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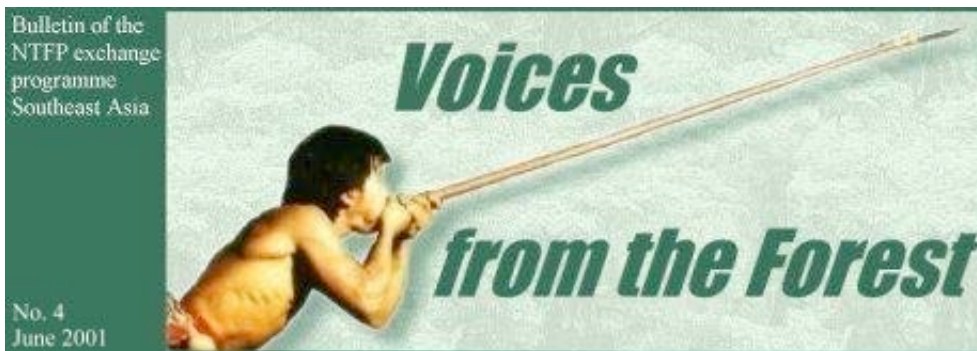
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***Voices from
the Forest***

Edition No. 4
June 2001



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June 2001

Voices from the Forest

Editorial

The fourth issue of the bulletin 'Voices from the Forest' contains a report of developments and activities of the EP from August 2000 to April 2001. There is an article on handicraft in Indonesia and the Philippines, and on the quest for tenure and usufruct. Furthermore, there is also a report on the national conference on NTFPs in Bali.

Last November the first issue of 'Not by Timber Alone', the official publication of the Philippine NTFP Task Force was released. This sister of Voices from the Forest can also be found on www.NTFP.org

The next issue of 'Voices from the Forest?' will be released end 2001. Among the subjects:

- Results Colombo Workshop
 - Impact of Forest Fires on Forest Honey Harvest
 - NTFP Profile Indochina
 - Comparison of NTFP Marketing Manuals
 - FAO Product Series
 - Booklet CADC Management NATRIPAL
- Contributions (preferably with pictures!) and reactions are most welcome.

Written by:
Redaction of 'Voices from the Forest'

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EXCHANGE NEWS

Activities and Developments (August 2000 - April 2001)

Over the past 9 months, the major focus of EP has been on capacity building, transfer of responsibilities to partners in the region and extension. While the focus for extension was on Indochina, institutional capacity building was - and still is - particular directed at increasing the outreach for support to remote forest areas in Indonesia and the Philippines. The following main activities and developments took place in this period:

Decentralization and Resource Management in Indonesia (August 22-23, 2000)

EP facilitated the regional component of the National Workshop on Community Resource Management and Decentralization, organized by PLASMA and held in Samarinda. Different models of resource management were presented - with their advantages and drawbacks - with inputs from India ("co-management"), Malaysia ("no-management") and the Philippines (CADC).

After the workshop, Mr. Pandurang Hegde (Appiko, Western Ghats, India) made a trip up-river to study the indigenous simpukng system. Simpukng, in the Benuaq language refers to secondary forests, in which enrichment planting has taken place of different species of trees and other plants.

Trade Fair Moscow (September 18, 2000)

EP was involved in the preparation and organisation of a Trade Fair cum workshop in Moscow for NTFP producers from Siberia and the Russian Far East. Preparation for the Trade Fair with producers took place during a workshop in the autonomous Republic in July. Involved in the organisation of the workshop, apart from EP, were Friends of Siberian Forests and the Siberian Association for NTFP Use, while the logistics were managed by the Tuva Department of Forestry. The event got ample media exposure in the republic (TV, local newspaper).

The Fair itself was a collaborative effort between EP, Taiga Rescue network (TRN) and the Socio-Ecological Union. Results: an attractive display of a broad range of products; workshop "Marketing on a Shoestring"; the Netherlands embassy offered intermediary services for testing the market in The Netherlands; at least one of the participants got a delivery contract from a newly established shop in Moscow, selling 'natural products'. The Sri Lanka Organics company showed interest in Siberian plants as possible ingredients for ayurvedic medicines.

The Fair was made possible by a small grant from the Netherlands Embassy in Russia, while BE supplied funding for the Tuva workshop. For the latter, local sponsors - among which Tuva Airlines and the Krasnoyarsk Flying Fire Brigade (offering pilots and aircraft) - also contributed.

National/Regional Meeting Bali (October, 10-14)

The meeting was held in conjunction with the annual meeting of the Indonesian Alliance of Indigenous Peoples (AMAN), an EP partner. It focused on avenues for economic development from a village perspective. Grassroots needs, on-going initiatives and priority products were identified and the outline for an overall strategy and follow-up activities were discussed.

KpSHK, Telapak and AMAN jointly handled the logistics, while DFID and BSP-Kemala made co-funding available which allowed for a larger number of participants to attend. Please see further separate article "Report from National Conference on NTFPs in Bali".

