

Kingdom of Cambodia
Nation Religion King



Ministry of Agriculture, Forestry and Fisheries
General Directorate of Agriculture
Department of Agricultural Cooperative Promotion

**GUIDEBOOK
ON
RUNNING SUPPLY BUSINESS
OF AGRICULTURAL COOPERATIVE**

Prepared by: Project for Establishing Business-Oriented Agricultural Cooperative Models (BPAC)

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Guidebook on Running Supply Business of Agricultural Cooperative

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1. Definition of Supply Business

Supply business is a business that an agricultural cooperative buys goods; for example agricultural inputs such as fertilizer, pesticide, seed, etc., agricultural materials such as hoe, harrow, basket, tractor, etc., and living goods such as grocery, from outside and sells to members of agricultural cooperative. When agricultural cooperative buys goods for its members, it can buy in bulk, at a cheaper price than each member purchases in retail at the market. Supply business is one of the substantive businesses for agricultural cooperatives worldwide.

The difference between supply business and marketing business

Supply Business	Marketing Business
Supply business is a business that an agricultural cooperative buys goods; for example agricultural inputs, agricultural materials and living goods from outside and sells to members of agricultural cooperative. For example: Running supply business, agricultural cooperative buys fertilizer in bulk; for example 10 tons, from a private company in a lower price compared to a retail price and sells in small quantity; for example 100 kg (2 sacks), to members.	Marketing business is a business that an agricultural cooperative buys agricultural products from members and sell to the outside. For example: Running marketing business, agricultural cooperative buys agricultural products such as paddy, corn, bean, potato, etc. from members and sells to the market or merchants or consumers.

2. Present Situation of Supply Business of Agricultural Cooperative in Cambodia

According to annual reports of fiscal year 2014 submitted by agricultural cooperatives in the four target provinces of the project for establishing business-oriented agricultural cooperative models (BPAC) such as Kampong Cham province, Kampong Speu province, Takeo province, and Svay Rieng province, out of 99 agricultural cooperatives, 69 agricultural cooperatives (69.7%) have been running supply business.

Following is the number of agricultural cooperative running supply business:

1. Supply fertilizer: 42 agricultural cooperatives (42.4%)
2. Supply animal feed: 10 agricultural cooperatives (10.1%)
3. Supply pesticide: 7 agricultural cooperatives (7.1%)
4. Supply petrol: 4 agricultural cooperatives (4.1%)
5. Supply silk: 3 agricultural cooperatives (3%)
6. Supply vegetable seed: 1 agricultural cooperative (1%)

7. Supply rice: 1 agricultural cooperative (1%)
8. Supply grocery: 1 agricultural cooperative (1%)

Concerning with supply business, agricultural cooperative and members presently encounter the following problems:

- a. Presently agricultural cooperatives face many problems as follows:
 - Not yet understand clearly about supply business
 - Not yet know how to make a plan for supply business
 - Not yet know members' demands
 - Excess inventory
 - Not know places selling quality goods
 - Lack of capital to run supply business
- b. Presently members of agricultural cooperative face many problems as follows:
 - Purchase goods outside agricultural cooperative in a high price
 - Possibly purchase fake goods from outside agricultural cooperative
 - Must get loan with high interest rate from outsiders
 - Not have guidance on how to use the purchased goods

In order to solve these problems BPAC project made this guidebook for helping agricultural cooperatives in Cambodia to run this supply business successfully.

3. Role of Supply Business

Supply business has main roles as follows:

1. Reduce the expense of budget and time of agricultural cooperative members on the purchase of agricultural inputs and other goods:

When member of the agricultural cooperative alone goes to buy goods; for example fertilizer DAP (18-46-00), at the market, he/she might spend much time and cost on purchasing fertilizer DAP (18-46-00). However, as the agricultural cooperative runs supply business of that fertilizer DAP (18-46-00), member will not spend his/her time and cost much since he/she just comes to get his/her goods at the agricultural cooperative or the goods is transported to his/her place directly by agricultural cooperative.

2. Supply agricultural inputs and goods in the price that is lower or approximate to the market's price and reduce the number of middlemen who sell goods to member in a high price:

When agricultural cooperative runs supply business, it can reduce the cost of goods by purchasing in bulk, then member can ensure that he/she can buy goods in a price that is lower or approximate to market's price, and he/she is not cheated by some middlemen who intend to sell goods to him/her in a high price.

