REPORT ON THE STUDY TOUR

CEDEP MEMBERS STUDY TOUR: VISIT THE WEAVERS IN THE VILLAGES

CAMBODIAN EXPORT DIVERSIFICATION AND-expansion program (CEDEP I): HIGH VALUE SILK COMPONENT

MAY TO APRIL 2014
TABLE OF CONTENTS

Table of Contents ........................................................................................................................................... 2
BACKGROUND & RATIONALE ....................................................................................................................... 3
OBJECTIVES .................................................................................................................................................. 3
PREPARATION ................................................................................................................................................. 4
THE VISIT ..................................................................................................................................................... 4
RESULTS ....................................................................................................................................................... 5
COST ............................................................................................................................................................... 7
LESSONS LEARNED ..................................................................................................................................... 7
FOLLOW-UP .................................................................................................................................................. 8
ANNEX I: AGENDA OF THE STUDY TOUR: Visit to the village of the weavers ........................................ 8
ANNEX II: LIST OF WEAVERS IN DIFFERENT VILLAGES (PREPARATION STAGE) ...................... 9
ANNEX III : SUMMARY OF PARTICIPANTS EVALUATION. ................................................................. 13
BACKGROUND & RATIONALE

This 6 day activity was conducted into two parts. The first 3 days 17th to 19th of March was conducted in Prey Veng, Takeo and Kandal, and the second 3 days was conducted in Siem Reap and Phnom Shrok from 27th to 29th of April.

The CEDEP companies visiting different weaving villages falls within the framework of the High Value Silk Project of the Cambodia Export Diversification and Expansion Program (CEDEP I). The High Value Silk Project is structured according to three outcomes: market development, product development and section coordination strategies. The output of this activity will fall on two strategic objectives such as;

**Number 1:** Market Development: Strengthen the capacity of the companies to comply with buyer’s request on sample development, To develop more sources to expand market access and stretch companies full potential in promoting High Value Silk.

**Number 2:** Product Development: Strengthen the ability of exporters, and their networks of weavers, to improve product design and quality to meet market requirements. Improve order capacity, and order capability.

By knowing different weaving skills per village, and locating where the weavers are, (in different geographical locations in Cambodia mainly in Prey Veng, Takeo, Kandal, Siem Reap and Phnom Shrok).

To help them develop their network of weavers’ contact, and enable the companies under CEDEP 1 Project to commit order delivery with calculated confidence to comply with their buyer.

The first part of the study tour in three consecutive days respectively, 17th March to 19th March, 2014, were conducted for 9 companies under the project target group (namely Afecip, Sentosa, Women for Women, Color of Life, Craft Village, KSPA, Kravan House, Goel Community and Villageworks) and visited 3 provinces namely Prey Veng, Takeo and Kandal (Kosh Dat and Koch Onyatei).

The second part of the study tour in three consecutive days, 27th April to 29th April, 2014, were conducted for 8 companies (namely Afecip, Craft Village, Kravan House, Couleurs Dasie, Sentosa, Villageworks, Wattan, and Women for Women.) and visited 3 popular places in 2 provinces preserving the traditional local Golden Silk Yarn, such as Artisans de Angkor and IKKT Farm in Siem Reap, and Phnom Shrok where the silk worm yarn producers and weavers are located.

Overall total number of companies joined the entire program is 11 companies (represented by 17 people (16 were in managerial positions and 1 artisans)

Only one company bring along one artisan with them, Goel Community. The rests, their weavers are busy with their production.

OBJECTIVES

The objectives of the visit are;

- To facilitate linkage building between exporters and weavers’ groups (more sales links with companies/exporters for weavers and increased networks of weavers for companies/exporters).

- Identify weaving communities and weavers with competitive advantages to serve export markets
Strengthen cooperation among weaver communities to increase ability to produce large quantities of consistent quality products

Assess confidently company specific supply and demand capacities to meet export market demands and requirements.

Assist selected companies to elaborate export plans towards meeting their target export potentials in terms of production capacity.

