

HAO BLO LUKAOTEM KAKAO BLOK BLONG YU OLSEM WAN BISNIS



Pacific Horticultural
& Agricultural Market
Access Plus Program

Supported by Australia & New Zealand

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INTRODAKSEN:

Blok kakao blong yu i save givim wan gudfala mane long yu mo famili blong yu. Blong meksua se hemia i hapen, yu mas wok strong evri dei long blok blong yu.

Yu mas lukaotem gud ol kakao tri blong oli save prodiusum plante kakao pod (olsem 30-40 long wan yia).

Blong mekem se yu save kasem wan gudfala praes long ol bin blong yu long ol spesol maket, yu mas komplitim gud evri step.

Nao hemi taem blong ol fama blong kakao long Vanuatu oli luksave kakao blok blong olgeta olsem wan bisnis. Olsem wan fama yu save leftemap laef blong famili blong yu tru long Kakao.

Buk ia hemi blong blong helpem ol famili we oli planem kakao long Vanuatu blong save gat wan helti mo hapi laef tru long kakao.

Hao blong mekem i stap insaed ia, be blong mekem Kakao i kam rod blong wan helti mo hapi famli i stap long han blong yu olsem wan Kakao fama long Vanuatu!

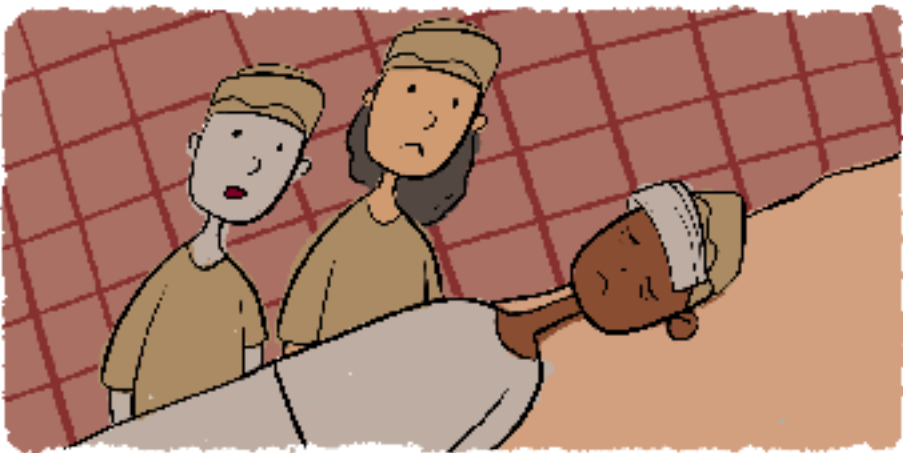
SEKSEN 1:

HISTRI

Kakao i bin stat gru long bush blong Amazon long medel
mo saot blong Amerika.



Wan dei long wan vilij long medel bush, pikinini blong Jif i
sik tumas. Evriwan i wari long fiuja lida blong olgeta, from
we ol kastom meresin we oli givim long hem i no helpem
hem.



Mama blong boe i go long bush blong lukaotem wan niufala meresin. Taem hemi luk kakao pod long tri, hemi save se hemia nao stret meresin we bambae i mekem pikinini blong hem i kam gud. Hemi tekem ol pod i kambak long vilij, i fermentem olgeta, rusum olgeta, karemaot skin blong olgeta mo granem olgeta kasem we oli sofsof. Finis, hemi miksim wetem wota mo givim long pikinini blong hem blong dring. Afta long sam haoa nomo, boe ia i stat blong kam gud bakegen!



Long ivning, vilij i selebretem niufala dring ia we oli mekem long ol kakao bin, mo kakao bin i sapotem vilij long plante difren wei.



Ol man blong vilij oli dring Kakao ia evri dei. Hemi kam
olsem wan helti mo spesel dring blong olgeta.



Long Amazon jangel mo saot amerika, ol man oli kakae
mo dring Kakao bitim 5000 yia finis, bifo Yurop i faenem
Kakao mo karem i go long ol faktori blong olgeta mo me-
kem i kam joklet. I gat histri blong kakae mo dring Kakao
long vilij we i go bak bitim 5000 yia finis. Be joklet i gat
histri blong 200 yia nomo.



Long ol vilij blong Amazon, ol man i no gat elektrisiti o spesel tul. Oli stap rusum ol kakao bin long faea, karemaot skin blong kakao, mo afta oli granem ol kakao i kam wan peist wetem ston mo dring Kakao evri dei. Oli stap kakae tu ol kakao we oli rusum mo karemaot skin blong hem.