Steering Committee

Immediately after the Bali Meeting, an EP Steering Committee was established. The Committee consists of key partners in EP, i.e. UNAC/KEF and NATRIPAL

(Philippines); PLASMA/Institute Dayakology and SHK (Indonesia); TEW/CIRD (Vietnam); Keystone (India); BRIMAS (Malaysia); Manila Desk Co-ordinator; Both ENDS and ProFound. On the basis of consultations with their respective constituencies, the SC members give directions to further development of the programme. The committee will come together at least once a year. The next meeting is scheduled for the end of August in Sri Lanka.

Focal Point Indonesia

The Focal Point Indonesia (FPI) was established in June 2000 and is jointly managed by the Indonesia Community Forest Network SHK, the national indigenous people network AMAN and the NGO TELAPAK. The first major activity of FPI has been the organisation of the Bali Meeting (see above). Strengthening the FPI to become fully operational is now a priority. EP and partners secured funding from DFID for a preparatory project to this end (January - July, 2001). In the framework of the preparatory project, surveys and consultations are carried out in the major-forested islands of Indonesia, as input for a strategic plan to be composed at the end of the project. Starting June 1, a full-time co-ordinator will begin working for the FPI secretariat.

Rattan Marketing Master Plan Kalimantan

As an immediate follow-up to the rattan marketing workshop in June, 2000 (See Voices 3) and in the framework of the preparatory process of the SHK Kaltim project 'Improving Rattan Marketing in Kalimantan', the following activities were carried out:

- formulation of a Rattan Master Plan;
- a 'multi-stakeholder' seminar, held in Samarinda, East Kalimantan (January 17-18);
- a study tour by a group of rattan farmers to the rubber small holders cooperative in West Kalimantan;
- briefing of local government and parliament in Kabupaten (regency) Kutai Barat;
- establishment of an inter-village alliance comprising of 8 communities in the Kedang Pahu watershed.

Tenure Conference in Antipolo City, Philippines

EP, with support from UNAC, organised a conference in Antipolo at the outskirts of Metro Manila (March 20-23, 2001) focusing on the issue of 'Community-based Tenurial Security and Natural Resource Access'. It brought together indigenous representatives from all over the archipelago, legal and other support NGOs, DENR senior staff and representatives from the National Committee for Indigenous Peoples, as well as observers from Indonesia.

The conference provided a venue for dialogue and sharing on land tenure issues with respect to resource utilisation and NTFP development. Opportunities and strategies for community-based resource access were discussed and mechanisms for the exchange of experiences. Furthermore, the meeting provided a venue to present needs and directions of indigenous communities to government officials and likewise to hear the new agenda of the government. Finally, it provided an opportunity for the Indonesian participants to get familiar with recent developments in the Philippines. See further separate article.

NTFP Task Force Philippines

Two and a half years after its inception the NTFP Task Force has recently been revived and is up and running again. The group currently comprises of 8 POs and NGOs, while its main objective is defined as follows: 'To organise and maximise efforts in assisting local communities in the development of NTFPs as an important livelihood source and a focal element in sustainable resource management.' Meanwhile, the Task Force has identified the following areas of concern and initial action points:

- Research and Information Awareness Electronic-forum, Semi annual newsletter, Raid NTFP Survey
- Policy Advocacy Disseminating relevant policies and promoting NTFP incorporation in various tenurial instruments
- Technology
 - a) Resource Management
 - b) Product Development
 - c) Exploring cost-effective mechanisms on NTFP inventory
 - d) Apis cerana basket hive development
- Market Promotion and Linkaging Coordination with and support to UMP on NTFP marketing efforts, NTFP identification and simple market analysis
- Capability Building and Exchange Semi-annual Task Force Meetings
- Resource Mobilisation Technical assistance in proposal preparation and donor linkaging

Informal workshop Vietnam

TEW/CIRD, in collaboration with EP, organised an Informal NTFP workshop in Hanoi, April 22 - 24. The workshop brought together indigenous (Dao, Tay) representatives, staff of Vietnamese NGOs and 'practical academics'. The discussions focused on the following issues:

- Ethnic minority herbal medicine: sustainable management under forest cover.
- Enrichment planting in community forest rehabilitation initiatives of plants that can be used as ingredient for natural dyes.
- Improved bee management and honey marketing, the establishment of 'bee clubs'.



AGENDA JUNE-OCTOBER, 2001

A. Workshops

Focal Point Indonesia

In the first week of August, the Focal Point Indonesia will organise a follow-up workshop to 'Bali' in order to discuss developments since last October and to formulate an elaborate strategic plan for the years to come.

Sri Lanka

End of August workshop 'Towards a Regional label for NTFPs and Forest Garden Products'. Organised by NSRC, in collaboration with EP. During the workshop an exchange will take place of experiences with community-based marketing, including successes, constraints and lessons learned. Furthermore, the participants will discuss the possible future establishment of a 'regional label', which is:

- to be used in home markets and overseas;
- cost-effective (cheap) and manageable;
- transparent and understandable to both (community) producers and consumers;
- developed bottom-up;
- based on clear criteria;
- practical to monitor on the basis of clear indicators;

- linked or not linked to existing labels/certificates.

