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UNEP

Ninh
Thuan

STUDY-TOUR REPORT ON INCOME ALTERNATIVE OPPORTUNITY IN KHANH HOA, TAY NINH PROVINCE

Phan Rang, 30/12/2002

RESULT OF THE STUDY-TOUR SURVEYING HANDICRAFT IN KHANH HOA

(From 21-24/10/2002)

I. Objective of the study-tour:

Explore the handicraft know-how (mainly take full advantage of the discarded shell of snail, oysters...), consider organization capacity and transfer technique to local people in Vinh Hai, Nhon Hai commune, Ninh Hai district.

II. The result:

Due to the introduction of Khanh Hoa DOSTE and Nha Trang Industrial Trade Office and The People's Committee of Vinh Nguyen, we have come and directly worked with some enterprises producing handicraft commodities. Here are some following comments:

1/ Material:

Material is chiefly from discarded shell of snail, oysters which is procured by traders from Binh Thuan to Quang Ninh. Compared to the other areas, Ninh Thuan can provide and collect these material with a large amount.

In order to stick these shells together, using some kind of glues and other chemicals: formol, javen power, luminous paint... which is bought from inside or outside Province.

2/ Machinery- equipment:

Simple commodities do not require machine. However, in order to appeal customers, delicate and high-quality commodities should be made. Therefore, we must supply equipment such as: cutting-machine, polishing-machine, drilling-machine...

3/ Manpower:

- * As to simple commodities, they can be made by general workers.
- * As to high-quality commodities, they should be made by those who have high-skill, creativity and aesthetic sense.

4/ Material cost:

The cost for producing a commodity is not high because material is cheap. However, we should have a large capital to procure and store material because shell of snail, oysters are depend on seasons and the distribution in each area.

III. Conclusion and suggestion:

- It is feasible to transfer the technology of handicraft know-how to local people in Vinh Hai, Nhon Hai communes-Ninh Hai district. However, we should pay attention to following issues:

+ Handicraft is deeply depend on output market and tourism development. If the output market is large, the production can maintain and develop steadily.

+ It is necessary to establish and develop groups in each commune in Ninh Hai.

+ Firstly, State can support for the local people by loaning capital, training course, providing market...

+ Organize training course, investigate material-origin, commodity-trading. Additionally, skilled-workers are necessary to instruct local people in making products.

Reported by:

- *Mr. Le Kim Phuoc- Ninh thuan DOSTE*
- *Mr. Han Van Chan, Vice Director - Center of Technological Transfer of Ninh thuan Province.*
- *Mr. Le Thanh Tuan, Ms. Pham Tan Mai Van - Ninh thuan DOSTE*
- *Mr. Pham Van Xiem - Nui Chua Nature Reserve*



Visiting
souvenir shop





Visiting
Private enterprise



RESULT OF THE STUDY-TOUR
ON GROWING ALGAE IN KHANH HOA
(From 21-22/10/2002)

I. Objective of the study-tour:

- Explore model, technique in growing algae in Khanh Hoa province
- Location: Marine material Institute in Nha Trang (Contact person: Mr. Huynh Quang Nang- Vice-director of Institute of Material Science, Dr. Pham Van Huyen.
- Visit demonstrative enterprises.

II. Result:

- Presently, Institute appoint Dr. Pham Van Huyen directly transfer alga-growing model to local people at Hon Mun Marine Reserve area. The first crop was implemented at 2 places, now increase by 4 places.
- Natural condition is relatively convenient, technique is simple, easy to understand so the alga-growing model can get the support of all people
- Besides the model of transferring, growing technique, Institute also transfer the technique of alga-processing: pickled-alga, alga-roll.... very essential to fishermen at the site.

A. Input of the alga-growing:

As for material : Alga now appears in the coastal areas of Khanh Hoa province, Son Hai, Khanh Hai village-Ninh Thuan province. Other material : bamboo, anchor-rope ... easy to find and cheap. Labour for hire is low, investment cost is not expensive.

B. Output of the alga-growing:

-Currently, Vietnam have 2 Companies specializing in procure and process alga: Vietnam alga Company in Khanh Hoa, Ha Long alga joint-venture Company in Sai Gon.

-In 10/2002 Marine Material Institute in Nha Trang signed the procuring-alga Contract with Department of Fishery in Ninh Thuan.

C. Investment efficiency:

- Average productivity: 20 ton dried alga/4 crops/year/ha.
- Current price: 4,500-5,000VND/kg

* Investement cost:

-Breed, material: 15,000,000VND/ ha. Expense for planting, protecting, harvesting: 5,000,000VND/ha.

* Attained efficiency:

- Total expense (4 crops): 35,000,000VND
- Total income / year : 90,000,000-100,000,000VND
- Total benifit: 55,000,000® - 65,000,000VND/ha

III. Natural condition in Thai An and Vinh Hy commune:

- Temporature, salt degree in Ninh Chu seaside is very convenient for alga-growing (temporature range from 8-32°C, salt degree from 26-30^{oo}/oo)

- From My Tan to Vinh Hy commune, there are some places advantage to

growing algae

IV. Proposal:

- In the framework of the environmental advantage and the characteristic

of coastal area from Khanh Hoi to Vinh Hy commune, it is necessary to select suitable area for alga-growing model for local people at the site.

- Investment cost for growing algae is low, model can be transferred

quickly and easy to carry out, profit is high → alga-growing could be implemented at the site.

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- *Mr. Han Van Chan, Vice Director - Center of Technological Transfer of Ninh thuan Province.*
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RESULT OF THE STUDY-TOUR SURVEYING THE PRODUCTION OF SPICED-SALT FOR TOURISM IN TAY NINH PROVINCE (From 14-18/11/2002)

I. Situation:

- The production of shrimp-salt, lemongrass-salt in Tay Ninh appeared long time ago, but it develop slowly. Since 1995 till now, it starts to grow strongly. These producing enterprises chiefly concentrate on Trang Bang villige, Go Dau district, Tay Ninh province. The Preventing Health services Center of Tay Ninh shows that a large number of households have joined in production of lemongrass-salt. The main market is Tay Ninh province, HCM City, and neighbouring areas

II. Main material:

- **As for shrimp-salt:** shrimp, salt, sugar, glutamate, garlic and other spices (carrot, bean powder...)

- **As for lemongrass-salt:** lemongrass, salt, sugar, glutamate, garlic and other spices

III. Machinery:

- Husking-machine, drying-kiln, frying-pan

IV. Production process:

- The process of making shrimp-salt: shrimp cleaned with water carefully, add some salt, sugar, garlic, and other spices. Put the mixture into husking-machine, and then pour in the frying-pan with cooking-oil. Dry under sunlight or in drying-kiln.

- The process of making lemongrass-salt: leave out the hard-part, cut the soft part into small pieces, add some salt, sugar, garlic, and other spices. Put the mixture into husking-machine, and then pour in the frying-pan with cooking-oil. Dry under sunlight or in drying-kiln.

* **Selling price:** 20,000VND - 50,000VND/kg

V. Conclusion and proposal:

-Through the study-tour, we can conclude that the income alternative is completely feasible for Ninh Thuan province because of the

simple equipment, low price and available material. However, we also have some suggestions:

+ The production of shrimp-salt, lemongrass-salt is a traditional craft, each enterprise has its own technical know-how. Therefore, the know-how should be considered and transferred to local people in Ninh Thuan

+ At Ba Den mountain, Toa Thanh in Tay Ninh, a lot of tourists annual come here to pray for luck. As the result of this, many products are sold. Tourism is the main consumer for this product.



*Visiting souvenir shops
and
private enterprise*