3. Supply to members agricultural inputs and goods that are quality:

When agricultural cooperative runs supply business, member can get the quality goods from the agricultural cooperative.

4. Provide proper technical guidance on the use of goods:

When agricultural cooperative runs supply business, agricultural cooperative member can also get a proper technical guidance on how to use supply goods.

4. Cash Transaction Is the Principle of Supply Business

Agricultural cooperative should set "cash transaction" as the principle of supply business and agricultural cooperative should give supply goods to members in exchange for cash payment. Some members may request to supply on credit. In such case, agricultural cooperative should give loan to those members based on the regulation of credit business as they can buy.

5. Procedures of Running Supply Business

Step 01: Conducting survey of needs of each member

For the initiation of running supply business, agricultural cooperative shall be aware of member's needs. So as to grasp member's needs, agricultural cooperative should create questionnaires and let member fill in.

The following is the format of questionnaires and sample of entry for supply business of each member.

Table 01: Format of Questionnaires for Supply Business

1. General information

Name of Member:	
Address:	
Phone Number:	
1. Number of family members (Female)	Total: .....members (.....females)

2. Information of farming

Land	Size (Hectare)
a) Owned farmlands
b) Cultivated Lands	
1. Wet season paddy field
2. Dry season paddy field
3. Seasonal paddy field
4. Upland crop
5. Vegetable field
Total of cultivated lands

3. Information on raising animal

Type of animal	Number of animals (heads)
1. Cow
2. Buffalo
3. Pig
4. Poultry
5. Fish
6.
Total

4. Information for supply business

a. Information of purchasing agricultural inputs for FY.....

1) Agricultural Fertilizer*	Amount of used fertilizer (sack)**	Price per sack (riel)	Bought from: (Company/Wholesaler)
1.
2.
3.
Total	

* Member should write materials or varieties of fertilizer; for example DAP (18-46-00).

** 1 sack = 50kg

2) Pesticide*	Amount of used pesticide (liter/bottle)	Price per liter or bottle (riel)	Bought from: (Company/Wholesaler)
1.
2.
3.
4.
Total	

* Member should write brand-name and what is used for of pesticide.

3) Seed (paddy, vegetable, etc.)	Amount of used seed (Kg)	Price per Kg (riel)	Bought from: (Company/Wholesaler)
1. Pka Romdoul
2. Pka Mlis
3. Pka Khnhey
4.
5.
6.
7.
Total	

4) Animal feed	Amount of used animal feed (sack)	Price per sack (riel)	Bought from: (Company/Wholesaler)
1. Pig feed
2. Fish feed
3. Poultry feed
4.
Total	

Table 02: Sum-up Table of Survey on Agricultural Inputs for FY.....

No.	Description	Amount	Number of members filling questionnaire and return to agricultural cooperative
1	Agricultural fertilizer	Ton/Kg	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....
2	Agricultural pesticide	Liter	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....
3	Animal feed	Ton/Kg	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....
4	Seed (paddy, vegetable, fruit,...)	Ton/Kg	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....

Note: To fill this table, data is extracted from survey questionnaire of supply business.

Table 03: Sample of Entry for Supply Business of each Member

1. General information

Name of Member: Prak Chan Thol	
Address: #1, st. 2, kor village, khor commune, ko district, Kho province.	
Phone Number: 012 321 421	
1. Number of family members (Female)	Total: 6 members (2 females)

2. Information of farming

Land	Size (Hectare)
a) Owned farmlands	1.5
b) Cultivated Lands	
1. Wet season paddy field	1.3
2. Dry season paddy field	0.7
3. Seasonal paddy field	0.3
4. Upland crop	0.1
5. Vegetable field	0.1
Total of cultivated lands	2.5

3. Information on raising animal

Type of animal	Number of animals (heads)
1. Cow	4
2. Buffalo	.....
3. Pig	3
4. Poultry	.....
5. Fish	.....
6. ....	.....
Total	7

4. Information for supply business

a. Information of purchasing agricultural inputs for FY.....

