
Working Paper Series

This document forms part of the ACIAR project AGB/2012/061
*Improving smallholder farmer incomes through strategic market
development in mango supply chains in Southern Vietnam*

Resource: A1.8 Wholesale market monitoring appendices

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Appendix 1: Checklist for collecting general information of wholesale markets

Location: A. Ho Chi Minh City B. Hanoi C. Dong Thap

Wholesale market name:

Respondent name: Position:

Contact number: Email:

Currently, the market has wholesalers/stalls; in which, there are fruit wholesalers, and among them, there are MANGO wholesalers.

I. Types of mangoes could be available in the wholesale market (Multiple):

1. Domestic grown mango varieties

Variety	Available in the market	Production origin (provinces/location)
Cat Hoa Loc	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Cat Chu	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Keo Mango (grown in VN)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Tu Quy	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Taiwanese Mango (grown in VN)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Thai Mango (grown in VN)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Tuong Mango	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Thanh Ca	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Australian Mango (grown in VN)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Other (1):		
Other (2):		
Other (3):		

2. Imported mango varieties

Variety	Available in the market	Production Origin (Country/ Countries)
Keo Mango (imported)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Australian Mango (imported)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Taiwanese Mango (imported)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Thai Mango (imported)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Other (1):		
Other (2):		
Other (3):		

II. Mango seasonality in the wholesale markets:

1. **Seasons of domestically grown mango** (note: for mango varieties do not available in the wholesale markets, move to the next variety) **CODE: P (peak season); S (shoulder season); N (not available).**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Cat Hoa Loc												
Cat Chu												
Keo Mango (grown in VN)												
Tu Quy												
Taiwanese Mango												
Thai Mango												
Tuong Mango												
Thanh Ca												
Australian Mango (grown in VN)												
Other (1):.....												
Other (2):.....												
Other (3):.....												

2. **Imported mango varieties** (note: for mango varieties do not available in the wholesale markets, move to the next variety) **CODE: A (available); N (not available)**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Keo Mango (imported)												
Australian Mango (imported)												
Taiwanese Mango (imported)												
Thai Mango (imported)												
Other (1):.....												
Other (2):.....												
Other (3):.....												

III. Types of information could be collected and their sources:

Information	Frequency	Sources
Prices	- Daily <input type="checkbox"/> - Weekly <input type="checkbox"/> - Monthly <input type="checkbox"/>	- Market Management Unit (MMU) <input type="checkbox"/> - Only from Wholesalers <input type="checkbox"/> - From both the MMU and Wholesalers <input type="checkbox"/> - From other sources: <input type="checkbox"/>
Volume	- Daily <input type="checkbox"/> - Weekly <input type="checkbox"/> - Monthly <input type="checkbox"/>	- Market Management Unit (MMU) <input type="checkbox"/> - Only from Wholesalers <input type="checkbox"/> - From both the MMU and Wholesalers <input type="checkbox"/> - From other sources: <input type="checkbox"/>
Product origin for each variety		- Market Management Unit (MMU) <input type="checkbox"/> - Only from Wholesalers <input type="checkbox"/> - From both the MMU and Wholesalers <input type="checkbox"/> - From other sources: <input type="checkbox"/>
Destination for each variety		- Market Management Unit (MMU) <input type="checkbox"/> - Only from Wholesalers <input type="checkbox"/> - From both the MMU and Wholesalers <input type="checkbox"/> - From other sources: <input type="checkbox"/>

IV. If we have to PURCHASE the data from the MMU or wholesalers, how much could be the cost for the data?

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V. What could be the appropriate communication protocol between us and the respondent to collect the data (email with our form/direct access to their system/phone call...)

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VI. In terms of the price data, could we collect the mango prices by Grades? If possible, what are the grading specifications?

1. Domestic grown mango varieties

Variety (based on answers in section I -- write down all domestic grown mango varieties)	Check (x) if YES	Grading specification		
		Grade I	Grade II	Grade III

2. Imported mango varieties

Variety (based on answers in section I -- write down all imported mango varieties)	Check (x) if YES	Grading specification		
		Grade I	Grade II	Grade III

VII. Detailed discussion about weekly collecting data from wholesalers of the market

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VIII. In terms of this ACIAR project, we will disseminate the mango market information to a diverse range of stakeholders. Would the MMU want to be a receiver and a channel for information dissemination? (For example: post the report on the markets' website, fan page...)

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THANK YOU SO MUCH FOR YOUR PRECIOUS TIME AND INFORMATION

Appendix 2: Checklist for weekly collecting wholesale market information

Date:

Name of researcher: Researcher ID:

Wholesaler name: Wholesaler ID:

Location: A. Thu Duc; B. Binh Dien; C. Long Bien; D. My Hiep

I. Please estimate the total volume of mangoes purchased last week?

Tonnes MANGOES; accounted for % of total volume purchased last week.

II. Please estimate the average prices of mangoes sold in last week

1. Domestic grown mango varieties

Mango varieties	Average prices (1,000 VND/Kg)				Place of production ¹	Types of supplier(s) ²	Main destination ³	Estm %	Note
	Gr I	Gr II	Gr III	Mixed					
Cat Hoa Loc									
Cat Chu									
Keo Mango (grown in VN)									
Tu Quy									
Taiwanese Mango (grown in VN)									
Thai Mango (grown in VN)									
Tuong Mango									
Thanh Ca									
Australian Mango (grown in VN)									
Other (1):									
Other (2):									
Other (3):									

¹ MONTHLY COLLECTED (provinces, region)

² MONTHLY COLLECTED (farmers, pack house, AC, FG, trader, collector)

³ MONTHLY COLLECTED (stalls in wet market, retailers, schools...)

2. Imported mango varieties

Mango varieties	Average prices (1,000 VND/Kg)			Place of production ⁴	Types of supplier(s) ⁵	Main destinations ⁶	Estimated % from total purchase
	Gr I	Gr II	Mixed				
Keo Mango (imported)							
Australian Mango (imported)							
Taiwanese Mango (imported)							
Thai Mango (imported)							
Other (1):							
Other (2):							
Other (3):							

III. General information about supply/demand⁷

1. Please tell us some remarks on general mango supply/demand in the LAST TWO weeks? and the reasons for that?

- **Supply:**

- **Demand:**

2. Please tell us your opinion on general mango supply/demand in the NEXT TWO weeks? and the reasons for that?

- **Supply:**

- **Demand:**

THANK YOU SO MUCH FOR YOUR PRECIOUS TIME AND INFORMATION

⁴ MONTHLY COLLECTED (country/countries)

⁵ MONTHLY COLLECTED (exporter/ trader/other)

⁶ MONTHLY COLLECTED (fruit store, supermarket, restaurants...)

⁷ FORTNIGHTLY COLLECTED

Appendix 3: Mango wholesale market - characteristics

MONTH	Time	Remarks of mango supply and demand	
		Thu Duc market	Binh Dien market
IN 2020			
MARCH	16-Mar	Low demand - affected by COVID19; High supply - mango main season is starting;	-
	23-Mar	Demand rose in the 2 worship days.	Low demand - affected by COVID19; On Saturday and Sunday (21th-22th, March), people buy more mangoes for the worship days
	30-Mar	Low supply & demand – affected by COVID19	-
APRIL	6-April	Collectors can't export mangoes to China because of nCov19, they bring mangoes to the wholesale market (Thu Duc) leading to mango prices reduce dramatically.	More supply during 2 worship days; Low demand – affected by COVID19; Cheaper price – can not export to China because of COVID19 (Vietnam closed the border gate with China in several days).
	13-April	In 2 worship days: higher demand and supply; After worship days: low demand and low supply (affected by COVID19).	-
	20-April	-	Low supply – end of mango season; Higher demand (50%-60%).
	27-April	Mangoes from western provinces come to end the season; Wholesalers buy mangoes from eastern provinces instead; The better situation of the nCov19. Still low demand.	-
MAY	4-May		Higher price - the end of mango season (lower supply); Mango quality is not good like in the season.
	11-May	End of mango season from western provinces; More supply from eastern provinces and Nha Trang; Low demand: mangosteen, bonbon, durian, rambutan, and Hanoi litchi are in season	-
	18-May	-	Lower demand - bonbon, mangosteen, rambutan, lychee are in season (people want to eat new fruits over a long season); Low supply – the end of mango season.

	25-May	Mango supply from eastern provinces; Low mango supply from western provinces; End season of Keo mango	-
JUNE	1-June	-	Demand for Vietnam mangoes is lower than Cambodian mangoes; Low supply – the end of mango season; Cheaper price since low mango demand – bonbon, mangosteen, rambutan, lychee are in the season
	8-June	Cat mango from Nha Trang province is more than western provinces; End of Keo mango season.	-
	15-June	-	Low demand - People eat seasonal fruits (the mango season is over); Low supply – higher price.
	22-June	Mango season from western provinces is over; Mango supply from Nha Trang and eastern provinces	-
	29-June	-	Low supply – higher price; Low demand – people eat seasonal fruits; Fruits in western provinces sell slowly, bonbon and mangosteen from Thailand sell more; High demand in Mid-Year-Festival (25-June)
JULY	6-July	Low supply and low demand	-
	13-July	-	The mango season in Western provinces is over; The end of Keo mango season; High price - very low supply.
	20-July	More mango from Western provinces and less mango from eastern provinces; End season of Cat Chu mango.	-
	27-July	-	Very low supply - high price; Low demand.
AUGUST	10-August	-	Low supply - mango season is over; Low demand - raining season, COVID19 come back to Vietnam.
	17-August	Cambodia mango season is over; Worship days: slightly higher supply.	-
	24-August 31-August	Low supply – higher price.	Low supply and higher price - mango season is over
SEPTEMBER	7-September	-	-