In conjunction with the workshop, the annual EP Steering Committee Meeting will take place, as well as the first meeting of the Sri Lanka Focal Point.

B. Exchange Visits

June

A two week visit by a team from Indonesia, Cambodia and Sarawak to the islands of Luzon, Mindoro and Palawan in the Philippines. The objectives of the study tour are the following:

- a. for indigenous experts from Kalimantan to give follow-up advise to NATRIPAL (Palawan) and Alangan Mangyan (Mindoro) on rattan cultivation in existing plots;
- b. to learn first-hand from the efforts in the Philippines directed at developing village resource management plans; and
- c. to learn from experiences with the processing and marketing of various NTFPs.

Date to be set

Johnny Utama of Jakarta-based Dian Tama will visit the Philippines and possibly Sarawak to explore ways of collaboration in handicraft development and marketing.

September

Delbert Rice of Kalahan Educational Foundation will visit Palawan to identify 'new' forest fruits as potential ingredients for jams, jellies and the like.

C. Display Centre Laos

At the end of May, a NTFP Display Centre will open its doors at the campus of the National University in Vientiane, Laos. The DC has primarily an educational function and aims to offer students, school children, town people and civil servants an insight in the richness of Laos' forests in terms of human use, with a focus on forest dwelling ethnic minorities.

Apart from a range of specimen of raw and finished products, a model traditional longhouse with fittings and furniture will be on display, as well as maps and photographs. A 25-minute video film on the role of NTFPs in Laos' countryside will be permanently on show.

The DC was realised with a grant from NC-IUCN's Small Grant Fund, EP gave assistance to the designing of the centre, while Frans Welman, former conservator of the Royal Museum of the Tropics in Amsterdam, volunteered to make the video film. Mr. Welman also gave advice and backstopping to the development of the DC.

*Written by:
Redaction 'Voices from the Forest'*

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HANDICRAFT IN INDONESIA: "FROM THE FOREST GATE TO THE MARKET"

Choosing to work with Non Timber forest Products (NTFPs) is never an easy job, especially when you target the export market. Since NTFPs are harvested from very remote areas, the first challenge is how to deal with local people. Co-operation becomes easier if we know their local languages and understand their traditional wisdom, as their measurements and other parameters may be totally different from our own.



Product development

At the stage of product development, it is better to adopt what local people have already made rather than to introduce our own designs. Encourage them to try new techniques, new models or new equipment based on what they have already made. Money and profit motive are not always attractive to a simple villager. With patient, long hours of discussion and regular visits to their villages, eye contact and smiles may be more important to win their hearts. Usually, the people who live close to the forest are very simple people. What is important is the willingness to give more than to accept. Most of them are poorly educated people, who are neither conscious of time nor quality, the factors which are very critical in businesses. For an exporter who would want to meet shipment schedules through punctual timing, correct quantity and good quality, it may be disappointing or frustrating. When we order 100 pcs, sometimes they supply us only 20 pcs and other times 200! Good or not, quality wise approved or rejected, we have experienced that it is better to buy the products and educate them with discounted prices. If we reject too many of the products in the first stage, they may not continue and may refuse to co-operate in the future. One thing is sure, our villagers cannot accept rush orders. Time pressure will disturb their harmony. So, we should place orders long before the selling season.



Transportation problems

Transportation and physical handling are other huge problems faced when exporting NTFPs. Bringing NTFPs from the forest gate to the market place is a really difficult job. Our rattan baskets are firstly carried out on head carriers of 20 – 30 baskets per person after long hours of walking through swamp forests. They are then loaded on a sampan, a small wooden boat, transported to a bigger boat to reach a bigger village. They are then transferred to the top of an always crowded bus which travels 1 day and 1 night to the city. After some sorting and packing, they are then sent by sea freight to a big city like Jakarta where other preparations for exporting begin. Transportation alone consumes 5 – 6 effective days from production site to our warehouse in Jakarta. Each point of loading and unloading requires good handling and a lot of energy. In some places, a proper warehouse should be prepared and for export commodities,

quality control should be done at many levels. All the costs should be monitored very carefully.

Preparation for export

During transportation and warehousing procedures, some products would have been damaged by heavy rain or spoiled by insects or rodents. Repairing is, therefore, necessary. However, there are always some products classified as total rejects. In the end, product costing and pricing are affected.

Then another delicate work is waiting, such as assembling, putting some accessories, polishing and other finishing touches. Export products also need proper packaging, not only for protection but also for efficient packing into the containers while maintaining beautiful product appearance. The packaging should be good enough to be a silent salesman in the shops where products will be sold. Copy writing is important for labels, tags, brochures as marketing support since all are printed in foreign languages.

At this stage, we are ready for promotion, exhibition and dealing with candidate buyers. But there are still many steps before getting the sales contract or LC (letter of credit).