PREPARATION

13 Companies were invited to join study tour: visit to the village weavers (such as Colors of Life, Craft Village, Kravan House, Goel Community, Lotus Silk, KSPA, Villageworks, and Women for Women, Lady Penh, Sentosa, Couleurs Dasie, Afecip and Wattan). The CEDEP1 companies were given an open invitation to select which weaving provinces they would like to visit that would be most fruitful to their identity and market demands to increase their existing capacities.

There are 9 companies from 13 companies that were invited, joined and visited Prey Veng (for linkage to soft silk and organza fabrics), Takeo (for ikat weaving and in search of weavers) and Kandal (for jacquard weaving).

Whereas, there are 8 companies from same 13 companies that were invited, joined and visited 2 provinces such as Siem Reap and Phnom Shrok and went to see the three popular places: Artisans de Angkor, IKKT Village Farm and Phnom Shrok (weavers and Cambodian Golden Silk Yarn producers).

Activities conducted in preparation for the Study Tour: Visit weavers in the villages are;

1. Gathered all the contact numbers of all the lists of weavers from previous programme, collected all the names of those with phone numbers to produce a list, in preparation for the visit. Those who responded to call were visited by the CEDEP 1 companies.

2. Hence, due to limited time, the strategy was streamed down to visit selected “group leaders” only, but likewise; open the invitation for the weavers who would like to join the activity together with their group leader/s to join and meet the companies under CEDEP 1 programme.

3. A List of weavers were prepared and given to Companies for their references

4. An agenda and a schedule were prepared. A meeting place was identified.

Logistics were arranged in coordination with a transport company, to ensure the passengers are all insured for safety precaution. The transport company chosen was “Larryta Trading and Travel Co.

See Agenda in Annex 1.

See list of weavers in different provinces, from previous projects that has telephone number in Annex 11.

See summary of evaluation in Annex 111 as a separate attachment. This is one excel file with three sheets inside the file (1) summary evaluation of the company (2) summary evaluation of the weavers we visited (3) summary grid of companies and the provinces they had visited.

THE VISIT

CEDEP 1 companies requested visiting weavers to get more contacts and locate them. This is part of their needs which was also export in their export plans: to increase their production capacities, enlarge their supplier database, and also to comply with the order requirement from their buyers, as they move forwards in meeting big international buyers at the fairs. By knowing where the weavers
are and knowing what type of weaving and dyeing they do, will enable the companies to identify groups they would like to work with, and add to their own team in order to accommodate more orders confidently. Companies likewise increased their knowledge on the different skills and existing weaving techniques from different geographical locations of Cambodia. Companies will get more exposure to know more the process of the products they are selling, and will help them to market their products, confidently.

11 companies from the target beneficiaries joined the study tour from the 13 companies that were invited, and at total of 17 people who participated. (Some companies were represented by two participants), out of 13 companies that were invited. Please see details in Annex 111, sheet 4.

There are 2 camera men joined the trip to interview the weavers and 2 representatives from ITC to facilitate the study tour. 

The companies were able to introduce their needs to the weavers, and was able to express the type of products that they are working with in relation to weaving.

Weavers and companies exchange contact of numbers directly.

Details of “Group Leaders” and location visited:

- **A total of 10 “group leaders”** of the weavers in Prey Veng were met by 9 companies consisting of 11 participants and 5 weavers were met.

  There are 10 “group leaders” (YOL, Kimsour, Khom, Savann, Siyang Khay, Eng, Nou, Ouk, Sarran) whom the companies had met however due to lack of time the team just quickly get their telephone numbers of the last five and were only able to ask few questions. Likewise there were **additional 6 weavers** from the team of Savann who joined the meeting in the early part of the introduction. They are Chean Chan Na, Tou Bol, Chorn Reith, Chhin Lon, Ros Sarith, Ponh Phanny.