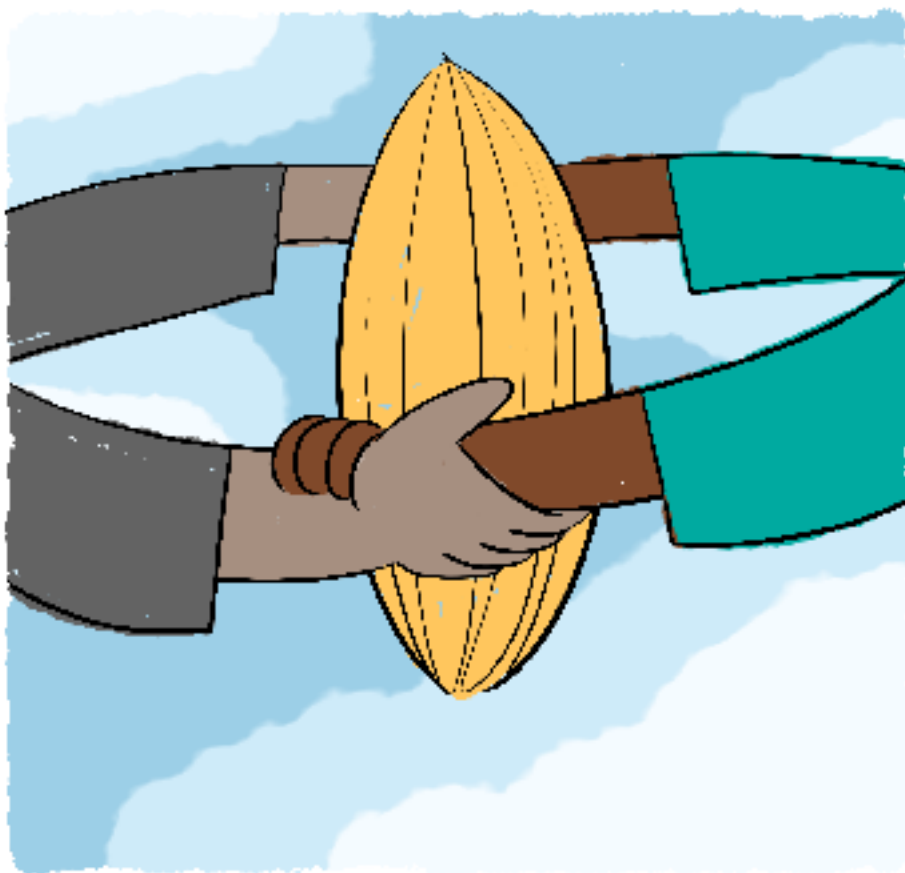


Long taem bifo, ol man oli bin ting se kakao hemi wan long ol gudfala kakae blong olgeta mo hemi wan impoten pat blong kakae blong olgeta. Bihaen, ol man oli fogetem samting ia mo oli yusum kakao blong mekem joklet nomo.

Kakao hemi wan kaekae we i gud tumas blong helt blong yu mo yu sud kakae evri dei.



Kakao hemi wan dring we ol man Samoa oli stap dring, mo oli kolem "Kokoa Samoa". Evri maket long Samoa i salem kakao bin mo Kokoa Samoa dring. Ol famili we oli planem kakao long Samoa oli kasem gudfala mane taem oli salem kakao blong olgeta mo ol prodak we oli mekem wetem kakao. Naoia hemi taem blong yumi long Vanuatu blong enjoem kakao blong yumi, mo salem long lokol maket.



Seksen 2:
Enjoem Kakao long Vilej

*Sam famli blong kakao fama oli sa-
lem nomo kakao bin we i grin. Sek-
sen ia bae hemi soem se evriwan
we oli gat kakao tri long vilij oli save
enjoem kakao tu, taem oli mekem
basket fementesen.*

1. **Basket Fement blong Kakao long Vilij**

Blong evriwan i save enjoem Kakao long vilij, ol fama blong Kakao oli mas save hao blong fementem mo draem sam bin blong olgeta. Long semtaem oli save salem tu ol wet bin i go long ol kampani.

- 1) Wivim 2 basket we i save olem 10 kilo blong grin bin we i wetwet.



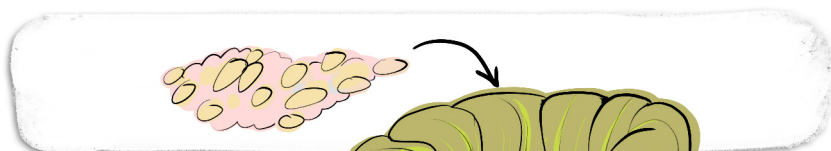
- 2) Karem samples raon long 100 kakao pod we oli raep finis.



- 3) Putum lif banana insaed long ol basket.



- 4) Dei 1 Long eli moning, putum ol wetwet kakao bin insaed long wan long ol basket mo kavremap wetem plante lif banana.



- 5) Sapos yu luk eni blak bin, yu mas sakem from bae i mekem evri bin i teis nogud.



- 6) Long namba tri dei, muvum ol wetwet bin igo long namba tu basket. Long semtaem brekem ol bin we oli stap fas tugeta. Muvum olgeta long eli moning, blong mekem se oli save kasem gud hot blong san long ful dei.



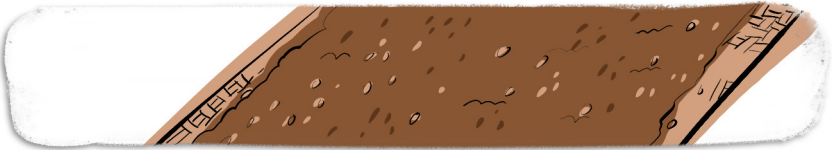
- 7) Long dei namba 6, muvum ol kakao i go long wan niu basket long eli moning, mo miksim gud.



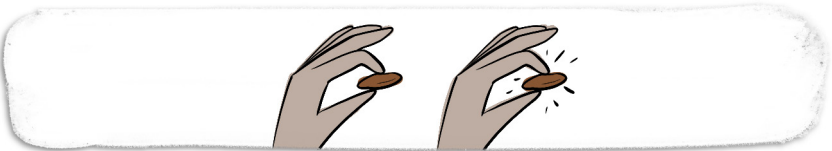
- 8) Long dei namba 7, yu mas jekem ol kakao bin mo traem kakae smol blong teistem olgeta. Olgeta i redi o i nidim wan moa dei blong fementesen? Katem sam kakao bin mo jekem se insaed blong olgeta i mas dak braon kala nomo. Smel blong olgeta i mas klin, mo i no gat frut i stap. Olgeta i mas teis klin, mo i no gat grin teis i stap.



- 9) Putum ol kakao bin long mat blong drae gud long san. Karem olgeta i go insaed long naet mo putum bakegen long san long evri dei kasem 4 o 6 dei.



- 10) Taem ol kakao oli drae gud finis, bae oli fil strong taem yu skwisim olgeta wetem tufala finga blong yu.



- 11) Teistem ol drae bin ya. Oli kat wanem teis? Oli sud teis konkon smol be tu oli mas teis olsem joklet. Oli no sud teis olsem se oli no raep gud. Oli sud teis gud nomo.