	14-September	-	Mango season is over; Mango is not eye-catching, not delicious; Low supply and low demand.		
	21-September	-	-		
	28-September	-	Low demand – COVID19 (workers were fired); students go to school.		
OCTOBER	5-October	-	-		
	12-October	-	Low demand – storm (raining every night), fewer people visit the market; Low supply - suppliers hesitate to supply mango because of storms		
	19-October	-	-		
	26-October	Nha Trang mango season is over; Start of mango season from western provinces: higher supply from western provinces.	Higher supply – the start of the mango season Higher demand – better weather.		
NOVEMBER	2-November	-	-		
	9-November	Lower supply and lower demand (storms)	Low supply – stormy nights, suppliers hesitate to supply; Low demand.		
	16-November	-	-		
	23-November	Lower supply of Cat Hoa Loc mango; Higher supply of Cat Chu mango.	End of mango season; The volume of mangoes this year is very low.		
	30-November	-	-		
DECEMBER	7-December	-	Low supply, higher price - end of mango season; Low demand – COVID19 comes back to Vietnam.		
	14-December	-	-		
	21-December	Low supply, higher price: the mango season is over; Demand exceeds supply	Low supply, higher price: mango season is over		
MONTH	Time	Remarks of mango supply and demand			
		Thu Duc market	Binh Dien market	Long Bien market	
IN 2021					
JANUARY	4-January	The Keo mango season is over; Low mango supply in the market.	Higher price because of off-season; Mango quality is low.		-
	11-January	-	Low supply; Higher price but lower quality (off-season).		-

	18-January	Starting the mango season. Higher supply and higher demand; Lower price.	-	-
	25-January	-	Supply rose quickly because of worship day (đưa ông Táo)	-
FEBRUARY	1-February	Starting the mango season. Higher supply.	Vietnamese Tet holiday; High supply and demand.	-
	8-February	-	Vietnamese Tet holiday; High supply and demand (especially supply of Cat Hoa Loc mango).	-
	15-February	Vietnamese Tet holiday. Higher supply and demand.	Worship day (vía thần tài), high supply and demand.	-
	22-February	-	Supply and demand reduction.	-
MARCH	1-March	Mango is on the main season; Supply exceeds demand (because of COVID-19).	-	-
	8-March	-	Mangoes from western provinces are abundant but have low demand in the wholesale market.	-
	15-March	Lower supply and low demand.	-	-
	22-March	-	Not many mangoes from the western provinces; Worship day; High price.	-
	29-March	Worship day à higher demand, but low supply à higher price.	Supply rises hugely but mango price does not change.	-
APRIL	5-April	-	-	-
	12-April	Worship days. Higher demand and higher price.	-	-
	19-April	-	Nearly the end of mango season.	-
	26-April	-	-	-
MAY	3-May	-	-	-
	10-May	Lower supply and demand.	Very low demand because of rainy days and COVID-19; Mango pice drop dramatically.	-
	17-May	-	Not mangoes from western provinces but mangoes from eastern provinces are available (cheap price and medium-size mangoes).	-
	24-May	The supply of mango in western provinces is low;	Mainly mangoes from eastern provinces;	-

		Mango season in Nha Trang, Khanh Hoa is starting; Higher price.	Very low trade because of COVID-19.	
	31-May	-	COVID-19 affects trading in the marker hugely	-
JUNE	7-June	The mango season in Western Provinces is over; Mango season from Nha Trang and Binh Dinh provinces are starting but the supply is low; Low demand because of COVID-19.	Tet Doan Ngo (mid-year holiday), supply and demand rise slightly (but reduce 50% compared to last year) because of COVID-19.	-
	14-June	-	Mango supply and demand reduce hugely because of COVID-10.	-
	21-June	Keo mango and mango season from Eastern provinces is over; The shoulder season of mangoes from Western provinces; Low demand because of COVID-19.	Trading reduces because of COVID-19	-
	28-June	-	Trading reduces because of COVID-19	
JULY	5-July	Low supply and demand because of COVID-19.	<i>From the end of June 2021, Binh Dien wholesale market was closed because of COVID-19.</i>	<i>Lower supply and demand; From August 2021, Long Bien wholesale market was closed because of COVID-19.</i>
	12-July	<i>From 9th, July 2021, Thu Duc wholesale market was closed because of COVID-19.</i>		
	19-July			
	26-July			

