

FRANCE  
COOPERATION  
DEVELOPMENT  
PROGRAMME

---

GUIDE BOOKS TO  
FRENCH CO-OPERATION IN VIETNAM

---

# AGRICULTURE AND RURAL DEVELOPMENT IN VIETNAM

SITUATION, CHALLENGES  
AND CO-OPERATION PROGRAMMES

---



*Liberté • Egalité • Fraternité*  
RÉPUBLIQUE FRANÇAISE

---

This edition of this pamphlet was co-ordinated by the agronomist and technical assistant to the Ministry of Foreign Affairs for the French Embassy's Cultural Action and Co-operation Service, Mr. François Geay.

We would like to thank all the specialists from the following organisations living in Vietnam for their help in preparing this document:

The French Development Agency (AFD)  
The International Co-operation Centre for Agronomic  
Development Research (CIRAD)  
The Technology Exchange Research Group (GRET)  
The Development Research Institute (IRD)  
The Economic Mission of Hanoi (ME)  
Vets Without Borders (VSF)

**DESIGN AND PRINTING**



[tntdesignco@hotmail.com](mailto:tntdesignco@hotmail.com)



## FOREWORD

Since the end of the 1980's, Vietnam has entered into a cycle of economic and institutional reforms which reach every sector. In the field of agriculture, these reforms are centred on reorganising agricultural production through decollectivisation, the rebirth and development of the family smallholding, and reforming market relations through liberalising the domestic market, improving transportation and developing free enterprise.

These reforms have met with great success. We have seen strong growth in agricultural production, the extraordinary development of exports and progress in rural poverty reduction. The conditions which were the impetus to these improvements, such as slack in domestic markets and export opportunities, have also developed. New challenges and opportunities are on the horizon.

Thanks to increasing incomes, domestic demand is diversifying and customer quality expectations are growing. Greater openings in international trade such as the Asia Free Trade Agreement and negotiations to enter the World Trade Organisation, also sharpen the competition Vietnamese products must face. The small Vietnamese farmer, despite his dynamism, seems ill-prepared and too poorly organised to meet those quality standards and competitive challenges. Rapid urbanisation and economic development are also creating new problems of equity in development, the redistribution of growth and the struggle against poverty. Another question for the immediate future regards territorial management. There is increasing competition for resources, different levels of development per region and increasing differences between urban and rural areas.

France, which has a rich agricultural heritage, has developed impressive know-how in questions of development, land use and agricultural organisation. French agriculture is still largely based on the family farm. Its modernisation is the product of a continual dialogue between the political establishment and farmers' unions. Our country has, therefore, long experience and innovative skills with which to help Vietnam in its rural and agricultural development efforts.

French co-operation is very present in Vietnam with a range of tools in every sector. French activities, which respect the strategies chosen by the Vietnamese government, are carried out in a spirit of partnership, dialogue and the strengthening of mutual interests. Strategies to improve productivity are approached globally, taking environmental impact and local conditions into account in order to develop the most appropriate interventions for the greatest number of people. These basic principles guide French involvement in this field.

After a brief review of the agricultural and rural development context in Vietnam, the reader will find a description of the themes and priorities of French action. At the end there is a list of recent and ongoing programmes and projects. This list illustrates our country's commitment to Vietnam and our support for its modernisation and the sustainable development of its agriculture and rural society.

Yours truly,

Antoine POUILLIEUTE  
Ambassador of France to Vietnam

# SUMMARY

<b>FOREWORD</b> .....	3
<b>SITUATION AND CHALLENGE</b> .....	5
A dynamic, yet poorly organised rural smallholding sector .....	5
Greater production: a challenge to quality .....	6
Development challenges for rural society .....	8
Environment and bio-diversity: threatened assets? .....	11
<b>CO-OPERATION TOOLS IN THE AGRICULTURAL AND RURAL SECTOR</b> .....	13
Technical and institutional co-operation .....	13
Investment help .....	14
Research in agricultural development .....	14
Agricultural and agribusiness training .....	16
<b>KEY DIMENSIONS OF FRENCH CO-OPERATION IN VIETNAM</b> .....	17
Improving the efficiency of agribusiness commodity chains .....	17
Understanding and helping the domestic market develop .....	18
Promoting agribusiness processing and policies on output quality .....	20
Supporting the development of agricultural policies and rural development .....	21
Innovating for sustainable development .....	23
Favouring the modernisation of institutions and services .....	25
Improving rural infrastructure.....	27
<b>REVIEW OF RECENT AND ONGOING ACTIONS</b> .....	28
French Development Agency (AFD) projects .....	28
French Fund for World Environment projects (FFEM) .....	30
Ministry of Foreign Affairs (MAE) projects .....	30
Scientific and academic partnership programmes .....	32
The activities of international solidarity organisations (NGOs).....	34
Support from local councils and the ministry of agriculture, food, fisheries and rural affairs (MAAPAR) .....	37
<b>LIST OF ACRONYMS OF PARTNERS TO FRENCH CO-OPERATION IN VIETNAM</b> .....	39
<b>RECENT PUBLICATIONS</b> .....	40
General works .....	40
Sector studies .....	41
<b>GUIDEBOOKS TO FRENCH CO-OPERATION IN VIETNAM</b> .....	42



## SITUATION AND CHALLENGES

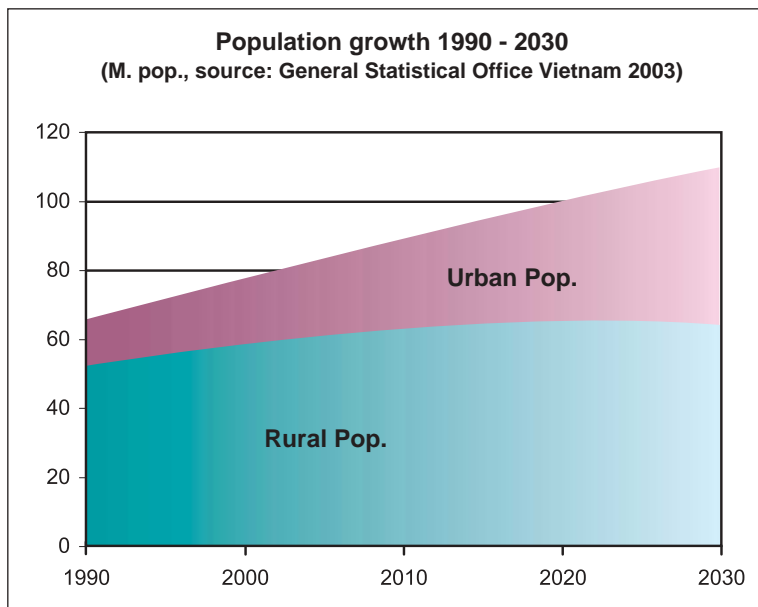
### A DYNAMIC, YET POORLY ORGANISED RURAL SMALLHOLDING SECTOR

Vietnamese society is still largely rural. Only one quarter of the country's population lives in cities, compared to 40% in the rest of East Asia. Urbanisation and migration were controlled for a long period of time and are relatively new phenomena in Vietnam. Increasing urbanisation seems to be inevitable but this change depends as much on the development of urban economic activity as it does on the ability of the rural and agricultural sector to restructure itself.

Agricultural production is the main economic activity for tens of millions of rural families. Boosted by the economic reforms of the 1980's, this family agriculture has demonstrated its energy and efficiency over the past decade. It has proven that it can produce enough food to cover the country's needs, create a surplus and, in certain cases, take a leading position on the international market.

Structural reforms, however, can only go so far. The very individual nature of small family farms, land division and resource competition constitute major constraints for exchange development and sector modernisation. In a context of increasing openness to international markets, maintaining competitiveness is a real challenge. It is necessary to adapt present production structures in the context of economic liberalisation. The other alternative, which consists of favouring large production units requiring major investment, is incompatible with the demographic realities of the country. The rural population will not stop growing until 2020 and using this abundant man-power to its fullest is an imperative. This is all the more important since this labour force will not be used by other sectors of the economy.

Family farms are therefore a wonderful asset which has so far allowed Vietnam to satisfy its growing domestic demand and become an important player in several markets. Family farms also present a social challenge; in terms of employment and the struggle against poverty. It is for this reason that the development of a framework leading to modernisation and its ongoing adaptation to new economic stakes is important. This adaptation requires perfecting new agricultural practices, new extension and financial services to help them adopt these practices and new production organisation methods. All these will permit producers to gain access to markets. Support services must be reinforced and adapted: input supply, irrigation and draining network management, access to veterinarians and disease control, health and product quality control, marketing, different forms of credit, market information, and so on.



**AGRICULTURAL RESEARCH AND AGRICULTURAL EXTENSION: INDISPENSABLE REFORMS**

*Intensification of production depends on agricultural research capacities for technical innovation. This research must take local production conditions into account and co-ordinate work which has been handed out to various institutions. There are today about thirty research institutes, 25 of which are under the auspices of the Ministry of Agriculture and Rural Development. There are also 12 agricultural universities, mostly under the auspices of the Ministry of Education and Training.*

*The agricultural extension mechanism, which was set up during the 1990s, is incomplete. Even if every province has its own Agricultural Extension Centre, only 80% of the 510 rural districts have an extension station and only 60% of the 8,950 communes have at least one extension officer. On the village level, only a few localities have a technical officer. There is a great lack of material at the district level and below. Extension agents have only rarely received basic training and there are precious few technical and methodological training sessions available to them.*

Producers and other agricultural commodity chain actors are well positioned to play a significant role in the intensification and agricultural organisation processes. Producer and commodity chain organisations, such as inter-professional organisations, are still marginal. This is due to historical reasons such as a previously

inefficient economy and the collectivisation period from 1960 to 1980, as well as legal reasons – such as the difficulties linked to the application of the 1996 co-operative law, the only one dealing with producer organisations. There is also a general lack of support and information on these issues.

## GREATER PRODUCTION: A CHALLENGE TO QUALITY

*Main vegetable crops in 2002*

Product	Surface	Production
Rice	7,485,000 ha	34,050,000 t
Corn	810,500 ha	2,315,000 t
Soya	160,000 ha	201,500 t
Peanut	245,000 ha	397,000 t
Green Coffee	470,000 ha	688,700 t
Dry Rubber	418,400 ha	300,700 t
Sugar Cane	320,000 ha	17,640,000 t
Cashew Nut	235,000 ha	127,400 t
Coconut	147,000 ha	840,000 t
Tea	98,000 ha	90,000 t
Pepper	43,500 ha	51,100 t
Fruit*	500 000 ha	3 500 000 t
Fresh Vegetables*	595,000 ha	7,600,000 t

(source: Faostat; \* estimation )

*Main animal production in 2002*

Product	Heads	Production
Cattle and buffalo	1,040,000	201,500 t
Milk cows	56,000	78,500 t
Pigs	24,933,498	1,655,000 t
Goats	360,500	5,400 t
Poultry	297,500,000	384,000 t
Fish		1,550,000 t
Shell fish		211,000 t
Molluscs		184,500 t

(source: Faostat )

Vietnamese agriculture has shown remarkable energy in both satisfying the growing needs of the local market and in supplying expanding export commodity chains. The growth in this sector is all the more impressive when measured against the low output of the collectivisation period.

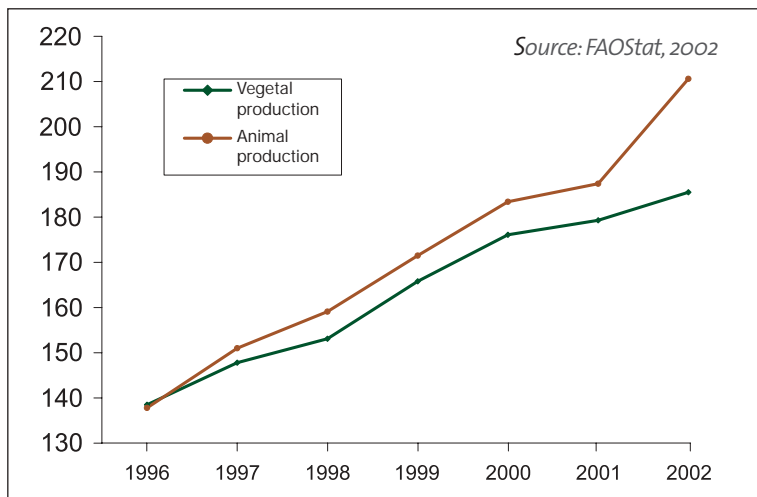
Over the past ten years, agricultural production development has born fruit in the form of massive production gains in small independent family farms. Since economic liberalisation, and because the Vietnamese are now able to satisfy their own needs, producers are diversifying their activities to include cash crops which can bring in greater revenues than rice. In this way corn, vegetable oil producing crops, fruit and vegetables have proliferated, especially near urban markets.



## RICE FARMING: A SYMBOL OF THE VIETNAMESE AGRICULTURAL PRODUCTION BOOM

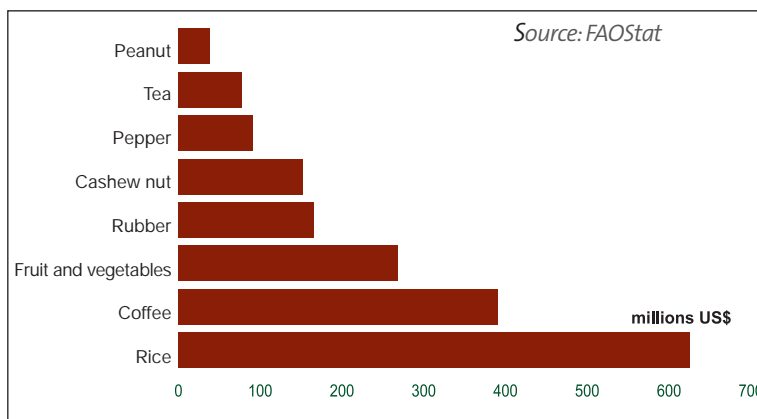
Rice is the first commodity that comes to mind when one thinks of impressive production growth. Vietnam, which was barely self-sufficient fifteen years ago, has gone on to become the world's 5th largest producer and 2nd largest exporter of rice, capturing nearly 15% of the world market. Production is mainly concentrated in the Mekong and Red River Deltas which make up 50% and 20% of the national production respectively and almost all its exports.