To bring a non-timber forest product from remote areas, like in the middle of the rain forest of Borneo, to the most sophisticated of shops, like Body Shop (London) or Takashimaya (Tokyo), and to be able to display it with dignity is not merely a part time job for a marketer. It requires full commitment and stamina to work for years and not to give up easily in a few months. Profit is hardly a strong motive in this field. Primarily, it is the love of the people who need us and the mutual feeling that we accept these very unknown people in the middle of the rain forests as our friends that makes all the tasks bearable. When you leave a piece of your heart in those remote villages, a long journey is like visiting a family member. In my own conviction to work with NTFPs, it is my belief that with all our mind, heart, and creativity, we will succeed, especially because there is so little competition.

*Written by:
Johnny W. Utama
Yayasan Dian Tama - Pontianak, West Borneo*

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Voices from the Forest

HANDICRAFT IN THE PHILIPPINES: "THE KAYABANG BASKET AND THE BASKET WEAVERS ENTERPRISE"

The KAYABANG is a simple handcrafted bamboo basket. It is narrow at the base and goes gradually wider by the mouth. The standard size stands 10 x 12 inches. The base is made of square softwood slats measuring 7 inches. The mouth is 18 inches wide in diameter. It is usually brown in colour, naturally tinted in time by smoke from the inflamed hearth, soiled by the toiling farmers' hands, scraped by the mountain sides, stained by nectar, or scorched by the burning sun. It is carried at the back strapped on a woman's forehead. It is used to carry loads of root crops, vegetables, and fruit.

The KAYABANG is a symbol of abundance in Benguet, a place in the Cordillera Mountain Range, located in the Northern Philippines. No other basket holds that honour. It stands with dignity in strategic spots in Baguio City and Benguet Province, overflowing with highland vegetables and fruits. It sits proudly in a corner of some houses and institutions. Why so? Because the KAYABANG is the cultural emblem of an indigenous tribe. It highlights their heritage, values, and lives.

The story of the KAYABANG basket packages the story of a tribe. It speaks of people, of women and their young children, of men travelling from sunrise to sundown, and of their precious ancestral land.

The story

Once upon a time, there was young maiden called Talaw. She was the only daughter of Apo Ingdon. Her mother, Olian, died when she was born. Their house, made of pine logs, sat on top of a mountain with very steep slopes.

Apo Ingdon was a good hunter. Every week, he would bring home a deer or a wild pig. He preserved the meat by rubbing salt on the strips and dried them under the sun. Sometimes, he would burn aromatic leaves or bark and smoke the salted meat. He would bring these as gifts during festivities or would share them with their neighbours who lived on the next mountain.

Talaw did not need to tend a garden, as they could find so much food around. She would go around picking wild berries, guavas, passion fruit, beans, and other wild edible plants. Most of these fell rotting on the forest floor. Robust camote or yam vines crawled on their front and back yard. She would just pull one vine and gather very big yams.

One early morning, Apo Ingdon told Talaw that he was going down to the lowlands to barter some of his gold with precious salt. He promised that he was going to buy her warm clothing and some sugar.

Many nights came, however, but Apo Ingdon did not come home. Talaw was worried. A stormy day had passed. The storm shook the trees and had blown off the fruits. Talaw's supply of salted meat was gone. She decided to follow her father. She tracked no trail as no one trekked on their mountain except her father and relatives during rare occasions. She had been walking for a day when she decided to rest near thick clumps of bamboo.

It was already dark. She decided to sleep when suddenly, amidst the rushing of a distant river and the chirping of insects, she heard a moan. She was so scared. But she stood up and tried to feel her way in the darkness. She stumbled and found herself stooping on a bloodied man. She shouted in grief as she recognised her father's head gear. She knew her father was alive as he was moaning deliriously in pain. She surmised that he was attacked by a wild beast as she could feel the deep scratches on her father's skin. She cleaned him up and tried to make him warm by the cloth he bought from the lowlands.

She then got her father's bolo and started hacking the nearby bamboo. She selected six mature poles and tied them together to make an improvised bed. She propped Apo Ingdon on the bamboo then set out bravely in the dark to find help. Hunters in the other mountain helped carry the wounded man home.

Apo Ingdon lived but he could no longer walk. He then could no longer hunt. The supply of meat and food provided by their relatives left was quickly running out. He cried in agony, not because of physical pain but because of the inability to help his daughter and roam the mountains again.

Talaw then started to hunt on her own. She found it difficult, however, as she was not trained to handle the animals. She decided to do what she knew best, tending the soil and gathering fruits. She then started pulling out the camote vines. She stacked the root crops on one corner of their house. She learned to cut up the vines and re-planted them back again. She spread out a cloth then piled some camote and fruits. She then slung the heavy load on her back and started out to barter for meat and their other needs. It was such a burden for Talaw but she did not complain. She climbed the steep, winding foggy mountains, bitten by cold frost, and burned by the sun.

In time, a young man married her. She then started her own family in the other mountain next to her father's. In two years, she bore three children. She continued to carry on with her bartering activity. She started to clear out portions of the forest for her camote vines and vegetables.

Talaw's husband was a miner. He roamed the forest with his pick and ax. He collected stones and rocks and sat by the river sifting minerals. He then melted gold and bartered them. All those time, Talaw cared for her children and father, their mountains, and their house.