Appendix 4: Weekly mango prices at Thu Duc wholesale market

4.1. Weekly prices of Cat Hoa Loc mango at Thu Duc market

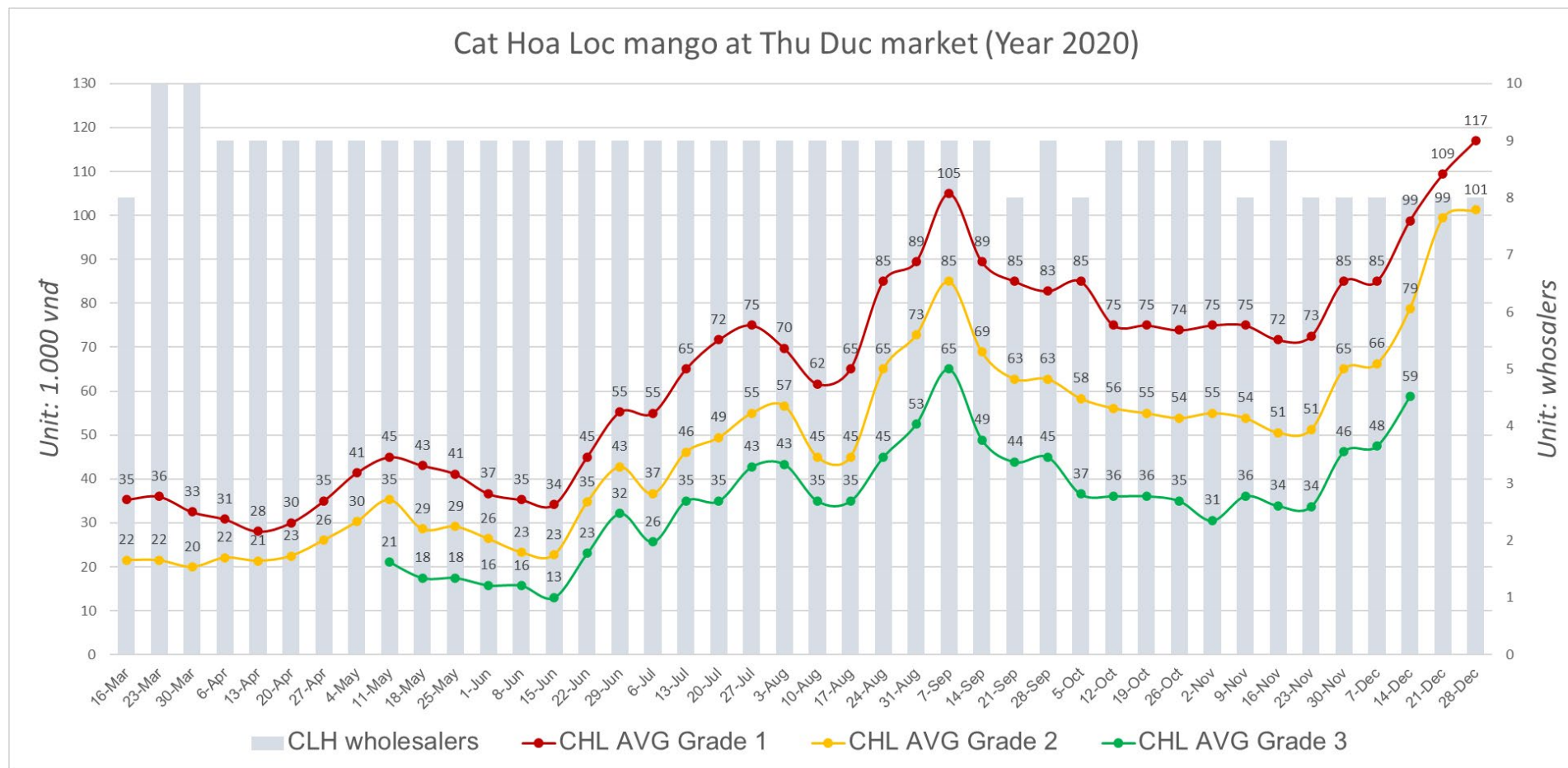


Figure 1. Weekly mango prices of Cat Hoa Loc mango in 2020

Source: Weekly mango prices at Thu Duc wholesale market

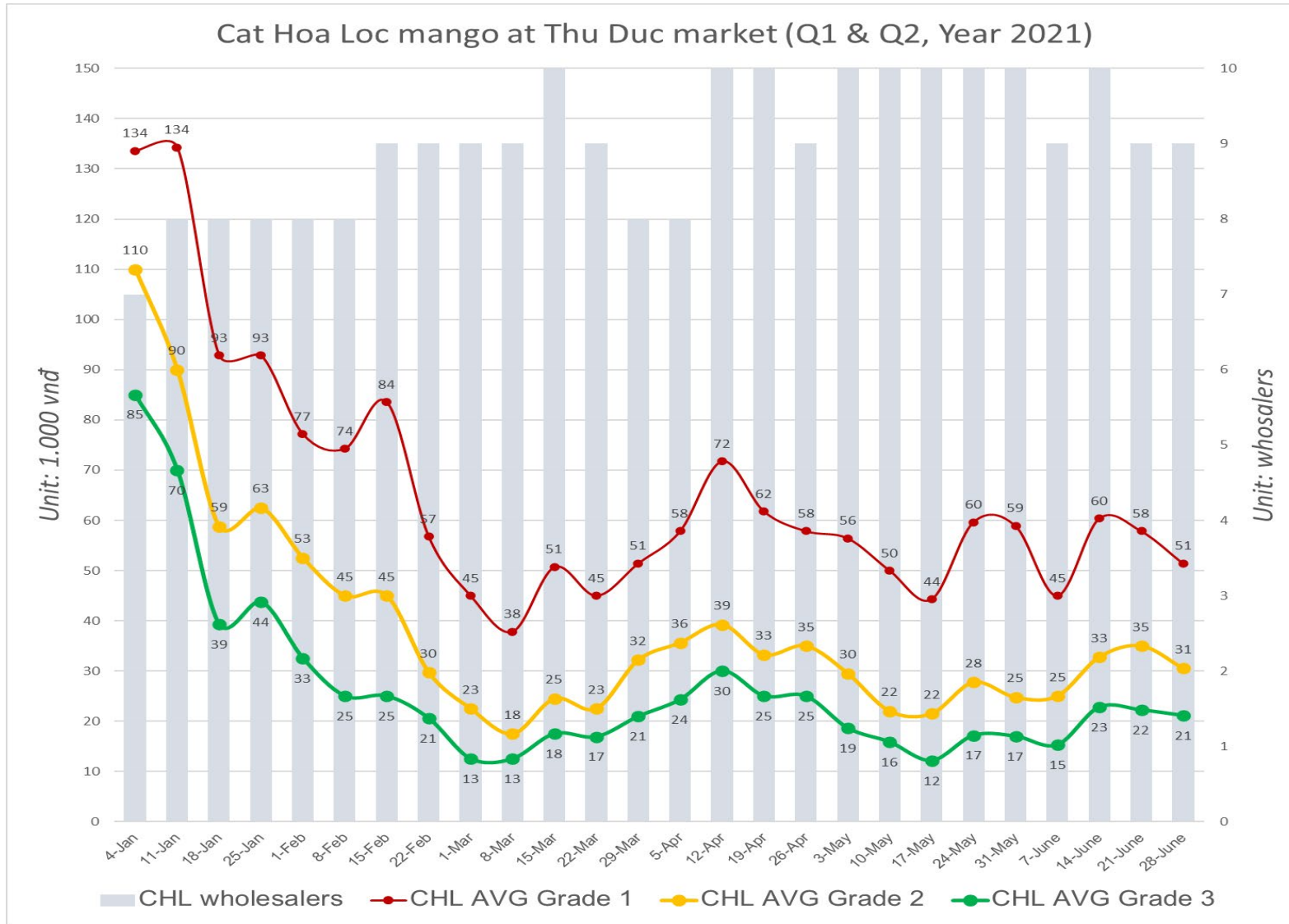


Figure 2. Weekly mango prices of Cat Hoa Loc mango in Q1 and Q2, year 2021

Source: Weekly mango prices at Thu Duc wholesale market

4.2. Weekly prices of Cat Chu mango at Thu Duc market

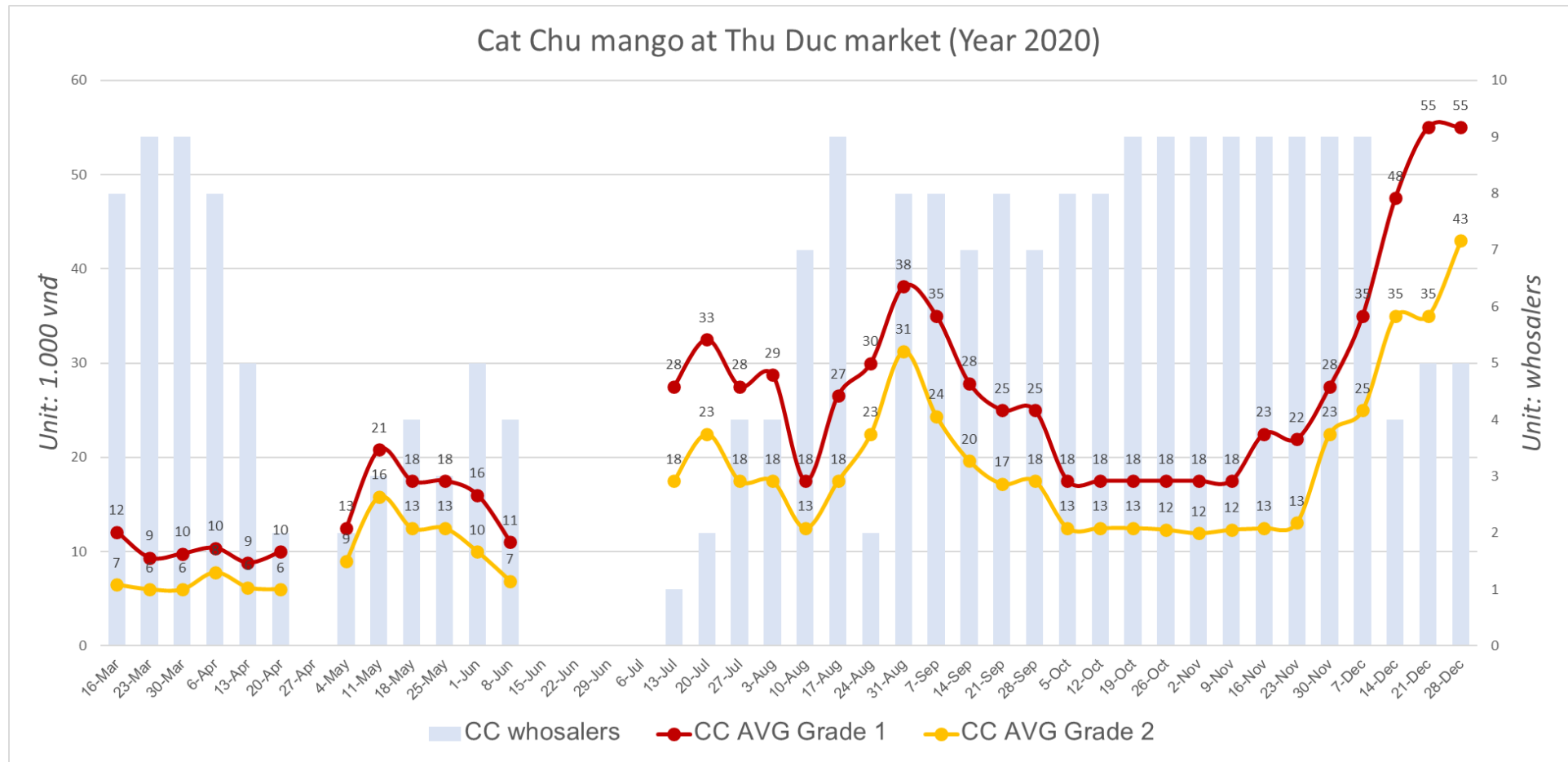


Figure 3. Weekly mango prices of Cat Chu mango in 2020

Source: Weekly mango prices at Thu Duc wholesale market

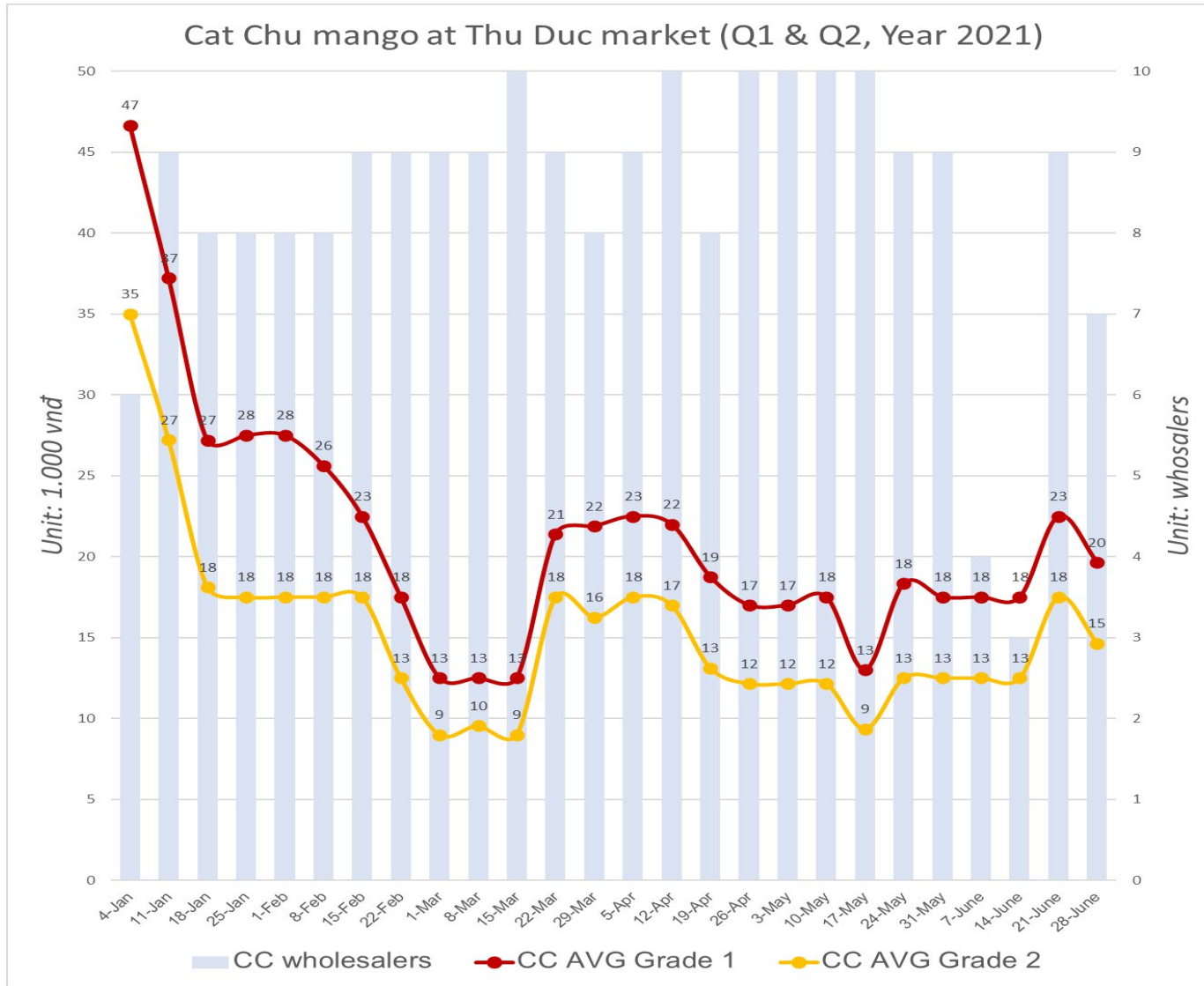


