



Mango Agribusiness Research Program

Evaluation of technical issues and commercial constraints in the export of Vietnamese mangoes to China

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Information
Markets
Biosecurity
Quality

Implementing Agency

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Overview

- ▶ Introduction
- ▶ Market overview
- ▶ Methodology
- ▶ Results
- ▶ Conclusion
- ▶ Recommendations

Case study focus

- ▶ To evaluate opportunities and challenges to access Chinese mango markets from Vietnam via official channels.

Market overview

- ▶ 2017 – USD3.5 billion (nearly double 2016) in fruit exports
- ▶ 2018
 - ▶ fruit exports >USD4 billion
 - ▶ 8 fruits exported to China: dragon fruit, mango, rambutan, jackfruit, banana, lychee, longan and watermelon
- ▶ Chinese market
 - ▶ largest market, accounted for USD2.7 billion.



Market overview cont. Chinese markets

Cross border trade

- ▶ > 80,000 tons in 2016 (150,000t 2018)
- ▶ No mandatory pest and disease management provisions

Formal trade via official channels (since 2009)

- ▶ The market access governed by phytosanitary protocols
- ▶ No information about the volume collected.

Desktop review

- ▶ Provincial Department of Agriculture and Rural Development (DARD)
- ▶ Provincial Departments of Science and Technology (DOST)
- ▶ SOFRI
- ▶ Post Entry Plant Quarantine Center No. II
- ▶ Plant Protection Department
- ▶ Ho Chi Minh City Science and Technology Information Center

Semi-structured interviews

- ▶ Hoang Phat FRUITS,
- ▶ Kim Nhung
- ▶ Vegetigi
- ▶ Long Uyen
- ▶ Anh Duong Sao
- ▶ Pan-Ventures
- ▶ Goodlife
- ▶ Cat Tuong
- ▶ Cat Hoa Loc cooperatives
- ▶ Vietnam Fruit Association



Results

Mango production – Vietnam

Regions	Area		Output	
	ha	%	ton	%
Red River Delta	2,415	2.6	21,164	2.7
Northern Midlands and Mountains	12,195	13.1	28,723	3.6
North Central	1,675	1.8	8,364	1.1
South Central Coast	13,054	14.1	73,798	9.4
Central Highlands	2,918	3.1	19,174	2.4
Southeast	17,765	19.2	129,460	16.4
Mekong River Delta	42,725	46.1	507,550	64.4
	92,746	100	788,233	100



Results

Common pest/diseases – Vietnam

Pest/Disease	Disease incidence (%)		Disease severity (%)	
	Dong Nai	Dong Thap	Dong Nai	Dong Thap
Black Spot Bacteria (<i>Xanthomonas campestris pv</i>)	36.67	16.67	6.67	11.22
Anthracnose (<i>Colletotrichum spp.</i>)	36.67	33.33	16.67	21.11
Fruit borer (<i>Deanolis albizonalis</i>)	63.33	12.23	6.67	10.22
Fruit Fly (<i>Bactrocera dorsalis</i>)	30.00	13.33	13.33	6.67
Mango leafhopper (<i>Idioscopus niveosparsus</i>)	26.67	13.33	10.00	3.33
Thrips (<i>Scirtothrips dorsalis</i>)	30.00	13.33	3.33	3.33

Results

Common applications

Pest/disease	Pesticide/chemical
Black Spot Bacteria (<i>Xanthomonas campestris pv</i>)	Bismerthiazol
Anthracnose (<i>Colletotrichum spp.</i>)	Ascorbic acid 2.5% + Citric acid 3.0% + Lactic acid 4.0%; Azoxystrobin; Carbendazim; Chlorothalonil; Iprovalicarb 55 g/kg + Propineb 612.5g/kg; Mancozeb; Ningnanmycin
Fruit borer (<i>Deanolis albizonalis</i>)	Abamectin; Emamectin benzoate; Spinosad
Fruit Fly (<i>Bactrocera dorsalis</i>)	Abamectin 1.8g/kg + Bacillus thuringiensis 20g/kg; Spinosad
Mango leafhopper (<i>Idioscopus niveosparsus</i>)	Abamectin; Azadirachtin; Buprofezin; Emamectin benzoate; Pymetrozine
Thrips (<i>Scirtothrips dorsalis</i>)	Abamectin; Emamectin benzoate



Results

Target quarantine pest



B.dorsalis



B.cucurbitae



B.correcta

Fruit fly (Genus *Bactrocera*)

Quarantine regulations for export



Circular No 33/2014 / TT-BNNPTNT

- ▶ October 30, 2018 regulating the order and procedures for plant quarantine for import, export, transit and post-import of subjects needed for plant quarantine control and inspection.