- 12) Storem i stap insaed long basket we oli wivim, redi blong kakae mo dring



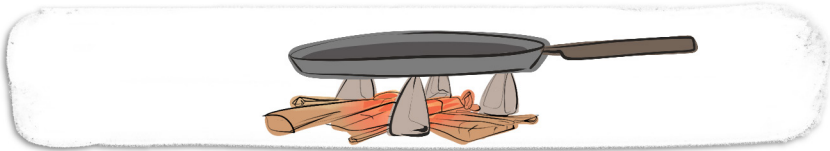
2. Mekem Lokol Kakao blong kakae mo dring long Vilij

a) Rusum mo karemaot skin blong ol kakao bin

1. Mekem faea mo letem i bon kasem we jakol nomo i stap



2. Putum wan sospen o pis kapa antap long smol faea



3. Putum ol bin long sospen, no yusum oil



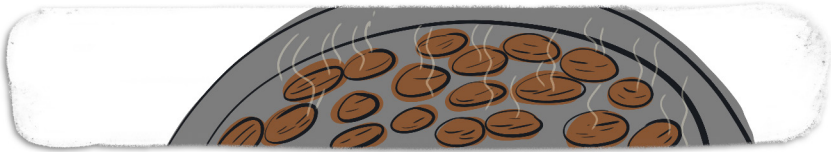
4. Letem ol kakao bin oli kam hot mo tanem olgeta oltaem



5. Holem han blong yu antap long sospen. Sapos i hot tumas long han blong yu, i hot tumas long ol kakao bin



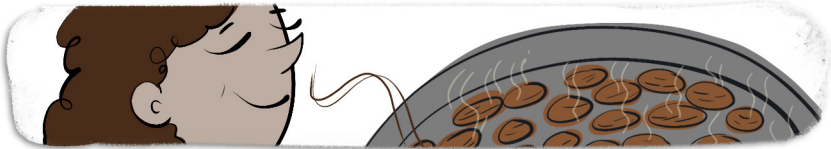
6. Meksua se evri bin i stap tajem pan



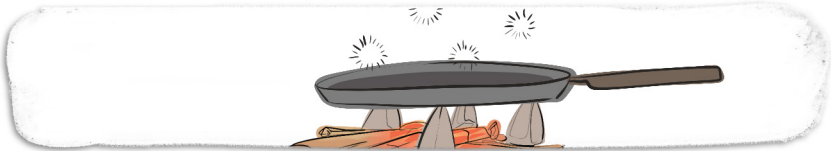
7. Tantanem ol kakao bin insaed long sospen oltaem



8. Bae yu stat blong kasem naes smel blong ol gudfala bin ya



9. Sam kakao bae oli stat blong jamjam olsem popcorn



10. Sapos ol sel i kam blak, faea i hot tumas



11. Taem ol kakao bin oli rere, bae oli kam fatfat, mo taem yu skwisim olgeta, sel blong olgeta i brok



12. Karemaot ol kakao long faea mo karemaot ol sel blong olgeta



13. Putum ol sel insaed wan jar blong mekem Kakao ti



b)Ol kakao prodak we yu save enjoem

1. Ti blong kakao

Putum ol sel insaed long ketel mo boelem.



2. Kakao bin blong kakae

Truaot long dei, kakae ol bin kakao we oli rusum mo karemaot skin blong hem. Enjoem, hemi naes



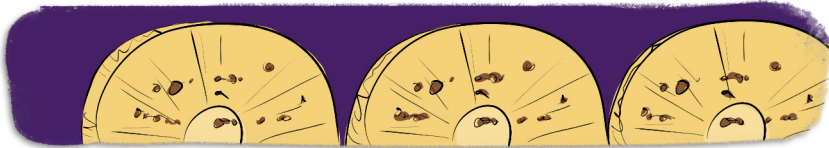
3. Ol Kakao Nib

Brekem ol kakao bin we yu bin rusum finis mo karemaot skin blong olgeta, afta putum mo yusum long ol wei olsem:

-Spletem wan banana mo putum ol kakao bin insaed long hem



-Spremaot kakao bin ova long paenapol



-Sakem smol pis (ol nib) kakao antap long kabis we i dan



-Ademap ol nib (smolsmol pis kakao) long swit kakae we yu bekem finis



4) Hao blong mekem lokol milo

1) Rusum mo karemaot skin blong ol bin olsem antap



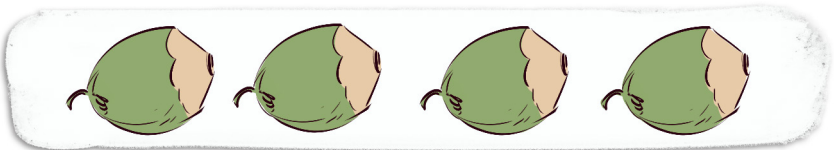
2) Putum ol hot bin insaed long wan Kava graena o tambil



3) Kilim gogo kasem we peist o miks i kam sofsof



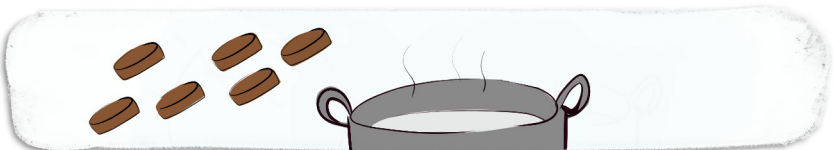
4) Brekem grin kokonas o yu save yusum wota



5) Putum wota o wota blong kokonas insaed long wan sospen mo putum antap long bigfala faea

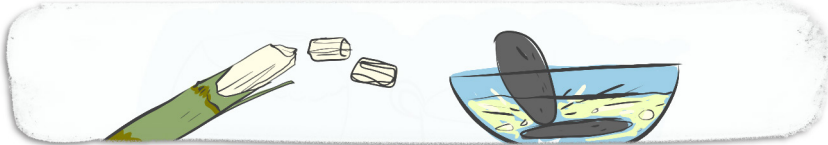


6) Ademap peist blong kakao mo letem i boel



7) Switim wetem wael sugaken

Tekem wan bol mo putum wan bigfala flat ston insaed long bol ya. Spletem sugaken long ol smol pis. Putum wan pis blong sugaken antap long bigfala ston mo smasem wetem wan smol ston blong mekem jus i ron i go insaed long bol.