Apo Ingdon was proud of the strength of his daughter. He pitied her however, as she carried her load and saw leeches feasting on her arms and legs. He thought of ways to help her. He started to cut up the bamboo poles Talaw used to transport him when he had his accident. By the light of the fire in their hearth, he split up the bamboo. "Talaw must use her hands to climb the steep slopes, ward off the annoying leeches and insects, and at the same time carry her babies," he thought. He then formed the frame of the KAYABANG.

Talaw was very happy with the new basket. She found it convenient for the loads she must carry. She braided her hair and strapped the basket on her back. She now could run the trails and climbed the mountains with ease. With the load of yams on her back, she could also lead her children by her hands. As the basket was only a skeleton, however, she found her crops falling out. She thought of ways to enclose the basket.

As she cooked food and nursed her children, she split some bamboo and shaved and sized them to thin strips. Her hands were coarse and gnarled. It was difficult for her to hold the knife and make strips pliable enough for the basket, so the children had to help her. Their soft, little hands could work more easily with the bamboo.

Talaw then wove the strips of bamboo in and out the basket's frame. The KAYABANG was then complete. It was all ready for its purpose.

The other people saw Talaw's KAYABANG and they asked Apo Ingdon to make more. He was happy to make them. Talaw taught the other women and their children how to shave strips of bamboo and weave them. The precious KAYABANG was valued like gold and making the KAYABANG became a tradition. Like the humble basket, this story is passed on from generation to generation.

KAYABANG Postscript

Centuries later, I watched as a group of Ibaloi women and men drew the KAYABANG during a seminar-workshop. An old woman looked at me, her toothless

grin made me understand that she could not remember the details of that basket she held from early morning until dusk. I encouraged her to try some more. Manang Lourdes, the president of the group was bent on making her drawing, counting the lines again and again. Virginia, a young member of the group commented that for the first time, she realised that she knew very little of their product. They accepted that their system of production was patterned from the ancient practice of constructing baskets with the use of crude tools and with no standard model. During their exercise, they understood why the products they delivered to the market were sometimes rejected. These were considered substandard in size and in quality. Assessing their activities, some considered it as a futile livelihood activity. Others generalised that an enterprise was inapplicable, as they could not be competitive. All of them, however, in the end said that basket making had been part of their lives and had been helpful to them in many ways. In modern times, however, they accepted that they needed assistance in developing their basket enterprise.

Organising the basket weavers, indigenous, community-based enterprise is a long-term development process. Though basket weaving or handicrafts is an option for local people, culturally, basket making is not valued as a job. They would choose to till the land. Given the opportunity, local people would take up large-scale gardening. Since World War II, the adjacent mountains have already been turned to commercial vegetable gardens. Over the years, these continued to expand.

The KAYABANG may be a very simple basket but it is a legacy. It not only symbolises the abundance of the highlands, but more importantly, it packages the mountain as a heritage of life and biological diversity as exemplified in the hunting days of Apo Ingdon. The initiative to organise the basket weavers into an enterprise is to uphold the importance of Apo Ingdon and Talaw's endowment. It is to make life easier in the mountains and share the fruits of the land. Culturally, there is a promise of bounty. The labours in the making of baskets then must be rewarded with fair income. Just as important is that basket making is accomplished in the context of sustainable use of natural resources. Massive gardening has destroyed the forests. The basket making enterprise preserves the bamboo stands and nurtures bio-diversity in their ancestral land.



The Basket Weavers Enterprise of this indigenous community could not yet be considered as a mainstream business. It is basically a livelihood activity. Baskets were made to appease hunger. Two days labour would yield 5 kilos of rice. This is not enough food for an average family of 6 to 12 members. It is then important to help develop the skills of these people so they could get more of what they have. They need better technology and education. Making a profit from their basket may be a long term objective. There is a need to break the ancient tradition of production. Organising activities coupled with value transformation are needed. They have started. Enterprise development is the goal.

Written by:
Pureza Gomeyac-Egmalis
Women's Access, Inc. - The Philippines

Women's Access, Inc. (WAI) is a non-government organisation trying to help organise groups with non-timber forest products (NTFPs) such as handicrafts as an alternative yet viable source of livelihood. The Banayakeo Basket Weavers is an association of 30-weaver families with 5 officers and 3 advisers. The making of the simple KAYABANG used by Talaw in the story evolved into a basket weaving enterprise with KAYABANG as the main product. The basket weavers continued the

tradition, adopting the same old process only not for its utility but for its aesthetic value. Today it is being sold as a "collectors item" or as an "antique basket".

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REPORT FROM NATIONAL CONFERENCE ON NTFPs IN BALI

In collaboration with AMAN, TELAPAK, the NTFP Exchange Programme – Both Ends (The Netherlands), and KpSHK organized a national conference on Non-Timber Forest Products on October 10-14, 2000 in the Abian Srama Hotel at Sanur, Bali. This conference was attended by members of the KpSHK and indigenous people groups and organisations which are experienced in management and marketing of NTFPs. In addition, there were also participants coming from Vietnam, the Philippines, Malaysia and India. The conference has identified problems of NTFP development by the people. The problems faced by the people in NTFP development are: land security, weakness or even inexistence of local economic institutions, weak technical capacity, difficult transportation and information access, low prices, lack of knowledge on marketing, inconducive government regulations and policies, lack of capital, inexistence of NTFP farmer's associations and weak bargaining position of the farmers towards market and policies.