### DEVELOPMENT OF AGRICULTURAL PRODUCTION INDICATORS



The rapid rise in the standard of living has brought about great changes in food consumption behaviour. This is especially true in urban centres, where products have become highly diversified and quality demands are on the rise. The animal husbandry sub-sector, including aquaculture, is a perfect example since it has seen the strongest growth in the agricultural sector over the past decade. Domestic demand for animal products is the main motor behind this growth. Meat consumption is currently growing at a rate of 8.5% a year, fish consumption is growing at a rate of 6.1% and dairy products at a rate of 7.7% a year. Responding to market needs, the animal husbandry sector has been predominated by the pork and fish commodity chains, although dairy and poultry production is on the rise. Animal production growth should continue well into the next decade, with the proviso that economic growth as well as domestic and international market prices remain stable. Over a period of 20 years (1991 to 2010) pork production should increase by 150%, poultry production by 100% and beef production by 30%. These increases can only take place as a result of the rational intensification of husbandry systems, which must neither harm the environment nor adversely affect product quality.

### FOB VALUE OF MAIN AGRICULTURAL EXPORTS IN 2001



## INTENSIFICATION CALLS FOR STRATEGIC CHOICES

In a context of limited land resources, agricultural production growth depends upon surface unit intensification. Refining innovative adapted and original technologies is a necessity. The systems which were developed in industrialized countries function in physical and human conditions which are so different that they are unusable and unsustainable in Vietnam. To give an example, satisfying animal protein demand requires production intensification. This implies an integrated approach to all production factors within the husbandry system in order to identify the main inhibiting factors: land, work and the intrinsic qualities of the animal. Taking Vietnam's characteristics into account, namely land constraints and abundant manpower, improving animal productivity is highly relevant. This includes controlling performance, feeding programmes as well as local breed genetic manipulation.

<sup>1</sup> Source: ACIAR, 2001



*Research must also strive to analyse the social and ecological impacts of these processes and propose technical solutions to lessen the costs of intensification while responding to the needs of the society over the next decade. These needs as related to intensification are increased production, improved food quality, environmental protection, social equity and poverty reduction. Refining new techniques must begin with a study of traditional know-how and performances.*

Increased productivity of perennial crops is partly linked to the opening of new economic zones and the organisation of migration to develop them. The example of coffee and its exceptional development in the Central Highlands perfectly illustrates both the dynamics involved and the risks taken. Vietnam has become, over the span of only a few years, the world's 2<sup>nd</sup> largest exporter of coffee thanks to increased planted surface area and a process of intensification which is now deemed excessive by many observers. After a few exceptional years, this production is faced with a dramatic drop in world-wide coffee prices. In this context of crisis, mediocre quality Vietnamese Robusta is doing poorly on the export market which means less revenue for these under-

diversified producers. The negative effects on the environment, which compromise the sustainability of this type of production, can also no longer be ignored.

Other crops, for which Vietnam has also become a major player, seem to be faring better, notably pepper, cashew nuts and, to a lesser degree, rubber. Sugar production, which until now has been seen as strategic, has grown greatly over the last ten years thanks to the immense efforts of the government to promote sugar cane production and refineries. This sector is currently undergoing a deep crisis which had been long hidden by subsidies. Reorganising this sector and improving its competitiveness are vital challenges for its future in a context of increasing openness.

### **IMPROVING COMPETITIVENESS THROUGH QUALITY: A MAJOR CHALLENGE FOR THE NEXT DECADE**

*Vietnam has greatly increased the volume of its agricultural production during the last decade. It is now facing the challenge of quality in order to satisfy the growing needs of consumers, both at home and abroad. An agricultural product's quality is defined differently from one market to the next, and Vietnamese tastes are often quite far from those in the West. A diversified response is therefore required to meet these quality demands, and at the same time improve economic competitiveness.*

## **DEVELOPMENT CHALLENGES FOR RURAL SOCIETY**

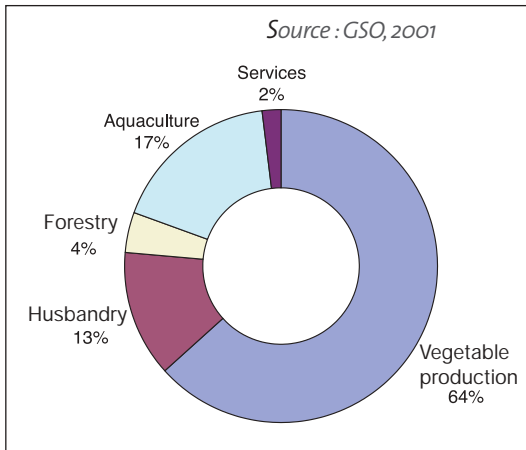
Agriculture makes up 23.6% of Vietnam's gross national product and is therefore an important element in the national economy, even if this number is slowly diminishing as other sectors develop. Agricultural exports, including timber and aquaculture products, make up 32% of the country's exports. Agricultural activity is growing by 3.5% to 4% a year. This figure may be impressive, but it still lags far behind the national economic growth rate, which was 7% in 2001 and 2002. The agricultural sector is

entering into a new, and extremely complex, transitional phase. The first problem concerns the overabundance of manpower in relation to small land area in rural areas. The rural population still makes up more than 76% of the country's total population, half of whom are less than 20 years of age. The natural annual growth of this population cannot be absorbed by the cities, given the rate of their present development. Agricultural activity on its own cannot put this abundant manpower to full use.





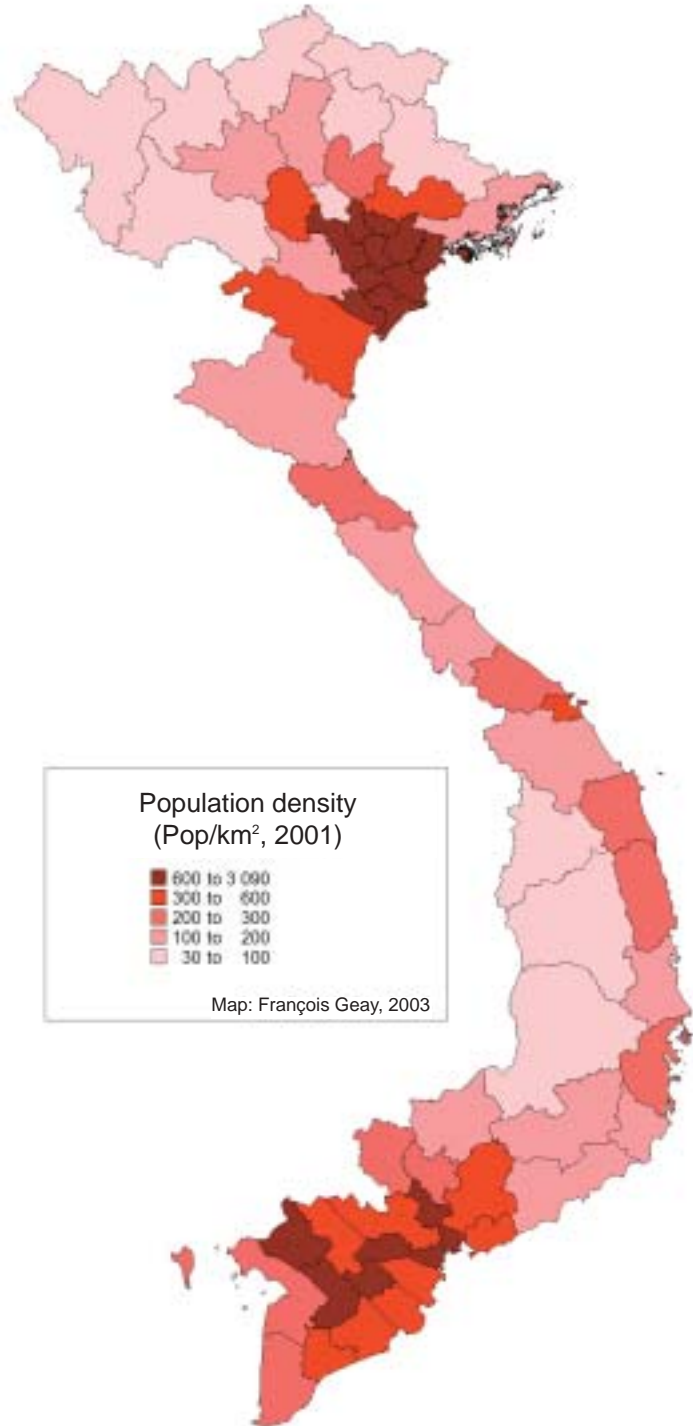
### AGRICULTURAL SUB-SECTOR DISTRIBUTION IN PERCENTAGES



### NOT ENOUGH LAND TO GO AROUND...

Buying land is becoming more and more difficult for young people in areas which are already overpopulated: 400 to 1,000 people per square kilometre in the dense plains and 50 people per square kilometre in outlying regions. The Land Law of 1993 has led to a more equitable distribution of agricultural land and improved land use conditions, extending land use rights by 20 years for annual crop surfaces and by 50 years for perennial crop surfaces. Inheritance and transfer rights were also enhanced. This added security has greatly improved productivity, but it has also heightened tensions surrounding land acquisition in the context of an as yet poorly codified real estate market.

Space management has become a major challenge requiring special attention, be it on the urban level so as to preserve healthy and sustainable agriculture, or in mountainous regions so as to conciliate agricultural activities and forest ecosystems.



The development of industrial and artisan activity in rural areas is another major opportunity for increasing the added value of agricultural production and absorbing overabundant and under-employed rural manpower. At the present time agribusiness processing activities are accompanied by the development of products for export, such as coffee, tea, manioc, aquaculture products and other locally consumed products such as sugar or cotton. In most cases these are

commodity chains which are being restructured with the help of massive State intervention. Much progress has yet to be made in order to adapt present structures to the challenges of an open marketplace: assuring the supply of raw materials, increasing consultation between producers and industrialists, improving economic and commercial performances, implementing traceability schemes and product control procedures, etc.

### DEVELOPING AGRICULTURAL PRODUCTS

*Many products, such as fruit and vegetables, but also family based husbandry, receive little or no attention from the agribusiness sector. These products often have commodity chains with no 'natural' or historical industrial actor. These products still depend largely upon family and artisan commodity chains which bring low added value to the initial products and respond poorly to the needs of a quickly changing marketplace. Openly stated consumer demand for high quality products, especially in the cities, is a motor for development; and yet this is not enough to give the sector the boost it needs. Much thinking about non-agricultural development in rural areas must take place in order to define the necessary conditions to promote installation and investment, training needs and organisational configurations for these small and medium-sized firms.*

Rural development also requires continuing the efforts made over the past few years by the Government to set up rural infrastructures. Most communes now have basic educational and health facilities. More than four communes out of five have access to the electric grid. On the

other hand, less than half of all communes had access to drinking water in the year 2000. Massive investment is still required to improve the road system, an indispensable condition to developing exchange.

### RURAL AND AGRICULTURAL DEVELOPMENT: A KEY SECTOR FOR POVERTY REDUCTION

*Vietnam has achieved impressive results in the field of economic growth and poverty reduction over the last decade. Globally speaking, the population in the country is better off now than it was ten years ago, and yet income differences in urban and rural areas are growing. According to official statistics,<sup>2</sup> between 1994 and 1999 the average urban income went up a staggering 130%. The corresponding number for rural areas is 'only' 60% for the same period. It is thought that 17% of all households live below the poverty line in the year 2000, which works out to one third of all households in mountainous regions and 8% of urban households. Land acquisition costs in outlying areas explain this regional difference. Distributing the fruit of growth must be part of a global strategy, and subject to territorial planning constraints and a socio-economic analysis of comparative advantages.*

The economic role of agriculture is therefore much greater than its contribution to the GNP. This sector is vital to the economic and social lives of rural populations, its function is essential to development and its environmental impact touches the lives of the entire population. Paying greater attention to the specific characteristics of rural areas is indispensable to

securing the return on government investment and official development aid. This effort must take place in the framework of a real rural sector development plan which takes the general principles of economic growth, social dynamics, environmental conservation and help to underprivileged regions into account.

<sup>2</sup> General Statistic Office, Vietnam, 2001.



