

Survey Report

Bamboo and Rattan Craft in Trong Hoa commune, Minh Hoa district, in Quang Binh province

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I. INTRODUCTION ON THE SURVEY:

Purpose: to gain some basic information on the history, production and consumption habits of bamboo and rattan industry; to collect data of the number of producers, production capacity including all aspects of professional skills, quantity of products, quality and design of products, development demands of producers, etc. To use these data as a fundamental basis for local authorities, related departments and institutions, and the project in preparing their support activities in order to help local people to maintain and gradually develop this traditional business as well as increase their income in a steady and sustainable way.

Time and participants: information collection at the field was carried out from 15 to 30 September under the collaboration of project staff of the SMNR-CV and the DTST (directly belong to Minh Hoa Agricultural and Cadastral Division).

Implementation method: Collect and process information through using questionnaire and secondary information provided by Trong Hoa CPC and downloaded from Internet ... (50 questionnaires have been delivered with detailed guidance to beneficiary households and the collected quantity is 37 per 89 households).

II. PRODUCTION AND MARKETS OF VIETNAM BAMBOO AND RATTAN PRODUCTS

After an interrupted and limited period of export due to the financial and political crisis of East-European countries, at the moment, Vietnam has established relations to and explored some new markets; productivity and value export of wooden, bamboo and rattan products is rather stable and seems gradually increasing. Import countries, which are the main markets of Vietnam, include of EU countries, Taiwan, South Korea, Mid Asian countries, United States and Japan. EU countries, United States and Japan are considered as potential markets of fine arts, bamboo and rattan commodities. As statistics of Ministry of Trade, total value of export turn-over of fine arts and bamboo and rattan commodities was USD 331 and 367 million in the years of 2002 and 2003 respectively, in which the value of bamboo and rattan commodities shared USD 60 million per year approximately and shows an upward tendency.

The tendency of using bamboo and rattan products domestically is also growing due to the restriction of exploitation and process as well as the price increase of wooden products. People began to buy and use products made of bamboo and rattan instead of wood.

At present, all over the country, there are hundreds of enterprises and companies specialized in producing and exporting bamboo and rattan products, in which many of them are joint venture or 100% foreign invested capital. Beside the advantages and changes, bamboo and rattan industry still faces some constrains and difficulties, especially in term of raw materials, which become rarer and rarer due to lack of plan for integration of exploitation and conservation. In coming time, enterprises will be more difficult in actively making their long-term production plans; there still lacks an appropriate attention to marketing activities. Number of artisans and good workers reduces while vocational training for young generation is restricted. On the other hand, there still lacks encouraging policies in credit and tax.

III. BAMBOO RATTAN CRAFT IN QUANG BINH PROVINCE

The bamboo and rattan craft has been performing in Quang Binh province since long time. There are 10 specialized traditional craft villages which involves more than 9.000 households occupied in Quang Trach, Le Thuy and Bo Trach Districts. Among these, Quy Hau village in Le Thuy District, Tho Don and Xom Chua villages in Quang Trach District have majority of population concentrating on production of rattan and bamboo products, creating main income for localities (More than 1000 households/ village).

Main products of these villages are leaf hats (use of rattan and bamboo materials), furniture and tools for daily lives as well as production like many types of baskets, ladders for more rural markets. Since Quang Binh Province split up from Binh Tri Thien Province in 1989, some state

import and export companies have been making purchased orders to these villages for providing rattan piece to export to East Europe and Italy but markets were not stable and some times interrupted when East Europe collapsed.

Currently, import – export companies continues making purchased orders to these villages with rattan piece to export to Italy and China ... also some local companies have organized enterprises for wood and rattan/bamboo manufacturing furniture for domestic markets like Long Dai United Industrial Forestry Company (renamed as Quang Binh Southern Industrial Forestry Company). Products of these companies are like tables, chairs, shelf and baskets. Demand on these products of local population do not express large amount as majority still have preferences in using wooden furniture. Nevertheless, woods has been getting scare and with policy of government limits in exploiting woods, so the choice for use of rattan/ bamboo furniture has been increasing. People have changed habits to use more rattan/ bamboo furniture to replace wooden ones, many households bought rattan book shelf, baskets ...