- **5 “group leaders”** in Takeo (Yourk Som Oeurn, Nop, Touch Sarem, Lean Sryemom, Tem/Sav Tol were visited and **1 additional direct weaver** (Saum Leap) by 9 companies in a total of 11 participants under CEDEP 1.

- **5 “group leaders”** in Kandal (namely Him Channy, Kim Savuth, Thol Rady, Mouv Thavy Hol Sokha) and **2 additional direct weavers** was visited by 8 companies in a total of 11 participants under the project implementation of CEDEP 1.

- **3 “group leaders”** from Phnom Shrok were visited and met, namely : Rin Reactrey, Chhut Nge, Lon Samphos by 8 companies in a total of 9 participants . The group leaders are involved in the full process of Cambodian golden Silk Yarn production, weaving and selling to different exporters in Siem Reap and Phnom Penh.

- **3 remarkable “weaving centers” were visited in three provinces by the 8-9 companies in a total of 9-11 participants such as Goel Community in Takeo, Artisans de Angkor in Siem Reap, IKKT (Morimoto) farm/village center.

- Participants joining the trip are 11 companies, 2 representatives from DICO joined the trip and 2 camera men to interview the weavers, and 2 ITC consultant and representatives.

**RESULTS**

- A total of 11 companies joined the program.

- A total of 3 centres were visited ( Goel Community, Artisans de Angkor weaving centre, and IKKT farm).

- A total of 23 weaver’s “group leaders” were met and linked to the 11 companies.
- A total of 9 direct weavers joined the networking and met the 11 companies
- A total of 5 provinces were visited (Prey Veng, Takeo, Kandal, Siem Reap and Phnom Shrok)

(1) Identified weavers with whom the company can work with, where one group leader can have 10 to 20 weavers or more…. working with them.

- Afecip – 7 group leaders
- Color of Life – 1 group leader
- Craft Village – 3 group leaders
- Goel Community – 4 group leaders
- Kravan House – 10 group leaders
- Phally Crafts – 5 Group leaders
- Parlage Lavie – 1 centre that she is eyeing for a project in Phnom Shrok
- Sentosa – 17 group leaders that she can take into consideration although she find one in Kandal who can immediately supply her need for her order from AUS AID
- Villageworks – 10 group leaders
- Wattan – 1 master weaver
- Women for Women – 5 group leaders

See illustration below for the numbers of group leaders met by the companies.

<table>
<thead>
<tr>
<th>Seq</th>
<th>Company</th>
<th>Participants</th>
<th>No of group leaders the company can work with</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td>Prey Veng</td>
</tr>
<tr>
<td>1</td>
<td>Afecip</td>
<td>Vong Thary</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Tep Rotha</td>
<td>-</td>
</tr>
<tr>
<td>2</td>
<td>Colors of Life</td>
<td>Poch Dalen</td>
<td>1</td>
</tr>
<tr>
<td>3</td>
<td>Craft Village</td>
<td>Lang Naiseng</td>
<td>2</td>
</tr>
<tr>
<td>4</td>
<td>Goel Community</td>
<td>Some Kalyan</td>
<td>4</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Chum Srey Mom</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>Kravan House</td>
<td>Chet Phirum</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Hok Thanan</td>
<td>4</td>
</tr>
<tr>
<td>6</td>
<td>ParlageLavie</td>
<td>Sarah Vandilli</td>
<td>-</td>
</tr>
<tr>
<td>7</td>
<td>Phaly Craft</td>
<td>Yit Virasy</td>
<td>5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Hem Sovatey</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>Sentosa Silk</td>
<td>Ean Sophan</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Kanha</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Seng TakakNeary</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>Villageworks Songkhem</td>
<td>Sumchamreoun</td>
<td>6</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Leakena</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Norm Bunnak</td>
<td>-</td>
</tr>
<tr>
<td>10</td>
<td>Wattan</td>
<td>Try Sopheearac</td>
<td>-</td>
</tr>
<tr>
<td>11</td>
<td>Women for Women</td>
<td>Sao Samon</td>
<td>4</td>
</tr>
</tbody>
</table>

(2) Companies had improved the understanding on the following.
• Know the location of the weavers and the producers
• Know location where weavers are working
• Know specific person producing products in each area
• Know more the production capacity of weaving
• Know location where they put their next project
• Increase awareness and understanding of the value chain and their potential for exports

(3) Companies were able to get information relating and increased their business networking with weavers.

