

Supporting

Vietnam's tea farmers

to produce export-quality tea



Our partners in Vietnam are addressing the serious issues of agrochemical use in Vietnam's tea industry. Through collaboration, the Grow Asia network is making training and education a national priority and empowering tea smallholders to compete with international peers in accessing higher value markets.



About Vietnam's tea industry

The Vietnamese tea industry is playing catch up. Despite being the seventh largest tea producer in the world, Vietnam mainly exports tea in bulk, or as tea bags and other lower value tea products. While Vietnam exports tea to 110 countries, due to inconsistencies in the use of agrochemical inputs during its production, Vietnamese tea cannot be sold in high value markets such as the European Union. There is a need to educate farmers on the appropriate use of these inputs and demonstrate that overuse will not guarantee better yields.



Multi-stakeholder partnership platform

Grow Asia is helping stakeholders in Vietnam to prioritize tea industry issues

Grow Asia supported the PPP Tea Task Force and its collaboration with the Agrochemicals Task Force, particularly in facilitating regular engagement between members and relevant government officials. This support provides the Task Force with the institutional space to prioritize issues for the tea industry at the national level.



Partnership for Sustainable Agriculture in Vietnam (PSAV)

PSAV is translating knowledge of best practices into success

PSAV established the Tea Task Force in 2010 and has been instrumental in brokering dialogue with the government. Taking its cue to transplant good practices between Task Forces, steps are being taken to increase adherence to the National Sustainability Curriculum (NSC) for Tea as well as to strengthen the Tea Coordination Board.



Brokering tri-sector partnership

Improving two-way dialogue to support change

The success of the other PSAV Task Forces inspired the PPP Tea Task Force to develop a more comprehensive approach to the issues facing the tea industry in Vietnam. Previously, the government collaborated directly with private companies on an ad-hoc basis. Now, through the inclusion of all the key stakeholders, partners are collectively considering issues such as sustainability and agrochemical use while developing projects to improve yield and quality.



Smallholder Impact

Improving practices and increasing yield to help farmers grow sustainably

Over **4,000** farmers trained



Improved education on Maximum Residue Levels (MRL) and international quality standards



Established **agri-teams**

within each tea company who will support all agrochemical spraying activity on-farm, leading to more consistent and efficient agrochemical management

Smallholders able to **charge higher prices** for tea crops



The agri-teams have developed **effective training tools** on agrochemical usage



Average yield increases of **16-20%**

“ Our tea harvesting volume in the first half of 2017 was 163kg, a 10% increase compared to last year. Our family knows that this happened because our plant protection model is much better than 2016 thanks to the establishment of the agri-team. We have also been trained on how to distinguish common pests and diseases, which we report to the agri-team, and how important it is not to use banned chemicals to manage these pests ourselves. We really love this sustainable model because as old tea farmers, it will be very toxic for us to do the spraying work ourselves. This work really needs professionally trained workers like the agri-team. The environment will also benefit.

Ha Thi Ngoc Lan
Tea Farmer from Group 13, Bai Tan Village, Thanh Son District, Phu Tho

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“ Ever since my tea garden applied the agri-team model, all pesticides or agrochemicals used have been under the control of the spraying team, which I find very convenient. My only job is to report if there is any sign of pests or disease in my garden, which will then be taken care of by the spraying team with proper equipment and agrochemicals. Luckily for us, the agri-team costs are covered by the tea company which is able to purchase the chemicals in bulk and distribute to every tea garden within the model. This has saved us a lot on plant protection costs. Our tea garden revenue has increased by 12% compared to 2016 thanks to the increase in tea bud quality.

Le Thuy Chung
Tea Farmer from Tien Phong village, Son Kim 2, Huong Son District, Ha Tinh

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“ The work done in the field demonstrates how value chains can be made more sustainable while generating value for smallholders. Inspired by the success of the other PSAV Task Forces in the past, the progress made on this project can motivate and inform other projects in Vietnam and beyond. In this case, the problems of the sector are being tackled both at the farm level - through better agrochemical usage and lifted yields, and policy dialogue between the industry and government.

Grahame Dixie
Executive Director, Grow Asia

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