Skwisim ol tintin pis i go insaed long milo we i boel



- 1) Ademap kokonat krim we oli jes skwisim blong ol spesel taem



5) Mekem lokol joklet

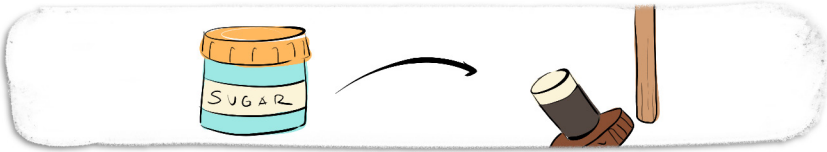
- 1) Rusum mo karemaot skin blong ol bin olsem antap



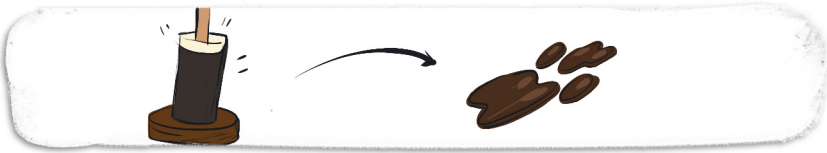
- 2) Putum ol hot bin insaed long wan Kava graena o tambil



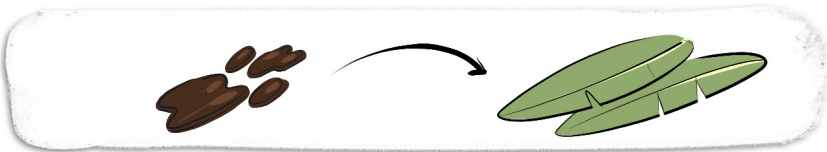
3) Ademap suga long graena o tambil ya



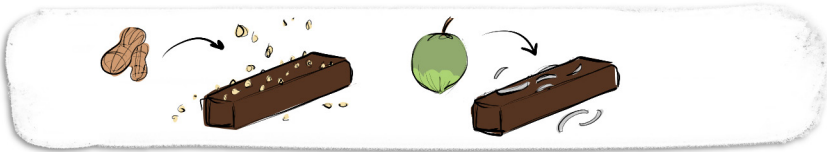
4) Smasem ol kakao bin wetem suga tugeta kasem i kam smut gud



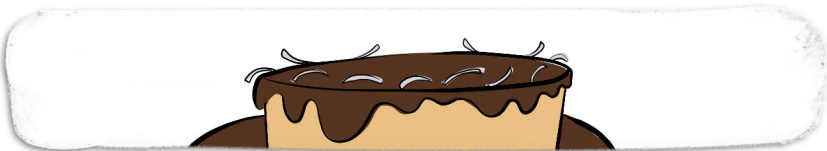
5) Karemaot long graena/tambil mo pasolem long lif banana pepa blong bek mo letem i kam strong. Taem we hemi strong, i redi blong kakae.



6) Wan nara wei tu, yu save putum ol kakae blong Vanuatu olsem nangae, kokonas mo sam narafala samting antap long hem mo letem i kam strong olsem wan pis jokolet.



7) Wan nara opsen i blong ademap peist wetem suga long wan joklet kek, blong tekem ples blong cocoa powder blong stoa



6) Mekem lokol tropikol joklet smuti

1) Rusum mo karemaot skin blong ol bin olsem antap



2) Putum ol hot bin insaed long wan Kava graena o tambil



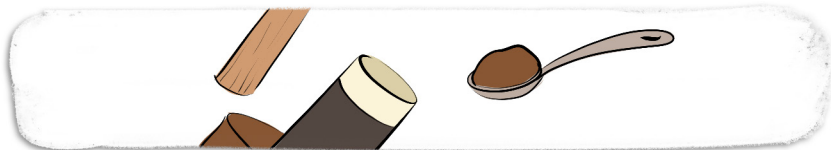
3) Kilim ol bin kasem oli miks gud i kam wan peist



4) Ademap raep banana, wota blong kokonas, mo popo, afta yu gohed blong kilim



5) Yusum spun blong karemaot mo kakae, o ademap long raes blong mekem wan swit brekfas kakae.





*"Evri dei long evri wei lukaotem gud kakao
blok blong yu
mo hem bambae i lukaotem gud yu mo
famili blong yu."*

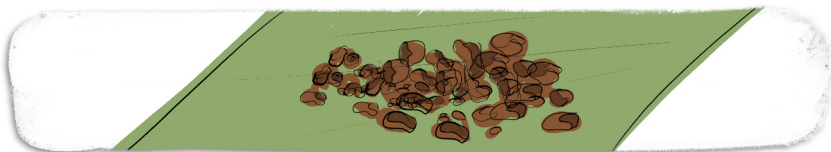
SEKSEN 3:

*Salem lokol Kakao long ol lokol
maket*

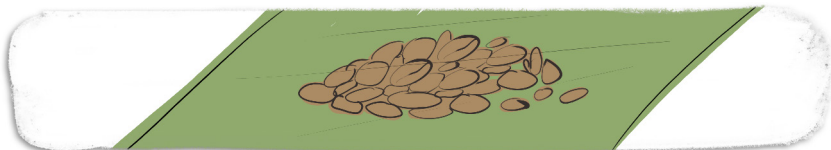
1) **Wanem ol prodak we yu save salem**

Ol prodak ya i save sel long lokol maket:

a) Ti kakao, pasolem long lif banana o lokol basket



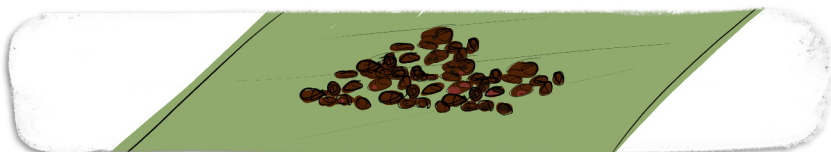
b) Sandrae Kakao bin



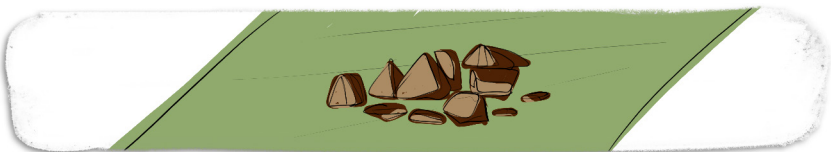
c) Kakao bin we oli rusum mo karemaot skin blong olgeta