Sentosa in particular, has a direct response to their client who is in need of hand-woven silk fabric supply of about 1000 meters, and her existing group can only make 500 meters. Now, she was able to get the new contacts to add to her list to complete her short of capacity of another 500 meters.

The companies were able to get confidence to answer order inquiries.

(4) Increased of contacts and networks of weavers. Companies were able to establish direct contacts to the weavers and weaver’s group leaders to support their capacity as they develop new export markets and sales channels for Cambodian silk product

(5) The CEDEP 1 companies improve their knowledge in the products they are selling and identify which province is doing different weaving techniques. The CEDEP 1 companies improve their understanding and skills of production techniques including weaving and dyeing technique

(6) Gained inspirations for development of new designs and product collections. If yes, please specify types of product design:

(7) Strengthen cooperation among weaver communities to increase ability to produce large quantities of consistent quality products and was able to assess and now confident to know their probable capacity to meet their export market demands.

COST

The activity is a cost sharing activity where the project provided consultants to guide the companies and a rental of vans / transport company, that has “passengers insurances” in a package amount of USD 810 for the entire 6 days Study tour, while the companies had provided and paid their own meals and accommodation.

LESSONS LEARNED

The participants gained the following;

• Companies understood and learned about Cambodian weaving tools such as Katra, loom, quality and natural dye. More understanding on the process of silk fabric. They can explain clearly to the buyers the complete process of weaving (from Seri-culture to final selling)
• Companies get to know more information about weavers, it helped the companies to find the weavers when get they get an order, and they now know that they can find weavers in different locations and exact locations.
• Companies had internalized the value of silk fabric and their silk product with most appreciation. Learn clearly about the local silk – “Cambodian Golden Silk”. Appreciate the high-value more.
• Companies get more new weavers information to consider adding on their own production team.
• Companies learned from the master weaver about the weaving quality and new colors
• Companies got a good understanding on the preparation of loom, loom set up before giving to the weavers. They can explain clearly to buyers the process of weaving and can justify lead production lead-time with full understanding.
Companies acquired more information of weavers and type of weaving (such as diamond weaving) they can do to help and expand company’s market capability and learn about the possibility of production capacity for future references.

Learned and appreciate “Brand identity” (from Artisans de Angkor showroom) concept and apply the identity in showroom display. Inspired with the new designs and colors seen in the loom and showroom.

FOLLOW-UP

Companies will directly contact the weavers. Some of them are already giving work to the team they met right after the visit and some of them keep the record for their future references.

Follow up progress of the linkages and check company’s timely delivery commitment of their order.

ANNEX I: AGENDA OF THE STUDY TOUR: VISIT TO THE VILLAGE OF THE WEavers

CAMBODIA EXPORT DIVERSIFICATION AND EXPANSION PROGRAM (CEDEP I)

STUDY TOUR- TO WEAVING VILLAGES

AGENDA

Agenda: Study Tour to weaving villages

Part 1 (Prey Veng, Takeo and Kandal)

Day 1 - 17 March 2014: Visit Prey Veng province

07.00: Depart from Phnom Penh
10.00: Arriving the Prek Chrey Krom village and meet with village middleman (Ms. Pour Kimsour)
12.00: Lunch (individual packed lunch)
13.00: Visit silk weaving in Prek Chrey Village village and meet middleman (Ms. Sok Sovann)
14.30: Leaving from the Village to Phnom Penh