IV. BAMBOO AND RATTAN CRAFT IN TRONG HOA COMMUNE, MINH HOA DISTRICT

1. Overview on natural and social-economic condition of the locality

Located in the South-west of Minh Hoa, 55 km from the centre of the district, the population of Trong Hoa commune is 2989 (448 households), of which 100% are ethnic minority people (mainly Khua). Trong Hoa commune has just been splitted from Dan Hoa commune in 2002. Trong Hoa has a very favourable condition in terms of traffic with the Highway No.12 running across 30 km to Cha Lo border in the west. Total natural area is approximately 2989 ha including 97 ha of agricultural land (mainly cassava cultivation), the largest part 1975 ha of forestland, 597 ha of meadow and some water-surface areas. Agricultural production stands at a very low level due to the backward habits with the total commune yield in rice about 80 tons/year. Animal husbandry is mainly concentrated on cattle and pig with a low productivity and disease uncontrolledness. Education and Health care is gradually improving however still in difficulty; illiteracy rate stands very high (65%) while malnourished rate of under-5 year-old children is over 30%.

2. Current state of bamboo and rattan craft in Trong Hoa commune, Minh Hoa District

2.1 History:

There is no accurate information about the history of this craft; however, as announced by local people, it originated long time ago from the habits of using forest raw materials to produce daily belongings by local people.

2 Number of people involved:

As showed by the survey results, at all 16 villages in Trong Hoa commune there are people who earn living with bamboo and rattan craft with the total of 89/448 households (sharing 20% total number of households) and till now the figure is about 160 people involved (averagely 2 people/household), out of whom women share 40%. The average age of these labourers is 49 years old, and factually, most of them are between 40 - 57 years old while the youngest is 25 and the eldest is 81.

2.3 Products:

Main products are in 4 sorts of Back-basket, Food tray, Mat and Hand-basket. Depending on their own experience and skills, products of each household express different levels of art. Designs and patterns are more or less different, for example, the differences in decoration and design of food trays (some with cube relief, some are different relief).

2.4 Experience in production:

Averagely the number of experience years of a household is 8.5, in fact, this figure stretches from 3 to 20 years and most of households have from 5 to 12 years of experience. Mainly they learned their professional skills from their relatives.

2.5 Annual production time:

Studying the annual production time of households in a period of 3 years (2002-2004), there is no change by years and the average duration is 4.8 months per year. Number of production months of households changes between 2 and 10, and for most of them are from 3 to 6 months.

2.6 Quantity of products:

Average quantity of products/household/year is 5 and in 3 main sorts of back-basket, food tray and mat. Total quantity of products produced by 34 households in the period of 2002-2004 is 549 and categorized in 3 sorts (quantity shares evenly by year). Statistic data shows that as for all products, 463 were sold and 86 kept for household use, average quantity sold per year by each household is 4 products.

2.7 Raw materials for production:

All sorts of bamboo and wild pineapple are used as main raw materials for production. As revealed by local people, this source of raw materials is always available in forests, however it is a long distance and difficult condition of walk and transport to their house.

2.8 Consumption place:

Most of products are exchanged and sold internally among households in the village or to passers-by. Some households sell their products at Y Leng market in Dan Hoa commune, 15 km from the centre of the commune. Average income of the households involved in bamboo and rattan craft is about VND 240,000/year sharing 40% of total household income.

2.9 Production orientation:

More than 90% of production households answered that they have intention to produce more products to sell.

2.10 Supporting policies to encourage handicraft by local authorities:

Craft development is one out of four emphasis programme of Quang Binh policy for development. But for Minh Hoa District, rattan/ bamboo craft has been just in process of identification there have not yet support actions taken to communes and villages

IV. REMARKS AND RECOMMENDATIONS:

1 Remarks:

Bamboo and rattan craft in Trong Hoa and Dan Hoa commune, Minh Hoa district is a traditional industry of ethnic minority people. It has a long foundation and development. There are many households (86) involved in this industry with the purposes of self-sufficiency and income generation. Local people are aware of conservation and development of this industry. Collected data shows that the average age of producers is 49 years old and they all were trained by their ancestors. Their skills and products have specific characteristics of ethnic minority people, that means same design and decoration as which of ethnic minority people in Nghe An and Ha Tinh provinces. Products that have design and decoration as nice as products made by Kinh people consist of food trays, back-baskets and mats. Production is still in a spontaneous way and at odd times that why the average time of production is 4.8 months per household but only 5 products made. Due there is no condition for product exchange to

outside markets as well as their own production habits, people just produce when there is order of the buyers.