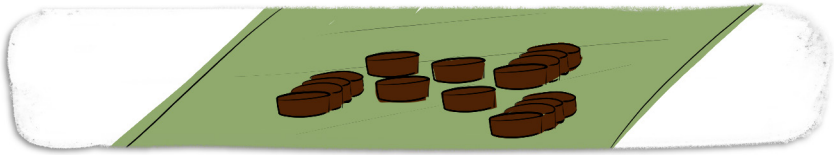
d) Ol Kakao nib, o smolsmol pis kakao



e) Kakao Peist blong mekem lokol Milo



f) Lokol Joklet



g) Ol kap ti we oli mekem long skin blong kakao



h) Kap blong lokol Milo

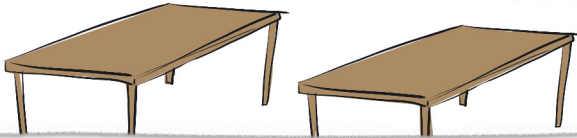


2) Hao blong setemap maket stol

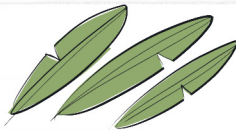
- a) Taem yu stap pakemap ol prodak, traem yusum ol sam-ting we i stap long ples, olsem lif banana



- b) Ol samting ia nao bae yu nidim blong wan maket stol:
a. Tebol



- b. Lif banana blong kavremap tebol



- c. Bokis blong mane



a. Wota blong wasem han



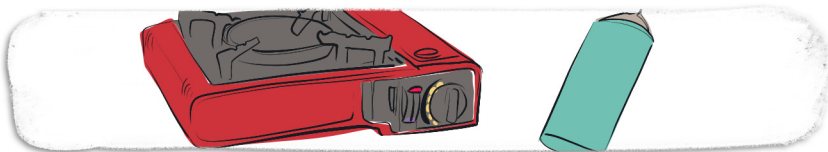
b. Ol samting blong salem



c. Temos blong Kakao Ti



d. Wan temos blong lokol Milo o wan smol gas stov
blong mekem hot ti mo Milo long maket



a) I impoten blong letem ol kastoma oli teistem smol ol
prodak blong yu from hemia bambae wan niufala sam-
ting long olgeta.





*“Kakao hemi no wan krop nomo blong me-
kem mane blong pem skul fi mo ol famili
projek, hemi wan wei blong mekem laef
blong famili blong yu i kam gud moa evri
dei”*

*“Lukaotem gud blok blong yu, mo ol tri afta
long havest. Kakao i save mekem laef blong
evriwan i kam gud, be i nidim strong wok ol-
taem mo yu mas praod blong mekem wan
gudfala wok.”*

SEKSEN 4:

*Ol Gudfala Samting we bae yu kasem
taem yu kakae Kakao evri dei*

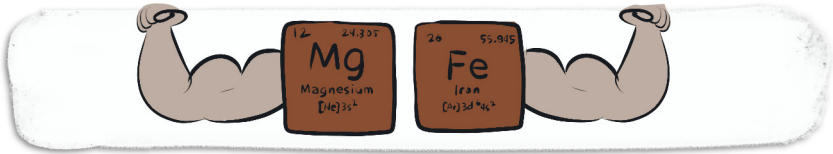
Famili festaem

Kakao hemi praeoriti blong famili mo komuniti blong yu from hemi gud tumas long helt. Afta, yu save salem long komuniti blong yu blong mekem moa mani, mo yu save salem olsem wet bin o drae bin long ol man we oli mekem eksport blong kakao.

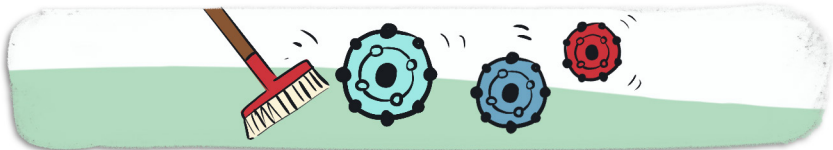
From wanem nao yu sud kakae Kakao evri dei?

Kakao i gat ol gudfala samting olsem:

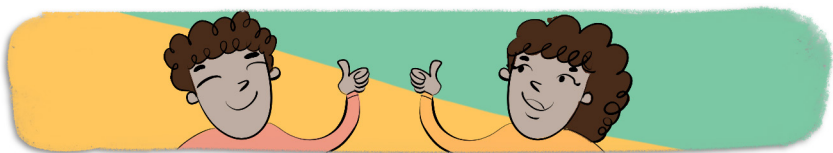
- 1) Hemi gat plante gudfala kakae insaed olsem magnesium mo iron we i helpem bodi blong yumi blong stap strong.



- 2) Hem i help blong tekemaot wanem oli kolem ol fri radikel we i save mekem bodi i sik, mekem se bodi i stap helti.



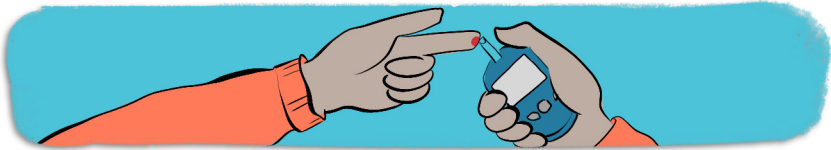
- 3) Hem i helpem yu blong stap hapi mo tingting positif.