1) Agricultural Fertilizer*	Amount of used fertilizer (sack)**	Price per sack (riel)	Bought from: (Company/Wholesaler)
1. DAP (18-46-00)	10	150,000	Charoen Plantation Co., Ltd.
2. ....	.....	.....	.....
3. ....	.....	.....	.....
Total	10	1,500,000	

* Member should write materials or varieties of fertilizer; for example DAP (18-46-00).

** 1 sack = 50 kg

2) Pesticide*	Amount of used pesticide (liter/bottle)	Price per liter or bottle (riel)	Bought from: (Company/Wholesaler)
1. Insecticide (Sdach Neak 1) for paddy	10	24,000	Angkor Green Company
2. ....	.....	.....	.....
3. ....	.....	.....	.....
4. ....	.....	.....	.....
Total	10	240,000	

* Member should write brand-name and what is used for of pesticide.

3) Seed (paddy, vegetable, etc.)	Amount of used seed (Kg)	Price per Kg (riel)	Bought from: (Company/Wholesaler)
1. Pka Romdoul	.....	.....	.....
2. Pka Mlis	140	3,200	Sok Hour Company
3. Pka Khnhey	.....	.....	.....
4. ....	.....	.....	.....
5. ....	.....	.....	.....
6. ....	.....	.....	.....
7. ....	.....	.....	.....
Total	140	448,000	

4) Animal feed	Amount of used animal feed (sack)	Price per sack (riel)	Bought from: (Company/Wholesaler)
1. Pig feed	8	90,000	Hong Heng Company
2. Fish feed	.....	.....	.....
3. Poultry feed	.....	.....	.....
4. ....	.....	.....	.....
Total	8	720,000	

Step 02: Analysing and determining goods for supply business

Based on the result of survey, agricultural cooperative shall consult with members and decide goods to supply. For example, as most members fill fertilizer DAP (18-46-00) in questionnaire, agricultural cooperative decides to select this type of fertilizer for supply business. Small number of goods should be selected at first and gradually expanded.

Step 03: Checking the price of concerned companies or wholesalers and make a shortlist

According to the long list including both attached name list of companies and wholesalers (See the attachment; page 17) and other companies and wholesalers which the agricultural cooperative have known before, it shall contact the companies and wholesalers which may sell goods determined in step 2, then asks for the information related to price and other conditions, and makes a short list which consists of 4 or 5 suitable companies or wholesalers.

As an example, after deciding to supply fertilizer DAP (18-46-00) determined in step 2 to members, the agricultural cooperative, by using the long list of companies' and wholesalers' name, calls to companies and wholesalers to ask for price of fertilizer DAP (18-46-00), then the agricultural cooperative makes a shortlist of three suitable companies that sell fertilizer DAP (18-46-00) in the following price:

- Company "Kor" sells fertilizer DAP (16-48-00) in the price of 2,560,000 riel/ton;
- Company "Khor" sells fertilizer DAP (16-48-00) in the price of 2,600,000 riel/ton;
- Company "Ko" sells fertilizer DAP (16-48-00) in the price of 2,680,000 riel/ton.

Step 04: Checking the price of retail shop

Agricultural cooperative should check the price of the goods determined at step 02 with retail shops surrounding it.

For example, the agricultural cooperative visits and asks the price of fertilizer DAP (18-46-00) at such retail shops or asks members who have bought from the retail shops. Then, the agricultural cooperative realizes that some retail shops sell fertilizer DAP (18-46-00) in the following price of 149,000 riel/sack while others sell in the price of 150,000 riel/sack.

Step 05: Determining provisional supply price per unit

By referring to those prices of companies, wholesalers, and retail shops, gained at step 03, the agricultural cooperative should set the price of supply goods per unit provisionally. To set the price of supply goods, it may calculate cost of goods including purchasing cost, transportation cost, labour cost, and others. Consequently, the agricultural cooperative should decide supply price per unit which should be lower than the retail shop price and higher than the purchasing price and can get some profits for the agricultural cooperative.

For example, the price per ton of fertilizer DAP (18-46-00) that the agricultural cooperative gets from the company is 2,560,000 riel = 640 USD. Then it calculates cost of fertilizer including purchasing cost of fertilizer, transportation cost, labour cost, and other expenses. After that it gets the cost per sack, which is 140,000 riel.