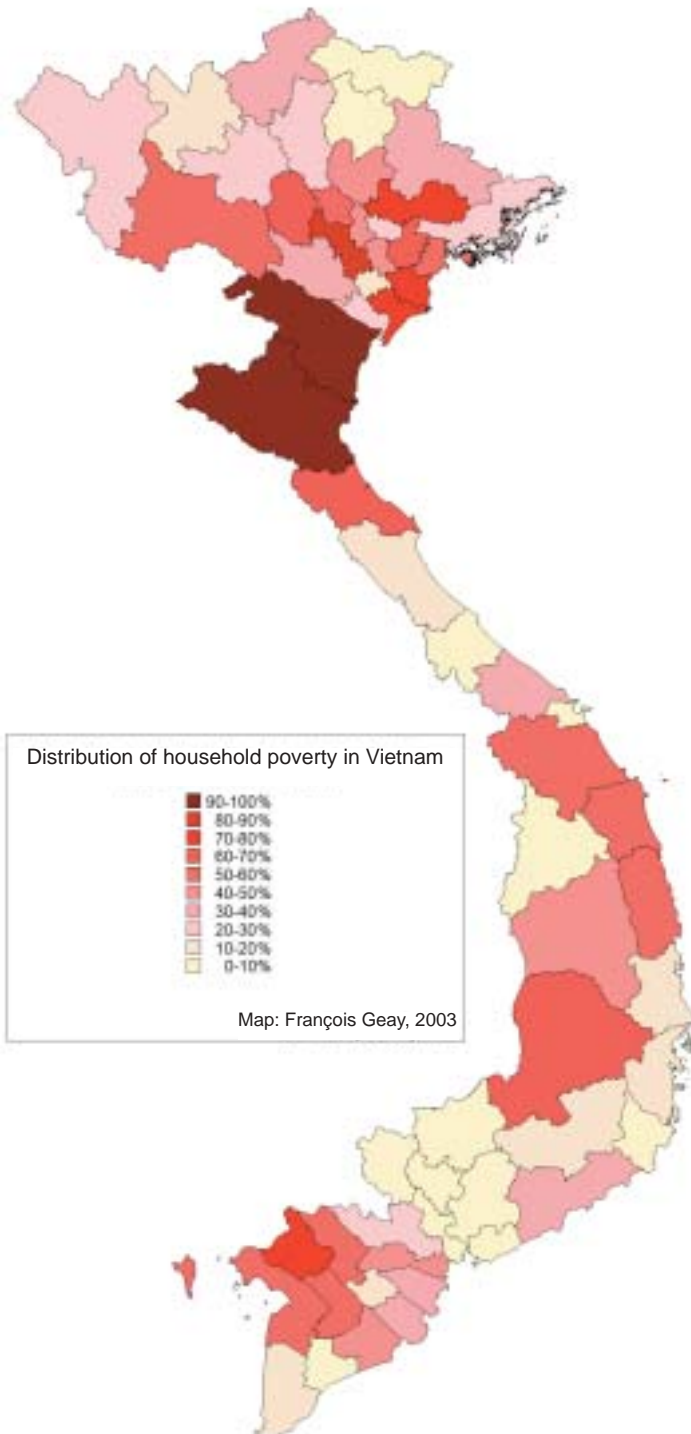
## ENVIRONMENT AND BIO-DIVERSITY: THREATENED ASSETS?

Vietnam's geographic characteristics represent an important constraint to its development. It is spread out over 1,600 kilometres from north to south between the 8th and 23rd parallels. Hills and mountains make up 75% of the country. The vast majority of the population lives in two large deltas, the Red River in the north and the Mekong in the south as well as a series of small plains on the narrow coastal strip in the centre.

This unusual geographic situation is an asset in terms of agricultural and ecological diversity. Climatic and topographic variations allow for a large range of crops, be they temperate or tropical, semi-arid or wet, pluvial or irrigated. These variations also lead to a large range of production systems, offering multiple levels of integration and the diversification of agricultural activities. Mountainous and hilly regions favour natural forest cover and perennial crops. The length of the coast and the inland hydrologic network permit a large diversity of aquaculture activities.

This mix of topography, climate and littoral length, not to mention ethnic diversity, has worked to create specific agricultural conditions within which the population has progressively adapted its production. Farmers throughout the years have chosen the varieties best adapted to their own situations and dietary traditions. These selection, adaptation and conservation processes have led to the development of astounding bio-diversity.

This environment is, however, extremely fragile. Developing natural resources requires a fine balance which is all too often upset by human activity. Poorly planned production intensification, mining in outlying areas and in some cases the total destruction of the natural environment compromise all sustainable development. Natural forest cover has diminished by one third since 1945. This has been the result of armed conflict and also poorly adapted sector development. The long term impact of this on climate, erosion and flood risks has yet to be evaluated.



### **EROSION, SOIL USE AND AGRICULTURAL ACTIVITY**

*Erosion is the leading cause of soil loss in the world. It is especially serious in recently cleared hilly regions of the upper Red River basin in the north of Vietnam. Erosion reduces soil fertility, diminishes agricultural surfaces, leads to soil and water pollution, fills dams and so on.*

*Water and soil management on the watershed level is now recognised as a way of protecting forests and agricultural lands as well as developing sustainable agriculture and preserving bio-diversity. Technical solutions do exist and they must be tested, taking individual and collective agricultural strategies into account. These solutions must be accompanied by adapted policies, and most especially appropriate land development methods.*

For short-term production needs, agricultural research has often favoured directly introducing imported races which rapidly dominate the domestic ones. Highly productive foreign varieties are spreading, which places local varieties in danger despite their specific

characteristics of adaptability to Vietnam's natural environment. These new foreign varieties are few in number and are often hybrids, which makes them difficult for the farmers to reproduce.

### **NATURAL GENETIC RESOURCES HAVE YET TO BE ASSESSED**

*The real potential of domestic genetic resources and their benefit for production have not yet been assessed, even though their specificity and adaptation to their environment could be essential assets in the short term. All throughout the country more than 50 ethnic groups work in different ecosystems: low grounds, Highlands, hillsides and peaks. Mixed farming and husbandry, often in self-sufficient communities, brings a large variety of domestic species such as cows, buffaloes, horses, pigs, goats and poultry together in perfect harmony with their environment.*

*On top of environmental destruction and the commercial over-exploitation of bio-diversity in such activities as deforestation and poaching, unreasonable 'modern' systems favour a small number of highly productive varieties and races. These varieties and races need, however, more input than do domestic varieties which are stronger and better adapted to their natural ecosystems.*

### **"VIETNAM, A LAND OF EARTH AND WATER"**

*Water can also be a threat, despite its importance for the country. In some places there is dangerously too much of it and not enough in others. Water quality is deteriorating, especially in agricultural peri-urban and dense rural areas, due to excessive chemical input use and a concentration of polluting activities which are not accompanied by waste treatment. Proper clean water management is therefore a major challenge to the country, which may seem paradoxical considering this resource's apparent abundance.*





# CO-OPERATION TOOLS IN THE AGRICULTURAL AND RURAL SECTOR

## TECHNICAL AND INSTITUTIONAL CO-OPERATION

In terms of institutional help, France lends its support to several training and development programmes. This help is usually in the form of loans and is generally given via aid projects financed by the Ministry of Foreign Affairs Priority Solidarity Fund (FSP). Projects carried out in this framework usually last three years and are valued at 1 to 2 million Euro. An example of this would be the Northern Vietnam Agricultural Production Organisation Support Project (PAOPA) which lent its help to two agricultural research and

development programmes: the Red River Programme (PFR) and the Mountain Agrarian Systems Programme (SAM).

Some of these projects, such as the Peri-urban Agriculture Sustainable Development Project, are financed by the FSP and are intended to reinforce regional collaboration. This project aims at building the capacity of public institutions and private stakeholders working in the peri-urban agricultural sector in Ho Chi Minh City, Phnom Penh and Vientiane.

### A LOCAL DEVELOPMENT SMALL PROJECT FINANCIAL TOOL

*The Social Development Fund (FSD) was set up to finance small pilot projects (less than 100,000 Euro over one or two years) by local authorities or associations. Their favoured fields are poverty reduction and the struggle against inequalities. All these projects favour a local and participatory approach by placing the target populations at the heart of the innovative and developmental process. The lessons learnt from these on-site experiments can be shared and provide learning to help decision makers establish appropriate development policies.*

These on-site projects are rounded out on the regional or national level by sectoral studies commissioned by the French Development Agency (sugar, rubber, forestry products, rice, vegetable oil, etc..) or in the framework of the new agricultural policy decision and support project (a MISPA project financed by the FSP).

The Economic Mission serves as relay between the French Ministry of Agriculture, Food, Fisheries and Rural Affairs in the framework of institutional co-operation with the Vietnamese Ministry of Agriculture and Rural Development and the Ministry of Fisheries. The Mission also intervenes on a case by case basis during health crises. Finally, the Economic Mission has two

financial tools at its disposal for the agricultural and agribusiness sectors:

- The Private Sector Aid and Study Fund (FASEP) which finances upstream project studies;
- The Emerging Nation Reserve (RPE), to help Vietnamese contractors, via the Ministry of Finance, obtain a subsidised loan to finance a project which has been approved by the Ministry of Planning and Investment.

Finally, the French Fund for World Environment (FFEM), the secretaryship of which is handled by the French Development Agency, can contribute with subsidies to costs linked to the negative environmental impacts of projects.

## INVESTMENT HELP

The involvement mentioned above is linked to increased direct intervention in the productive sectors of different agricultural commodity chains.

The French Development Agency takes over from the French Ministry of Foreign Affairs to provide subsidised loans to promote the modernisation



*Sugar cane development project in Tay Ninh province, building a secondary road – Photo OG – AfD*

and development of large agricultural production commodity chains. When requested to do so by the Ministry of Planning and Investment, the French Development Agency can examine projects worth several million Euro, allowing it to make productive investments as desired by the Government. These loans to the Vietnamese Government are generally ceded back to national public firms in charge of the sector in question (such as the Vietnam Cotton Company, Vinacafe or the General Rubber Corporation...) or to provincial companies (such as the Quang Ngai or Tay Ninh Sugar Companies...) by the Ministry of Finance. This funding can also cover infrastructure investment needs, either on projects of national importance set up by the Ministry of Agriculture and Rural Development or on provincial projects along with other productive investments.

Finally, the French Development Agency's support to the financial sector has increased the mid and long term credit resources of the Vietnamese Bank for Agriculture and Rural Development, which can then go on to meet the financial needs of farmers.

## RESEARCH IN AGRICULTURAL DEVELOPMENT



*Sugar cane development project in Tay Ninh province. Irrigated perimeter of Tan Hung – Photo OG - AfD*

Research in the agricultural and rural sectors is extensive and diverse, in fundamental research as well as in development applications. There are three intervention tools: the International Agricultural Research Development Co-operation Centre (CIRAD), the Research for Development Institute (IRD) and NGOs involved in applied research initiatives. In Vietnam, these organisations work in association with international agricultural research centres such as the IRRI, IWMI and the AVRDC, as well as other French structures such as the INRA and the IFREMER. These research projects are generally included in international networks, so that Vietnamese agricultural institutes can get the full benefit from the most up-to-date research, methods and knowledge.



Vietnamese partners include research institutes belonging to the Ministry of Agriculture and Rural Development (VASI, NISF, RIFAV, NIAH, NIVR) and the Ministry of Science, Technology and Environment (CNSSH, CNSNT), agricultural universities as well as national, provincial and district development services.

CIRAD signed a framework agreement in 2000 with the Ministry of Agriculture and Rural

Development. At the present time, it has about twenty researchers stationed in Vietnam. CIRAD's different research programmes are centred on animal husbandry - including aquaculture, domesticated and wild animal bio-diversity, peri-urban agriculture, fruit crops, commodity chain economic analysis, consumption sociology, agricultural diversification and agro-ecology (within the SAM programme).

#### **AN ORIGINAL TOOL: THE 'PRISE' PARTNERSHIP SKILL CENTRE**



*The animal husbandry systems intensification research centre (PRISE) is a partner-based research mechanism which aims at responding to the challenges of animal production intensification. The centre favours consultation between French researchers from the CIRAD, Vietnamese researchers from the National Institute of Animal Husbandry and other research structures in order to analyse current animal husbandry system intensification dynamics and to propose innovative and sustainable technical itineraries.*

*This skill centre tries to give answers to the major challenges of animal husbandry while making husbandry a motor in rural employment, giving added value to husbandry and organising the commodity chains to improve their competitiveness against rival production.*

*PRISE works on five research themes centred on three animal commodity chains, pork, dairy and fish: improving rural productivity; reasonable husbandry intensification; animal product quality; adapted bio-diversity and genetics; and the organisation of commodity chains.*

The IRD is also active in Vietnam and is involved in two large agricultural research programmes. The first deals with Mountainous Region Agrarian Systems (SAM). The second programme studies the impact of agricultural strategies on erosion and soil fertility. The IRD is also the scientific partner to the FASEVIE programme with which two other partners are associated: GRET, a French NGO, and the Vietnamese Food Institute.

The GRET has been working on the Red River Programme since the beginning of the 1990s

with the agrarian systems department of the Vietnamese Agricultural Sciences Institute (VASI). The programme attempts to study and accompany the development of agrarian systems in the Red River Basin. Other NGOs, such as Vets without Borders, French Farmers and International Development as well as the CIRAD, IRD and Inra are also involved in the programme. Like all other scientific programmes, the Red River Programme contributes to the scientific training of a large number of researchers from Vietnamese partner institutions.



## AGRICULTURAL AND AGRIBUSINESS TRAINING

The Agricultural curriculum in Vietnamese universities is still very academic. There is as yet no partnership programme between universities and Vietnamese agribusiness industries, for example. Students do not have many opportunities to go on in situ training programmes during their academic years. In this field, the objective of French involvement is to provoke a real know-how exchange, sharing new technology, technical support and training in order to educate operational leaders who will be able to contribute fully to increasing employment in the domestic and international market agribusiness sector.

In this spirit, and at the request of the Vietnamese authorities, the Animal Production Department at Tours University has adapted its 'Animal Production, Environment, Hygiene and Quality' Diploma to the Vietnamese socio-economic context, working in close collaboration with local educators as well as pork and poultry commodity chain professionals. Training for this diploma has been given at the Agricultural and Forestry University of Ho Chi Minh City since 2001 with pedagogical support from Tours University. A twinning of the two diplomas might take place so as to allow French and Vietnamese students to train in companies in either country.

In the same spirit, the building of an agribusiness training centre in Ho Chi Minh City is under consideration. The centre will aim at offering continuing education in modern agribusiness techniques to specialised technicians and foremen, which is lacking in Vietnam today.

Another initiative which should be mentioned is that of the French NGO 'Handicap International – North South Action' which is conducting a programme of initial training, aimed at reforming ethnic minority boarding school curriculum's and helping young graduates get started in life.

Also, over the past five years ten scholarships have been provided by the French Embassy, almost half of which have been for doctoral theses. Finally, great efforts have been made for the continuing professional training of Vietnamese research and development programme partners, which has led, for example, to CIRAD giving twenty short term training scholarships for Vietnamese students to study in France each year.





