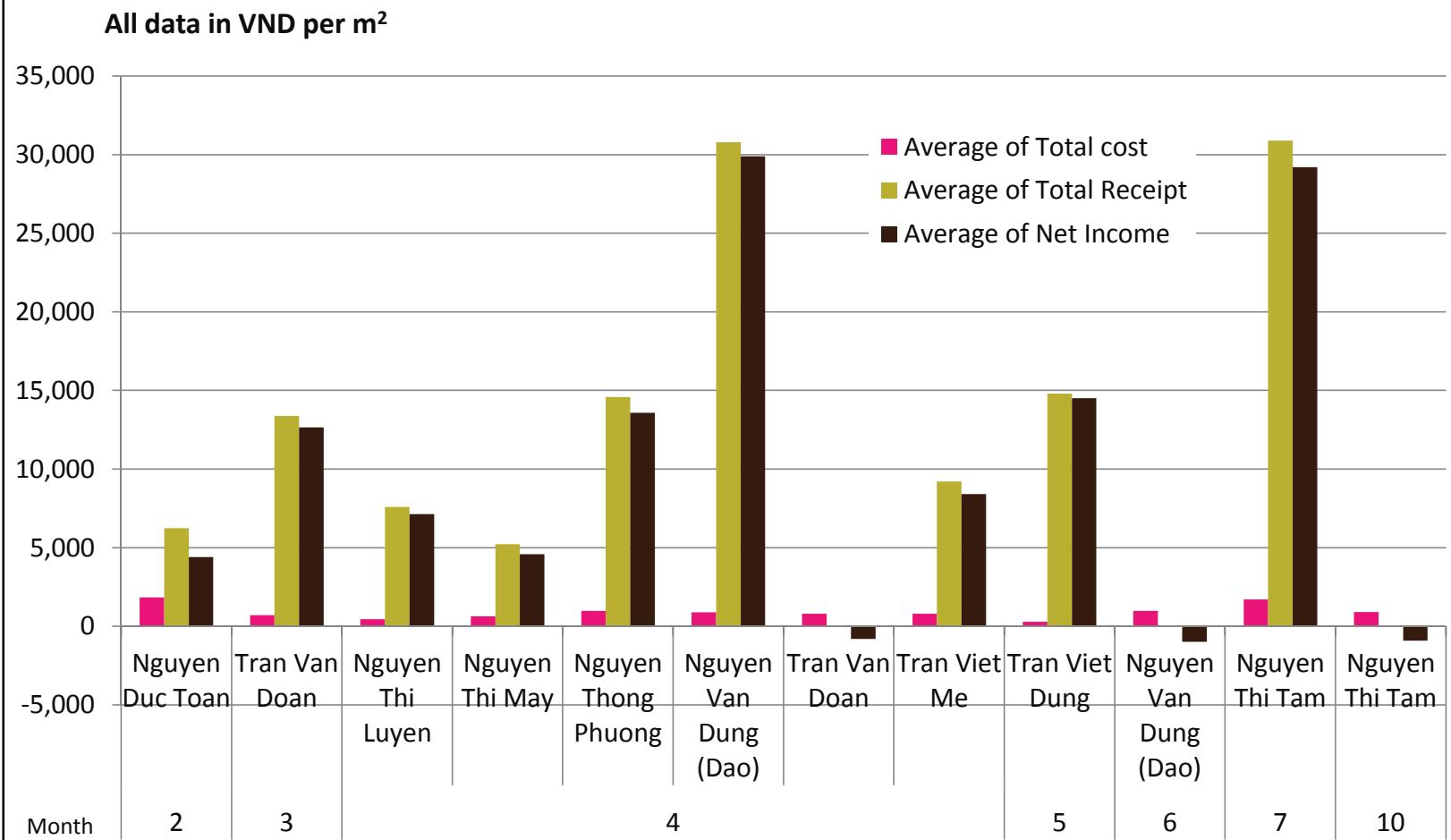


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WHITE CABBAGE