Figure 4. Weekly mango prices of Cat Chu mango in Q1 and Q2, year 2021

Source: Weekly mango prices at Thu Duc wholesale market

4.3. Weekly prices of Cambodian Keo mango at Thu Duc market

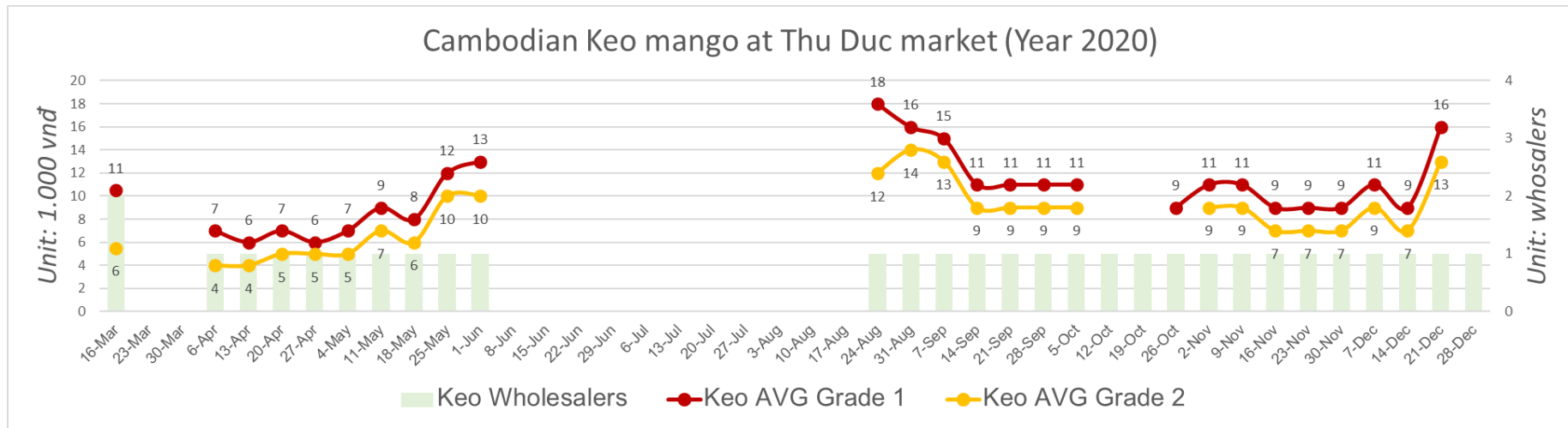


Figure 5. Weekly mango prices of Cambodian Keo mango in 2020

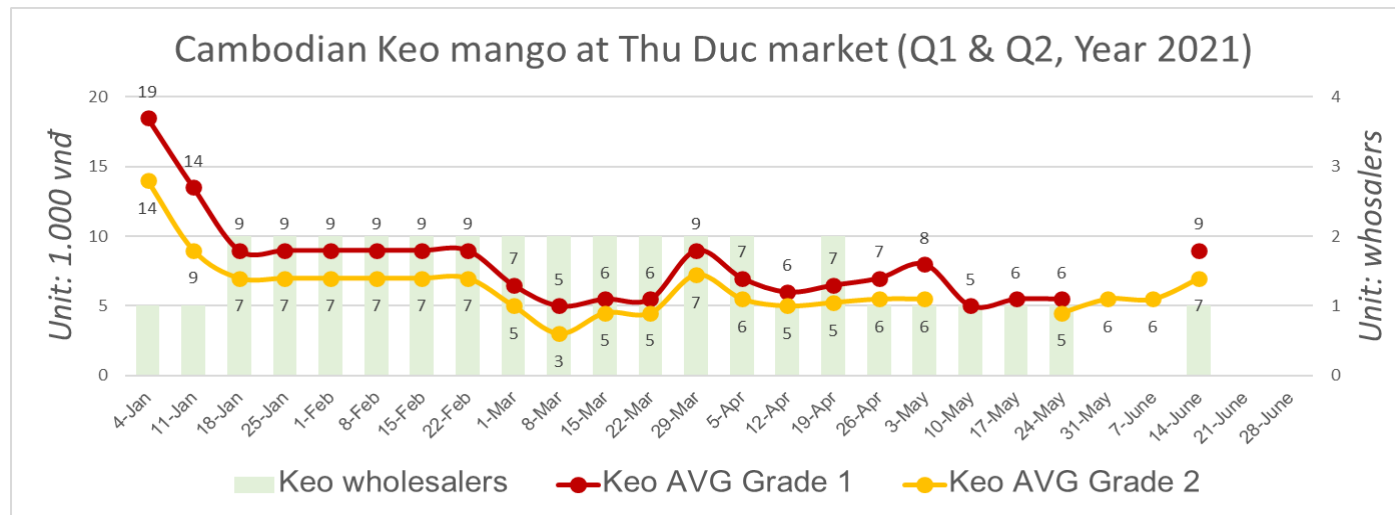


Figure 6. Weekly mango prices of Cambodian Keo mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Thu Duc wholesale market

4.4. Weekly prices of Thai mango and Australian mango at Thu Duc market

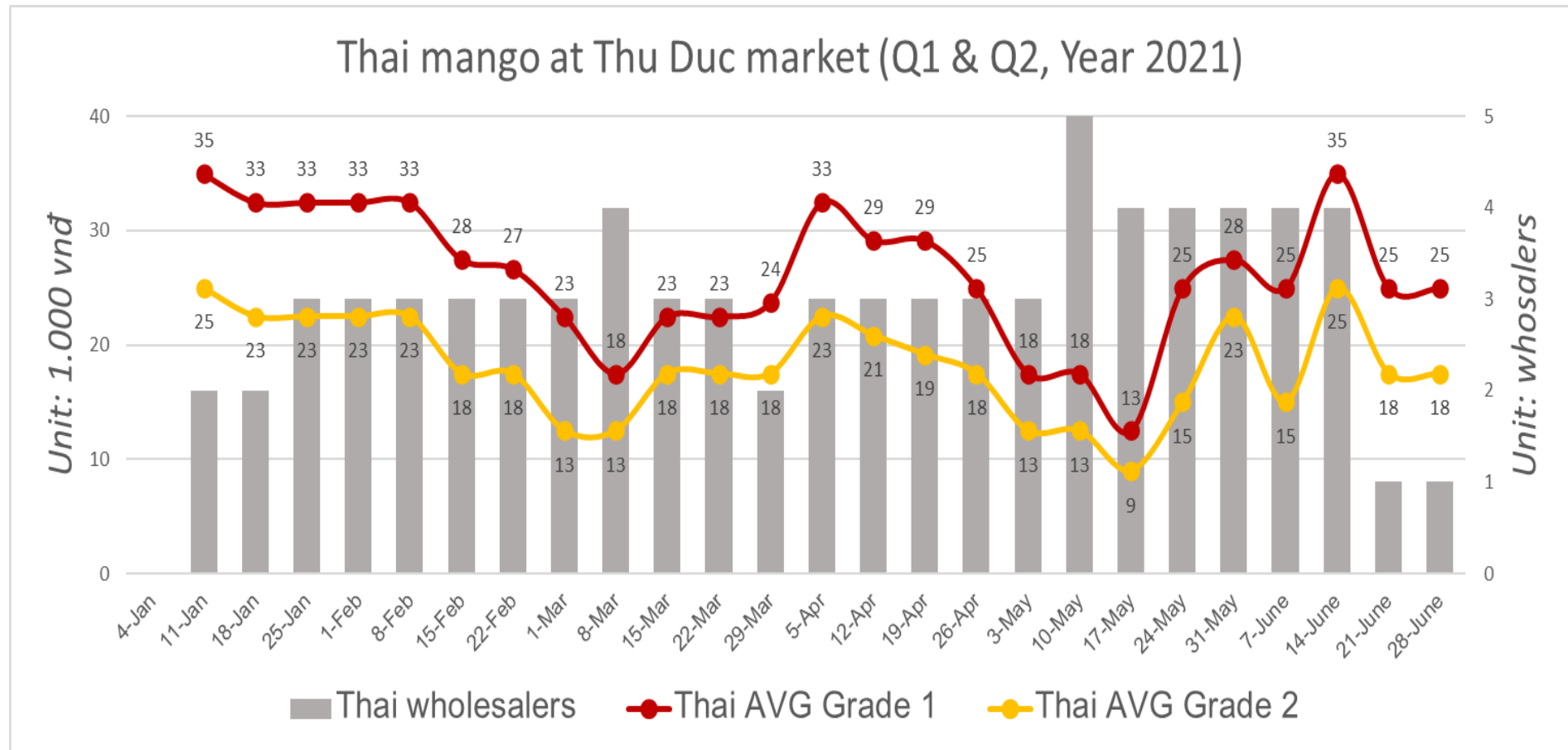


Figure 7. Weekly mango prices of Thai mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Thu Duc wholesale market