The following is the method to calculate the cost of fertilizer per unit (sack):

Method to calculate cost of fertilizer per unit (ton or sack)

- Price of fertilizer per ton from company	=	2,560,000 riel
- Labour fee	=	80,000 riel
- Transportation fee	=	140,000 riel
- Other expense	=	20,000 riel

Total cost of fertilizer per ton = 2,800,000 riel

Cost of fertilizer per sack

- 1 ton = 1,000 kg and 1 sack = 50 kg

- Number of sack per ton = $1000\text{kg}/50\text{kg} = 20$ sacks

- Cost of fertilizer per sack = $2,800,000\text{riel} / 20 = 140,000$ riel

From the above calculation, the agricultural cooperative decides provisionally to supply fertilizer DAP (18-46-00) in the price between 140,000 riel/sack and 149,000 riel/sack. Therefore, agricultural cooperative decides the price of 145,000 riel/sack, and members can buy at 4,000 riel/sack lower than the price of retail shops and the agricultural cooperative can get 5,000 riel/sack as the profit.

Step 06: Developing advance order sheet

Agricultural cooperative shall develop advance order sheet that includes goods to buy and how to pay, price of goods per unit, volume of goods, and total price of goods and deliver to members to fill in. In case that member makes an advance order of goods, but does not buy it, there will be penalty to that member. Each member shall submit to agricultural cooperative after finishing filling this form with money in the case of pre-payment.

Member can get profit when he/she pays goods in advance because paying in advance will get discount.

The following is the format and sample of advance order sheet:

Table 04: Format of advance order for each member

Information for each Member				
1	Name	.....	
2	Address	.....	
3	Phone	.....	
4	Member or non-member of agricultural cooperative	.....	
Goods to buy and how to pay**		Price of goods per unit**	Volume of goods *** (Unit:)	Total price of goods *** (Riel)
1	1 st goods:			
	Pre-payment *	..... riel	.....	..... riel
	Half pre-payment *	..... riel	.....	..... riel
	Payment once receiving goods*	..... riel	.....	..... riel
2	2 nd goods:			
	Pre-payment *	..... riel	.....	..... riel
	Half pre-payment *	..... riel	.....	..... riel
	Payment once receiving goods*	..... riel	.....	..... riel
Total				
* The price per unit that members pay in advance (pre-payment) shall be discounted to be less than the amount that members pay only half in advance (half-prepayment) and pay once receiving goods.				
How to Transport***		Transportation cost**		
<input type="checkbox"/>	Members come to get at agricultural cooperative.	.....0..... riel		
<input type="checkbox"/>	Agricultural cooperative transports for members.	<input type="checkbox"/> 1 st Goods	..... riel/ (unit :.....)	
		<input type="checkbox"/> 2 nd Goods	..... riel/ (unit :.....)	
Penalty				
In case that member orders goods from agricultural cooperative and does not buy them, he/she must pay % of total price** to agricultural cooperative as penalty.				
Expected Date of Goods Provided to Members by Agricultural Cooperative **		Date:		
Signature of Ordering Person :		.....	

****Note:** In the section of “Goods to buy and how to pay, Price of goods per unit, Transportation cost, Penalty, and Expected date of goods provision by agricultural cooperative” shall be filled by the agricultural cooperative.

***** Note:** In the section of “Volume of goods, Total price of goods, and How to transport” shall be filled/checked by farmer.

Table 05: Sum-up Table of Members' Advance Order for FY.....

No.	Description	Amount	Number of members filling questionnaire and return to agricultural cooperative
1	Agricultural fertilizer	Ton/Kg	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....
2	Agricultural pesticide	Liter	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....
3	Animal feed	Ton/Kg	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....
4	Seed (paddy, vegetable, fruit,...)	Ton/Kg	
	1. ....	.....	.....
	2. ....	.....	.....
	3. ....	.....	.....

Note: To fill this table, data is extracted from advance order sheet of each member.