2 Recommendations:

Bamboo and rattan craft in Trong Hoa commune, Minh Hoa district is a traditional craft of ethnic minority people so it must be taken care and developed with the purpose of traditional value conservation as well as income generation in sustainable way based on appropriate exploitation and use of natural resources. Following things should be considered and supported:

- Exchange information, call for interest of related departments and district and provincial authorities such as Committee for ethnic minority, mountainous and religious affairs (CEMMA); cultural and/or natural resources conservation projects.
- Conduct workshops on study and identification of "Traditional value" of bamboo and rattan craft in Trong Hoa and Dan Hoa communes, Minh Hoa district. Prepare target and solution plans to support the development of bamboo and rattan industry in these locations.
- Propagandize and enhance the awareness of conservation and development of traditional trade villages.
- Establish groups of bamboo and rattan producers.
- Support to enhance production skills through internal training (Good producers will be trainers)
- Support to produce nice products as samples (with specific characteristics) to be presented and displayed at tourist places in and out of the province (Phong Nha - Ke Bang, My Canh, Bao Ninh).
- Support to access business concepts as well as initial skills for production planning.
- Support producers to visit and learn new designs so that they can diversify their products.
- Conduct study-tours for producers to traditional trade villages of minority people in other areas.
- Provide capital (under form of preferential credit for production enlargement).

**QUESTIONNAIRE FOR DATA COLLECTION
OF RATTAN CRAFT AT HOUSEHOLD**

NAME OF HAMLET:

I. GENERAL INFORMATION OF HOUSEHOLD

1. Name of household head (Capitalized):

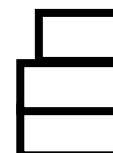
2. List of family members

| TT | Full name (Start by head of family) | Gender Male = 1 Female = 2 | Relations to family head 1 = head 2 = wife/ husband 3 = daughter/ son 4 = Mother/ Father 5 = Grand father/ mother 6 = Nephew 7 = Other | Age of each member (Birth year) | Who are rattan producers (stick X at respective rows) | Education level (From 1 - 12 class or professional degree) |
|----|---|-------------------------------------|--|--|--|---|
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |
| 8 | | | | | | |
| 9 | | | | | | |
| 10 | | | | | | |
| 11 | | | | | | |

3. Origins: Kinh=1, Ethnic minority =2, Combined =3

4. Number of laborers (Male from 16-60; Female from 16-55):

5. Number of out of labor age (Children up to 15, Male 60, Female up to 55)



II. RATTAN CRAFT INFORMATION

1. The household produce which products of following?

| Stick "X" at respective row on the right | |
|---|---|
| Back basket (Contain rice, cassava and maize) | <div style="border: 1px solid black; padding: 2px; display: inline-block;">X</div> ↓ |
| Food tray | |
| Hand basket | |
| Mat | |
| Bamboo screen | |
| Fishing tools | |
| Pipe | |
| Other:..... | |
| - | |
| - | |
| - | |

2. Skills and experience?

How long have you been producing? Year
 Who taught you to produce? Stick "X" at respective cells
 Grand father, mother

Relatives

Other

Self study

| |
|--|
| |
| |
| |
| |

3. Purpose of production

Stick "X" at respective cells

Use For sale

4. Raw materials

Where do you get raw materials for producing?

It is easy to get raw materials? Easy cult

5. Time, produced quantity and sold quantity

Please, tell us the followings

| Year | Number of months producing | Number of products | For us (one) | For sale (one) |
|------|----------------------------|--------------------|--------------|----------------|
| 2004 | | | | |
| 2003 | | | | |
| 2002 | | | | |

Which one have you sold best? Write down:

Where do you sell your products? Stick "X" at respective cells

People came to buy at village a long the road
 Sell at markets of other commune at district market

Other place, please write down:

Do you want to produce more products for sales? If yes, stick "X" at respective cells

**Number of households doing rattan/bamboo craft
in Trong Hoa Commune, Minh Hoa District**

| No | Name of hamlet | Number of HH | Number of producers |
|-----------|-----------------------|---------------------|----------------------------|
| 1 | La Trọng | 75 | 9 |
| 2 | Rồông | 20 | 6 |
| 3 | La Hoàng | 30 | 8 |
| 4 | Côn Bồn | 6 | 2 |
| 5 | Nạ | 11 | 3 |
| 6 | Mụ Rộông | 18 | 5 |
| 7 | Lé | 10 | 2 |
| 8 | Hưng | 11 | 3 |
| 9 | Ông Tú | 19 | 3 |
| 10 | Kóoc | 31 | 5 |
| 11 | Khe Cấy | 28 | 6 |
| 12 | Pà Choông | 35 | 7 |
| 13 | Ra Mai | 32 | 6 |
| 14 | Cha Cáp | 20 | 4 |
| 15 | Sy | 19 | 3 |
| 16 | Lòm | 71 | 12 |
| 17 | K rét | 6 | 2 |
| | Total | 448 | 86 |