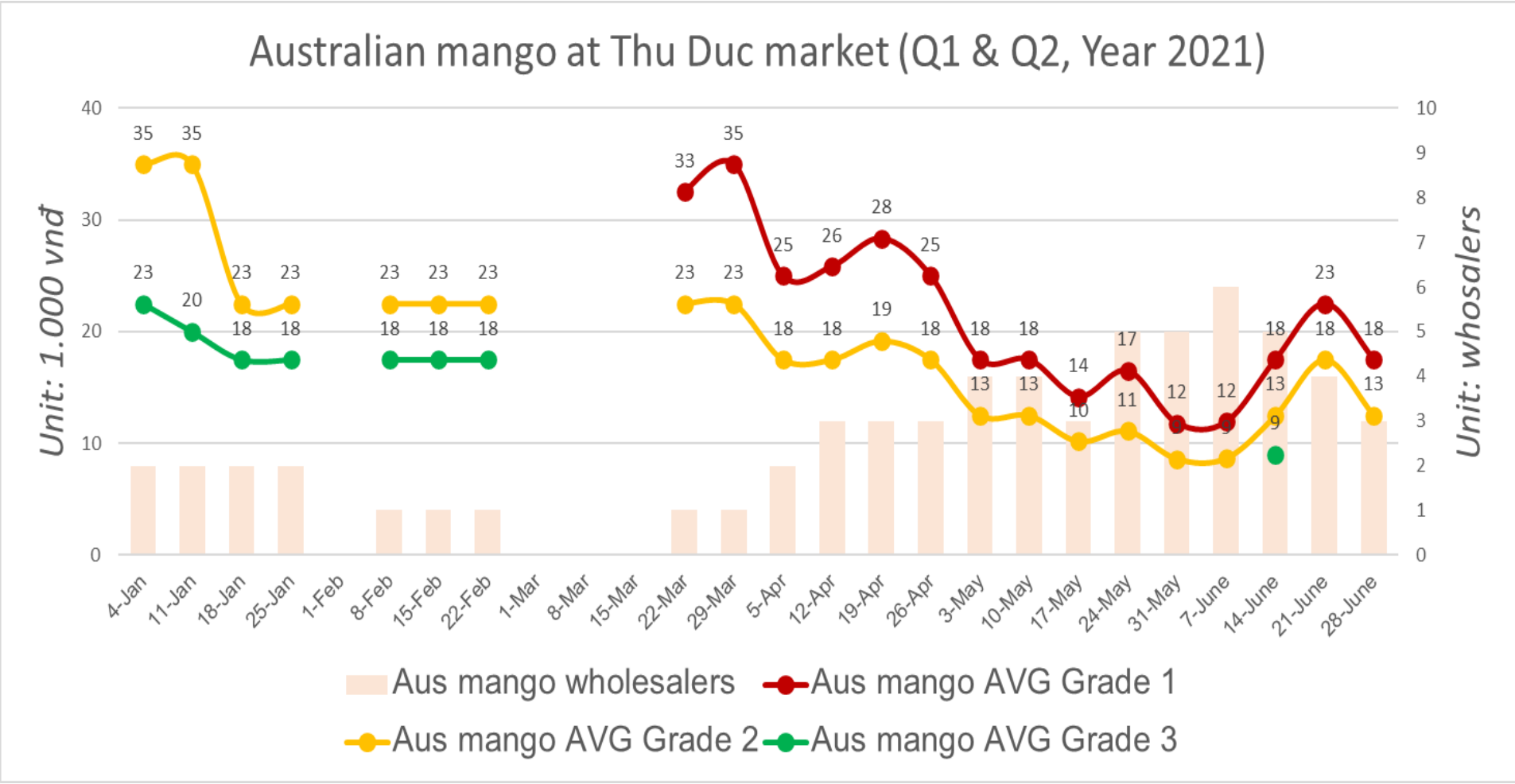


Figure 8. Weekly mango prices of Australian mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Thu Duc wholesale market

Appendix 5: Weekly mango prices at Binh Dien wholesale market

5.1. Weekly prices of Cat Hoa Loc mango at Binh Dien market

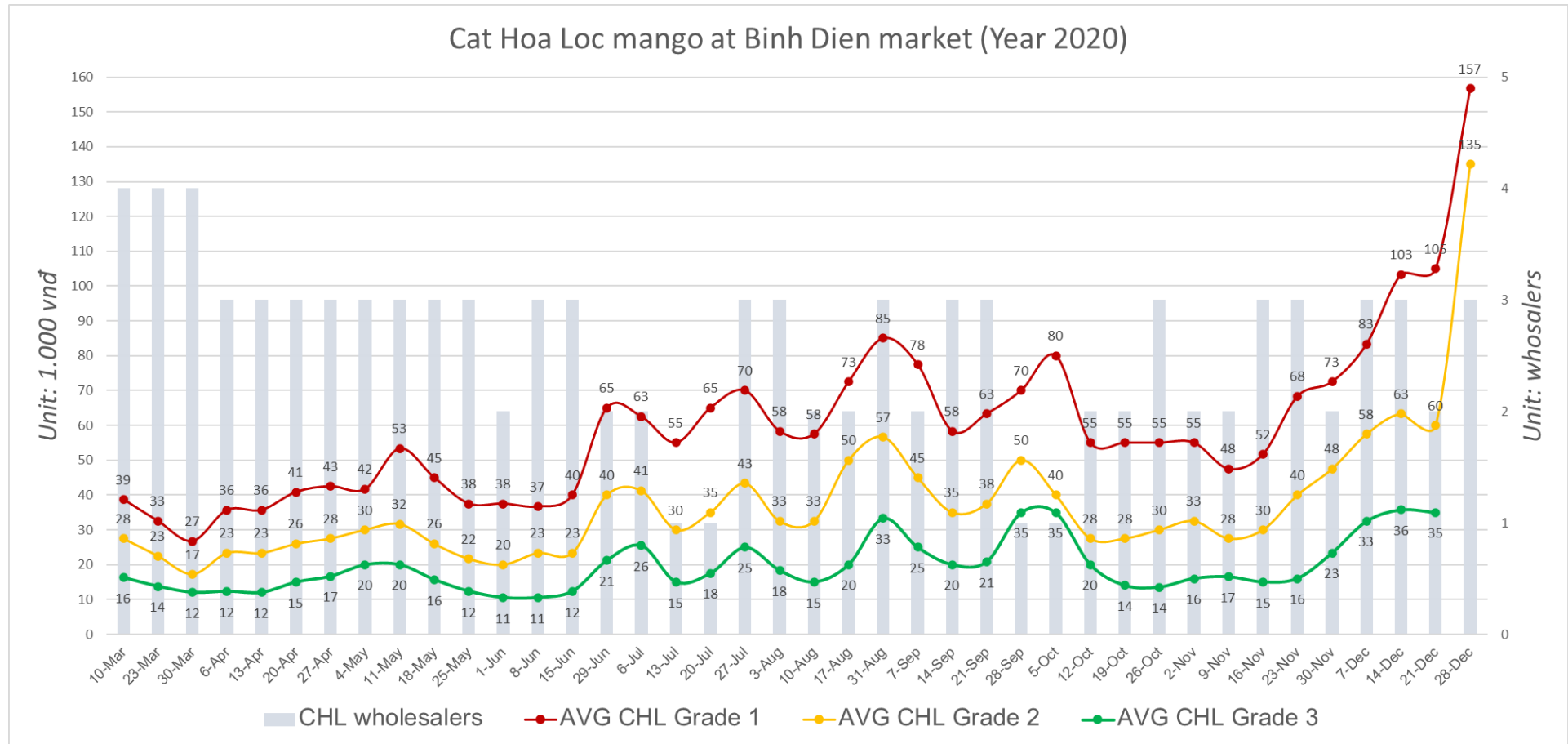


Figure 9. Weekly mango prices of Cat Hoa Loc mango in 2020

Source: Weekly mango prices at Binh Dien wholesale market

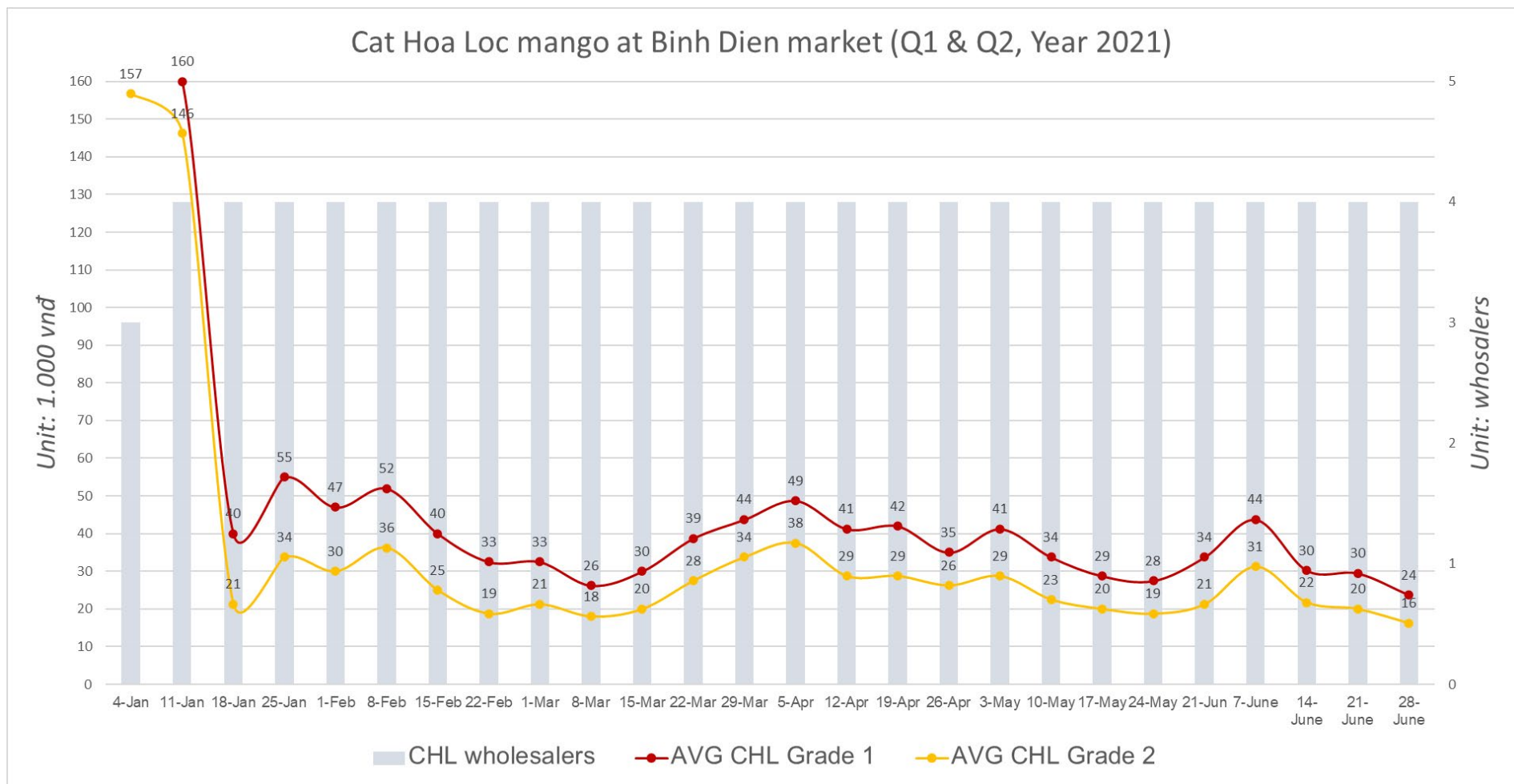


Figure 10. Weekly mango prices of Cat Hoa Loc mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Binh Dien wholesale market

