



# Experience on organic winter potato business in conditions of small farmers in Hanoi, Vietnam

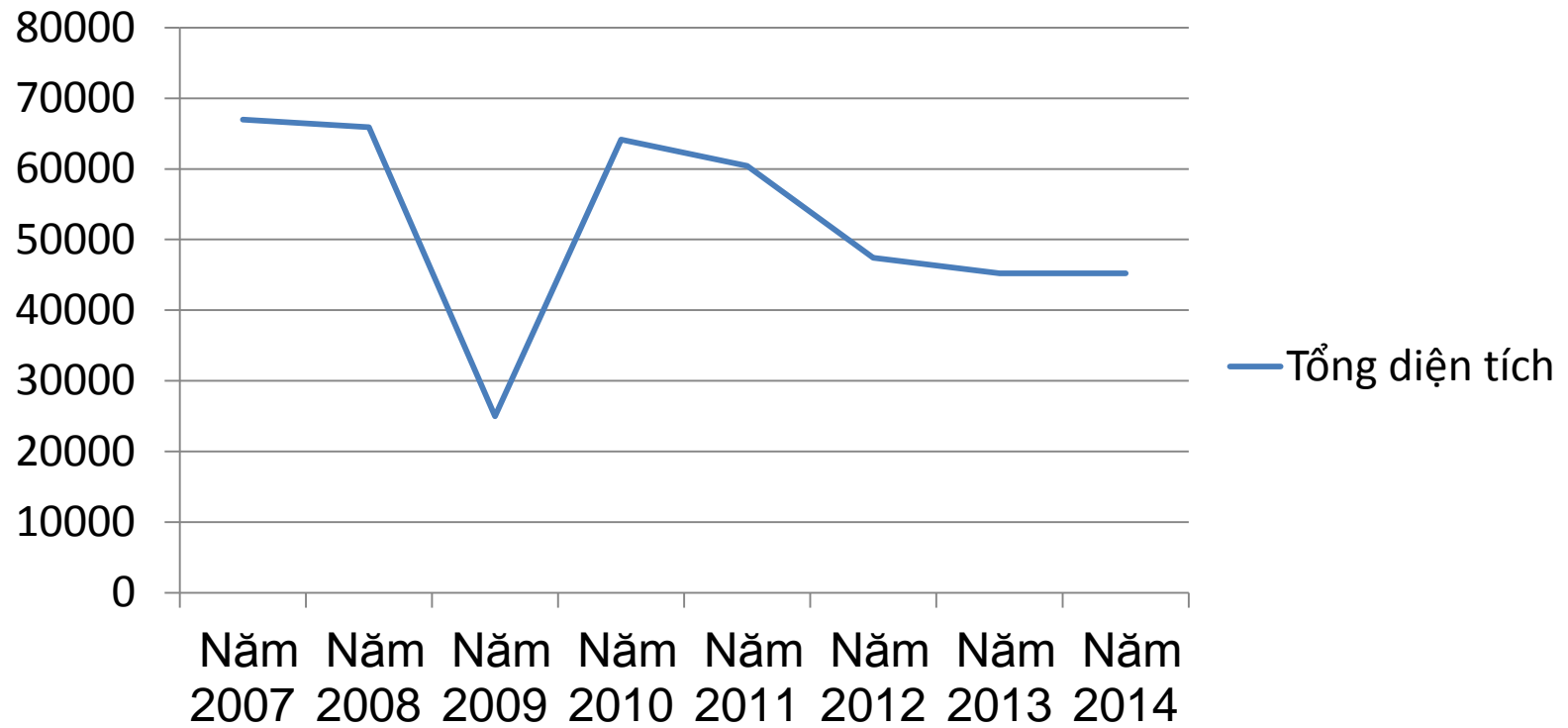
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# 1/Problem

-Ha noi as Viet nam are promoting winter season to supply more foodstuff for market and increase land health.

-Winter season up down more and more by year because that income from winter season is very lower in comparison with other activities in Ha noi.