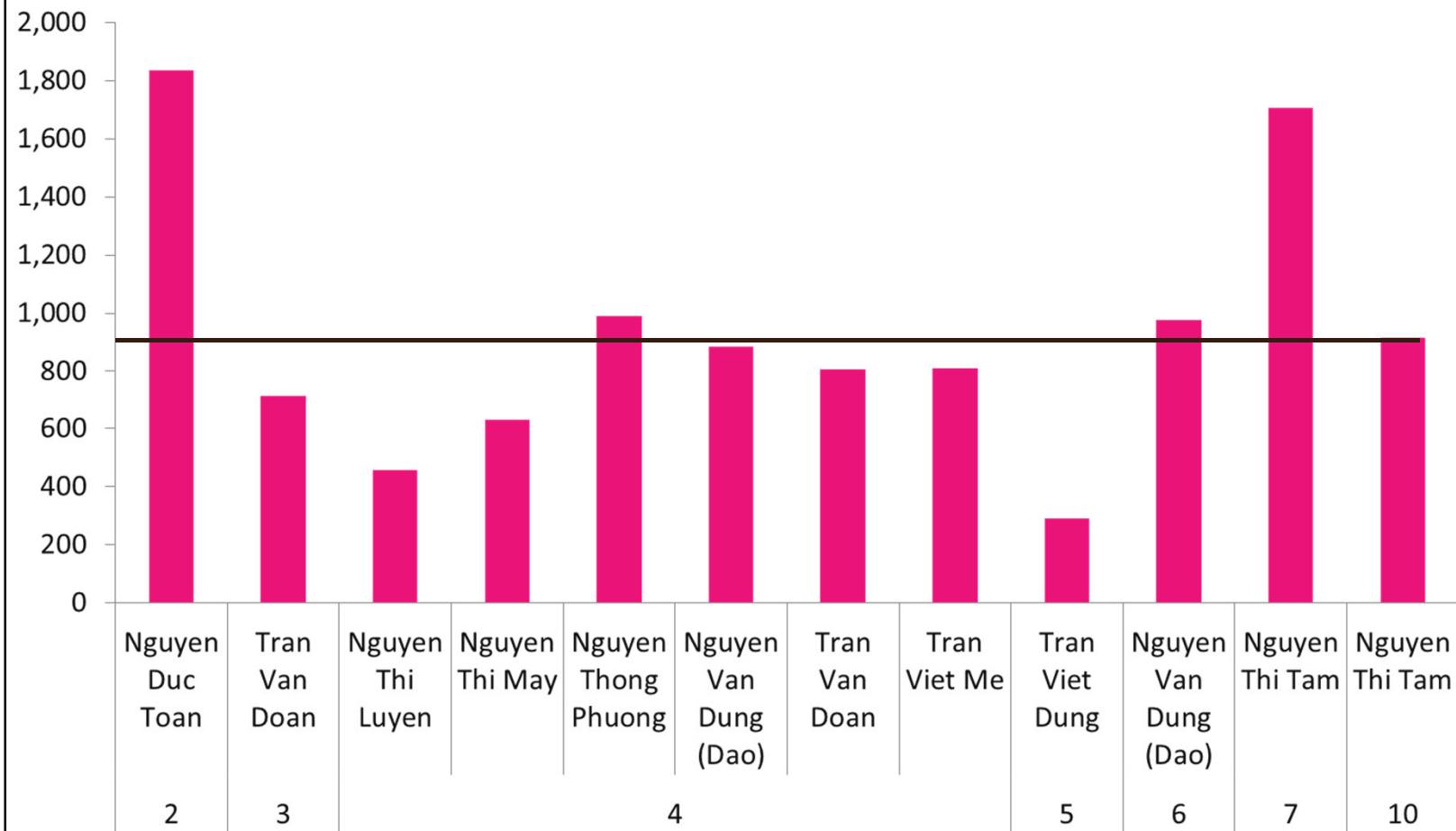
White cabbage: group performance in 2013



Source: MonQi database (2012-2013)