- 4) Taem yu kakae Kakao evri dei i givim paoa mo i kipim bodi i helti



- 5) Hem i helpem wetem sik suga (taem yu dring hem wid-aot suga).



- 6) Hem i wan long olgeta bes kakae we yu mo famili blong yu i save kakae evri dei blong gat wan helti mo hapi laef.



Taem yu kakae Kakao evri dei bae yu save gud Kakao blong yu mo bae yu save mekem Kakao blong yu i kam gud moa.

Ol beswan fama blong kakao oli lanem ol rul fastaem, afta oli save mekem kakao blong olgeta i kam moa gud bitim ol rul from we oli save gud kakao long ples blong olgeta. Oli mekem kakao long wei we i gud tumas, mo ol narafala fama oli save lanem long olgeta.

Kakae 8 kakao bin evri dei blong ronemaot sik

Yu save kakae ol bin we oli rusum mo karemaot skin blong olgeta, o yu save dring kakao evri dei, be hemi gud blong kakae minimom blong 8 bin evri dei from helt blong yu.

SEKSEN 5:

*MANEJEM BLOK KAKAO BLONG YU
OLSEM WAN BISNIS*

1) Tingbaot Kakao farm blong yu olsem wan bisnis:



1) Evri Pod blong tri i mekem VATU



2) Sapos yu lukaotem gud ol kakao tri blong yu, bambae yu gat fulap sid mo mekem se yu save winim plante mane long en.



3) Hao yu tek kea long taem blong havest, hao yu draem gud kakao mo mekem i redi, bambae i mekem se yu save kasem wan gudfala praes long ol kakao blong yu



4) Sapos yu salem wet kakao bin, volium blong havest blong wet kakao bin i save afektem mane blong yu long wikli inkam (VATU) blong yu



5) Evri fama blong kakao i save fementem wan smol amaon blong bin blong salem long lokol komuniti, mo semtaem salem ol wet bin.

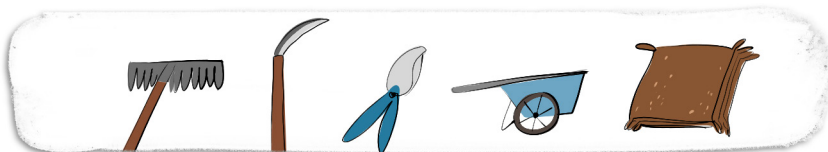
2) Olsem wanem blong manejem kakao farm blong yu olsem wan bisnis:

- 1) Wok 5-6 dei long garen mo kakao blok blong yu blong gat wan mane we i stap oltaem evri wik.



- 2) Long ol taem blong bigfala harvest, sevem 30% o moa long mane blong yu blong:

a. Ol niu tul



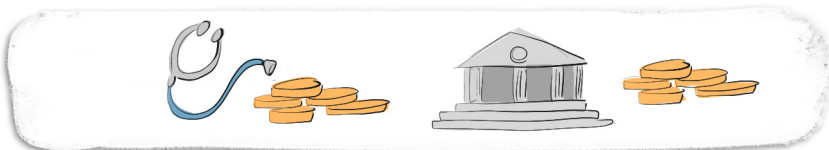
b. Ol niu kakao sidling blong mekem blok blong yu i kam bigwan moa



c. Apgredem ol draea blong kakao bin



d. Ol samting olsem skul fi mo fi blong go long dokta

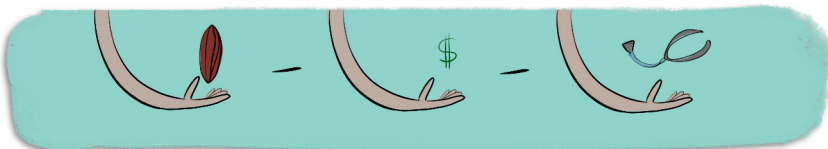


a. Impruvum kwaliti blong laef blong famili blong yu

i. Gudfala fres wota



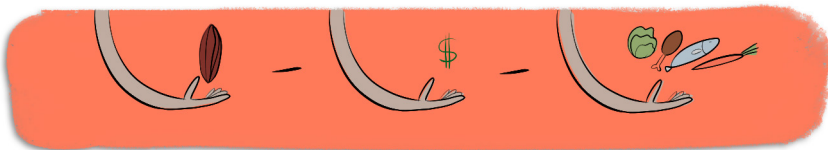
ii. Ol fi blong ol dokta



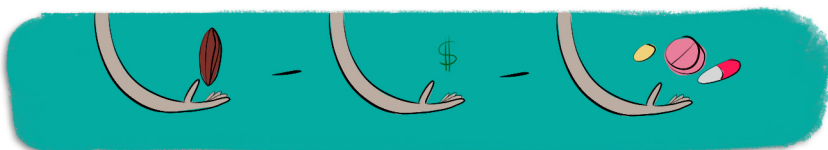
iii. Skul fi



iv. Gudfala helti kakae



v. Meresin



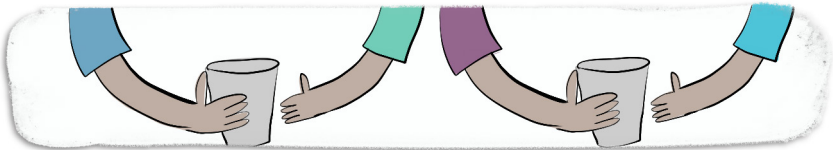
- 1) Wok wetem ol tri mo blok blong yu blong mekem mane blong yu i kam antap evri wik. Sapos yu gat plante tri mo plante frut long ol tri ia, mane blong yu bae i kam antap moa evri wik.



- 2) I gat wan maket blong kakao bin we i stap oltaem tru long yia. Ol man we oli ekspotem kakao oli no jes pem bin long taem blong bigfala havest nomo, mekem se kakao i save givim famili blong yu wan mane we i stap oltaem mo wan moa bigfala mane long taem we i gat plante kakao.



- 3) Winim moa mane blong famili blong yu taem yu left-emap ol famili mo komuniti blong yu blong oli save kakae mo dring Kakao.