Photos: Bert-Jan Ottens (ProFound)

The situation of the community-based NTFP development in Indonesia or other places in Southeast Asia varies in terms of progress. At the level of local economic institutions there are many approaches in Indonesia namely indigenous people institutions, village institutions, indigenous co-operatives and farmers co-operatives. In West Kalimantan, there has been an association of rubber farmers to improve their position in rubber market. Even the export has been done by Forest Trade and PT Dian Niaga. At the meantime, in the Philippines there has been a consortium of NGOs and programs marketing people's NTFPs. The diverse situation needs exchange of information, experience, skills between people and the supporting NGOs.

Through information and experience exchanges for 5 days, some problems in developing NTFP along with the community were identified. The problems were among others:

- Limited market information (price, quality, etc.)
- Long chain in the sale resulting in farmers low selling price
- Farmers low profit
- Farmers low saving
- A lot of farmers got into debt to brokers
- The non-optimum multi product of the NTFP farmers
- Most NTFPs are not protected by community's organisation (economy-oriented)
- Low community's knowledge of production, marketing, finance, and environment
- The existence of cartel suppressing the price
- Long distance between producers and market resulting in high transportation cost
- Most of NTFP was seasonal
- NTFP preservation had to be formulated in a sustainable management system
- NTFP increased households' income by 50%
- Some "over supply" lowered the price
- Insufficient support from the government
- NTFP producers were still separated from "advance process"

- Financing agencies did not know about NTFP
- The need for legal protection for NTFP.

The detailed problems according to the issues discussed are as follows:

1. Problems in commodity and production
 - a) difficult transport
 - b) bad/no access to communication
 - c) no financing activities
 - d) lack of unity in community
 - e) little knowledge of marketing
 - f) confusing rules and regulation in Community based Organisations
 - g) low prices
 - h) intimidation from security officers
 - i) opposed to forest regulation
 - j) military pressure/lack of tenurial security
2. Problems in territory right consensus
 - a) community could not put up cashboards
 - b) community could not do feasibility study
 - c) only few NGOs backed land claims
 - d) regional regulation had not yet been issued
3. Problems in access to information and benefit sharing
 - a) limited market information, lack of general knowledge of market needs and other products
 - b) farmers' low profit
 - c) farmers weak bargaining power, especially in determining the price
 - d) no supporting policies from the government, list of products prices was not available
 - e) lack of knowledge of market needs
 - f) farmer got into debt to brokers
 - g) farmers hardly had saving
 - h) no local economic institutions
 - i) seasonal nature of NTFP
 - j) farmers cultivated multi product
 - k) expecting to reduce the risk should decreasing price occurs because they could shift to other products
 - l) no information sharing among farmers
 - m) lack of supporting policies from government (list of price, information on NTFP multi products, pilot project)
 - n) the existence of cartels suppressing the price
4. Problems in marketing
 - a) lack of market information; when promoting their products, farmers did not know about customers want, so the customers did not know what the farmers sold
 - b) facilities; assuming that Indonesia and Malaysia both make two similar products, one is expensive, the other is not, but due to different policies of the countries, the prices could be different, and this will disadvantage the country which sells at higher price
 - c) weak producers bargaining power
 - d) problems in marketing network
 - e) no map of products along with their producers
 - f) no map of buyers
 - g) technical problems
 - h) weak marketing network mechanism

Given the situation and above mentioned problems, the NTFP farmers and the NGOs have agreed to have a collaboration network of NTFP development. The vision of the network is strengthening the bargaining position of local economic actors of NTFP in a fair and sustainable way. The network will have a close relation to people through AMAN and to NGOs through KpSHK. At the national level the network will be supported and

directed by AMAN, KpSHK and Telapak in collaboration with other NGOs and other related institutions dealing with NTFP development. A full-time focal point will be hired to keep running the collaboration mechanism within the network.

The agenda resulted from the national conference is to:

- increase number of economic groups or institutions of NTFP managers
- increase number of mapping activities in indigenous territory
- establish network of local economy actors at the district, provincial and national level
- implement training, internship and cross visit programs to improve capacity and skill of indigenous people in managing and developing NTFPs
- develop an example of market information system of NTFP at the management area, provincial and national level
- develop an example of regional regulation on indigenous people's rights
- increase access and capacity of local economy actors in influencing policy on marketing of NTFPs at the district, provincial and national level.

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Voices from the Forest

THE QUEST FOR TENURE AND USUFRUCT

A News feature from the recent conference on tenurial security and resource access for forest-based communities “Culture-based development are hardly defined by the representatives of indigenous communities,” railed Datu Migketay Victorina L. Saway’s at the Tenurial Security and Natural Resource Access for Forest-Based Communities Conference. The Datu, or chief, is a former Commissioner of the National Commission on Indigenous Peoples (NCIP). Saway bewailed that several leaders of indigenous communities have already been detached from the “living practice of indigenous cultures and identity.” And that most of them have become “channels of western influence and development.”