Table 06: Sample of advanced order for each member

Information for each Member				
1	Name	Prak Chan Thol		
2	Address	No. 1, st. 1, kor village, khor commune, ko district, Kho province.		
3	Phone	012 321 421		
4	Member or non-member of agricultural cooperative	Member		
Goods to buy and how to pay		Price per unit (50kg/sack)	Volume (Sack)	Total price (Riel)
1	1 st goods: Fertilizer DAP(18-46-00)			
	Pre-payment *	141,000 riel*****	6	846,000 riel
	Half pre-payment *	143,000 riel*****	.....	..... riel
	Payment once receiving goods*	145,000 riel*****	.....	..... riel
2	2 nd goods:			
	Pre-payment *	..... riel	.....	..... riel
	Half pre-payment *	..... riel	.....	..... riel
	Payment once receiving goods *	..... riel	.....	..... riel
Total				846,000 riel
* The amount of money that members pay in advance (pre-payment) is less than the amount of money that members pay only half in advance (half-prepayment) and pay once receiving goods.				
How to Transport		Transportation cost		
<input checked="" type="checkbox"/>	Members come to get at agricultural cooperative.	.....0..... riel		
<input type="checkbox"/>	Agricultural cooperative transports for members.	<input type="checkbox"/> 1 st Goods	100 riel/sack	
		<input type="checkbox"/> 2 nd Goods	..... riel/ (unit :.....)	
Penalty				
In case that member orders goods from agricultural cooperative and does not buy them, he/she must pay 20% of total price to agricultural cooperative as penalty.				
Expected Date of Goods Provided to Members by Agricultural Cooperative		June 30 th , 2015		
Signature of Ordering Person :		..... Prak Chan Thol		

******Note: The supply price of fertilizer DAP (18-46-00) is 145,000 riel:**

- 1) In case that members pay all money in advance, members buy fertilizer in the price of 141,000 riel per sack by getting 4,000 riel as profit.
- 2) In case that members pay half in advance, members buy fertilizer in the price of 143,000 riel per sack by getting 2,000 riel as profit.
- 3) In case that members pay once getting fertilizer, members shall pay in the full price of 145,000 riel per sack by not getting any profit.

Step 07: Calculating the amount to buy

Based on the result of advance order sheet submitted by members, agricultural cooperative shall calculate the amount to be purchased.

As an example: members order 600 sacks of fertilizer DAP (18-46-00) in total, so the agricultural cooperative will purchase 30 tons of fertilizer DAP (18-46-00) to supply to members.

Some members may want to buy fertilizer DAP (18-46-00) additionally after advance order or during farming. Therefore agricultural cooperative should purchase extra amount of fertilizer DAP (18-46-00); for example 10% of the total amount of advance order, for retailing. As a result, the agricultural cooperative will give order 33 tons (30 tons + 10%) of fertilizer DAP (18-46-00).

The supply price of goods in retail should be set the same or lower than the retail price nearby, but higher than the price of advance order. For example, the supply price in retail of fertilizer DAP (18-46-00) is 146,000 riel per sack.

Agricultural cooperative should understand that inventory is as same cash and the excess inventory means loss of money. Agricultural cooperative should purchase the appropriate amount of supply goods.

Step 08: Selecting one company in the shortlist and order goods

After calculation of the amount to buy, agricultural cooperative contacts companies or wholesalers in the shortlist made in step 03 to ask the price of such amount and other conditions. Then agricultural cooperative negotiates a better deal with them, decides one company or wholesaler, orders, and confirm the delivery date.

For example, after deciding the amount of DAP (18-46-00) that needs to order, the agricultural cooperative shall contact with those three companies in the shortlist in order to negotiate the price for the amount of DAP (18-46-00), 33 ton, which the agricultural cooperative shall order.

Generally speaking, fertilizer companies or wholesalers sell a bulk of fertilizer at the cheaper price than the minimum unit. According to one company in the attachment (page17), the price of fertilizer per ton is 680 USD, but in case of buying 30 tons, the price per ton shall be discounted as 640 USD.

Then the agricultural cooperative selects one company which offers the lowest price and decides the price of volume, then makes the orders to that company, and set date of delivery.

Step 09: Paying after checking the quantity and quality of goods

When agricultural cooperative receives goods, it shall check goods carefully to ensure the quantity and quality of the goods as same as agricultural cooperative ordered. After the confirmation, agricultural cooperative shall pay money to the company.

Step 10: Informing the delivery date and providing goods in exchange for money

Agricultural cooperative shall inform the delivery date to members at least three days before delivery date, and members come to receive goods. In case that agricultural cooperative delivers goods for members, agricultural cooperative charges transportation cost.

Agricultural cooperative gives goods to members who pay in advance, to members who pay only half in advance, and to members who pay once receiving goods, in exchanging for the remaining money.