## KEY DIMENSIONS OF FRENCH CO-OPERATION IN VIETNAM

### IMPROVING THE EFFICIENCY OF AGRIBUSINESS COMMODITY CHAINS



*Sugar cane development project in Tay Ninh province. Tay Ninh Bourbon factory – Photo OG – Afd*

Agriculture holds such an important place in the national economy that it deserves every effort to reinforce the economic efficiency of its main production commodity chains and, in particular, the agribusiness commodity chains. These contribute directly to the country's commercial balance, either by producing raw materials to replace imports which is the case of sugar, cotton and vegetable oils; or by producing for export, which is the case of rice, coffee, rubber and aquaculture products.

France participates in the development of some of these commodity chains and loans from the French Development Agency are especially helpful in reaching these objectives by supporting the modernisation of the sugar, coffee, cotton and rubber commodity chains. These investment projects also receive technical support from French specialists.

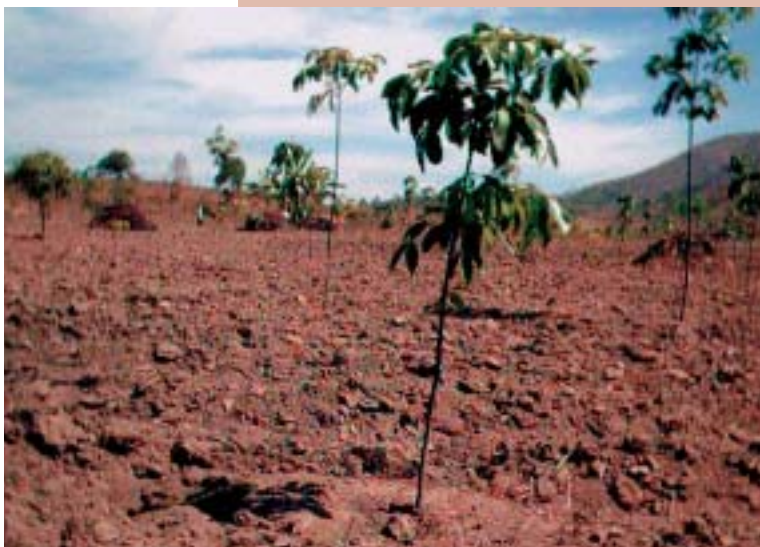
#### **SUGAR CANE CROP DEVELOPMENT IN TAY NINH PROVINCE**

*This province in the south of Vietnam has long been a sugar producing region known for its traditional methods. For this reason it has attracted industrial investment. Alongside State sugar refineries like Tanisugar and Bien Hoa, the province has made way for the Bourbon Group from Reunion Island which has built a sugar cane refinery in partnership with Tanisugar. Industrial investment in the province is estimated at \$130,000,000.*

*In order to make a return on these investments, and in particular to satisfy the raw material needs of the plants, the area under sugar cane cultivation and crop yields has had to be increased. Reinforcing road and water infrastructure to service the plant and irrigate the crops was also necessary. These three objectives: increasing crop surfaces through agricultural credit, the establishing of irrigation and road infrastructure, were achieved by a project which was financed by the French Development Agency.*

*At the same time, the French Ministry of Foreign Affairs placed funding at the disposal of the Vietnamese Ministry of Agriculture and Rural Development to undertake a comprehensive study of the national sugar programme so as to make recommendations on general sectoral strategy.*

**SUPPORT FOR THE RUBBER COMMODITY CHAIN**



Industrial rubber plant plantation  
Geruco Project  
Photo OG – Afd

Vietnam has long been a large producer of rubber, ever since the hevea plant was introduced by Alexandre Yersin at the beginning of the 20th Century. Production is organised around two complementary systems: large industrial plantations on one hand and small planters on the other.

The problems faced by the rubber commodity chain are the same as for other products: the low technical level of small planters, the unsuitability of production techniques for small family plantations, weak producer and downstream commodity chain organisation, difficult access to credit lines which are adapted to the hevea plant production cycle and so on. All these difficulties affect the competitiveness of this commodity chain, which is almost exclusively for the international market.

French support for the commodity chain takes different forms. The French Development Agency is working with the Vietnam General Rubber Company (Geruco) to develop eight industrial companies in the Highlands and to help small planters in the framework of the Agricultural Diversification Project (ADP) which is co-financed by the World Bank. The French Ministry of Foreign Affairs is also participating in the ADP project by supplying two technical assistants who are specialised in agricultural organisation. In complement, the French Development Agency has also financed a commodity chain analysis which was presented at the second French-Vietnamese Economic and Financial Forum.

## UNDERSTANDING AND HELPING THE DOMESTIC MARKET DEVELOP

Demographic projections for Vietnam anticipate that the population will reach 100 million by 2020, 40% of whom will live in urban areas. This population, which boasts rapid revenue increase, is a large market. It is also a market which has long been neglected in favour of the international market even though the export market is only half as large and much more unstable.

Understanding the development of consumption patterns is indispensable if production is to adapt to the marketplace. The economic liberalisation context in Vietnam is making way for a new player on the economic scene: the increasingly

demanding domestic consumer. Quality is becoming an increasingly important factor when buying food products. Also, in a context of decreasing home-grown production, commercial commodity chains are playing an increasing role in informing producers what consumers want. These commodity chains are highly atomised and can deliver inexpensive food to the consumer, but are not addressing efforts to improve product quality. The establishing of new information, consultation and control mechanisms aims at enhancing product value. These mechanisms involve different consumer, commodity chain and public authority stakeholders.





### **NUTRITIONAL QUALITY, HEALTH RISKS AND CONFIDENCE**



*There's more to meeting consumer needs than economics. Responsibility is also important and must take public safety into account. There are still many cases of food poisoning, and diseases often associated with obesity are on the rise even though malnutrition remains a major problem. Social and cultural aspects, such as changing diets, must also be considered.*

*In order to follow these changes, the study of consumption in Vietnam must be able to adapt its objects and methods. Food consumption, seen from the point of view of need, must also be analysed in terms of demand, quality perception and health risks as well as consumer confidence. The objective is to shed light on consumer behaviour and quality as a social construct.*

*The approach developed by CIRAD in partnership with the National Centre of Social and Human Sciences includes sociology (the sociology of eating, the sociology of risk) and economics*

*(the economics of convention). It is comprised of three stages: (i) identifying development trends in the eating models of the Vietnamese population; (ii) analysing consumer behaviour and perceptions in the face of food and health risks; and (iii) studying the perception of currently used quality symbols.*

### **UNDERSTANDING AND IMPROVING THE ORGANISATION OF DOMESTIC FOOD COMMODITY CHAINS**

*Evaluating the capacity of commodity chains to answer consumer needs requires the use of new tools to represent product flux, stakeholder negotiations and risk information and evaluation. The vegetable commodity chains of Hanoi and Ho Chi Minh City have been analysed in the framework of the SUSPER project on peri-urban agriculture and the MALICA centre, along with the Fruit and Vegetable Institute (RIFAV), the VASI Department of Agrarian Systems and the Agricultural and Forestry University of Ho Chi Minh City. The first results show the importance of peri-urban areas for the supply of essential leaf-vegetables. This production is threatened by urbanisation which sends land values up and is responsible for pollution. Further production centres, such as Dalat and Son La, have the advantage of being able to produce large quantities of temperate vegetables for the major urban centres. Despite this, the Hanoi vegetable market is dependant on Chinese imports four months out of the year, with price hikes of about 100%.*

*Information gathered at the marketplaces has allowed us to pinpoint comparative advantage product/region pairs which can be reinforced by commercial and technical actions. Also, the analysis has shown the benefits of new information sharing mechanisms, contracts between sellers and buyers, as well as producer associations so as to place them in a good position to negotiate with buyers and promote their product quality efforts.*

## PROMOTING AGRIBUSINESS PROCESSING AND POLICIES ON OUTPUT QUALITY

Vietnamese agriculture is expected to expand dramatically over the next few years thanks to a growing and wealthier urban population. This expansion has the potential to increase employment opportunities and enhance the value of the agricultural sector. The recent and rapid growth of dairy product consumption, to give but one example, has demonstrated the degree to which Vietnamese eating habits are evolving. Another challenge is export. This implies the development and maintenance of international processing standards.

France is Vietnam's second largest foreign

investor in the agribusiness sector. French companies, such as Proconco, Bourbon, Vittel and Evalis, do business successfully in Vietnam. The reduction of administrative formalities and the willingness of the Vietnamese government to favour this sector all serve to open new horizons for local and foreign investors. Future agribusiness development stakeholders must be trained to take on the challenges ahead. French co-operation partners tend to privilege an educational approach, preparing engineers and technicians in close collaboration with sectoral professionals living in Vietnam.

### TRAINING AGRIBUSINESS PROFESSIONALS

*Since the beginning of the 1990s, many co-operation projects have been conducted to support the agribusiness sector in Vietnam. These activities focused on: training teachers-researchers in France; rewriting curriculum's and supporting new training methods for engineers; and some research activity, notably studies in France for Master's and Doctorate degrees. A consortium of French universities, working with Thu Duc and Can Tho Universities, is presently studying the possibility of building a French-Vietnamese centre for agribusiness professionals. This centre's mission will be to highlight knowledge while dealing with three main issues: to participate in the technological development of the Vietnamese agribusiness sector; to accompany French investment in Vietnam; and to spot industrial and economic co-operation opportunities while gaining a larger picture of the sector on the national and regional scale.*

Agricultural processing techniques are inseparable from the idea of quality. Here too, France has rich savoir faire and much experience. Regional quality labels come to mind; labels which represent the responsibility of French professional organisations. The creation of quality labels for the domestic market has already been

mentioned, notably for vegetables and animal products. Food health safety is another sine qua non condition to access the international marketplace, especially when it concerns animal products since consumers in developed countries are highly sensitive to health risks.



### PROMOTING PROTECTED GEOGRAPHIC INDICATORS

Co-operation in the Geographic Indicator field and the struggle against counterfeiting was established between France and Vietnam. Initiated by the Ministry of Agricultural and Fisheries in 1996 it has been implemented since 1998 by the Cognac National Inter-professional Office with support from the Economic Mission.

The goal of this co-operation is to sensitise Vietnamese authorities to the Geographic Indicator and Label of Origin concept and to accompany the country in its process of establishing Labels of Origin on the national level. This is to promote local products, as well as protect foreign products on Vietnamese soil. By reinforcing reciprocal protection services for local and foreign labels of origin, this co-operation is active in the struggle against forgeries.

In June, 2001, the National Office of Industrial Property delivered its two first Vietnamese Labels of Origin: the Nuoc Man of Phu Quoc and the The Shan of Moc Chau. In May 2002, Cognac became the first foreign label of origin officially recognised in Vietnam during a ceremony presided over by the Vice-Minister of Commerce. Since then, Vietnamese firms have had to stop using the name 'Cognac' on their products. In 2003, the Vietnamese took another important step by making the Nuoc Mam of Phu Quoc an official label of origin and establishing management and control systems for the label during a seminar organised by the Ministry of Fisheries. These systems, which still need to be implemented, will contribute to international recognition for this famous Vietnamese product.

### TRACING TROPICAL FISH

The firm Ledun along with the CIRAD, which is already involved in the cat fish commodity chain, are working together to select certain fish farming products the production, processing and transportation of which will be stated in specification sheets guaranteeing the quality and consistency of exports to France. This collaboration touches on the 'identification of distinctive markers to ensure that tropical water products can be traced, and most notably the tracing of all fish in South East Asia'. This project aims at establishing quality production all along the breeding chain as well as post-processing follow-ups. A similar project is forecast for the pork and dairy commodity chains in the framework of the PRISE programme.

## SUPPORTING THE DEVELOPMENT OF AGRICULTURAL POLICIES AND RURAL DEVELOPMENT



Pork meat quality discussion workshop with stakeholders (Hai Duong) – Photo Vu Trong Binh – VASI

The Vietnamese State maintains a leading orientation and decision making role in affairs of regional and international economic development, and in response to the challenges of economic competitiveness, poverty reduction and sustainable development. Vietnamese public decision makers are, like their colleagues in many Asian nations, more than ever confronted with the following questions: How to decide? On what basis? How to apply decisions and what impact will they have on the environment? How to delegate responsibility between provinces and the central authorities?

Addressing these questions using the 'classical' means of defining and implementing agricultural policies based on a centralised, hierarchical and descending approach is far too limited since it does not account for the multiplicity of economic stakeholders, their relationships nor the growing segmentation of markets. New approaches to help define agricultural policies are needed. They depend upon information, negotiation and decision sharing processes between different development players. This implies not only taking the interests of different stakeholders and their perception of their social-institutional relationships into consideration, but also to

favour information exchange in order to build a shared vision of objectives and the means to reach them.

These approaches bring development co-management methods to light. They give the State a new role, in particular in terms of initiation and mediation in applying necessary regulation processes. Finally, these approaches will lead to reconsidering the role and functioning of the institutions which are in charge of rural development to make them adapt quickly to the great changes taking place in society and help them fulfil their role of supporting and advising rural stakeholders.