This is one of the concerns aired by the conference resource speakers from recognised leaders of indigenous communities as well as Community Based Forest Management Agreements (CBFMA) holders and their support organisations. CBFMA holders are organised settler-farmers who legally gain tenurial and natural resource usufructs from the government. Other speakers included those from the NCIP and the Department of the Environment and Natural Resources.

The conference sought to sew the various experiences of community-based groups and their provincial, regional and national networks in the use of different tenurial and usufruct instruments. The aftermath of People Power II and the fall of the Estrada augur renewed and vigorous discussions on these issues.

In a written message, Howard Dee mentioned that his office “has launched five tracks of activities,” to be substantially completed by July 2001. Dee is the Presidential Adviser on Indigenous Peoples Affairs. The first track is to ensure “a favourable policy environment” in defence of IP rights on the ground. The second is the organisational track, foremost of which is “an institutional review and performance audit of NCIP” to determine its organisational weaknesses and “enhance its responsiveness to its mandate” under IPRA. NCIP mainstreaming is the third track, which enlists the assistance of the NGOs and the academe to jumpstart NCIP in implementing IPRA. The fourth is the quick response to “emergency situations” involving the IP and their communities. And finally, the fifth is “a financial track to source funding for the Master Plan,” particularly of programs for health, education, agriculture, basic services, food security, capability and others.

Many of the speakers hailed the landmark—if tenuous—decision of the Supreme Court upholding the constitutionality of the Indigenous Peoples’ Rights Act (IPRA). With IPRA, the Philippine Government recognises the indigenous peoples’ rights to ancestral domain and lands, cultural integrity, self-governance and empowerment, and basic services. Their rights to ancestral domain and to lands recognise perpetual ownership the communities’ rights to natural resource use. The decision was a severe blow against the feudal theory of *jura regalia* or the Regalian doctrine that asserts that the State has the exclusive jurisdiction over the public domain and natural resources.

On the other hand, Nelson Mendoza of the Bakun Indigenous Tribes Org (BITO) of Benguet described the effects of the 1995 Mining Law. “Our right to security of tenure and resource access” is significantly restricted in favour of a company who “acquires better rights to the use of minerals, forestlands and waters in the area.” He also added that despite the existing tenurial instruments, their community still reels from the dire effect of the PD 705 or the Forestry Code of the Philippines that made them “squatters” in their ancestral domains. Under this law, their security of tenure, resource access, and ability to contribute to the over-all management of the forestlands are “totally disregarded.” They are always under “threat of relocation and displacement.” Several of the participants raised the question of overlapping areas under CBFMAs and ancestral domain claims and clashed over natural resource extraction over the contested areas. Agta member, David Billeza, raised this question with César Utrillo of the José Maria Cabiraon Multi-Purpose Co-operative

(JMCMPC). Pastor Delbert Rice, research co-ordinator of the Kalahan Educational Foundation (KEF), issued a call during one of the open forums for tropical rainforests communities to promote the concept of “compensation for conservation.” Under the concept, industrialised countries should pay these communities for sequestering their carbon emissions that contribute immensely to global warming. Recent studies estimate that a hectare of forests can sequester 13.6 tons of carbon dioxide annually.

Held at Las Brisas Hotel and Conference Center in Antipolo City from March 20–23, 2001. A total of 72 multinational delegates attended the Conference. The speakers and case presenters from indigenous communities and CBFMA holders were Dionesia Banua of the Nagkakaisang Mga Tribu ng Palawan (NATRIPAL), Papangoan Nelson Mendoza of the Bakun Indigenous Tribes Organisation (BITO), Cesar Utrillo of JMCMPC, Delbert Rice of the KEF, Kading Rodriguez of the San Rafael, Tanabag, Concepcion Multi-purpose Coop (STCMPC), Des Amos, Apolinario Tugas and Datu Victorino Saway of the Katutubong Samahan sa Pilipinas (KASAPI), Rev. Fr. Armando Limsa representing Antonio Abuso of the Episcopal Commission Indigenous People (ECIP), and Doming Nayahangan of the International Labour Organisation.

Lawyers Atty Girlie de Guzman of the Tanggapang Panligal ng Katutubong Pilipino (PANLIPI), Atty Gerthie Mayo Anda of the Environmental Legal Assistance Center (ELAC), and law student Merriam Baravate of the LRC–KSK discussed the operational, legal constitutional implications of IPRA and community-based forest management. Finally, Dr. Abe Padilla of Anthrowatch, a support organisation of IPs spoke on the conflict between other national policies such as the National Integrated Protected Areas System (NIPAS) Law and the IPRA.

