# Sharing *experience* on Shrimp value chain in Vietnam

**Lap, Dinh Xuan**

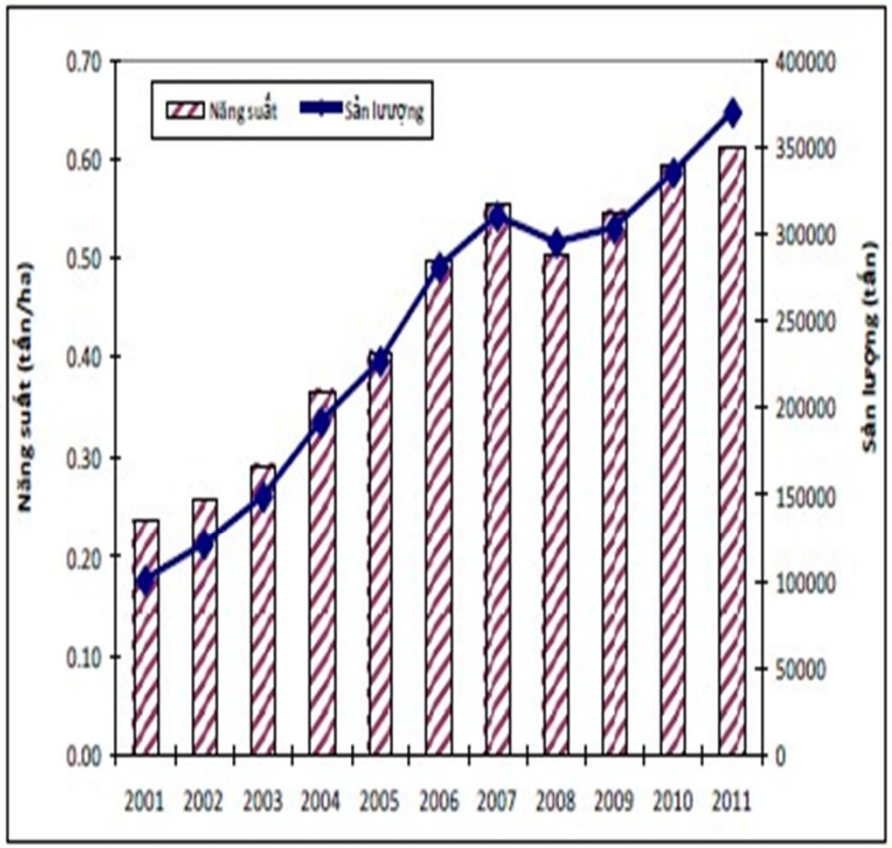
**International Collaborating Centre for Aquaculture and Fisheries Sustainability (ICAFIS) | Vietnam Fisheries Society (VINAFIS)**

Floor 3, Block A7, No. 10 Nguyen Cong Hoan St, Ba Dinh, Hanoi, Vietnam |

Website: http://icafis.vn/ email: lap.dinhxuan@icafis.vn

# BACKGROUND

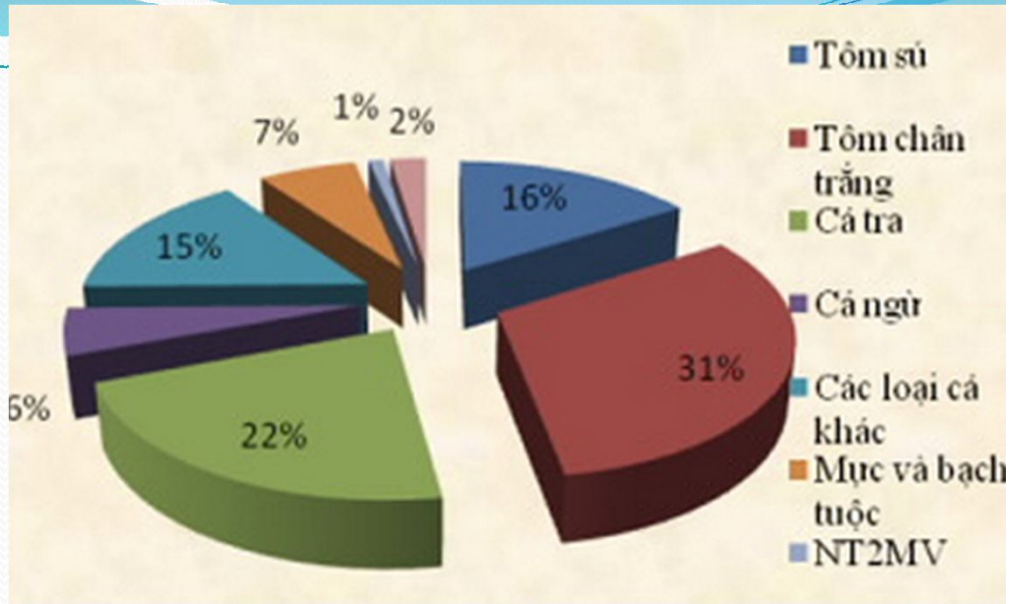
- Shrimp farming plays important role to the economy of Vietnam and it provide about jobs and income for about 700,000 households.
- The development of shrimp farming in Vietnam has been impressive over the last decade. In 2011 - **163,000** tons ; 2012 - 658,000 ha - **477,000** tons - 2.25 billions USD export, increase by 300% in 11 years