### **APPLYING THE ECOPOL APPROACH TO THE PORK COMMODITY CHAIN IN THE RED RIVER DELTA**

*The Ecopol approach was piloted in the Red River Delta and has led to several concerted activities. In the case of the pork commodity chain, the first phases of the approach highlighted a paradoxical situation. On one hand, merchants are facing increasing urban demand for quality meat products but are unable to find stable local supply channels which can answer the market's needs. On the other hand, very few producers are involved in raising quality animals since they lack market information and have no guarantees their efforts will pay off. Following this approach, while favouring information exchange between different commodity chain stakeholders (producers, slaughterers, agricultural services, and the Ministry of Agriculture and Rural Development), has led to initiating a consultation process around the development of local quality pork production for the urban market while insuring better conditions to quality producers. This experiment opens the way to new institutional arrangements which tend towards greater co-management of the pork commodity chain to answer the greater demand for quality products, to improve relations between farmers so as to increase their access to the market, to augment the competitiveness of local products and to contribute to the development of the rural economy.*

### **A STUDY FUND AND AGRICULTURAL POLICY WORK GROUPS**

*With the support of the MISPA project, the Agriculture and Rural Development Information Centre set up a study fund in 2003 in order to finance sector analyses and socio-economic studies to be used in public decision making and the formulation of agricultural and rural development policies. Study themes are chosen by the Information Centre and its institutional partners before being validated by a steering committee. The studies are then given, after consultation, to teams of well known Vietnamese specialists. Thanks to French help, the study fund has a three year budget of 400,000 Euro. The fund is also open to contributions from other donors.*

*To complement this study fund, the MISPA project has established two work groups which have earmarked means to study and formulate recommendations in the following respective fields: (i) the competitiveness of Vietnamese agricultural products and (ii) rural development strategies. Also, special effort is being made to consider the organisation and the perspectives of the coffee commodity chain in the framework of co-operation with the Vietnamese Coffee Association (Vicofa).*





## INNOVATING FOR SUSTAINABLE DEVELOPMENT

In conformity with the general direction taken by the international community, intervention in the agricultural and rural sector attempts to take the economic, social and environmental aspects of development into consideration. For this, special accompanying research efforts are made to optimise crop and animal production systems in the long term. There are many challenges: soil erosion and increasing infertility; the development of water resources, management of natural, agricultural, rural, industrial and urban spaces; and optimising economic and social opportunities while respecting environmental constraints. Agricultural and biological research methods have been complemented with the use of participatory tools, developed to facilitate negotiations among rural development stakeholders on the constraints linked to different environmental development trends. In the framework of the agricultural diversification project, for example, the perfecting

of intercropping systems of the 'no tillage with cover crop' type are an integral part of the project to counter the serious erosion risks caused by conventional cropping systems in hilly regions in the centre of the country. In the environmental and ecological field, a research project was signed in 2003 on the theme of conservation and development of animal biodiversity in the Annamite cordillera (Biodiva). This project, which is co-financed by the Ministry of Foreign Affairs (FSP) and the French Fund for World Environment (FFEM), associates on-site work (identification of domestic and wild animals having an economic or patrimonial value), laboratory work (genetic labelling of identified populations) and in situ conservation projects in the Highlands and mountainous regions in Vietnam. The project brings the CIRAD, on the French side, the Vietnamese Institute of Animal Husbandry (NIAH) and the National Centre for Natural Sciences and Technology on the Vietnamese side, together.

### **MAINTAINING AGRICULTURAL PRODUCTIVITY AND AGRO-ECOLOGICAL CROPPING SYSTEMS**

*In the mountains of Northern Vietnam, population increase and the economic changes of the past years have led to the worrying growth of agricultural pressure on steep hills and forests. Erosion followed by soil fertility loss and reduced fallow times as well as overgrazing have put the sustainability of traditional systems into question. Innovations in no-tillage cropping systems with cover crops (SCV) seem to promise satisfactory solutions which are adapted to the constraints of the biophysical and human environment.*

*These innovative systems were developed by multidisciplinary teams which took into account the constraints linked to their applications which are unique to each scale of agricultural activity: the cultivated plot, the farm and the village territory. It is in this framework that the SAM programme, in partnership with Vasi, Irri and CIRAD, is carried out. Its main objective is to conceive, perfect and adapt sustainable cropping systems which will be profitable, motivating and environment friendly as well as a source of revenue for farmers. The impact of these new agro-ecological techniques on erosion, soil fertility and water management are being studied in partnership with the IRD and the NISF in the framework of the MSEC- IWMI programme. Also, these programmes aim at supporting the development of efficient collective resource management (grazing land, forests, water) and the development of policies which will be favourable to the adoption by farmers of these innovations. Training farmers, development agents and Vietnamese cadres in these techniques in order to assure their propagation is also one of the main objectives of the programme.*

### RESEARCH TO COMBAT CITRUS FRUIT DEGENERATION

*This partnership research programme to combat a bacterial based citrus degenerating disease known as Huang long bing aims at expanding scientific knowledge of the interactions between the plant and the pathogenic vector in order to gain a better understanding of the disease's transmission. The programme favours consultation between French researchers from CIRAD and INRA and Vietnamese researchers from Sofri and NIPP in order to propose adapted technical solutions to develop sustainable citrus production.*

*Such citrus fruits as oranges, mandarins, grapefruits and limes constitute an important production sector in Vietnam, second only to bananas. 65,000 ha produce 500,000 tons of fruit. In traditional systems, Huang long bing can hit the orchards hard and reduce the life span of a tree to only 3 to 6 years. An efficient struggle against this disease and its vector would lengthen the life of orchards and their cost-effectiveness. It would also mean an extension of this activity with all the economic benefits this would entail for the rural population, namely the development of processing and also the increased consumption of citrus fruits, an important source of vitamin C.*

### CAT FISH: THE FIRST FISH FARMING PRODUCT IN VIETNAM



*With more than 100,000 tons of cat fish raised per year, 'pangasiculture', or the raising of cat fish, is the largest fish farming activity in Vietnam. It takes place mostly in the Mekong Delta, in floating cages on the estuary as well as in lakes, with very good results: 150kg/m<sup>3</sup>/year in floating cages and between 50 and 600 tons/ha/year in lakes. This intensive system uses locally produced rice bran. 'Pangasiculture' has been developing rapidly since 1995, when fish farmers began producing their*

*own fingerlings in hatcheries thanks to work done by CIRAD. Before this, all fingerlings had been taken from the Mekong Estuary, which rapidly led to natural stock depletion and an increase in cat-fish fingerlings, which represents 50% of the production cost. The mortality rate in intensive fish farming remains high, however, and results in a loss of more than 8 million dollars a year. The sustainability of this type of fish farming will depend upon the correct balance between the production system, the environment and the containment of health risks.*

*Cat fish are mostly reserved for export as deep frozen filets: 30,000 tons a year which bring in 100 million dollars. This commodity chain employs some 10,000 people. Several tens of thousands of tons of fish and fish by-products are also sold on the domestic market.*

### PERI-URBAN AGRICULTURE: QUALITY PRODUCTION FOR LOCAL MARKETS

*Peri-urban agriculture supplies nearby local markets with such specific products as leafy vegetables and ornamental plants. The Rifav has been associated with AVRDC and CIRAD since 2002 to propose improvements to the quality and regularity of market gardening using two techniques: under plastic cover to protect crops from violent rains during the monsoon, and vegetable-leaf production under a net tunnel in order to avoid the use of toxic pesticides. These methods have been tested by peri-urban market gardeners around Hanoi, who have come together in order to sell their products more efficiently. These techniques bring much needed solutions to the problems of adapting agriculture to its urban environment.*



## FAVOURING THE MODERNISATION OF INSTITUTIONS AND SERVICES

Small scale family farming is an asset to Vietnam thanks to its dynamism and capacity for change. To take full advantage of this asset, development centred and needs based services must be made available to farmers. These local services are, in theory, the responsibility of the district administration. In practice, however, it is very difficult for these services to fulfil their mandate to such a large number of small family farms. A link between local networks, professional producers organisations, private and semi-private structures would be both useful and efficient.

This would be an important development in the way agricultural centred services are considered and dispensed. The 'transfer' of a part of present state activities, especially those directly related to

agricultural production, to instances which are closer to farmers would increase efficiency and enhance local capacities. At the same time, State institutions would hold onto their fundamental role in general interest functions as well as accompanying farmers and their organisations (information, promotion, regulation, innovation, legislation).

The development of these local services for farmers can also help improve the employment situation in rural areas. This development implies a reconsideration of development funding and accepting the use of adapted agricultural public fund use. It also implies that an adapted legislative framework can lead to the development of different agricultural stakeholder missions and organisations.

### **SPECIALISED AND ORGANISED FARMERS LOCALLY PRODUCING HIGH QUALITY SEEDS**

*Vegetable crop yield is directly dependant upon seed quality. This is well known to both farmers and agronomists. High quality seed is defined as seed having genetic specifications which are adapted to a particular production context as well as possessing purity, cleanliness and being appreciated by consumers.*

*State services which once supplied rice seed to agricultural co-operatives are no longer able to keep up with the diverse needs of millions of small farmers. Private merchants who care about the quality of the products they are selling are content with offering their clients a small range of highly productive varieties, which were developed for intensive agriculture but are as yet untested in other production conditions.*

*In this context, and having observed a frightening degradation in the quality of seed used by farmers, Red River Programme partners tested, along with farmers in different agro-ecological areas of the Red River Basin, innovative local rice, corn, soya and peanut seed production methods.*

*These farmers are usually organised in interest groups on the village or commune level. They have been progressively trained to test and multiply the seeds which were selected by national agricultural research institutes on their own plots. These seeds are well adapted to their environment and are recognised by the farmers for their superior quality and low price. The creation of specialised groups allows participating farmers to receive up-to-date technical advice, small collectively run loans as well as take advantage of a positive public image.*

*More than fifty seed production groups of this type are presently functioning. Some of them participate, working with local administrative authorities, in the creation of organisations to satisfy district or even provincial seed needs.*

**WORKING TOWARD EFFICIENT FUNCTION SHARING BETWEEN PARA-VETERINARIANS AND PUBLIC VETERINARIAN SERVICES**



Private and semi-private para-veterinarians are often also husbandry extension agents in their communes and dispense at least 90% of the care given to animals. Their role is an essential one in ensuring the continued development of family farms, and therefore in the economic health of the poorest segments of the population. Unlike other developing countries the para-veterinary network is quite well developed in Vietnam and covers a large part of the country. Even though this network could be a good solution for many problems such as the quarantine of sick animals or teaching the population about what they can do to improve livestock health, it is still largely unused. The Vets Without Borders organisation, in partnership with public Vietnamese veterinary services, is testing new methods to improve the use of this network and to ensure animal health

thanks to greater and more balanced collaboration between private and semi-private para-veterinarians on one hand and State veterinary services on the other. Bringing this approach to more provinces should be accompanied by adapted veterinary legislation. Recognising the role of para-veterinarians is a problem which has grown in amplitude over the last few years with the passing of the International Animal Health Law. Multiplying international exchanges forces participating nations to rise to international standards, notably in the domain of animal health.





## IMPROVING RURAL INFRASTRUCTURE

Developing and reinforcing infrastructure is necessary for rural development and commercial exchange. Improved infrastructure will eventually lead to a greater equilibrium between rural and

urban areas. This can be done by either funding productive infrastructure, such as irrigation systems; or by funding flood protection infrastructure such as dikes; or by funding much needed road infrastructure to bring in inputs or deliver products to market.

The French Development Agency is the main French player in this field, and is involved in several direct partnership projects with different provinces (for example: the support project for sugar cane crop development in Tay Ninh province) or in the framework of national projects which are implemented by a Ministry (for example: a project of small infrastructure in 23 underprivileged provinces, or the Red River Basin sector organisation project).

Smaller projects are also being undertaken and use different resources such as food aid counterpart funding.

Complementary appraisals by local operators are also made as often as possible in order to favour efficient management of these infrastructures.



*Second red River sector planning project. Rice paddies of the delta*

### PARTICIPATING IN THE PLANNING OF THE RED RIVER BASIN SECTOR



*Second Red River sector planning project.  
Replanting rice in the Delta behind dykes  
Photo OG – AfD*

*The French Development Agency is co-funding with the Asian Development Bank and the Royal Embassy of the Netherlands, the second Red River planning project. This project is comprised of irrigation infrastructure and flood protection construction. It also includes institutional support for the creation and reinforcement of a Basin Agency and environmental protection measures to ensure water quality.*

*Along with a principle investment from the Ministry, a rural development fund has also been set up to answer local needs, favouring a participatory and decentralised approach.*

# REVIEW OF RECENT AND ONGOING ACTIONS

## FRENCH DEVELOPMENT AGENCY PROJECTS

Web site: [www.afd.fr](http://www.afd.fr)

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### Rural infrastructure improvement in Son La province (CVN1074)

The aim of this project is to build new irrigation infrastructure in Son La province, which is in the mountainous Northwest region of the country. The project also intends to build the capacity of the provincial institutions responsible for managing this infrastructure. Small farmers, who are the final beneficiaries of this investment, will have access to more efficient production infrastructure and will therefore improve their living standards and economic situation.

*AFD loan: 12 million € - Funding date: under examination*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### Rural infrastructure improvement in Ninh Thuan province (CVN1073)

The aim of this project is to construct new infrastructure, especially irrigation infrastructure, in Ninh Thuan province in the South of the country and to improve the capacity of the provincial institutions responsible for them. Small farmers, the final beneficiaries of this investment, will have access to more efficient production infrastructure and will therefore improve their living standards and economic situation.

*AFD loan: 12 million € - Funding date: under examination*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### Tea crop development project in Phu Tho province (CVN1054)

This project aims at rehabilitating existing crop services and developing new plantations as well as improving the quality of all production in the province by setting up transport infrastructure for improved plantations and giving advice to producers.

*AFD loan: 12 million € - Funding date: under examination*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### Water resource development project in Phuoc Hoa (CVN1068)

Co-financed by the Asian Development Bank, this project should enhance the water resources of the Dau Tieng watershed, which serves the entire Ho Chi Minh City region. This project is composed of a diversion canal for water from the Be River to the Saigon River as well as the development of new irrigation channels. The project will also address institutional capacity building and development in these new zones. Water quality in Vam Co Dong, Saigon and Dong Nai Rivers should improve with the additional water this project will bring.