Official document No 3906/BNN-BVTV

- ▶ Provision of information on fresh fruit production areas and packing facilities for export to China.



Results



VHT



Irradiation



Irradiation facilities

- ▶ Son Son Irradiation Co., HCMC
- ▶ An Phu Irradiation Joint Stock Co. (Binh Duong, Vinh Long & Bac Ninh (being built))
- ▶ Hanoi Irradiation Center, Hanoi
- ▶ Toan Phat Irradiation Co., Long An (being built)

VHT facilities

- ▶ Hong An Co., Binh Thuan
- ▶ Fine Fruit Asia, Binh Thuan
- ▶ Hoang Phat FRUITS Co., Long An
- ▶ Cat Tuong Co., Tien Giang
- ▶ Yasaka, Binh Duong
- ▶ Goodlife, HCMC
- ▶ Tanifood, Tây Ninh

Chinese export requirements via official channels

- ▶ 2018, Dept. Plant Protection negotiated with China to conduct and issue plant quarantine export certificates
- ▶ Fresh fruits imports must have traceability information
- ▶ Enterprises must list fruit product names; the origin; or pack-house codes in Chinese or English.
- ▶ Labels may also include - barcodes, QR codes, anti-counterfeit stamps
- ▶ Mango Production Units and Pack-houses must register with MARD, & approved codes (PUC, PHC) for export.

Vietnamese exports requirements via official channels

- ▶ Mango export shipments/consignments must have a VN plant quarantine certificate.
- ▶ Mangoes must be issued a VN quality & health certificate
- ▶ Quality and traceability management for exports to China is overseen by Guangxi Dept. of Quarantine and Inspection (GXCIQ) as of April 1, 2018.
- ▶ Quality standards – are managed by contracts between the buyer & seller
- ▶ Stamps/stickers are requested for ‘track & trace’ purposes
- ▶ Mangoes – washed & cleaned, free of insects & disease, avg. weight – 600g

Challenges

- ▶ Strict import regulations inhibit enterprises exporting via official channels
- ▶ Smallholder traders do not have the experience to trace product and this results in fluctuating cross border prices
- ▶ Enterprises are new to the Chinese trading approach which is to first develop the relationship
- ▶ Traceability and labelling requirements increase product selling costs and result in a challenge to compete with suppliers from Thailand, Myanmar, Cambodia...
- ▶ Mango quality standards & MRLs present barriers for exporting to high quality markets.

Conclusion

- ▶ Vietnam has tariff-free market access to China
- ▶ Vietnamese mangoes are not subject to mandatory vapor-heat treatment, or irradiation to Chinese markets that promote price competition
- ▶ Chinese market is increasingly demanding by increasing technical barriers to goods that enquires Vietnamese enterprises to constantly improve quality.
- ▶ The continuous increase of the Chinese yuan also facilitates Vietnam's exports to this market.

Recommendations

- ▶ VietGap or GlobalGap certified orchards should be applied for the Chinese markets that require stricter inspection and quarantine
- ▶ Mangoes need to be graded according to their quality, packaging, labeling (in Chinese)
- ▶ Export product requirements are:
 - ▶ Multilingual labelling – boxes, bales & include origin, variety, code etc.
 - ▶ Importer requirements – e.g. barcodes, security codes, stamp & seal
 - ▶ Exporter requirements – detailed information, e.g. name, address, PUC & PHC, orchard registration number.

Recommendations cont.

- ▶ Establish a focused protection team to get the best control of pesticide use on mangoes
- ▶ Conduct training for farmers in their mango areas with information on banned substances
- ▶ Regular updates of regulations on MRL in the importing market are concerned and relevant information about markets, regulations and rules to take appropriate measures to use pesticides.
- ▶ It is necessary to strengthen linkages with enterprises, cooperatives and management agencies on the basis of organizing production according to the chain.

References

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