3)Praes mo Praed

Praes blong kakao bae i save jenis from wol stok maket mo long ol taem blong havest. I gat fulap samting we i mekem praes i jenis. Olsem wan kakao fama long Vanuatu, yu no save jenisim praes ia.

Yu mas fokas long blok blong yu, blong mekem gudfala kakao oltaem mo kasem bes praes posibol long ful yia. Bildimap gudfala nem blong yu tru long kwaliti kakao we yu prodiusum.

Taem yu mekem gudfala kwaliti kakao, yu save praod long hem mo yu gat janis blong salem i go long ol spesol baea we oli wiling blong pem gud mane blong gudfala kwaliti kakao we i gud kwaliti oltaem. Ol baea ia oli no jenisim praes olsem ol bigfala baea oli mekem.

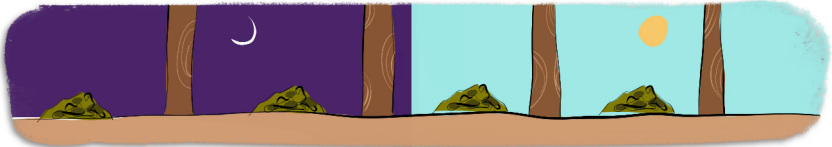
Yu save mekem moa mane blong famili blong yu tu taem yu mekem ol gudfala kakao prodak olsem we buk ia i eksplenem, mo salem olgeta long ples blong yu.

Kakao i save provaedem mane long famle blong yu ful yia sapos yu wok strong evri dei.

Yu mas praod se yu wan fama blong kakao.

4) Ol rul blong wan gudfala bisnis:

1) Wok strong evri dei long bisnis blong yu, hemia kakao farm blong yu.



2) Yu mas praod long bisnis blong yu mo traem bes blong mekem gud wok evri dei.



3) Tingbaot fiuja mo wanem nid blong farm blong yu mo famili blong yu.



4) Tingbaot hao kakao blok blong yu i save helpem famili blong yu wetem ol samting we oli nidim.



5) Severn mane long evri sel blong kakao blong mekem se i save kam wan bigfala mane we yu save yusum long ol samting we yu nidim.



6) Lanem ol niu samting taem yu gat janis blong helpem bisnis blong yu. Go long ol trening we i stap, praktisim wa-nem yu lanem, askem advaes long olgeta we oli stap rae-tem ol gudfala Kakao blok mo bisnis finis.



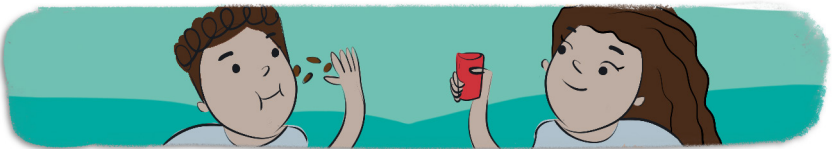
7) Trastem yuwan mo traem ol niufala samting mo lan long ol tri blong yu mo blok blong yu blong luksave olsem wa-nem blong mekem i kam moa gud.



8) No mekem semak olsem we evriwan i stap mekem oltaem. Biliv long yuwan mo famili blong yu mo se kakao blok blong yu, hemi bisnis blong yu, mo hemi save sapo-tem yu mo famili blong yu tru long hadwok blong yu!



9) Kakae gudfala lokol kakae blong mekem bodi blong yu i strong blong save mekem wok we i nidim.



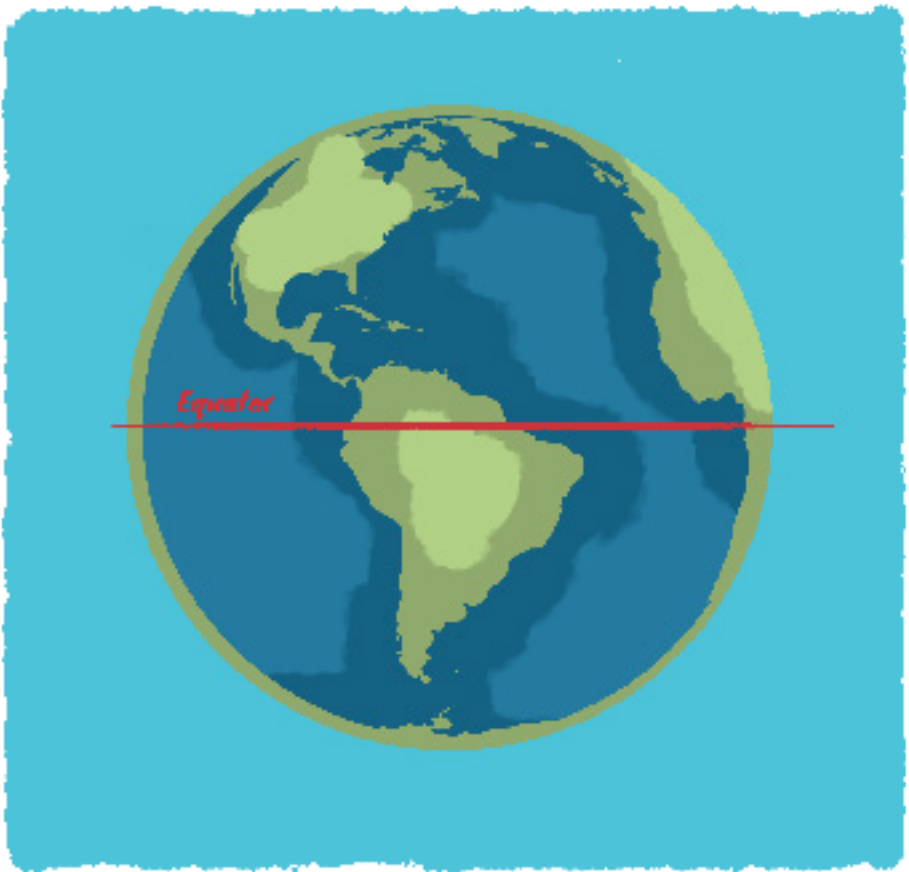
SEKSEN 6:

INTANASONOL KAKAO MAKET

I gat tu men maket blong kakao:

1) Long Bulk maket, praes i stap jenis folem wanem we oli kolem stok maket, mo hemia i jenis oltaem from wanem we i stap hapen long Kakao raon long wol, long ol difdifren kantri olsem Vanuatu we Kakao i gru long hem.