*AFD loan: 35 million € - Funding date: under examination*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### Institutional and financial support to the Vietnamese Bank for Agriculture and Rural Development (CVN1078)

The aim of this project is to lend support to the Vietnamese Bank for Agriculture and Rural Development in three ways: 1) refinancing a credit line destined for productive investments to rural households in the form of mid and long term loans; 2) investing in computer technology; and 3) training and capacity building.

*AFD loan: 35 million € - Funding date: December, 2002*



Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Second Red River Sector Planning Project (CVN1061)**

This project is co-financed by the Asian Development Bank and Dutch co-operation and should:

- \* increase agricultural productivity and thereby farmers' revenues in the Red River Basin through improved water management;
- \* reduce the risk of flooding;
- \* develop a water management strategy through a watershed approach – allocating resources, reducing pollution and erosion.

The project is comprised of three complementary parts: 1) support for improved water management; 2) rehabilitation of infrastructure; and 3) support for rural development to ensure local communities get maximum benefit from available water resources and thereby contribute to poverty reduction.

*AFD loan: 35 million € – Funding date: December, 2001*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Second credit line to the Vietnamese Bank for Agriculture and Rural Development (CVN1055)**

The aim of this project was to set up a new credit line to refinance mid and long term agricultural credit to farmers from the Vietnamese Bank for Agriculture and Rural Development (VBARD). Loans accorded by the VBARD go towards rural development investments concerning production, processing and small-scale industry run by rural households in every province of the country

*AFD loan: 30 million € – Funding date: December, 2000 – project completed in 2002*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Development of eight rubber plants in the Central Highlands (CVN1045)**

This loan finances the development of plantations and the modernisation of processing units for rubber firms under the auspices of the General Rubber Company (Geruco).

*AFD loan: 35 million € – Funding date: July, 1999*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Development of small scale cotton production with the Vietnam Cotton Company (CVN1023)**

This loan finances a small scale cotton production development programme in partnership with the VCC. The objective of the project is to triple the planted surface of cotton to 34,000 ha over five years. The project also aims at supporting VCC's industrial investments for processing and the creation of industrial cotton. Vietnam could therefore benefit from local production to replace the various supplies to its large textile and clothing industries.

*AFD loan: 9.15 million € – Funding date: October, 1998*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Agricultural diversification project based on village rubber plantations (CVN1024)**

This project, which is co-financed by AFD and the World Bank, foresees the creation of 60,000 ha of new rubber plantations in individual plots of one to two hectares, as well as the recovery of 17,600 ha of plantations on the public domain in 11 Central provinces. Planters receive help in the form of technical support and short, mid and long term loans to help them diversify their production and protect themselves from market fluctuations.

*AFD loan: 15.24 million € – Funding date: April, 1998*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Sugar cane production (CVN1026)**

State loans to partially finance a sugar cane production development project in Tay Ninh province. The project is expected to finance the establishment of 12,000 ha of new plantations by giving mid-term loans to individual planters holding delivery contracts with refineries. The project also finances an irrigation system supplying water to 13,000 ha. It also finances the



construction of 87 km of general use roads to facilitate the daily transport of 11,550 tons of sugar cane to the refineries.

*AFD loan: 23.78 million € – Funding date: October, 1998*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Rural infrastructure sector project (CVN1029)**

The project compliments that of the Asian Development Bank to improve rural infrastructure and help the government equip underprivileged rural areas with basic infrastructure. The 23 provinces chosen for this project are all in the mountainous regions of Northern and Central Vietnam, and are amongst the poorest and most isolated of the country. The project consists of 15,000 km of country roads and 20,000 ha of irrigated land as well as drinking water supply for about 1,000,000 people and 50 district level markets.

*AFD loan: 14.48 million € – Funding date: December, 1998*

Contact:  
The AFD agency in Hanoi  
[agence@afd.org.vn](mailto:agence@afd.org.vn)

### **Arabica coffee crop development in 13 Northern provinces (CVN1025)**

The aim of this project is to improve coffee production in Vietnam and especially the production of Arabica coffee. This project, which is implemented by Vinacafe, foresees planting 40,000 ha through direct aid to planters, modernisation and the building of processing units as well as support for research and training programmes.

*AFD loan: 32.31 million € – Funding date: December, 1996*

## **FRENCH FUND FOR WORLD ENVIRONMENT PROJECTS (FFEM)**

Web site: [www.ffem.net](http://www.ffem.net)

Contact:  
CIRAD-Prise c/o NIAH  
[ciradprise@hn.vnn.vn](mailto:ciradprise@hn.vnn.vn)

### **Conservation status review and management for remaining large wild cattle (Gaur and Banteng) in Vietnam**

Conservation status review and management of remaining *Bos gaurus* and *Bos Javanicus* in Vietnam as well as on the Cambodian and Laotian borders.

*FFEM contribution 1.1 million € – Duration: 4 years (2003-2007)*

## **MINISTRY OF FOREIGN AFFAIRS PROJECTS (MAE)**

Web sites: [www.diplomatie.gouv.fr](http://www.diplomatie.gouv.fr) and [www.ambafrance-vn.org](http://www.ambafrance-vn.org)

Contact:  
SCAC Hanoi  
[hanoi.cooperation@diplomatie.gouv.fr](mailto:hanoi.cooperation@diplomatie.gouv.fr)

### **Characterisation of domestic and wild animal bio-diversity in Vietnam (Biodiva)**

For many geographic and historical reasons, the mountainous regions of Vietnam have remained rich in both domestic and wild bio-diversity. This species diversity is part of a priceless heritage. In recognition of this treasure, the Vietnamese government is committed to concentrating its efforts in assessing, conserving and developing these genetic animal resources as part of a Bio-diversity Action Plan. This project is an integral part of that Action Plan.

Implementation of the project is carried out by CIRAD and Inra and its Vietnamese partners, NIAH and CNSNT. It will lead to the scientific, technical and institutional capacity building of the Vietnamese public establishments which manage genetic animal resources. The project also aims at improving government capacity to control the ecological, social and economic



challenges linked to maintaining bio-diversity. On-site pilot projects will be conducted in partnership with local authorities and communities in 4 Central and Northern provinces. These activities associate in situ conservation of genetic resources and the sustainable development of local peoples, who are amongst the poorest in the country.

*FSP contribution: 1.7 million € – Duration: three years (2003-2006)*

### **Agricultural policy information mobilisation (Mispa)**

The 'Agricultural policy information mobilisation' or Mispa project is implemented by the French Ministry of Foreign Affairs and the Vietnamese Ministry of Agriculture and Rural Development. It aims at setting agricultural policies through better management of sector information. More specifically, it aims at empowering the Information Centre of Agricultural and Rural Development (Icard) to fulfil its mandate. Several forms of support have been brought together in order to: 1) reinforce the Centre's means and develop its human resources; 2) organise and follow-up specific area studies of the agricultural and rural sector; 3) promote information diffusion to the Centre's public and private partners; and 4) favour strategic thinking and the decision making process.

*FSP contribution: 1.5 million € – Duration: three years (2002-2005)*

### **Sustainable Development of Periurban Agriculture in Southeast Asia (Susper)**

This project aims at improving the contribution of periurban agriculture to food safety in Southeast Asian cities: Hanoi, Ho Chi Minh City, Phnom Penh and Vientiane.

The project has the following objectives:

- \* Improving the capacity of public institutions and private actors to analyse and intervene in technical and institutional aspects of periurban agriculture. In order to reach this goal, the organisation of producers who diffuse technical innovations and favour market access is encouraged. Pilot operations are conducted on the most productive and safest market gardens and fish farms.
- \* Reinforcing regional co-operation on questions of common interest. Hanoi, Ho Chi Minh City, Phnom Penh and Vientiane are all of different sizes, which leads to comparative analyses and experience sharing on periurban agriculture development conditions.

The project is organised around 4 main components: 1) analysing periurban production systems; 2) developing markets for periurban products; 3) technical and institutional innovations; and 4) regional communication and co-ordination.

This project is implemented by two operators, CIRAD and the AVRDC. In Vietnam, the project partners are Rifav (Hanoi) and the Agricultural-Forestry University of Thu Duc (Ho Chi Minh City).

*Contribution FSP: 1 million € – Durée: trois ans (2001-2004)*

### **Agricultural Production Organisation Support Project (PAOPA)**

The overall aim of this project was to enhance the organisation of agricultural production in the Red River basin in order to increase farmers' revenues, accompany their integration in commercial commodity chains, and improve their technical skills and economic knowledge of their sector.

More specifically, the project is aimed at promoting new institutional forms, and facilitating dialogue between producers and national agricultural support institutions, such as those dealing with agronomic research, extension, training and credit, as well as private sector stakeholders. The project is also aimed at proving the viability of co-representative development. A further objective is the ongoing up-dating of technical-economic agrarian system references,

Contact:  
SCAC Hanoi  
[hanoi.coopération@diplo  
matie.gouv.fr](mailto:hanoi.coopération@diplo<br/>matie.gouv.fr)

Contact:  
SCAC Hanoi  
[hanoi.coopération@diplo  
matie.gouv.fr](mailto:hanoi.coopération@diplo<br/>matie.gouv.fr)

Contact:  
SCAC Hanoi  
[hanoi.coopération@diplo  
matie.gouv.fr](mailto:hanoi.coopération@diplo<br/>matie.gouv.fr)

which is necessary for the promotion of sustainable development. This has allowed Vietnamese agronomic research partner institutions to better integrate the international scientific research community.

Project activities have benefited from the experience and results of French-Vietnamese co-operation in agronomic research and rural development over the past ten years. The experiences of The Red River Programme (Gret and Vasi), the SAM Programme (CIRAD, IRD and Vasi) and the Ecolop Programme (CIRAD and Vasi) have been brought together and developed in workshops and seminars, on-site visits, numerous training sessions and such communication devices as brochures, articles, scientific works and documentaries.

*FSP Contribution: 1.5 million € – Duration: three years (1999-2002)*

Contact:  
SCAC Hanoi  
[hanoi.coopération@diplo  
matie.gouv.fr](mailto:hanoi.coopération@diplo<br/>matie.gouv.fr)

### **Training centre for commercial agriculture professionals**

The establishment of a French-Vietnamese training centre for commercial agriculture professionals is being studied by a consortium of French universities in partnership with Thu Duc and Can Tho Universities. The project should address three concerns: the accompaniment of French investment in Vietnam; the participation in technology development in the Vietnamese commercial agriculture sector; and identifying economic and industrial co-operation opportunities in order to obtain a prospective vision of the sector on the national and regional scale.

*FSP contribution: under study. Provisional duration: three years (2004-2007)*

## **SCIENTIFIC AND ACADEMIC PARTNERSHIP PROGRAMMES**

**Web sites:** [www.cirad.gouv.fr](http://www.cirad.gouv.fr) and [www.ird.fr](http://www.ird.fr)

Contact:  
Regional CIRAD  
delegation  
[ciradvn@hn.vnn.vn](mailto:ciradvn@hn.vnn.vn)

### **Eating habits, risk, health quality and nutrition perception of food by Vietnamese consumers**

This research programme associates sociology (sociology of food and sociology of risk) and economics (the economics of conventions). It aims at identifying the evolution in food consumption habits in Vietnam, the factors that influence change and the social construction of perceptions of quality, risk and confidence. This study comprises the identification of different Vietnamese eating styles as well as the analysis of consumer behaviour and perceptions in the face of food risks, be they health or nutritional; and the study of consumer confidence in presently used quality symbols. The results of this study help to adapt communication to consumers regarding the relationship between food and health and to define the conditions of confidence in quality symbols. Results will also contribute to the general understanding of Vietnamese food sociology by the organisation of theoretical and practical seminars.

This study is the fruit of co-operation between CIRAD and the National Centre for Social and Human Sciences.

Contact:  
Coordination PCP  
[malica@fpt.vn](mailto:malica@fpt.vn)

### **Markets and supply to urban centres in Asia (PCP Malica)**

The Malica (Market and agriculture linkages for cities of Asia) consortium brings together French and Vietnamese research institutes: CIRAD; IOS: The National Centre of Social and Human Sciences' Institute of Sociology; Rifav: Fruit and Vegetable Research Institute; Vasi: National Institute of Agronomic Sciences; Hanoi Agricultural University; and the Agricultural and Forestry University of Ho Chi Minh City. The main objective of the project is to empower the food market and urban / rural analytical capacity of researchers, students, executives and private group managers. These methods are applied to projects which aim at matching up local food production and domestic market demand, both quantitatively and qualitatively, such as the Susper project or the food behaviour and risk perception project. Information and consultative



mechanisms of supply and demand stakeholders are taken into consideration, along with classical technical and economic analyses all throughout the commodity chains. Analytical methods of consumption and commodity chains are applied to two priority research fields: developing quality in the food sector; and regulating the flux of products from periurban, rural and external sources. The main activities undertaken over the past year concern thematic studies of the vegetable, corn and pork commodity chains, the analysis of wholesale markets as well as the writing of a strategic document on changes in the food sector.

Contact:  
CIRAD-Prise c/o NIAH  
[ciradprise@hn.vnn.vn](mailto:ciradprise@hn.vnn.vn)

### **Animal husbandry system intensification (PCP Prise)**

This research programme is a partnership between the Animal Husbandry and Veterinary Medicine department of CIRAD, the National Institute of Animal Husbandry as well as other Vietnamese institutional partners. It aims at:

- \* accompanying cattle farmers in the local breeding intensification process and giving them solutions to problems related to productivity, final product quality and the impact on the environment;
- \* developing scientific know-how in farmer groups, institutional production support projects and NGOs;
- \* establishing a strong relationship between specialised research and locally learnt lessons; and
- \* assuring technology and knowledge transfer by training graduates and/or technicians.