Government speakers included Joey Austria of the Ancestral Domain Management Program and Doming Bacalla of the CBFMO of the DENR, and Edtami Mansayagan, a Commissioner of the National Commission of Indigenous Peoples (NCIP) and Norma Gonos, the Ancestral Domain Officer of the NCIP. The foreign visitors included Rikardo Simarmata, Lembaga Studi dan Advokasi, Masyarakat, Organisation for Community Research and Advokasi (ELSAM) and Nudin Suleman Rajaide, Aliansi Masyarakat Adat Nusantara, Indigenous Peoples Allaince in the Indonesian archipelago (AMAN) and Serge Marti, Department for International Development (DFID)-Indonesia. Karen Gollin and James L. Kho of the Ford Foundation, Krystina Bishop and Jaime Lavallee of the First Peoples World-wide (North America). Jenne de Beer of the NTFP Exchange Program also attended the three–day conference.

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Voices from the Forest

PUBLICATIONS

I Rattan Manual: Rattan for life!

This is the title of the informational booklet being prepared by friends of the Dayak Benuaq people, SHK-Kaltim or Community Forest Management in East Kalimantan. Traditional rattan planting techniques have been practised by indigenous peoples in East Kalimantan for centuries. This system, sometimes referred to as kebun rotan or rattan garden, presents hope for rattan generation elsewhere. This is especially important because few such customary techniques exist despite the declining global supply of rattan and the existing growing demand for rattan products. Thus, the NTFP-EP in co-operation with Studio Driya Media are assisting SHK Kaltim in the production of the booklet.



The booklet is being published in Indonesian and Filipino so farmers may be equipped with an instructional material on rattan regeneration techniques. An informational manual is also being prepared in English to cater to policy makers as well as those that could influence policy.

This manual also aims to cater to other English speaking field workers interested in the system. Policy makers are a target audience for the booklet since government programs in Indonesia have not been favourable in maintaining such traditional planting techniques. Logging, mining and vast plantations are prominent components of government projects for rural development. Sadly, such external development initiatives often mean the displacement of peoples and the end of their sustainable resource management practices. This booklet is a medium to present the alternative traditional Dayak system of forest management, which can address multiple goals of subsistence, income generation and forest enhancement.

This booklet is a concrete output of exchange visits conducted in 1999 where Tagbanua from Palawan, Philippines learned of the value of rattan planting systems in Kalimantan and then returned home to Palawan to test out the same system. A booklet was then conceptualised to expand further the reach, application or adaptation of such a system.

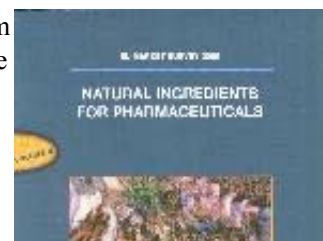
Currently, drafts of the booklets are being field tested both in the Philippines and in Indonesia. The booklets are expected to be launched by July of this year.

The booklets are also being partly funded by Cornell University through the Cornell fallow management initiative.

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II Introduction to CBI EU Market Survey and EU Strategic Marketing Guide

CBI is the Dutch Centre for the Promotion of Imports from developing countries. The organisation operates within the policy framework set by the Netherlands Minister for Development Co-operation. One of the services of CBI is the provision of current EU market information and marketing guidelines to approach the EU market. EU Market Surveys and Strategic Marketing Guides that may



be of interest to partners in the NTFP Exchange Programme are those on Natural Ingredients for Cosmetics and on Natural Ingredients for Pharmaceuticals. Increasingly, consumers are calling for healthier and more natural products. This trend is also noticeable in the cosmetic and pharmaceutical industries where demand for natural cosmetics and phytopharmaceuticals (plant and herb-based remedies) is increasing and the industry is responding with a wide range of new product lines and products.



The EU Market Surveys provide information on demand for natural ingredients, production, imports, exports, trade structure, prices and opportunities for exporters in developing countries.

The EU Strategic Marketing Guides aims to provide exporters in developing countries with practical steps for approaching the EU market. It discusses the requirements for access to the EU market (quality and grading, packaging, labelling, Customs) and promotion opportunities (trade fairs, trade press, Trade Promotion Organisations). The report also includes a "Business Guide" which enables an exporter to build his own market and product strategy through a methodology of analysis and ready-to-fill-in frameworks. The guide consists of three parts: Product profiles (in which a few interesting products will be highlighted), a market opportunity analysis to determine suitable sales channel(s), and a checklist for building up a trading link.

The information can be downloaded from CBI's Internet site www.cbi.nl/marketinfo.htm. Some titles are only available in print and can be obtained free of charge for partners in the NTFP Exchange Programme.

III Selected European Trade Fairs

Below we present a number of links to interesting European trade fairs in the field of natural ingredients used by the pharmaceutical, cosmetic and food industry.

www.vitafoods.co.uk

www.exoeurope.com

www.sana.it

www.cphi.com

www.biofach.de

www.in-cosmetics.co.uk

www.fi-events.com

From May 15-18, 2002 Natural Products Expo 2002 will be held in Hong Kong. It will include 5 concurrent events: Traditional Chinese Medicine Asia, Herbal Asia, Nutraceuticals Asia, Functional Foods Asia and Organics Asia. Target countries include: Hong Kong, China, Taiwan, Japan, Korea, Australia, India, Malaysia, Thailand and Indonesia. The event expects to promote around 250 Asian and international companies.

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Redaction 'Voices from the Forest'*

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