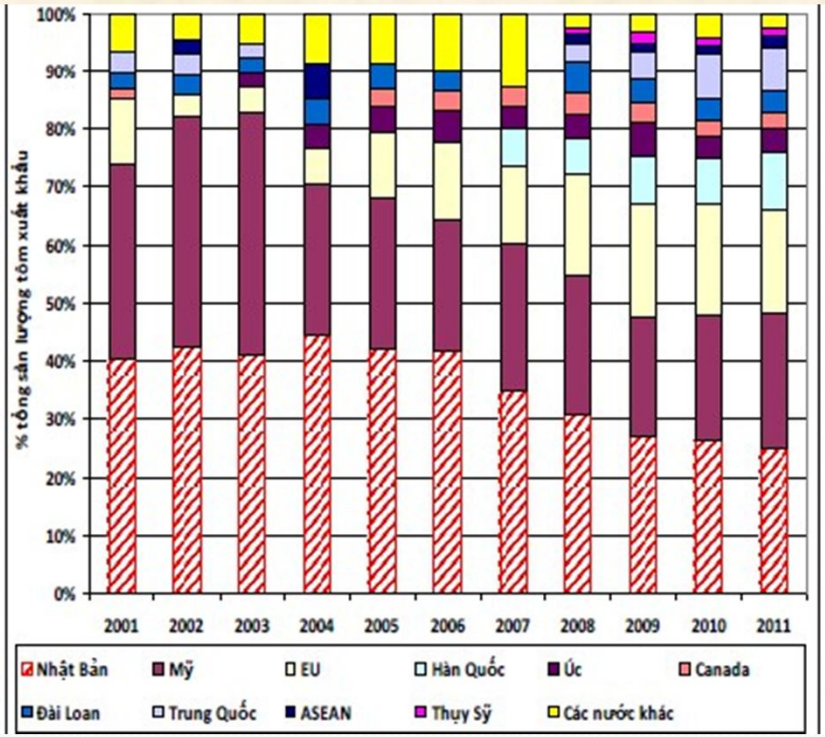



• Cà Mau, Bạc Liêu và Sóc Trăng là các tỉnh chủ lực trong phát triển nuôi tôm, và đã đóng góp khoảng 50% tổng sản lượng tôm nuôi cả nước năm 2011 (*xem Bản đồ*).

# MARKET AND EXPORT

- Export to 149 countries
- Accounting for 47% of seafood export value of Vietnam (2014)
- Market trends require for sustainable and responsible products: ASC, BAP, GlobalGAP, Nartunland etc



# VIETNAM SHRIMP VALUE CHAIN

- Small-scale farmers burden a lot of risks compare to others. 70 - 80% shrimp aquaculture area in Viet Nam are in small-scale farmer.
- The brokers/collectors are powerful in setting and negotiating the price, market development and linkages with the processors/big sellers.
- Processors need good quality products but less investment in value chain.
- Links among producers themselves and links between producers and other actors of the value chains are weak.

# CASE STUDY 1: GROUPING SMALL-FARMS

- Establishment of 80 shrimp farmers groups (~1600HH) have been formed in Soc Trang, Bac Lieu, Ca Mau provinces (2010)
- Building capacity for farmers (men and women): group management skills
- Promote BMP for small-farms toward ASC (icl p-SIA)

# CASE STUDY2: ORGANIC SHRIMP

- Grouping mangrove-shrimp farms in to farm cluster-certification unit
- Internal Control System (ICS) to check and technical support the farms follow the guidelines/CoC
- 10% premium prices if farms followed the Code of Conduct set by the processors
- No feeding, 60-70% mangrove area in ponds/farms, no pesticide or antibiotics

# CASE STUDY 3: CONTRACT FARMING

- Processors support farms to upgrade farms (exclude feed) to get ASC, the proccessor contract to buy all the shrimp
- Processor contracted to both farmers (small and large)
- No premium prices; good shrimp for buyers; better brand for farms; better farm operation

# CASE STUDY 4: BMP SHRIMP

- Processor contract middle-men, and middlemen contracted to small-farms to produce better quality shrimp (3000HH)
- Processor contract to feed, seed, drug/chemicals/pro-biotics to the farmers (normal prices, but good quality)
- Processors develop the BMP guidelines and ask to samll-farmers to follow

# CASE STUDY 4: BMP SHRIMP..

1. Normal market prices if farmers does not follow BMP guidelines of processor (A)
2. 10-12% premium is given to smallfarms and middle-men if the farm production is under monitoring/checking of the processor staffs (B)
3. Additional of B+3000-6000 VND/kg (3 $cent) is given to middle-men and small-farms if no antibiotics used in the farming process (processors tested shrimp 7 days before harvest)-D
4. Additional of B or D+2000 VND/kg is given to middle-men and small-farms if the farms buy tested seed provided buy processor

# THANK YOU!

**Dinh Xuan Lap (Mr.): Program Coordinator**

**International Collaborating Centre for Aquaculture and Fisheries Sustainability (ICAFIS) | Vietnam Fisheries Society (VINAFIS)**

Mobile: +84-985024307 || Skype: dinh.lap1 | Email: lap.dinhxuan@icafis.vn