Day 2 – 18 March 2014: Visit Takeo Province

07.00: Depart from Phnom Penh
09.00: Arrive Prey Kabas district
09.10: Visit silk weaving and discuss with Mr. Oeun at Prey Kabas district
10.30: Leave Prey Kabas district to Batie district
11.00: Meet with Mr. Tem Tal
12.30: Lunch (Individual packed lunch)
13.30: Visit silk weaving village in Batie district
15.00: Leaving the village to Phnom Penh

Day 3 – 19 March 2014: Visit Kandal Province
07.00: Depart from Phnom Penh
09.00: Arrive Kandal Koh village and discuss with middlemen
12.30: Lunch (Individual packed lunch)
13.30: Visit Prek Takov village and meet with middlemen
15.30: Leaving from Village to Phnom Penh

Part 2 (Siem Reap, Phnom Shork)

Day 4 – 27th April 2014: Travelling to Siem Reap to visit Phnom Srok
08.00: Depart Phnom Penh to Siem Reap
14.00: Arrive Siem Reap and check-in
15.30: Visit silk farm of Artisan d’Angkor
17.30: Return to hotel

Day 5: 21 March 2014: Visit Phnom Srok
07.30: Depart Siem Reap to Phnom Srok
10.00: Arrive Phnom Srok and meet middlemen
12.00: Lunch
13.00: Visit village-based silk production
14:00: Leaving Phnom Srok for Siem Reap
15:00: Visit IKKT farm in Siem Reap

Day 6: 22 March 2014
08.30: Wrap up and meet other shops
10:30: Depart from Siem Reap to Phnom Penh

ANNEX II: LIST OF WEAVERS IN DIFFERENT VILLAGES (PREPARATION STAGE)

List of Weavers with phone numbers
Cambodia (yr 2009 -2014)

<table>
<thead>
<tr>
<th>Name of Weaver</th>
<th>Possible Position/Role</th>
<th>Tel Numbers (some might have changed their numbers already)</th>
<th>Village</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prey Veng</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rous Sarit</td>
<td>group leader</td>
<td>092 570 734</td>
<td>Prek Chrey Village, Prek Resey Commune, Lear Em District Kandal Province</td>
</tr>
<tr>
<td>Sok Sovan</td>
<td>group leader</td>
<td>092 570 734</td>
<td>Prek Chrey Village, Prek Resey Commune, Lear Em District Kandal</td>
</tr>
<tr>
<td>Chhoam Phary /</td>
<td>weaver</td>
<td>017 659 039</td>
<td>Prek Chrey, Prek Reussey, Lvea Em District, Kandal</td>
</tr>
<tr>
<td>Phoun Phanny</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ourm Yol</td>
<td>group leader</td>
<td>012 59 12 45</td>
<td>Prek Chrey Village, Lear Em District, Kandal Province</td>
</tr>
<tr>
<td>Name</td>
<td>Position</td>
<td>Contact</td>
<td>Village</td>
</tr>
<tr>
<td>-------------------</td>
<td>----------------</td>
<td>-----------</td>
<td>----------------------------------------------</td>
</tr>
<tr>
<td>Pour Kimsour</td>
<td>group leader</td>
<td>012 52 33 15</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Dy Sondab</td>
<td>group leader</td>
<td>011 70 23 18 / 012 637 161</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Them Sary</td>
<td>group leader</td>
<td>097 91 71 874</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Rith Sophy</td>
<td>group leader</td>
<td>097 61 78 956</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Hearn Srey Lay</td>
<td>group leader</td>
<td>017 92 15 69</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Peng Srey Ny</td>
<td>group leader</td>
<td>015 47 27 08</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Chorn Siyan</td>
<td>group leader</td>
<td>092 22 93 / 097 8578 244</td>
<td>Prek Chrey Karom Village, Prek Chrey Commune, Kampongaleav District, Prey Veng Province</td>
</tr>
<tr>
<td>Leang So pheap</td>
<td>Weaver</td>
<td>017 561 619</td>
<td>Prek Chrey, Prek Chrey Kroam, Pearang, Prey Veng</td>
</tr>
<tr>
<td>Tal Ourn</td>
<td>group leader</td>
<td>012 691 948</td>
<td>Prek Chrey, Prek Chrey Leu, Pearang, Prey Veng</td>
</tr>
<tr>
<td>Cheang Saratu</td>
<td>weaver</td>
<td>077 910 911</td>
<td>Kong Tele Krom, Lvay, Sitor Kandal, Prey Veng</td>
</tr>
<tr>
<td>No name</td>
<td>weaver</td>
<td>012 66 83 09</td>
<td>Kong Tele Krom, Lvay, Sitor Kandal, Prey Veng</td>
</tr>
<tr>
<td>Mrs. Sok Sovann</td>
<td>group leader</td>
<td>092-570 734</td>
<td>Prey Veng</td>
</tr>
<tr>
<td>Ms. Chhon Siyang</td>
<td>group leader</td>
<td>092-932 293</td>
<td>Prey Veng</td>
</tr>
</tbody>
</table>