## Tổng diện tích (ha)



Winter crop area of Hanoi 2010 -2014

# 1/Problem

- For this reason Science Institute of Rural Development carry out the research topic “Research solutions for developing winter crops in Ha noi” concerning to small farmers of city.
- One of suggest is promoting safety winter crops (safety, VietGAP, organics...).
- The Experience aims to show impact of organizing and building capacity for small farmer in Organic agriculture for domestic consumers. The experience include all activity of business process-production, store, sell...

## 2/Experience

### **(1) Why Choosing potato and Thuong phuc Village**

- Potato is one of targeting winter crops of Ha noi.
- Potato is new crop here because that potato not yet has cultivated before. Moreover, some other experiences in potato in other communes only focused on technical, have not any experience relative to business.
- The experience carried out in Thuong phuc village, Dong phu commune, Chuong my district, Hanoi city -We well know local people

# 2/Experience

## **(2)Stakeholders involved**

-The model is experienced in 2014-2015 winter season by participation between:

Science Institute of Rural Development  
(SIRD)

Thuong Phuc staff and farmer group

Bactom Shop

SIRD Initiate the model.

# 2/Experience

## **(3) 6 Steps**

- Involving stakeholder
- Meeting with stakeholder
- Select experience place and size
- Training farmers (Technical, bookkeeping, marketing...)
- Implementing experience
- Summarizing









No.	Area (m <sup>2</sup> )	Planting Date	Planting Method	Planting Density (plants/m <sup>2</sup> )	Planting Depth (cm)	Planting Angle (°)	Planting Direction	Planting Time (min)
1	100	1/1/20	Hand	10	2.00	0	North-South	10
2	100	1/1/20	Hand	10	2.00	0	North-South	10
3	100	1/1/20	Hand	10	2.00	0	North-South	10
4	100	1/1/20	Hand	10	2.00	0	North-South	10
5	100	1/1/20	Hand	10	2.00	0	North-South	10
6	100	1/1/20	Hand	10	2.00	0	North-South	10
7	100	1/1/20	Hand	10	2.00	0	North-South	10
8	100	1/1/20	Hand	10	2.00	0	North-South	10
9	100	1/1/20	Hand	10	2.00	0	North-South	10
10	100	1/1/20	Hand	10	2.00	0	North-South	10
11	100	1/1/20	Hand	10	2.00	0	North-South	10
12	100	1/1/20	Hand	10	2.00	0	North-South	10
13	100	1/1/20	Hand	10	2.00	0	North-South	10
14	100	1/1/20	Hand	10	2.00	0	North-South	10
15	100	1/1/20	Hand	10	2.00	0	North-South	10
16	100	1/1/20	Hand	10	2.00	0	North-South	10
17	100	1/1/20	Hand	10	2.00	0	North-South	10
18	100	1/1/20	Hand	10	2.00	0	North-South	10
19	100	1/1/20	Hand	10	2.00	0	North-South	10
20	100	1/1/20	Hand	10	2.00	0	North-South	10
21	100	1/1/20	Hand	10	2.00	0	North-South	10
22	100	1/1/20	Hand	10	2.00	0	North-South	10
23	100	1/1/20	Hand	10	2.00	0	North-South	10
24	100	1/1/20	Hand	10	2.00	0	North-South	10
25	100	1/1/20	Hand	10	2.00	0	North-South	10
26	100	1/1/20	Hand	10	2.00	0	North-South	10
27	100	1/1/20	Hand	10	2.00	0	North-South	10
28	100	1/1/20	Hand	10	2.00	0	North-South	10
29	100	1/1/20	Hand	10	2.00	0	North-South	10
30	100	1/1/20	Hand	10	2.00	0	North-South	10



**THÔNG TIN VỀ BAO BÌ**

Giống khoai tây/Variety: *Huyền Kỳ Đỏ*  
 Mã sản phẩm/Serial code: *0701052 25.02.012*  
 Ngày thu hoạch/Harvested date: *8.10.2014*  
 Ngày đóng gói/Packaged date: *15.10.2015*  
 Trọng lượng đóng gói/Weight: *5 kg*  
 Chữ ký nhóm nông dân/Farmer group's sign: *Ubc*