Step 11: Receiving comments for improvement of the supply business

Agricultural cooperative should hear comments from members related to the implementation of supply business so as to improve the procedures and to increase supply goods.

When the agricultural cooperative expands its supply business by advance order scheme, retail shops nearby and merchants usually become to set their selling price lower than the price on the advance order sheet of the agricultural cooperative. Therefore, the agricultural cooperative always watch their prices and behaviours carefully to make use of such information to improve its pricing and scheme of supply business.

Attachment:

**Fertilizer Company Registers in Department of Legislation
of the Ministry of Agriculture, Forestry, and Fisheries**

No.	Name of Company	Type of Fertilizer	Address and Telephone
1	Branch of Map Pacific Company (Vietnam)	Organic fertilizer	Address: Phnom Penh centre, Street 274, Sangkat Tonle Basac, Khan Chamkamon, Phnom Penh Tel: 023 222 118
2	Phnom Penh Agriculture Development Joint Stock Company	1.NPK20-20-15+TE 2.NPK16-20-20+TE 3.NPK15-15-15+TE 4.NPK16-16-8+TE	Address: #B030, Street 70, Sangkat Sras Chork, Khan Don Penh, Phnom Penh Tel: 023 6502 464 012 907 708
3	Bayon Heritage Holding Group	1. Organic fertilizer, logo: Pherndey (powder) 2. Organic fertilizer, logo: Pherndey (seed) 3. So Organic fertilizer, logo: Pherndey (tiny seed)	Address: #5A, Street 388, Sangkat Toul Svay Prey, Khan Chamkamon, Phnom Penh Tel: 023 997 178 023 987 765 023 992 243 070 929 888
4	Five Star International Fertilizer (Cambodia)	1.MAP(10-50-0) 2.NPK(4-4-0) 3.NPK(22-17+2TE 4.NPK(17-17+2TE 5.NASA Smart1.5-5-25	Address: National road No.1, Somraong Thom commune, Kean Svay district, Kandal province Tel: 023 6565 656 097 5338 889 088 8550 880
5	EX-M (Cambodia) Co., Ltd.	1. Organic fertilizer (4-3-3+1MgO) 2. Organic fertilizer (Grobel 4-3-3+1MgO) 3. Organic fertilizer (Organic 4-3-3+1MgO) 4. Organic fertilizer (Can 27%)	Address: #96, Street 215, Sangkat Veal Vong, Khan 7 Makara, Phnom Penh Tel: 023 882 555 016 309 999 092 762 929 087 829 999 012 829 999 013 522 222

			097 6829 999
6	Lim Sothy Heng Hong	<ol style="list-style-type: none"> 1.KomixBT2(1-4-1) 2.Komix CB(0-3-0) 3.Thanh K-H 4.NPK20-20-15+TE 5.DAP 18-46-0 	<p>Address: Wat Bo village, Sangkat Sala Komrerak, Siem Reap city, Siem Reap province</p> <p>Tel: 017 816 666 063 760 990</p>
7	CAMT Agriculture	<ol style="list-style-type: none"> 1. NPK, logo: Kon Sdach Neak (15-5-25) 2. NPK, logo: Kon Sdach Neak (18-18-10) 	<p>Address: Kampong Svay village, Sangkat Kampong Svay, Serey Soaphoan city, Banteay Meanchey province</p> <p>Tel: 054 6777 758 060 377 773 015 797 776</p>
8	Cam-Agriculture Import Export	<ol style="list-style-type: none"> 1. Cam-fai fa (protek) 2. N Cam-fai fa (MAP) 3. Cam-fai fa (Multi-K) 4. Cam-fai fa (Poly-Feed) 5. Cam-fai fa (Cal) 6. Cam-fai fa (MKP) 7. Cam-fai fa (Mg) 	<p>Address: #59A, Street 294, Sangkat Boeng Keng Korng 1, Khan Chamkamon, Phnom Penh</p> <p>Tel: 097 4476 333 087 292 333</p>
9	Lay Seng Co., Ltd	<ol style="list-style-type: none"> 1.NPK(16-16-8) 2.NPK(15-15-15) 3.Urea(46-0-0) 	<p>Address: Villa No. 103H, National Road No.6, Sangkat Chroy Changva, Khan Roessey Keo, Phnom Penh</p> <p>Tel: 099 996 416 017 996 416 095 996 416 077 996 416</p>
10	Cambodia-Thai-German Interact Product	<ol style="list-style-type: none"> 1. Urea (46-0-0) 2. Amino (12-3-3) 3. (16-20-0+TE) 4. Humic Acid 5. Amino Acid 6. Oligomer Premium 	<p>Address: # P11E0E1E2, Hanoy Street, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh</p> <p>Tel: 095 728 433</p>