**Takeo**

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
<th>Contact</th>
<th>Village</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tem Tol</td>
<td>group leader</td>
<td>017 890 811</td>
<td>Tanub Village, Batie District</td>
</tr>
<tr>
<td>Lem Kim</td>
<td>group leader</td>
<td>092 917 060 / 015 359 663</td>
<td>Mreas Proov Village, Batie District Takeo Province</td>
</tr>
<tr>
<td>Bun Thag</td>
<td>group leader</td>
<td>092 206 419</td>
<td>Theng Neat, Takeo</td>
</tr>
<tr>
<td>Touj Thyda</td>
<td>group leader</td>
<td>092 659 842</td>
<td>Theng Neat, Takeo</td>
</tr>
<tr>
<td>Khat Chantoun</td>
<td>group leader</td>
<td>012 727 806</td>
<td>Tro Phareg Youg, Takeo</td>
</tr>
<tr>
<td>Veng Chanry</td>
<td>group leader</td>
<td>077 311 332</td>
<td>Duong, Takeo</td>
</tr>
<tr>
<td>Hearn Sovannary</td>
<td>group leader</td>
<td>012 806 891</td>
<td>Phay, Takeo</td>
</tr>
<tr>
<td>Hey Sokheng</td>
<td>weaver</td>
<td>092 637 206</td>
<td>Batie</td>
</tr>
<tr>
<td>Ms Lim</td>
<td>weaver</td>
<td>017 838 626</td>
<td>Batie</td>
</tr>
<tr>
<td>Best Weaver of CCC</td>
<td>weaver</td>
<td>016 47 93 89</td>
<td>Tanorn , Batie</td>
</tr>
<tr>
<td>Sina</td>
<td>weaver</td>
<td>016 47 93 99</td>
<td>Tanorn , Batie</td>
</tr>
<tr>
<td>Sem Soktearith</td>
<td>weaver</td>
<td>017 495 130</td>
<td>Tanorn , Batie</td>
</tr>
<tr>
<td>Khim Rith</td>
<td>weaver</td>
<td>012 314 066</td>
<td>Prey Phao , Prey Kampas, Takeo</td>
</tr>
<tr>
<td>Lay Sim</td>
<td>weaver</td>
<td>012 70 19 25</td>
<td>Batie</td>
</tr>
<tr>
<td>Hai Samphors</td>
<td>weaver</td>
<td>089 59 70 05</td>
<td>Pai Thnort Bati, Takeo</td>
</tr>
<tr>
<td>Che Heng</td>
<td>middle men</td>
<td>012 401 024</td>
<td>Sla Lek Samrong, Takeo</td>
</tr>
<tr>
<td>Name</td>
<td>Role</td>
<td>Contact</td>
<td>Location</td>
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<td>-----------------</td>
<td>-----------------</td>
<td>---------------------------------------------------------------------------</td>
</tr>
<tr>
<td>Mr Bonna</td>
<td>middle men</td>
<td>016 211 137</td>
<td>Krang Thnong, Roveang Samrong, Takeo</td>
</tr>
<tr>
<td>Mr Tem's Group</td>
<td>group leader</td>
<td>017 890 811</td>
<td>NCDP- Takeo</td>
</tr>
<tr>
<td>Mr Buntun</td>
<td>group leader</td>
<td>017 419 104 / 012 555 974</td>
<td>COL weaver Takeo - near Mr Ouern</td>
</tr>
<tr>
<td>WAC weaver</td>
<td>group leader</td>
<td>012 555 974</td>
<td>Takeo - near Mr Ouern</td>
</tr>
<tr>
<td>Mr Oeurn</td>
<td>group leader</td>
<td>012 981 826</td>
<td>KSPA - master weaver - Takeo (Prey Kaba, Champa, Phnom Chson, Trapeang Svay village, kdang</td>
</tr>
<tr>
<td>Lim Kim</td>
<td>group leader</td>
<td>097 278 9545</td>
<td>Women for Women’s weaver</td>
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<td>Nyop</td>
<td>group leader</td>
<td>012 500 712</td>
<td>Kravan House – weaver</td>
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<tr>
<td>Thom</td>
<td>group leader</td>
<td>017 574 128</td>
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<td>TOL</td>
<td>group leader</td>
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<tr>
<td>Mrs. Hay Sambo</td>
<td>group leader</td>
<td>017-838 424</td>
<td>Takeo</td>
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<tr>