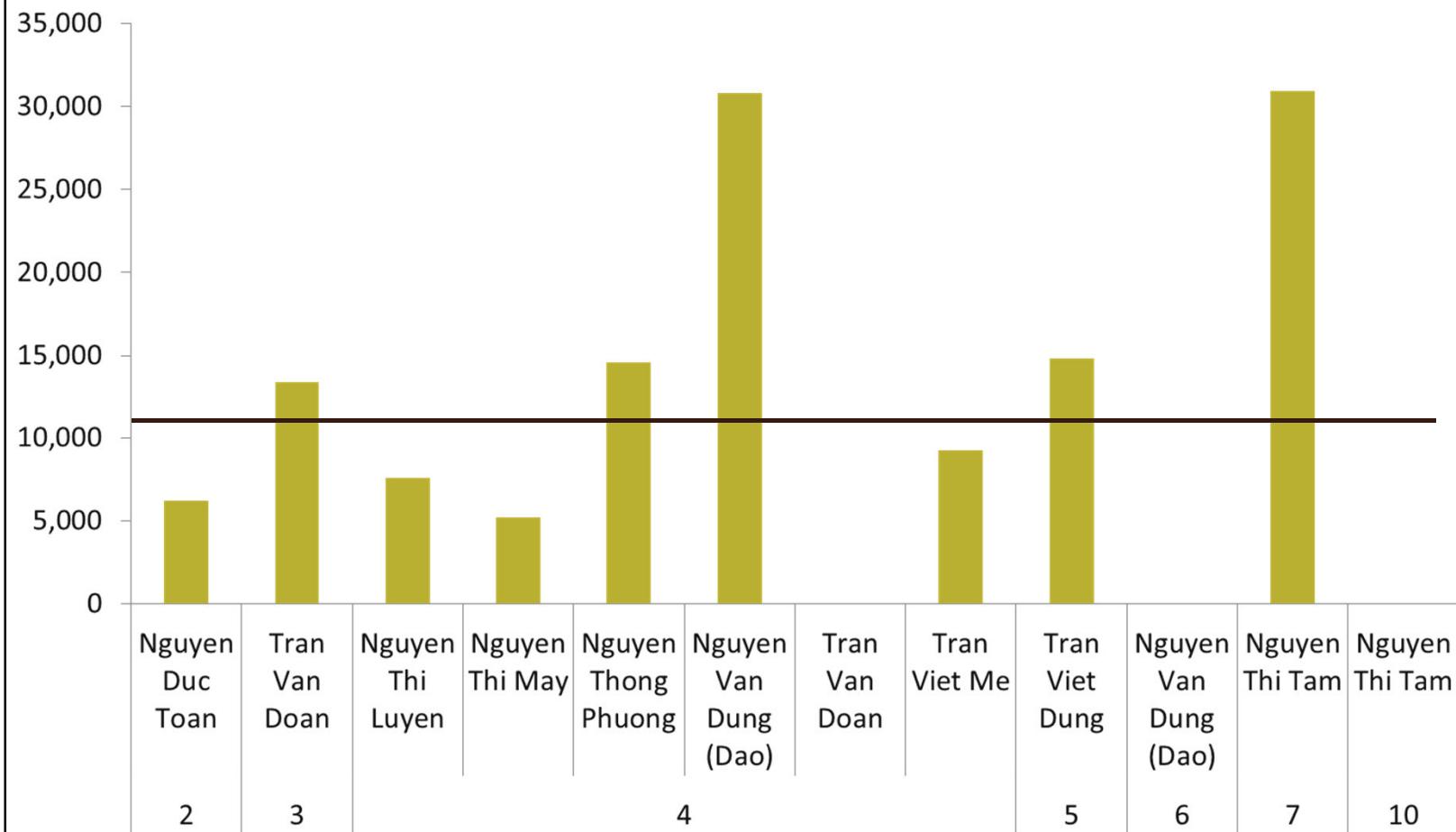
White cabbage average cost in VND per m²



Source: MonQi database (2012-2013)