### **Conservation and use of genetic resources for sustainable development of citrus fruits**

This research and development programme is conducted in partnership with CIRAD, Inra, Vasi, AGI, INPP and Sofri. It receives the funding from the Corsica Region in France, and has three goals: 1) characterising the Vietnamese variety range – the origins of these species, making these varieties healthier and building up a national conservatory which can act as a dispatch base for authentic and healthy vegetal material and giving help to other vegetal improvement programmes; 2) improving fruit quality through hybridising Vietnamese and Mediterranean clones to achieve seedless fruit; and 3) researching tolerance to Huang long bing, a bacterial degenerative disease, through variety evaluation. This research phase will be rounded up by quality plant production development support (in nurseries) and the development of efficient ways of running orchards.

Contact:  
Regional CIRAD  
delegation  
[ciradvn@hn.vnn.vn](mailto:ciradvn@hn.vnn.vn)

### **The Mountain Agrarian Systems Programme (SAM)**

In the mountainous regions of Northern Vietnam, population growth, privatisation and the recent redistribution of sloping lands have led to rapid changes in agricultural production systems. Research in the first phase of the programme has led to: 1) a better understanding of agricultural and environmental dynamics on different levels, from the farm to the region; 2) proposing technical and organisational alternatives for more sustainable production systems; and 3) developing ways to extrapolate locally acquired results and thus supply decision making tools to agricultural development stakeholders and natural resource managers.

The main objective of the SAM programme is to use this knowledge to develop, along with farmers and other development stakeholders, sustainable crop systems which are both motivating and cost-effective. These systems must answer the ever-changing needs of farmers and help preserve the environment. The programme also aims at developing efficient collective resource management for pasture land and forests as well as the definition of policies to help farmers adopt innovations. The training of farmers, development agents and local Vietnamese leaders in these techniques so as to assure their diffusion is also one of the programme's main goals.

Contact:  
Regional CIRAD  
delegation  
[ciradvn@hn.vnn.vn](mailto:ciradvn@hn.vnn.vn)  
Representation of the IRD  
[repird@fpt.vn](mailto:repird@fpt.vn)

This approach comprises agronomic diagnostics and experiments in semi-controlled environments and on farms in order to perfect sustainable crop systems which are integrated in farmers' activities (notably the relation between crops and animal husbandry). Extension tools, such as recommendations, GIS, role playing, negotiation platforms, etc., are also being developed. This programme is carried out in partnership with CIRAD, Vasi, IRD and the Irri (International Rice Research Institute).

Contact:  
Representation of the IRD  
[repird@fpt.vn](mailto:repird@fpt.vn)

### **Erosion and land use changes (ECU)**

The ECU research programme (UR049), which is conducted in Vietnam by the IRD and the Vietnamese National Institute of Soils and Fertilisers (NISF), is an integral part of the regional 'Monitoring Soil Erosion Consortium' (MSEC) network. The MSEC is co-ordinated on the national level of six Southeast Asian states by the International Water Management Institute (IWMI). The objective of the project is to study the influence of crop systems on soil erosion in hilly regions in order to anticipate future developments. Soil erosion is the primary cause of soil degradation in the world. It reduces areas of arable land, damages soil fertility, contributes to water and soil pollution and fills dams and irrigated areas. The nature of erosion changes from one crop system to another. The objectives of the project are: 1) to measure the influence of rapidly changing soil use on erosion on the village scale through a multidisciplinary approach; 2) to test agricultural soil conservation practices through a Participatory approach; 3) to develop erosion prediction tools by studying human and natural factors; and 4) to develop integrated management of watersheds.

Contact:  
Representation of the IRD  
[repird@fpt.vn](mailto:repird@fpt.vn)

### **Reduction of chronic infant malnutrition in Vietnam (the Fasevie programme)**

The IRD is the scientific partner of the Fasevie programme in collaboration with the National Nutrition Institute (for further details see: NGO actions).

Contact:  
Pr. Claude Chevrier, Head  
of the Animal Production  
Department at Tours  
University.  
[chevrier@univ-tours.fr](mailto:chevrier@univ-tours.fr)

### **Relocation and adaptation of the 'Animal Product, Environment, Hygiene and Quality' Diploma**

This training programme brings the Animal Production Department at Tours University and the Agro-Forestry University of Thu Duc (Ho Chi Minh City) together. It also links professionals in the poultry and pork commodity chains. It aims at knowledge and skill transfer in order to allow Vietnamese educators to take total responsibility for training within four years in the framework of a partnership between these two universities.

## **THE ACTIVITIES OF INTERNATIONAL SOLIDARITY ORGANISATIONS (NGOs)**

**Web sites: [www.afdi-opa.org](http://www.afdi-opa.org); [www.gret.org](http://www.gret.org); [www.vsf-france.org](http://www.vsf-france.org);  
[www.handicap-international.org](http://www.handicap-international.org)**

Contact:  
AFDI-HN representation  
[afdihn@fpt.vn](mailto:afdihn@fpt.vn)

### **Support for diary farmers in seven Tien Du district communes, Bac Ninh province**

The actions of Afdi-Haute Normandie in collaboration with Vasi and the Hanoi Agricultural University mainly concern the following: support in the organisation of collection in order to improve milk quality and farmers' revenues; improving farm buildings; establishment of veterinary pharmacies; experimental fodder; training and individual or collective technical aid.





Contact:  
GRET representation  
[gretvn@gret.org.vn](mailto:gretvn@gret.org.vn)

### **Red River Programme**

Present on five sites representing the main agro-eco-systems of the Red River Basin, this programme has combined research and training activities with technical, economic and social innovation with farmers since 1989. Ongoing actions consist of: experimenting with new forms of water management; commodity chain research; intensification and diversification experiments; establishing collective investments; rice crop promotion including research on rice crops and rice paddy organisation; introduction of new crops and the adaptation of pre-existing crop systems; preservation of forest species; development aid for farmer organisations; research into adapted sustainable systems; and the establishment of local farmer credits.

Contact:  
GRET representation  
[gretvn@gret.org.vn](mailto:gretvn@gret.org.vn)

### **Reduction of chronic infant malnutrition in Vietnam (Fasevie programme)**

Infantile malnutrition, resulting in a lack of micro-nutrients, is a public health problem because it still concerns 34% of all children and causes irreparable damage to their development, especially in the poorest provinces. The lack of nutrients at an affordable price to compliment mother's milk is one of the main causes of infant malnutrition. The Fasevie programme, which was initiated in 1994 by the Gret in scientific and technical collaboration with the IRD and the NIN, aims at improving the nutritional situation of small children. It combines the creation of production and commercial commodity chains for accessible complementary food of high quality and nutritional education. The programme works with local health and education stakeholders.

Contact:  
GRET representation  
[gretvn@gret.org.vn](mailto:gretvn@gret.org.vn)

### **Agricultural production organisation for food and economic development (Opale)**

The global objective of this project is to improve the supply, both qualitatively and quantitatively, of commercial agriculture units through contracts with organised producer groups. The first phase of implementation aims at conducting a prospective study, the specific objectives of which are: establishing a diagnostic on agricultural production systems; establishing an agronomic diagnostic on crop systems; and analysing the commercial commodity chains of vegetable oil products.

Contact:  
GRET representation  
[gretvn@gret.org.vn](mailto:gretvn@gret.org.vn)

### **Periurban agriculture in the two secondary centres of Northern Vietnam (Rurbasie)**

This research project, which aims at evaluating the impact of the development of secondary urban centres on agriculture via resource competition and new market dynamics, is conducted in partnership with the Gret and Vasi. More specifically, this project has three objectives: 1) To characterise the competition between agriculture and urban growth for natural resources such as water and land; 2) To describe and analyse the growing movement of goods and services between town and country in the periurban belt; and 3) To integrate the findings into an economic development project on the national scale.

Contact:  
Bernard Protte,  
HI representative  
[hivietnam@hn.vnn.vn](mailto:hivietnam@hn.vnn.vn)

### **Pilot project to renovate technical training in boarding schools for ethnic minorities in Northern Vietnam**

In the year 2001, and thanks to co-funding from the Non Governmental Co-operation Mission of the French Ministry of Foreign Affairs, Handicap International's Vietnamese office launched a three year co-operation project with a local NGO – The Vietnamese Association for the Promotion and Support of Training, VIPASED – which consists of supporting technical training in secondary level boarding schools for ethnic minorities in mountainous regions in two northern provinces.

Since 2001 four boarding schools in Lao Cai and Bac Kan province were able to teach agricultural and animal husbandry techniques, to experiment with seeds and mushroom crops both in the

schools and within the village households of the students. These students were invited to discover their natural environment. Visits were organised to nearby farms and co-operation was set up with agricultural extension services. Teachers from other districts were able to take advantage of pedagogical training sessions and get acquainted with innovative teaching methods, using material written in the four pilot schools. The pilot phase of the project should end at the beginning of 2004; desired results and follow-ups will then be evaluated in relation to the objectives fixed by the government in the strategic education and poverty reduction and growth plans for 2010.

### **Installation support for graduates of boarding schools in Northern Vietnam (2004-2006)**

Contact:  
Bernard Protte,  
HI representative  
[hivietnam@hn.vnn.vn](mailto:hivietnam@hn.vnn.vn)

This project, which is currently financed by the Social Development Fund of the French Embassy, is in its experimental phase in Bac Kan province and is the logical sequel to the previously mentioned project. It is intended to give graduates a helping hand in starting up small professional projects. The objective is to help graduates identify professional and economic opportunities to support their families in this underprivileged region. Short-term professional orientation and access to small loans will permit graduates to launch their own projects in collaboration with the school. The aim is to give the poorest students the chance to generate their own incomes in the agricultural, veterinary, mechanical and electrical fields; or in projects of assistance to handicapped pre-schoolers. Four Northern provinces have been pre-selected for this project: Lao Cai and Bac Kan where Handicap International/Action Nord-Sud and their partner Vipased/Cesema are already at work, as well as Cao Bang and Lai Chau provinces.

### **Phu Tho Mountain Project (2001-2003)**

Contact:  
VSF representation  
[vsf@fpt.vn](mailto:vsf@fpt.vn)

This project, conducted in partnership with the Veterinary Department of Phu Tho province, aims at creating, testing, validating and diffusing a simple installation model combining several cattle farmer funded services. These commune level services aim at completing and relieving district level public extension services.

The project also aims at creating, testing, validating and diffusing sustainable and easily replicated networks, bringing together private and public animal health stakeholders to: 1) improve information and training access for para-veterinarians; and 2) improve animal health knowledge.

*Funding: French Ministry of Foreign Affairs, Phu Tho People's Committee, private donors*

### **Concerted Development Support for Animal Husbandry in Nghe An Province (2003-2004)**

Contact:  
VSF representation  
[vsf@fpt.vn](mailto:vsf@fpt.vn)

The objective of this project is to build the capacity of the heads of the Provincial Animal Husbandry Centre, the project's main partner, to better support pig and diary cow breeders.

*Funding: Cotes d'Armor General Counsel (France), Nghe An People's Committee and private donors.*

### **Local development in the Mekong Delta**

Contact:  
Rep. Vietnam Plus  
[bkervyn@hcm.vnn.vn](mailto:bkervyn@hcm.vnn.vn)

The Vietnam Plus Association is working in the following fields: establishing village credit, health, hygiene, education, agricultural extension and educational theatre systems.





## SUPPORT FROM LOCAL COUNSELS AND THE MINISTRY OF AGRICULTURE, FOOD, FISHERIES AND RURAL AFFAIRS (MAAPAR)

Contact:  
Philippe Bourdon  
[philippe.bourdon@aquitaine.fr](mailto:philippe.bourdon@aquitaine.fr)

### Aquitaine Regional Counsel

Support for a programme in Lao Cai province aimed at testing the climatic adaptation of fruit varieties such as peach, prune, pear, persimmon, apple, apricot and grape. The purpose of the project is to give rural and mountain populations the possibility to diversify their crops on one hand, and to replace imports on domestic markets from China and Australia on the other. The French partners of this project are Bordeaux Universities I and III, the Institute of Food Sciences and Techniques and the Inter-regional Arboricultural Experimentation Centre (Cirea).

Contact:  
Norbert Pancrazi  
[npancrazi-coopdec@sitec.fr](mailto:npancrazi-coopdec@sitec.fr)

### Territorial Collectivity of Corsica

Support for the Vietnam Citrus Variety Improvement Research Programme, conducted in cooperation with the Corsica Inra office, a CIRAD team and Vietnamese Fruit Research. In partnership with the University of Hanoi, Corsica also supports a study project on the development of aromatic plants. Finally, in collaboration with the Corsica Inra Office and in the framework of the Red River Programme, the Territorial Collectivity of Corsica supports the training of Vietnamese engineers and researchers in the field of pork (Hai Duong province) and cattle (Bac Kan province) breeding systems.

*Cf. NGO Activities*

Contact:  
Michèle Pasteur  
[pasteurmichele@cg22.fr](mailto:pasteurmichele@cg22.fr)

### Côtes d'Armor General Counsel

Support for FASEVIE and OPALÉ programmes in Ha Tinh province and a dairy and pork breeding development programme in Nghe An province.  
*Cf. NGO activities.*

Contact:  
Angèle Ploquin  
[a.ploquin@touraine-dev.org](mailto:a.ploquin@touraine-dev.org)

### Indre-et-Loire General Counsel

Support for the 'Animal Production, Environment, Hygiene and Quality' Diploma relocation from Tours University with the Agro-Forestry University of Thu Duc (Ho Chi Minh City).  
*Cf. Scientific and academic partnership programmes*

Contact:  
Michel Auzie  
[michel.auzie@cr-mip.fr](mailto:michel.auzie@cr-mip.fr)

### Midi-Pyrénées Regional Counsel

At the beginning of 2003 a mission from the Regional Counsel, the Maapar, and the Southwest Association for International Agricultural Development (Asodia) identified a project to 'improve quality agricultural and food production within organised commodity chains'. This project should be implemented in the framework of the agreement protocol associating the Ministry of Agriculture and the Midi-Pyrénées Region. It will be centred in two provinces: Son La where dairy products and by-products will be targeted; and Can Tho province for the development of fruit production.

