

ĐỒNG THÁP FOOD PROCESSING INDUSTRY PROMOTES EXPORT

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Since the State applied open economic policy, our country have exported over 2 million tonnes of rice annually, equivalent to 5 million tonnes of paddy rice. Of which a considerable part came from Đồng Tháp Province.

Đồng Tháp is an agricultural province, rice planting area accounts for over 95%, subsidiary crop and fruit 4%. Therefore a yearly surplus of 500,000 tonnes of paddy rice is in farmers' stock. To consume this amount, the province permits local enterprises and others to open offices, rice processing factories and trade in this commodity, with a view to giving impetus to farmers for the next crop.

However, the rice producing-processing-trading is not really simple. Many state-owned enterprises, private ones, limited companies went bankrupt due to engaging in this commodity.

As a matter of fact, an enterprise wants to make good performance in trading rice, the industrial management is a decisive factor to determine the enterprise's existence in addition to capital sources and markets.

Regarding Đồng Tháp Province, after classifying enterprises, the authorities directed and assigned the Đồng Tháp Agricultural Materials and Foods Import-Export Company (DAGRIMEX) to function as an authorized body which exports rice and directly imports materials, fertilizers to serve local farmers. This assignment seems simple but it was performed with exact consideration. As mentioned above, in terms of capital sources, markets all firms may have the same power, but DA-



GRIMEX has better advantages than others in the following aspects:

1. Human power

Most of the company's staff have experiences from working in the agricultural sector for 15 years up. Some of them are skilled technicians, others attended long-term training courses. They get accustomed to and skilled at testing, grading the commodity quality from materials to finished goods; managing the purchase and processing. They are always alert to demand of each commodity in the world market at different times.

As for food item, the company only purchased, processed and transferred rice to the central agencies in the past, but after the subsidization policy was abolished, the company had to self-created capital sources, changed wholly the way of producing and trading by innovating equipment, technological lines in order to raise rice quality to export standard and customers' request.

The company has cooperated with the polisher making factory Sinco, engineering factory for plant breed to install high quality production lines with high capacity. Therefore when taking assignment from the province's Food Department, the company had only a rice husking firm, so far it has established 5 enterprises involved in purchasing, processing rice for export. These 5 concerns are equipped with 29 polishers, each with a capacity of 1,000 tonnes of rice exports per day, have warehouses which can keep 76,000 tonnes of rice.

2. Organization and implementation

When the company signs con-

tracts of large consignments with foreign customers, it will exploit at most the total capacity of its affiliated enterprises, the rest will be carried out in combination with other local enterprises such as: Đồng Tháp Export-Import Company (LICIDO), Trading Company, DOCIMEXCO... Apart from these enterprises, the company also proposes the Provincial People's Committee to form an association for manufacturing and processing rice, gathering over 30 private firms, limited companies across the province.

Due to good administration, other local enterprises such as Sadec Food Co., Ltd, Diêm Thúy Trading Company, Cỏ May Rice Processing Plant directly exported, supplied for export and domestic consumption as well the following amount of rice:

Year	Export (tonnes)	Supply and domestic consumption (tonnes)
1991	89,600	300,000
1992	98,130	400,000
1993	61,020	300,000
1994	137,400	400,000
1995	150,000	500,000

3. Advantages of industrial management in the food processing sector

- Being alert to input prices to balance output prices at each time.
- Taking the initiative in production and commodity sources.
- Managing tightly the commodities.
- Always securing the quality, quantity, time to win customers' trust.
- Making buyers feel assured.
- Combining and stimulating the provincial food processing industry to develop.
- Creating ten thousands of jobs for local laborers.
- Bringing the province in more revenues including tax and other services.
- Contributing to increasing local people's income.

Đồng Tháp food processing industry attains the above achievements since the Provincial People's Committee shows regular interest in its performance, help with its development by making tax policy appropriate to the industry.

Moreover the supports of relevant agencies, other enterprises have created conditions for DAGRIMEX to grow incessantly so as to stabilize and improve the provincial socio-economic achievements.