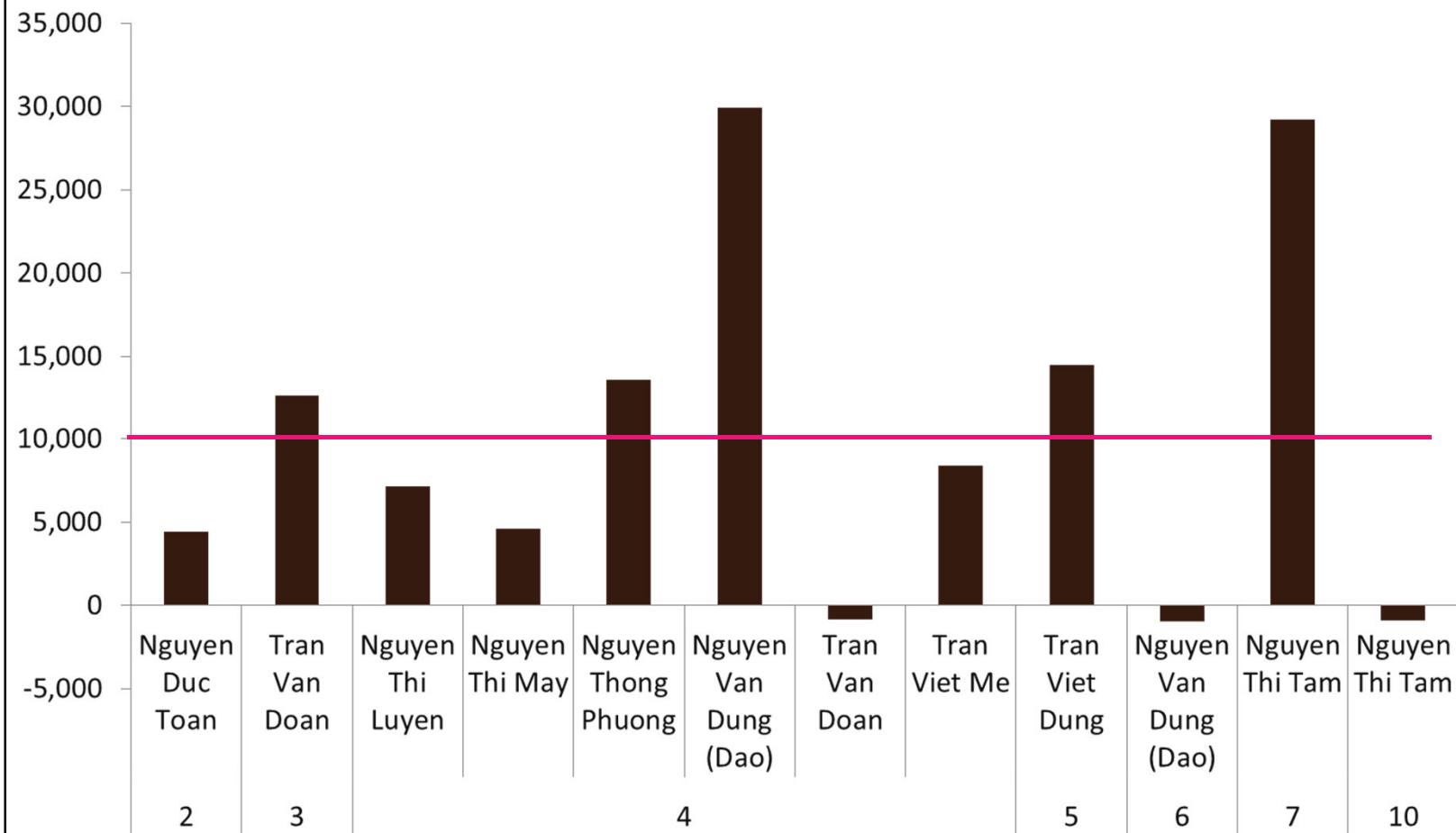
White cabbage average receipt in VND per m²



Source: MonQi database (2012-2013)