		7. Chelate Premium 8. Feron Plus	
11	Nokor Thom Agriculture Development	1. Set Fruit 2. Best Food20-30-20+TE 3. calcium +TE350 4. Best Food 6-30-30+TE	Address: #46, Street 02A, Sangkat Toek Thla, Khan Sen Sok, Phnom Penh Tel: 023 6790 707
12	Thong Sing Hout Co., Ltd	1. Organic fertilizer 2. Chemical fertilizer	Address: #7E1, Street 320, Sangkat Boeng Keng Korng 3, Khan Chamkamon, Phnom Penh Tel: 096 5566 333 088 5566 333 096 8886 830 061 272 828
13	Sou Rin Besing M-X Company Ltd.	1. Kai To Zan Os Jar Teok Khmao 01 2. Kai To Zan Os Jar Teok Khmao 02 3. Kai To Zan Os Jar Powder	Address: Tavean village, Sangkat Sala Komrerck, Siem Reap city, Siem Reap province Tel: 063 6379 246 016 555 650 012 554 273
14	Arn Yang (Cambodia) Plant Protection	Urea Kamao (46-0-0)	Address: #825D, Street 93, Sangkat Psa Derm Thkov, Khan Chamkamon Phnom Penh Tel: 023 6315 666 088 5828 384 097 8848 035
15	Tang Huy Pheng Power Group	1. Solution fertilizer high fer plus red (8-16-24) 2. Solution fertilizer high fer plus green (22-11-9)	Address: #96A, Street 31MC, Sangkat Stoeng Meanchey, Khan Meanchey, Phnom Penh Tel: 012 902 337 088 6666 847
16	Y Chanrithy Trading Import Export	1. Organic fertilizer (13-3-3), logo: Preah Noreay	Address: #61E, National road No.6, Phnom Penh Tel: 023 6555 658 017 575 978

			088 8911 101 088 3547 725 098 666 208
17	Charoen Plantation Co., Ltd	1. Mordin (20-10-5) 2. Mordin (46-0-0) 3. Mordin (27-12-6) 4. Mordin (12-6-33) 5. Mordin (20-8-20) 6. Mordin (18-46-0) 7. Mordin (10-5-5) 8. Mordin (1-05-05)	Address: Kilometer No.23, National Roan No.4, Berk Chan commune, Ang Snoul district, Kandal province Tel: 023 987 027 088 8855 552
18	S C G Trading (Cambodia)	1. Fertilizer Ekro (16-16-8) 2. Fertilizer Ekro (15-15-15) 3. Fertilizer Ekro (18-46-00) 4. Fertilizer Ekro (15-15-15) 5. Fertilizer Ekro (16-20-0) 6. Fertilizer Ekro (46-00-0)	Address: #100, National road No.2, Sangkat Chan Ong Rer Ler, Khan Meanchey, Phnom Penh Tel: 023 990 401 023 990 402 023 990 403 023 990 404 023 990 405 023 990 400
19	Oeng Suy Kimly Development Import Export	1.Urea 46-0-0 2.Kali(0-0-6) 3.DAP (18-46-00) 4. Nutrition solution fertilizer (logo Tra Pich)	Address: #47A, Street 11, Oudom village, Prek Khsay “kor” commune, Peam Ro district, Prey Veng province Tel: 097 7752 999 043 750 413 011 980 080 017 911 110
20	Angkor Green Investment and Development (AGID)	Fertilizer Rhizodyne	Address: #19, Street 228, Sangkat Boeng Salang, Khan Toul Kork, Phnom Penh Tel: 015 489 696 092 489 696

21	Bright Way Group	Organic fertilizer (13-3-3)	Address: #10-11L, Street 265, Sangkat Toek La Ork 3, Khan Toul Kork, Phnom Penh Tel: 023 888 867 023 888 865 097 7786 667 097 7787 778
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