<td>Mrs. Chan Rany</td>
<td>group leader</td>
<td>089-843 533</td>
<td>Takeo</td>
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<td>Ms. Lath Sopheak</td>
<td>group leader</td>
<td>016-788 542</td>
<td>Takeo</td>
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<td>Mrs. Phuong Leap</td>
<td>group leader</td>
<td>092-138 141</td>
<td>Takeo</td>
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<tr>
<td>Mrs. Chet Phany</td>
<td>group leader</td>
<td>089-957 549</td>
<td>Takeo</td>
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<tr>
<td>Mrs. Chet Horl</td>
<td>group leader</td>
<td>097-958 9342</td>
<td>Takeo</td>
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<td><strong>Kandal</strong></td>
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<td>Houl Sokha</td>
<td>group leader</td>
<td>092 350 355</td>
<td>Preak Takov Commune, Ksach District Kandal</td>
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<td>No name</td>
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<td>092 3957 84</td>
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<td>Teana</td>
<td>weaver</td>
<td>012 622 319</td>
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<td>Sok Kong</td>
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<td>Kim Savout</td>
<td>group leader</td>
<td>097 88 79 254</td>
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<tr>
<td>Meav Kunthy</td>
<td>group leader</td>
<td>012 765 309</td>
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<td>Meav/Som Sophy</td>
<td>group leader</td>
<td>078 73 45 75</td>
<td>Kandal Kaoh Village, Kaoh Oknha Tei commune, Kandal</td>
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<td>Meav Thary</td>
<td>group leader</td>
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<td>Kandal Kaoh Village, Kaoh Oknha Tei commune, Kandal</td>
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<tr>
<td>Oul Kanna</td>
<td>group leader</td>
<td>076 700 23 18</td>
<td>Kandal Kaoh Village, Kaoh Oknha Tei commune, Kandal</td>
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<tr>
<td>Oul Thyda</td>
<td>group leader</td>
<td>099 85 08 47</td>
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<td>Oung Srey March</td>
<td>group leader</td>
<td>016 953 554</td>
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<td>Sean Leab</td>
<td>group leader</td>
<td>081 69 21 24</td>
<td>Kandal Kaoh Village, Kaoh Oknha Tei commune, Kandal</td>
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<td>Toul Randy</td>
<td>group leader</td>
<td>097 231 81 82</td>
<td>Kandal Kaoh Village, Kaoh Oknha Tei commune, Kandal</td>
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<td>Tear/Yean Sothea</td>
<td>group leader</td>
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<td>Yean Srey Pov</td>
<td>group leader</td>
<td>097 6025 127</td>
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<tr>
<td>Mon Sok Khong</td>
<td>group leader</td>
<td>092 71 12 19</td>
<td>Kandal Kaoh Village, Kaoh Oknha Tei commune, Kandal</td>
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</tbody>
</table>
**Cho Khim**  
Group leader  
088 95 03 076  
Kandal Kaoh Village, Kaoh Oknha Tei commune, Ksach district, Kandal