5.2. Weekly prices of Cat Chu mango at Binh Dien market

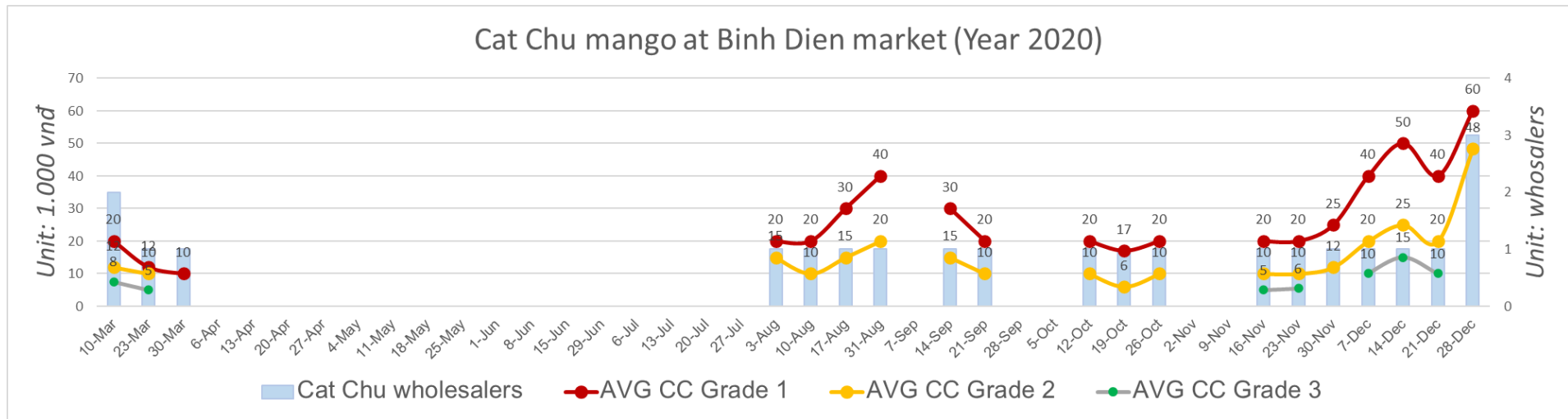


Figure 11. Weekly mango prices of Cat Chu mango in 2020

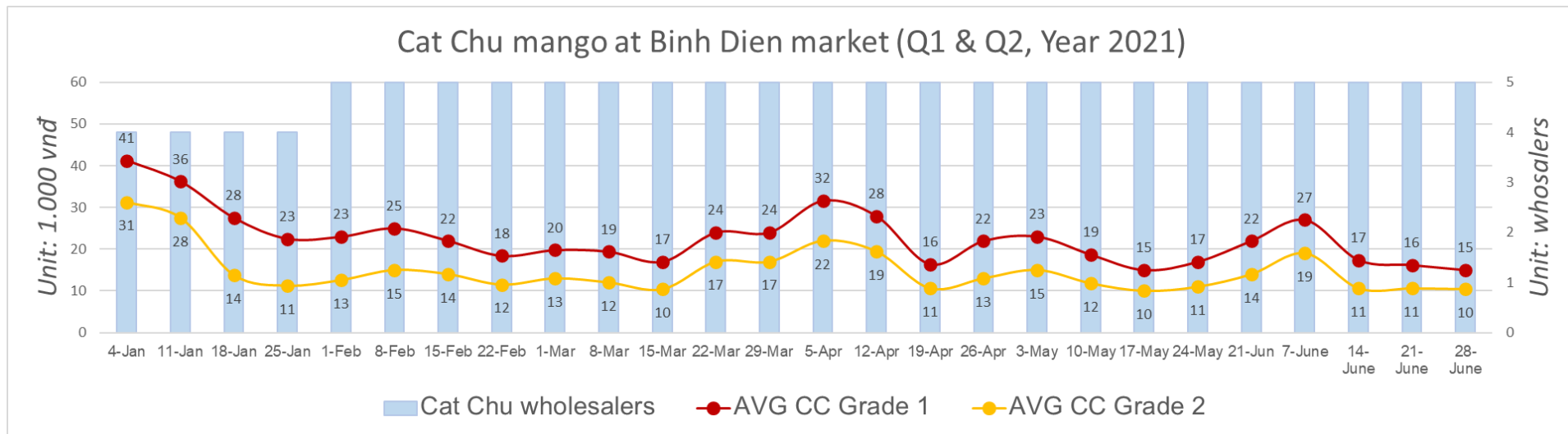


Figure 12. Weekly mango prices of Cat Chu mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Binh Dien wholesale market

5.3. Weekly prices of Taiwanese mango at Binh Dien market

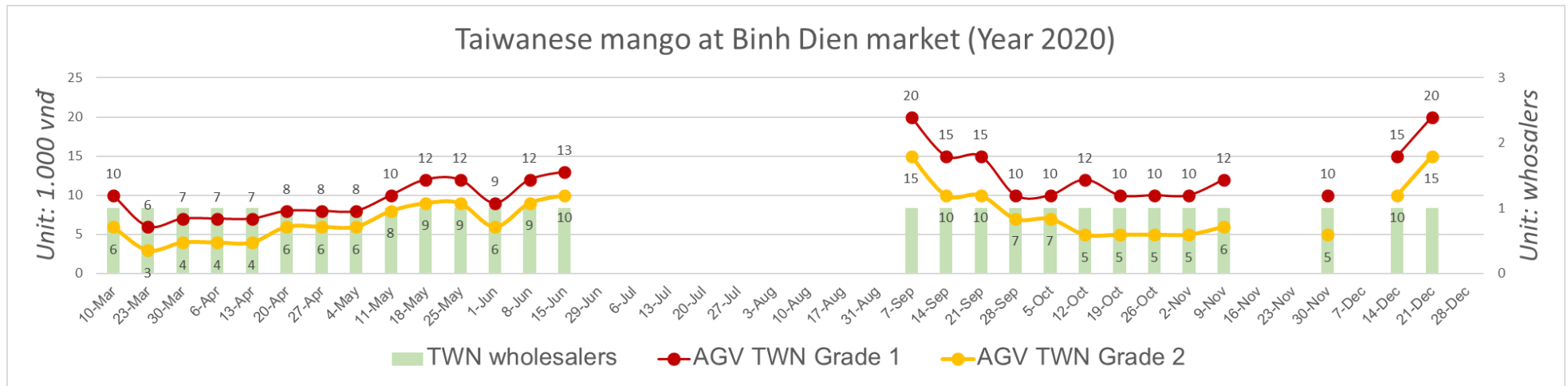


Figure 13. Weekly mango prices of Taiwanese mango in 2020

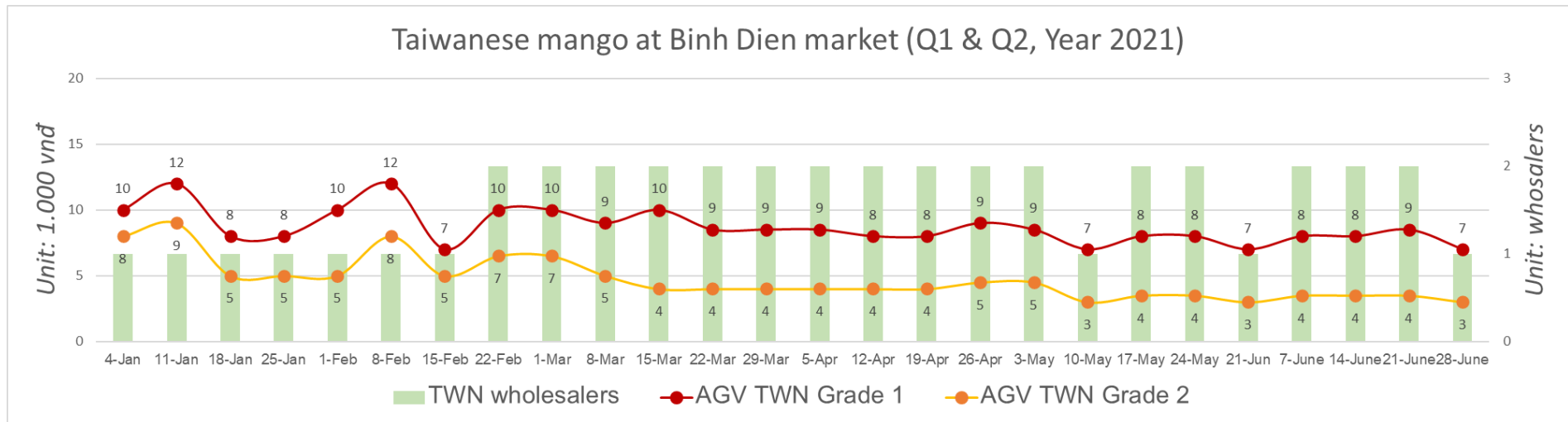


Figure 14. Weekly mango prices of Taiwanese mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Binh Dien wholesale market