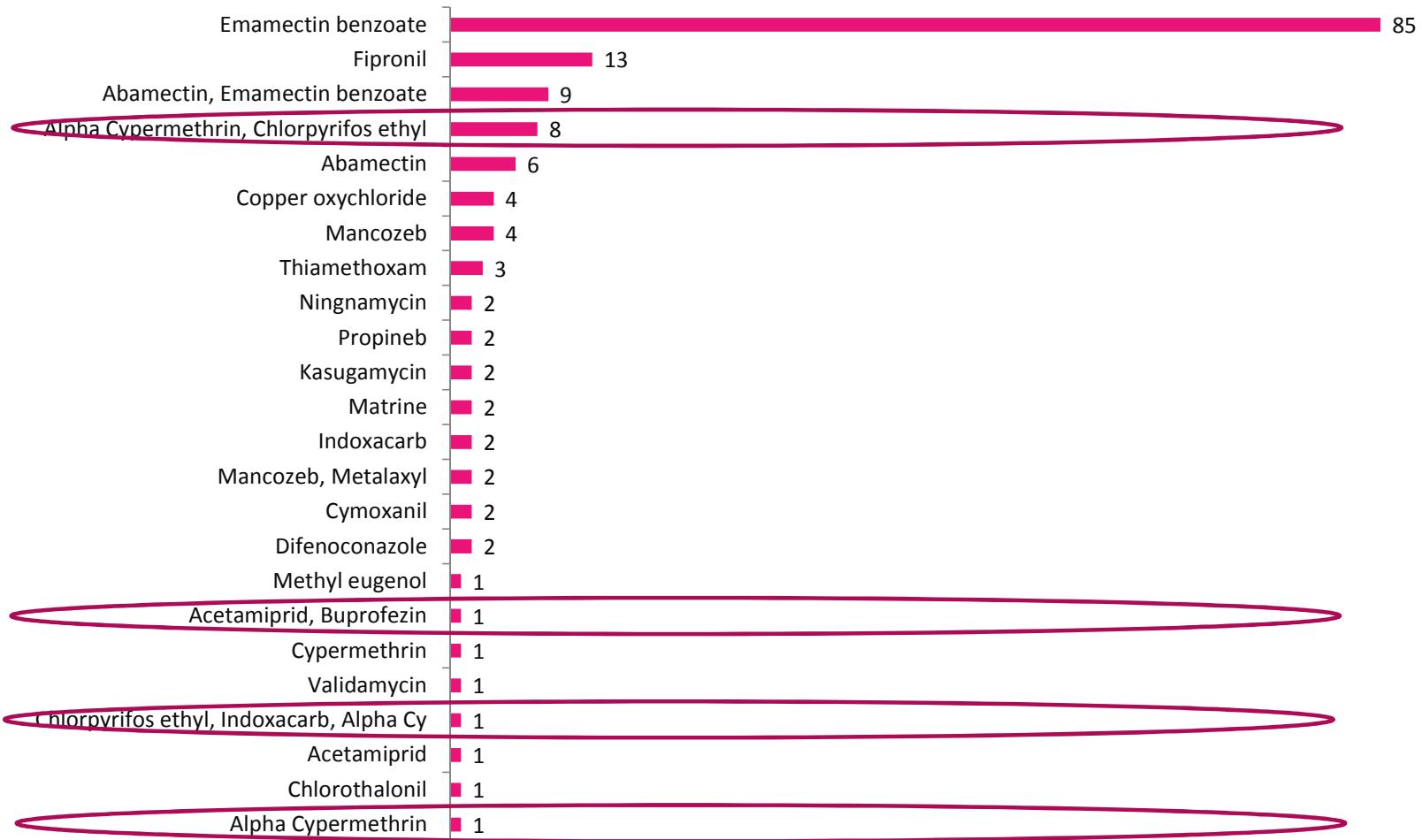
White cabbage average income in VND per m²



Source: MonQi database (2012-2013)