Kakao i gro long ol hot kantri we oli stap 20 digri long not mo saot blong ikweta

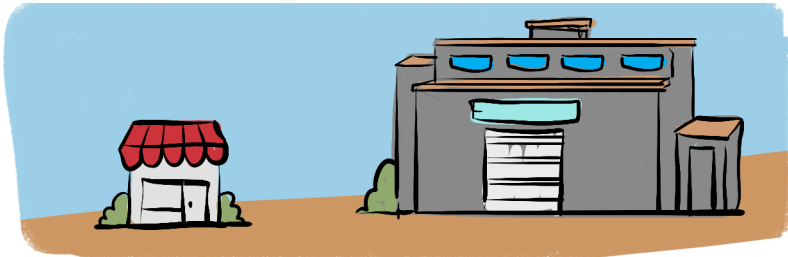


Wanem i hapen long ol narafala kantri i save afektem praes blong kakao long Vanuatu

Long maket ia, oli no lukluk tumas long kwaliti, mo praes i save go daon mo antap, i save kasem praes we i lo tumas, mo we i hae tumas tu. Mo afta i save go daon bakegen kasem praes we i lo tumas

2) Butik maket o Spesel Maket

Butik maket o Spesel maket hemi moa smol long ol bulk maket we i pem plante kakao. Boutik maket i pem gudfala praes long longfala taem, be hemi pem nomo ol gudfala kakao.

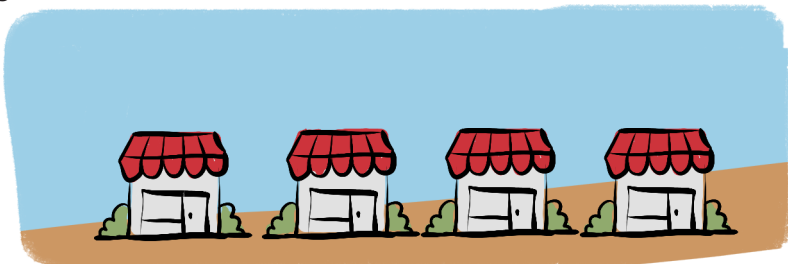


Wanem nao i gud kakao:

Gudfala kakao oli draem long san. I no save gat eni smok nating. Hemi teis olsem jokolet mo i naes tumas. I no save gat eni rabis teis olsem banana we i no raep gud. Gudfala Kakao bae i swit long maot blong evri kakao fama.

3) Fiuja blong Kakao long Vanuatu

Blong meksua se praes blong kakao i stap gud oltaem, ol fama blong kakao oli mas fokas long kwaliti blong kakao blong olgeta evri taem. Long wei ia nomo Vanuatu bae i save pulum ol smol bisnis we oli wantem pem gudfala kakao mo kam patna wetem ol fama blong longtaem.

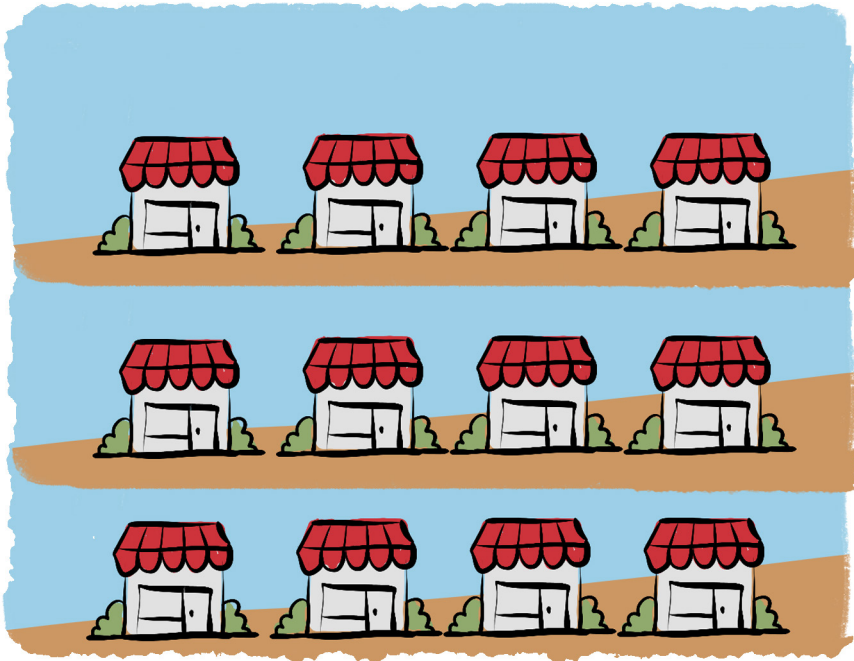


Long wei ia nao famili i save mekem planing blong inkam

4) Rilesensip wetem ol Butik Baea

Long maket ia, i impoten blong bildim wan gudfala rilesensip wetem ol butik baea, blong wok tugeta from wan longfala fiuja.

Sapos wan butik baea i laekem ol kakao blong yu mo i wantem bildim wan gudfala rilesensip wetem yu, bambae hemia i wan longfala rilesensip mo yutufala i mas sapotem strong yutufala.



LASWAN TOKTOK

Wok blong planem kakao hemi wan strong wok. Be blong lukaotem ol famili blong yumi evri dei long wan tru wei, hemi nidim strong wok. Long Vanuatu, hemi posibol se long en blong evri dei, evri famili we i planem kakao oli save spel mo save se ol tri blong olgeta i rili stap gud, from we oli stap lukaotem ol tri blong olgeta. Wan helti mo hapi famili hemi posibol tru long kakao!