**Pov Phay**  
Group leader  
092 831 884  
Kandal Kaoh Village, Kaoh Oknha Tei commune, Ksach district, Kandal

**Norng Chhan**  
Weaver  
016 47 0213  
Kbal Kos, Moukompol, Kanda;

**Sokhem**  
Weaver  
099 931 257  
Kbal Kos, Moukompol, Kanda;

**Sombho**  
Weaver  
016 8681 37 / 012 868137  
Kbal Kos, Moukompol, Kanda;

**Chantou**  
Weaver  
092 97 9480  
Kbal Kos, Moukompol, Kanda;

**Veasna**  
Weaver  
017 366 645  
Prek Takov, Ksach Kandal, Kandal

**Youn Samvatey**  
Weaver  
016 503 263  
Kandal Kaoh Village, Kaoh Oknha Tei commune, Ksach district, Kandal

**No name**  
Weaver  
089 322 529  
Kbal Kos, Moukompol, Kandal

**No name**  
Weaver  
092 97 9480  
Prek Loung, Prek Loung, Ksach Kandal

**Kam Sareon / Soeng Sam Aun**  
Weaver  
016 609 894  
Prek Loung, Prek Loung, Ksach Kandal

**Heng Chomnab**  
Weaver  
016 34 86 97+C95  
Prek Loung, Prek Loung, Ksach Kandal

**No name**  
Weaver  
012 3848 70  
Khnar Rong, Pen Ream, Batie Kandal

**Ms. Heng Cheng**  
Middlemen  
011-606 864  
Kandal

**Phnom Shrok**

**Ms Neaath**  
Weaver  
017 83 8441  
Pal snuol, Phnom Shrok, Pal Char Banteay Mencheay

**Kong SrengLerng**  
Weaver  
092 258 808  
Sras Chhoun Kangnet, Sras Chhick, Phnom Shrok, Banteay Mencheay

**Ms Ngek**  
Weaver  
012 758 125  
Sras Chhoun Kangnet, Sras Chhick, Phnom Shrok, Banteay Mencheay

**Moday**  
Weaver  
017 89 86 48  
Sras Chhoun Kangnet, Sras Chhick, Phnom Shrok, Banteay Mencheay

**Dam Srey mom**  
Weaver  
085 203 654  
Pory Snou. Pory Cha, Phnom Shork, Banteay Mencheay

**Mrs. Chhut Ngek**  
Middlemen  
012-758 125  
Banteay Meanchey

**Ms. Reatry**  
Weaver  
077-413 431  
Banteay Meanchey

**Dye Suppliers / Services**

**Hong Cheng**  
German dye representative  
011 606 864  
Prak Takov, Kach Kandal

**Mr. Chhin Chunleng**  
Dye Services  
012 87 8159  
Prek HO Kandal

**Burnt Seart**  
Natural Dye  
012 823 959  
c/o KSV

**Mr Ke Munny**  
Dye Stuffs and Inok Supplies  
012 823 959  
c/o Mr Ke Munny

**Goel**  
Natural Dye  
012 249 147  
c/o Mr Han
ANNEX III : SUMMARY OF PARTICIPANTS EVALUATION.

Please see separate attachment: One excel file has 4 different sheets

Sheet 1: Company’s feedback and evaluation of the “study tour village visits”

Sheet 2: Summary list of Company’s who attended

Sheet 3. Weaver’s feedback and evaluation of the “study tour village visits”

Sheet 4. Summary list of weavers visited

Sheet 5. Summary list of weavers each company can work with.

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