5.4. Weekly prices of Keo mango at Binh Dien market

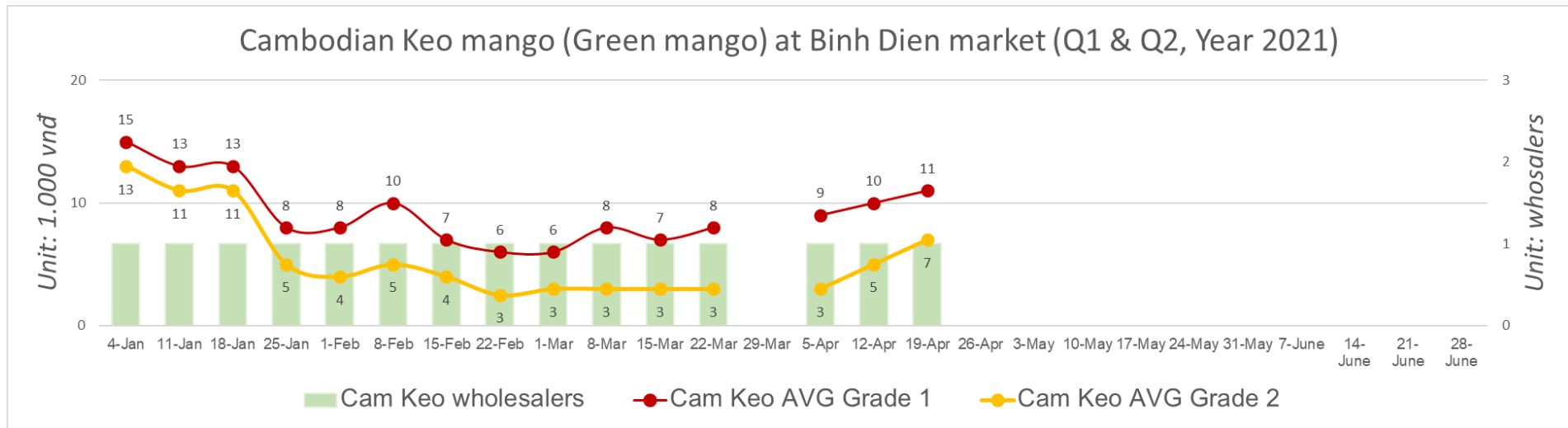


Figure 15. Weekly mango prices of Cambodian Keo mango in Q1 & Q2, year 2021

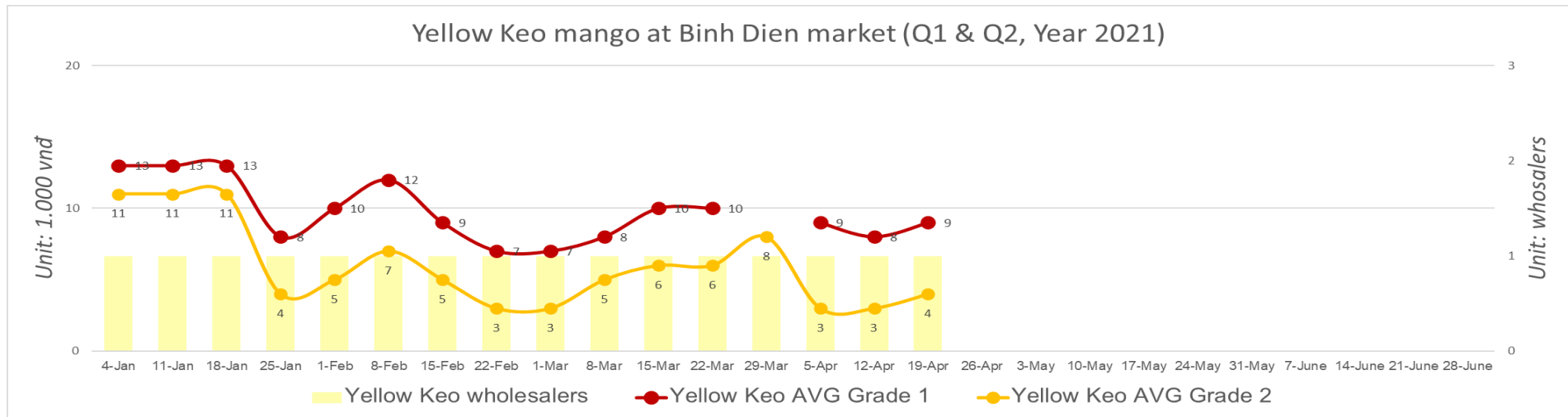


Figure 16. Weekly mango prices of Yellow Keo mango in Q1 & Q2, year 2021

Source: Weekly mango prices at Binh Dien wholesale market

Appendix 6: Weekly mango prices at Long Bien wholesale market

6.1. Weekly prices of Cat Chu mango and Australian mango at Long Bien market

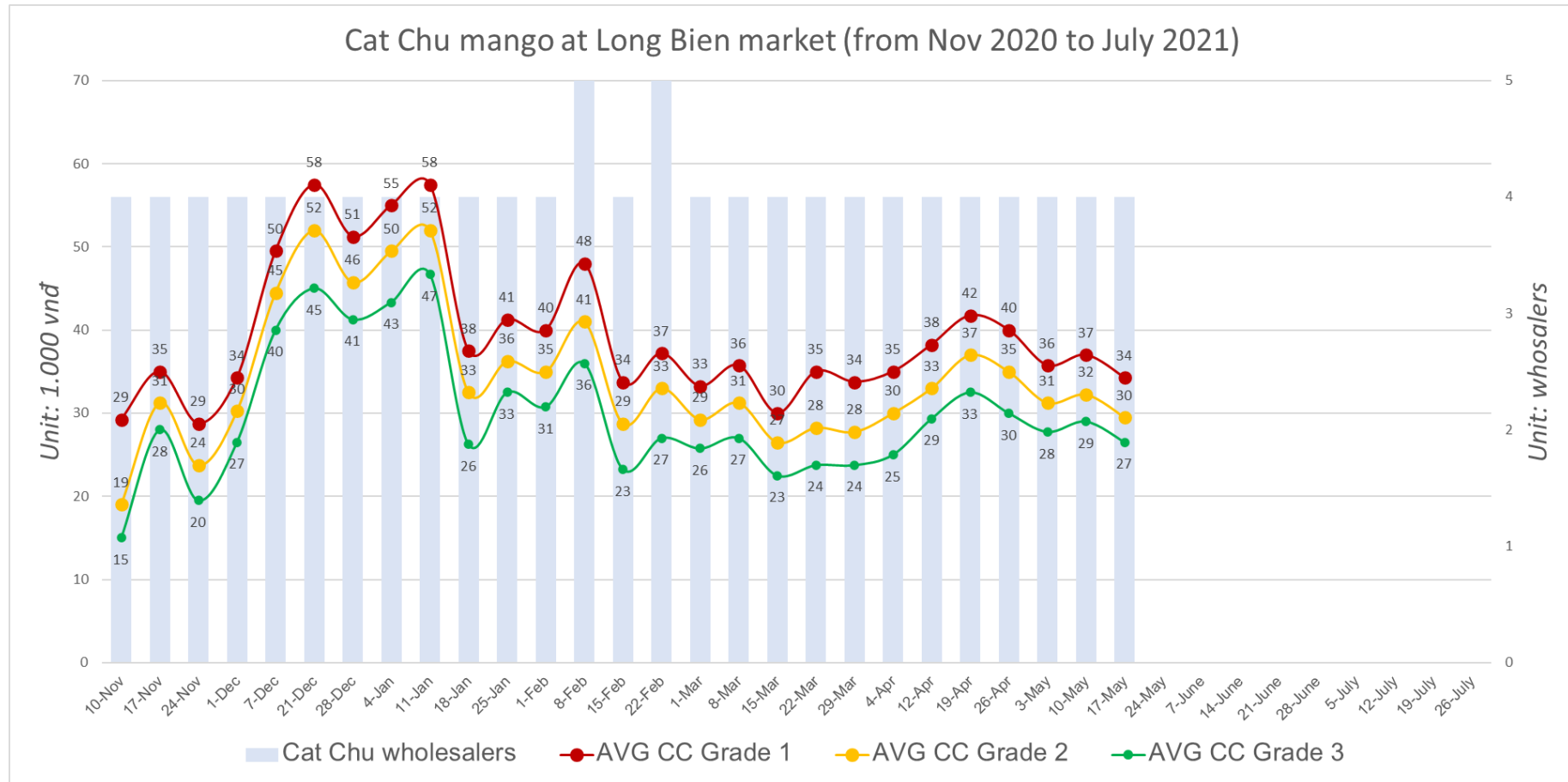


Figure 17. Weekly mango prices of Cat Chu mango at Long Bien market from November 2020 to July 2021

