

**COMPANY-COMMUNITY CONTRACTS FOR  
FOREST PRODUCTION IN SICHUAN:  
EXAMPLES AND LESSONS FROM  
EXPERIENCE**

**公司+农户经营：四川案例研究**

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- **Purpose** 研究的目的
- **Methodology** 研究的方法
- **Results** 结果与讨论
- **Conclusion** 结论
- **Recommendations** 建议

# Purpose研究目的

- Describes Plantation Timber Product Groups' (PTP) out-grower scheme in Sichuan Province  
结合吉象木业对公司加农户模式进行分析
- Reviews advantages, disadvantages and risks from a community perspective  
从社区的视角分析公司加农户的好处、不足和风险
- Makes recommendations for improvement to industry and policymakers  
提出政策建议

# Methodology 研究方法

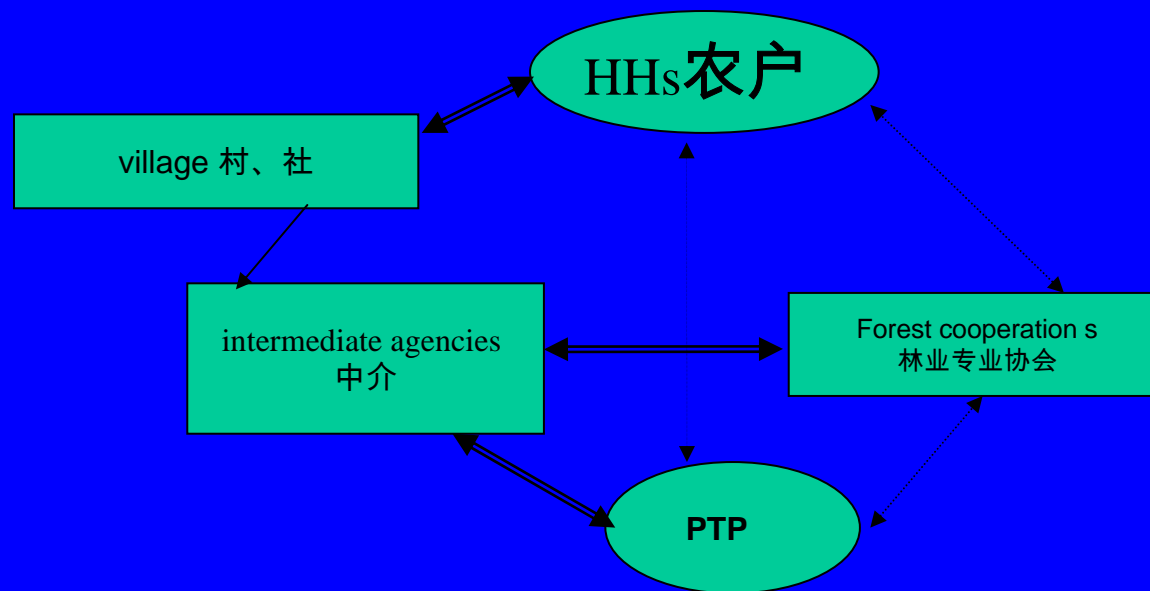
- **Two study sits** 选择了两个调查点
- **Interviewee** 不同层次的调查对象  
officers and technicians 林业官员、技术人员  
middle agency 中介公司  
40 households 40户农户
- **Investigation method** 调查方法  
Questionnaire 农户问卷  
key informant interview 知情人访谈

# Results 结果与讨论

## PtP 吉象木业

- Plantation Timber Products Group is based in Singapore 总部在新加坡
- PTP Leshan: Sino-foreign joint venture, set up in 1993 1993年开始建立乐山吉象
- At the time, largest foreign investment project in manufacture of medium density fiberboard in China 当时是中国最大的生产中纤板的合资企业

# Relationship between PTP and households



## Roles of Stakeholders 利益相关者的角色

### Government 政府的角色

- policies 制定优惠政策
- harvest quota 采伐指标管理

## Communities & Households 社区和农户的角色

- Trees plantation 造林中的劳动力和土地投入
- Organization (communities) 社区组织农民造林和帮助农民销售木材



## PTP 公司的角色

- Provide financial support to farmers in their plantation 为农户造林提供资金
- 农民木材销售的市场

## Intermediate agencies 中介的角色

- Bridge PtP with communities 帮助连接  
公司和农户

# Conclusion

- The model of company-contract takes an important role in promoting the development of forest industrialization and the farmers' income.

公司加农户的形式为促进林业产业化发展和农民增收起到了重要作用

- **Government playing leading role in promoting development**

**政府在推动中起着主导作用**

- **Middle agencies take an important role in connecting company and farmers.**

**在连接公司和农户上，中介发挥了很重要的作用**

- **It has not yet established relationship based on sharing risk between company and farmers**

**公司和农户之间没有形成风险共担的利益关系**

- **Farmers remains in a relatively weak position**

## Recommendations

- mutual relationships 各利益相关者应该建立起有法律保障的风险共担关系
- more flexible use right and harvest quota management 放活使用权和经营权
- improve bargain capability by formation of farmer association/cooperation 通过发展林业专业合作组织，提高农民的谈判能力，保护农民的利益

谢谢！