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**ĐỊA CHỈ LIÊN LẠC**

Nhóm "Nông dân Thượng Phúc - Đồng Phú sản xuất gạo vì sức khỏe cộng đồng"  
 Đường số 11, Trung Quận - 421 10734000  
 Email: [thuongphuc.gaoantoan@gmail.com](mailto:thuongphuc.gaoantoan@gmail.com)  
 Chủ nhiệm đề tài: GS.TS. Phạm Thị Mỹ Dung - Viện trồng Cây Khô học phát triển nông thôn  
 Email: [hien\\_hien1939@yahoo.com](mailto:hien_hien1939@yahoo.com)



**Khoai tây sản xuất theo nguyên tắc hữu cơ**

- Không dùng thuốc trừ sâu, thuốc trừ cỏ, chất kích thích sinh trưởng, phân hóa học
- Chỉ dùng phân hữu cơ và biện pháp sinh học
- Truy nguyên nguồn gốc rõ ràng và đảm bảo an toàn của sản phẩm.

**Potato of Organic Principles**

- No pesticide, herbicide, growth stimulator, chemical fertilizer
- Only using organic fertilizer and bio measure
- Ensuring traceability and guarantee safety of product.

- Sản phẩm thử nghiệm của Viện khoa học phát triển nông thôn (SIRD) và Nhóm nông dân Thượng Phúc, Đồng Phú (Chương Mỹ, Hà Nội) với sự hỗ trợ của đề tài nghiên cứu “Giải pháp phát triển cây vụ đông trên địa bàn Hà Nội”
- The Experiment Product of the Science Institute of Rural Development (SIRD) and the Farmer Group Thuong Phuc, Dong Phu (Chuong My, Ha Noi) supported by the research project “Solution for Winter Crop Development in Hanoi”

THÔNG TIN VỀ BAO BÌ	ĐỊA CHỈ LIÊN LẠC
Giống khoai tây/Variety: .....	<b>Nhóm “Nông dân Thượng Phúc-Đồng Phú sản xuất gạo vì sức khỏe cộng đồng”</b>
Mã sản phẩm/Serial code: .....	Trưởng nhóm: Lê Trọng Quỳnh SĐT: 0977600489
Ngày thu hoạch/Harvested date: ...../...../.....	Email: <a href="mailto:thuongphuc.gaoantoan@gmail.com">thuongphuc.gaoantoan@gmail.com</a>
Ngày đóng gói/Packaged date: ...../...../.....	Chủ nhiệm đề tài: GS.TS. Phạm Thị Mỹ Dung - Viện
Trọng lượng đóng gói/Weight: ..... kg	trưởng Viện Khoa học phát triển nông thôn
Chữ ký nhóm nông dân/Farmer group’s sign: .....	Email: <a href="mailto:hien_hien1939@yahoo.com">hien_hien1939@yahoo.com</a>

## 2/Experience

**(4) Results:** 8.5 sao (about 3,160m<sup>2</sup>).

- Thought selling slowly, customs is little but the customs believe in trust and pay 30,000VND/kg, three time higher than common potato.
- Farmer keep potato seed for next season
- Gross margin about 2.4 millions/sao and 170,000VND/labor day.
- Highest success: small farmers know potato technical; organic potato record, marketing, selling...
- In winter season 2015-2016 farmer self produce about 1 ha

## 2/Experience

**(5) Learning:** The experience base on farmer demand; farmers participate research with scientists; Capacity building for farmers; business experience instead technical only

**(6) Potential bottlenecks:** Organic production ask many labor; There is not National organic certification suitable to small farmers; farmers are lacking maintain tolls- most difficulty.

# 3/Suggestion

For up scaling organic potato in condition of small farmer:

- To help farmer in maintaining products
- Support farmers knowledge, postharvest and promoting trade
- Reducing cost per production unit
- Farmer organization and capacity building
- More research and experience on organizing small farmers in safety agricultural business for domestic consumers