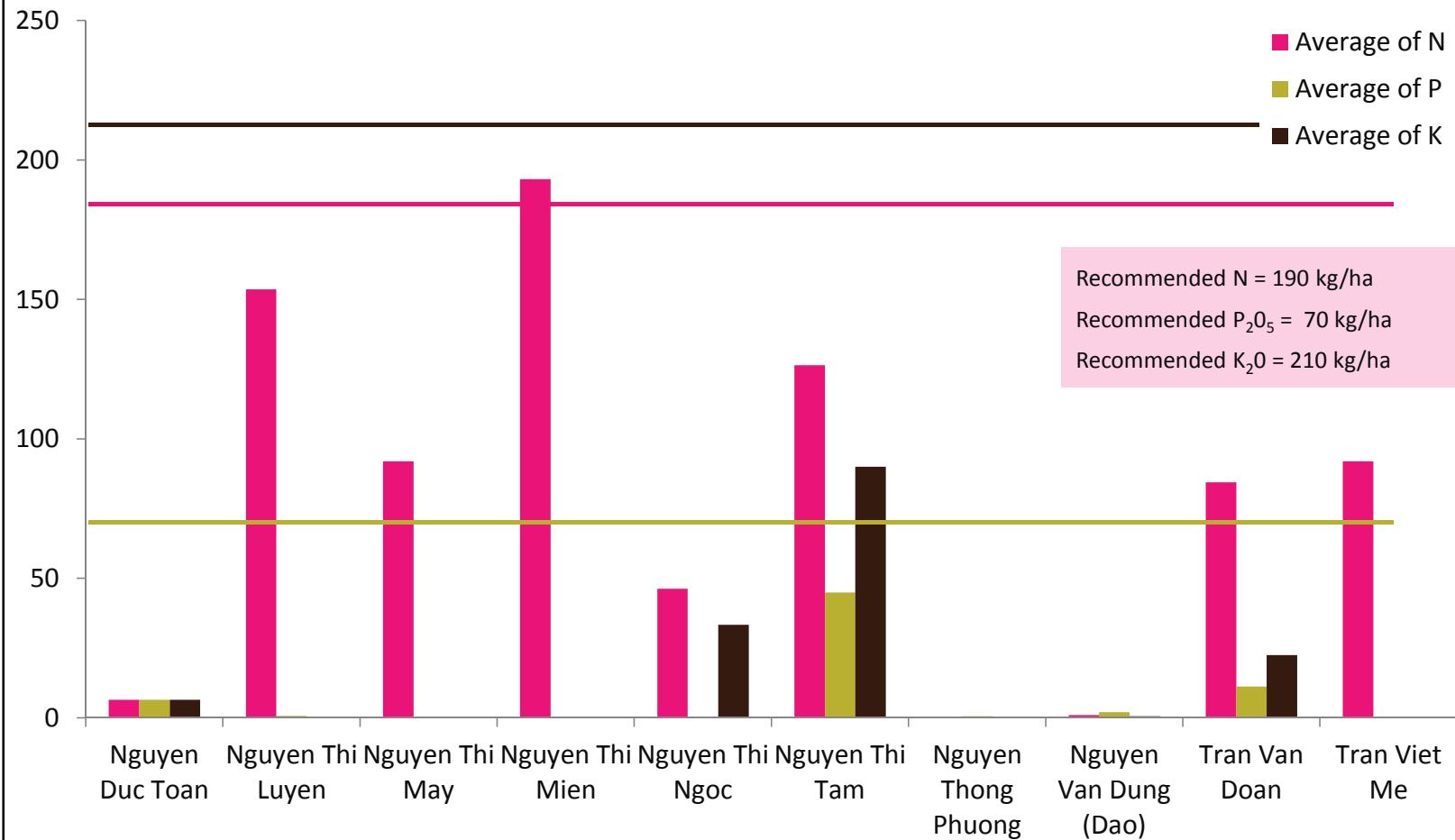
Count of CPP applications (active ingredients)



Source: MonQi database (2012-2013)



White cabbage: Fertilizer application in kg per ha



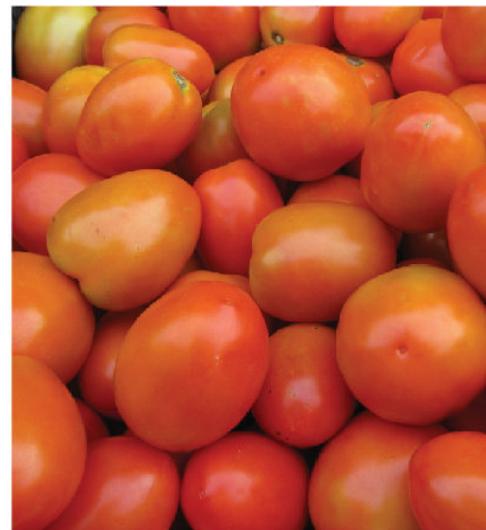
Note: Recommended rates at a yield of 35 tons per ha

Source: MonQi database (2012-2013)





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Thank you all for coming today!