Source: Weekly mango prices at Long Bien wholesale market

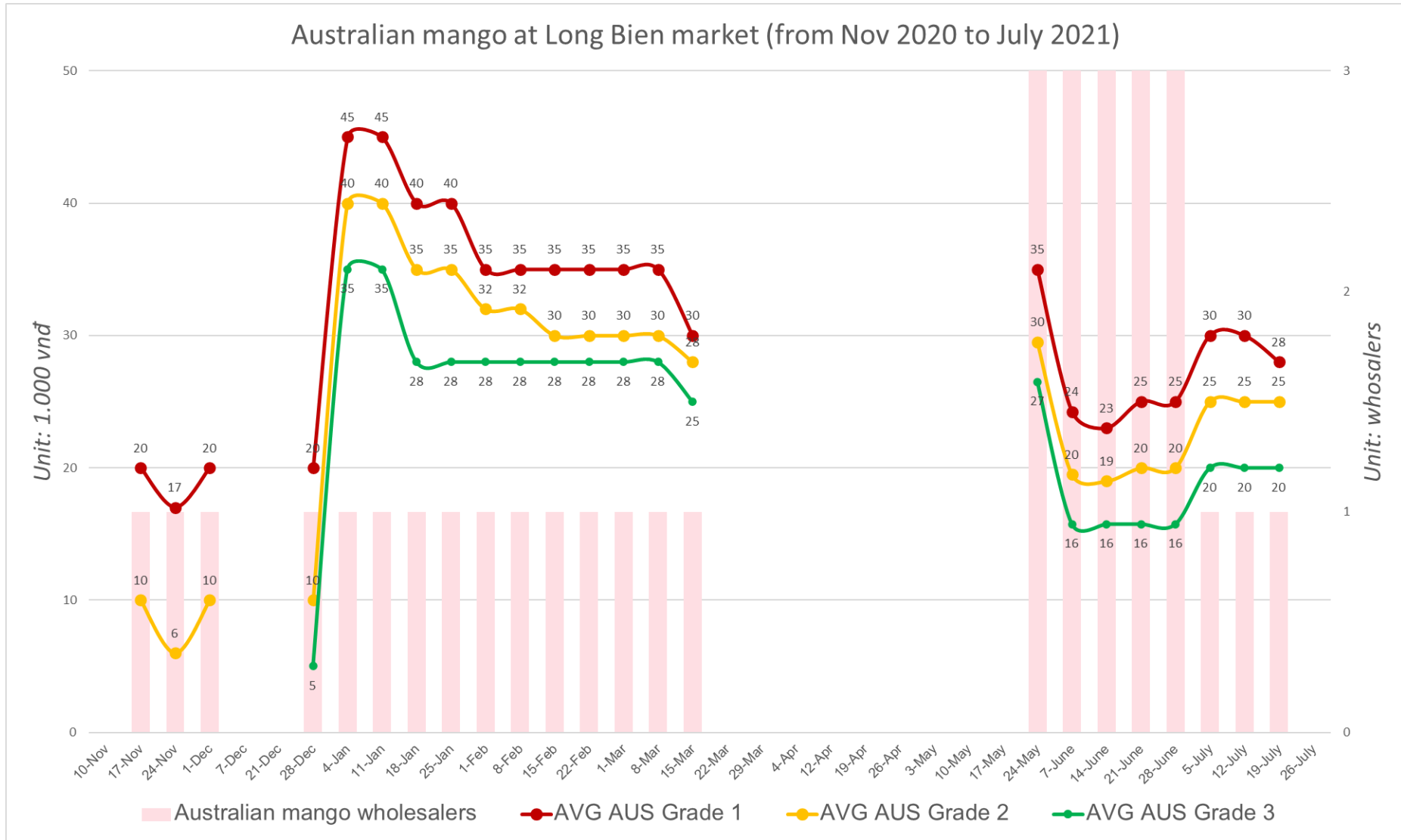


Figure 18. Weekly mango prices of Australian mango at Long Bien market from November 2020 to July 2021

Source: Weekly mango prices at Long Bien wholesale market

6.2. Weekly prices of Cambodian Keo mango and Taiwanese mango at Long Bien market

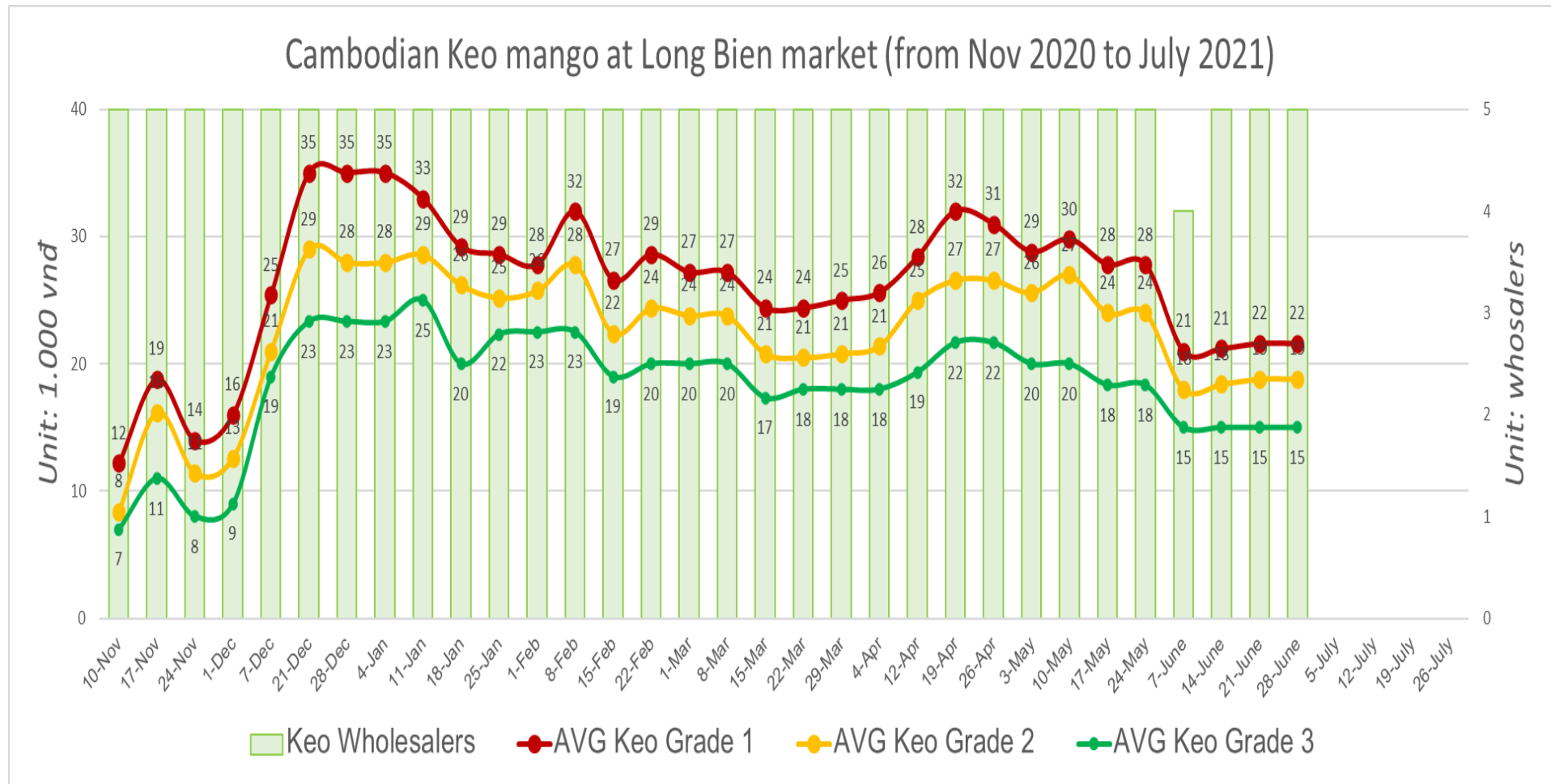


Figure 19. Weekly mango prices of Keo mango at Long Bien market from November 2020 to July 2021

Source: Weekly mango prices at Long Bien wholesale market

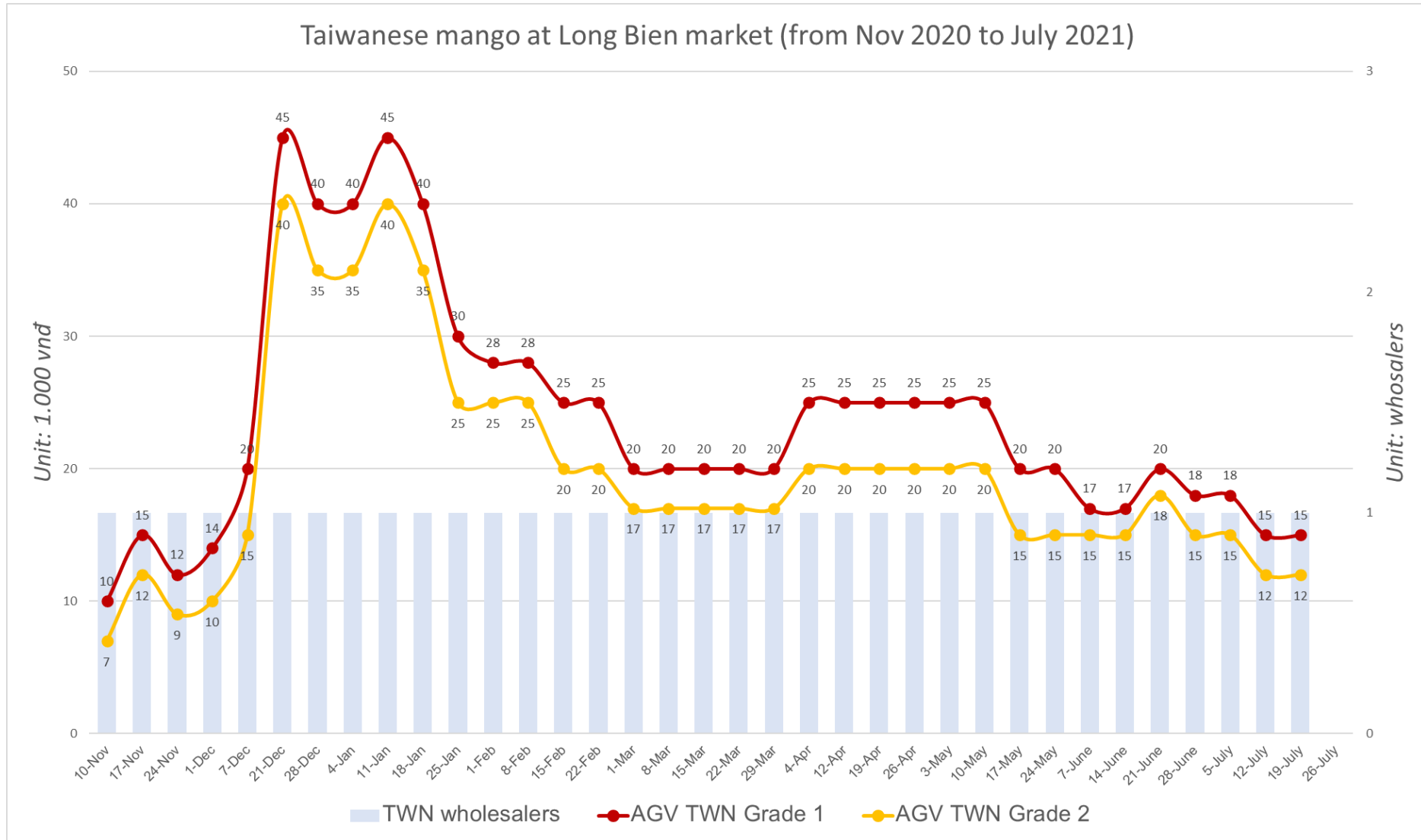


Figure 20. Weekly mango prices of Taiwanese mango at Long Bien market from November 2020 to July 2021

Source: Weekly mango prices at Long Bien wholesale market