Contact:  
Anne Waxin  
[a.waxin@cr-ndpc.fr](mailto:a.waxin@cr-ndpc.fr)

### **Nord-Pas de Calais Regional Counsel**

Support for the FASEVIE and OPALE programmes (Cf. NGO Activities) in Quang Nam province as well as small funding and development fish farming projects in Central Vietnam (Hue).

Contact:  
[plancoop@cr-poitou-charentes.fr](mailto:plancoop@cr-poitou-charentes.fr)

### **Poitou-Charentes Regional Counsel**

Participation in a quality approach to the fish and fish farming commodity chain. This project is conducted in partnership with the Regional Institute of Commercial agriculture Quality (IRQUA), the Regional Centre for Experimentation and Fish Farming Application (CREAA) on the French side and the Vietnamese Association of Exporters and Producers of Sea Products (Vasep).

Contact:  
[plancoop@cr-poitou-charentes.fr](mailto:plancoop@cr-poitou-charentes.fr)

### **Rhône-Alpes Regional Counsel**

This partnership provides assistance for a fruit commodity chain restructuring, support and exchange programme in Can Tho province. This programme brings together professionals of the fruit sector in the Rhône-Alpes Region (the Chabanel Co-operative), fruit producers from Can Tho province, other commodity chain and provincial agriculture services stakeholders.

The Rhône-Alpes Region also supports a dairy development programme in Dong Nai province. This programme began in 1998 by training specialised public and private veterinarians and breeding structure managers (in partnership with the East-West Veterinary Exchange and Co-operation Association and the Faculty of Veterinary Medicine at the University of Thu Duc). For the last three years, this programme has supported the installation of a state-of-the-art veterinary office in Dong Nai province assuring the sustainable development of milk production for urban markets, especially that of Ho Chi Minh City.

Contact:  
Andrée Pasternak  
[andree.pasternak@agriculture.gouv.fr](mailto:andree.pasternak@agriculture.gouv.fr)

### **Ministry of Agriculture, Food, Fisheries and Rural Affairs (Maapar)**

The Ministry supports a French-Vietnamese Co-operation programme for Geographic Indicators and the struggle against forgeries, set up by the National Inter-professional Cognac Office (BNIC). This programme has led to the establishment of a recognition and Vietnamese and foreign Geographic Indication System on Vietnamese soil and supports the future recognition of Vietnamese Labels of Origin within the European Union.

The Ministry is also associated with the actions of the Midi-Pyrénées Region (*Cf. supra*).



## ***LIST OF ACRONYMS OF PARTNERS TO FRENCH CO-OPERATION IN VIETNAM***

AFD .....	French Development Agency
AFDI-HN .....	French farmers and international development – Haute Normandie
AGI .....	Agricultural Genetic Institute
ASODIA .....	Southwest Association for international Agricultural Development
AVRDC .....	Asian Centre for Vegetable Research and Development
BNIC .....	Cognac Inter-Professional National Office
CEVEO .....	East-West Veterinary Exchange and Co-operation
CIRAD .....	Centre for International Co-operation in Agronomic Research for Development
CIREA .....	Interregional Centre for Arboricultural Experimentation
CNRS .....	National Centre for Scientific Research
CNSNT .....	National Centre for Natural Sciences and Technology
CNSSH .....	National Centre for Social and Human Sciences
CREAA .....	Regional Centre for Experimentation and Fish-Farming Application (Poitou-Charentes)
ENGREF .....	National School of Rural, Water and Forest Engineering
ENSIA-SIARC .....	Commercial agriculture Industrial Section of Temperate Regions of the National Commercial agriculture Industry Faculty
FFEM .....	French Foundation for World Environment
GERUCO .....	General Rubber Company
GRET .....	Technical Exchange and Research Group
HAU .....	Hanoi Agricultural University
HI-ANS .....	Handicap International – North South Action
ICARD .....	Agricultural and Rural Development Information Centre
INA-PG .....	National Agronomic Institute Paris-Grignon
INRA .....	National Institute of Agronomic Research
IRD .....	Research for Development Institute
IRQUA .....	Regional Institute of Commercial agriculture Quality (Poitou-Charentes)
IRRI .....	International Rice Research Institute
ISTAB .....	Bordeaux Institute of Food Sciences and Technology
IWMI .....	International Water Management Institute
MAAPAR .....	French Ministry of Agriculture, Food, Fisheries and Rural Affairs
MAE .....	French Ministry of Foreign Affairs
MARD .....	Vietnamese Ministry of Agriculture and Rural Development
ME .....	The French Embassy's Economic Mission
NIAH .....	National Institute of Animal Husbandry
NIN .....	National Institute of Nutrition
NIPP .....	National Institute for Plant Protection
NISF .....	National Institute for Soils and Fertilisers
NIVR .....	National Institute for Veterinary Research
SCAC .....	The French Embassy's Co-operation and Cultural Action Service
SOFRI .....	South Vietnam Fruit Research Institute
TANISUGAR .....	Tai Ninh Province Sugar Company
VASEP .....	Vietnamese Association of Producers and Exporters of Sea Products
VASI .....	Vietnamese Institute of Agricultural Sciences
VBARD .....	Vietnamese Bank for Agriculture and Rural Development
VCC .....	Vietnamese Cotton Company
VICOFA .....	Vietnamese Coffee Association
VINACAFE .....	Vietnamese Coffee Company
VIPASED .....	Vietnamese Association for the Promotion and Support of Education
VP .....	Vietnam Plus
VSF .....	Veterinarians Without Borders

## RECENT PUBLICATIONS

### GENERAL WORKS

---

<b>Paule Moustier, Dao The Anh, Muriel Figuié</b>	<i>Changes in the Vietnamese food sector. A strategic inventory; Cirad-Malica. French Embassy in the Socialist Republic of Vietnam. Hanoi. In French. (2003)</i>
<b>Collectif</b>	<i>Seminar actions 'Innovative approaches in the service of agricultural development', organised in Hanoi from the 23rd to the 27th of September, 2002 by Paopa project partners; French Co-operation in Vietnam Guidebooks. French Embassy in the Socialist Republic of Vietnam. Hanoi. In French and Vietnamese. (2003)</i>
<b>Collectif</b>	<i>Animal production in Vietnam – towards the year 2010; Strategic orientation and synthesis. Prise publications. Hanoi. In French, Vietnamese and English. (2003)</i>
<b>Dao The Anh</b>	<i>Socio-economic reforms and the adaptation of activity choices of rural households in the Red River Delta; Doctorate thesis. Ensa Montpellier. Red River Programme. (2003)</i>
<b>Pascal Bergeret</b>	<i>Peasants, States and market in Vietnam. Ten years of agricultural co-operation in the Red River Basin; Foreword by Bertrand Hervieu. Gret – Karthala. Paris. In French. (2002)</i>
<b>Collectif</b>	<i>Innovative approaches in service of agricultural development (collection of posters presented during the eponymous seminar in September, 2002); Agricultural Publishing House. Hanoi. In English and Vietnamese. (2002)</i>
<b>Jean-Christophe Castella, Dang Dinh Quang (Eds)</b>	<i>Doi Moi in the Mountains: Land use changes and farmers' livelihood strategies in Bac Kan Province; IRD/IRRI/Vasi. Agricultural Publishing House. Hanoi. In English and Vietnamese. (2002)</i>
<b>Fanny Quertamps, Hubert de Bon, Nicolas Beaudoin (Eds)</b>	<i>Periurban development in Hanoi. New challenges. French Co-operation in Vietnam Guidebooks; French Embassy in the Socialist Republic of Vietnam. Hanoi. In French and English. (2002)</i>
<b>Dang The Phong</b>	<i>Characterisation and modelling of the hydraulic system in the Red River Delta. The case of the Bac Hung Hai polder; Doctorate thesis. Engref Montpellier. Red River Programme. In French. (2002)</i>
<b>Jean-Marie Cour</b>	<i>Migrations, urbanisation and the transformation of rural society in Vietnam; Ministry of Foreign Affairs. ISTED, Paris. In French (2001)</i>
<b>Jean-Philippe Fontenelle, Dao The Anh, Pierre Defourny, Dao The Tuan (Eds)</b>	<i>Atlas of the Bac Hung Hai Polder. Irrigation and drainage management and agricultural diversification in the Bac Hung Hai Primary Unit, Red River Delta, Vietnam; Gret-Vasi. Agricultural Publishing House. Hanoi. In English and Vietnamese. (2001)</i>
<b>Christophe Gironde</b>	<i>Rehabilitation and transformation of family economies in Northern Vietnam; Doctorate thesis. Development Study Academic Institute. Geneva. (2001)</i>

---





---

<b>Jean-François Lecoq</b>	<i>Economic liberalisation in Vietnam, rice production intensification. Case of O Mon region, Mekong Delta; Doctorate thesis. INA Paris-Grignon. In French. (2001)</i>
<b>Collectif</b>	<i>Vietnamese agriculture and farmers; Communiqués of the eponymous seminar of February 27th, 1999. France-Vietnam Friendship Association. L'harmattan. Paris. (2000)</i>
<b>Programme Fleuve Rouge</b>	<i>Research and development of agriculture in mountainous regions; Gret-Vasi. Agricultural Publishing House. Hanoi. In Vietnamese. (2000)</i>
<b>Collectif</b>	<i>Agricultural production organisation support in Northern Vietnam. Notes from the seminar organised in Hanoi from the 11th to the 13th of October, 1999; Agricultural Publishing House. Hanoi. In French and Vietnamese. (1999)</i>
<hr/> <b>SECTOR STUDIES</b>	
<b>BDPA, Dagrís, Agropol, Crad</b>	<i>Sector study of vegetable oils in Vietnam; Vocarimex – French Development Agency. Hanoi. In French and Vietnamese. (2003)</i>
<b>Collectif</b>	<i>Workshop activities 'Animal production in Vietnam' organised in Hanoi the 25th and 26th of October, 2002; PRISE Publications. Hanoi. In English (2003)</i>
<b>Collectif</b>	<i>Preservation and exploitation of genetic resources for the development of sustainable agriculture in Vietnam; From the seminar held in Hanoi on the 24th of February, 2003. Corsica Collectivity, Cirad, Inra, NIPP, Vasi, AGI, Sofri. Hanoi. In French, English and Vietnamese. (2003)</i>
<b>Vu Trong Binh</b>	<i>Pig quality, a production organisation factor in the Red River Delta; Doctorate thesis. INA Paris-Grignon. Red River Programme. In French. (2001)</i>
<b>Robert Hirsch</b>	<i>Heveaculture in Vietnam; a possible success story; French Development Agency. Hanoi. In French. (2001)</i>
<b>SATEC-CCIT</b>	<i>Post-rice harvest sector study in the Mekong Delta; Ministry of Agriculture and Rural Development. French Development Agency. Hanoi. (2000)</i>
<b>Frédéric Fortunel</b>	<i>Coffee in Vietnam, from colonialism to the asset of a great country; L'harmattan. Points sur l'Asie Collection. Paris. In French. (2000)</i>
<b>Sophie Franchette</b>	<i>Forest sector in Vietnam; 2nd year study in Cerdí. French Development Agency. Hanoi. In French. (2000)</i>
<b>Katell Le Goulven</b>	<i>Institutional mechanisms and market integration. Pork commercialisation in Vietnam; Doctorate thesis. ENSAM, INA-ESR. Montpellier. In French. (2000)</i>
<b>Ersuc</b>	<i>Study of the Vietnamese sugar sector in the years 2010 – 2020; Ministry of Agriculture and Rural Development. French Development Agency. Hanoi. In French. (1999)</i>

---

## GUIDEBOOKS TO FRENCH CO-OPERATION IN VIETNAM

The France – Vietnam co-operation: facts and figures	n°4 - 2003	French	Vietnamese	English
--	------------	--------	------------	---------

### ➤ THEMATIC GUIDEBOOKS

French Health Co-operation in Vietnam	n°8 - 2002	French	Vietnamese	English
French Urban Development Activities in Vietnam	n°9 - 2002	French	Vietnamese	English
French Human Resource Training Activities	n°1 - 2003	French	Vietnamese	
France and the French Language in Vietnam	n°3 - 2003	French		
French Local Authorities in Vietnam	n°5 - 2003	French	Vietnamese	
French Agriculture and Rural Development Activities in Vietnam	n°6 - 2003	French	Vietnamese	English

### To Appear in 2004

French Economic and Political Transition Activities in Vietnam

French Scientific Research Activities in Vietnam

French Environmental, Water and Energy Related Activities in Vietnam

French Cultural Activities in Vietnam

### ➤ STUDIES

Training and Higher Education in Vietnam (Jacques Hallak)	n°2 - 2002	French	Vietnamese	
New challenges to Suburban Development in Hanoi (Collective study)	n°5 - 2002	French	Vietnamese	
The Chinese-Vietnamese Urban Model (Philippe Papin)	n°6 - 2002	French		
Innovation Policies in Vietnam? (Frédérique Sachwald, Thierry Paulmier)	n°7 - 2002	French	Vietnamese	
Low-cost housing in Ho Chi Minh City (Villes en transition)	n°10 - 2003	French	Vietnamese	English
The FASEVIE programme, an original solution to childish malnutrition in Vietnam (Collective study)	n°1 - 2004	French	Vietnamese	
Conference Paopa « Scaling up innovative approaches for agricultural development »	2003	French	Vietnamese	

Most of these documents can be downloaded on the website:

[www.ambafrance-vn.org](http://www.ambafrance-vn.org)



# FRANCE



*Liberté • Egalité • Fraternité*  
RÉPUBLIQUE FRANÇAISE

French Embassy in Socialist Republic of Vietnam  
57, Tran Hung Dao - Hanoi - Tel.: 943 77 19 - [www.ambafrance-vn.org](http://www.ambafrance-vn.org)

---