



# Improving smallholder farmer incomes through strategic market development in mango supply chains in southern Vietnam

End of Project Review  
September 2022

**Title:** Sap management

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Implementing Agency



Funding Agency



Australian Government  
Australian Centre for  
International Agricultural Research



# Aim & Objectives

## Key focus

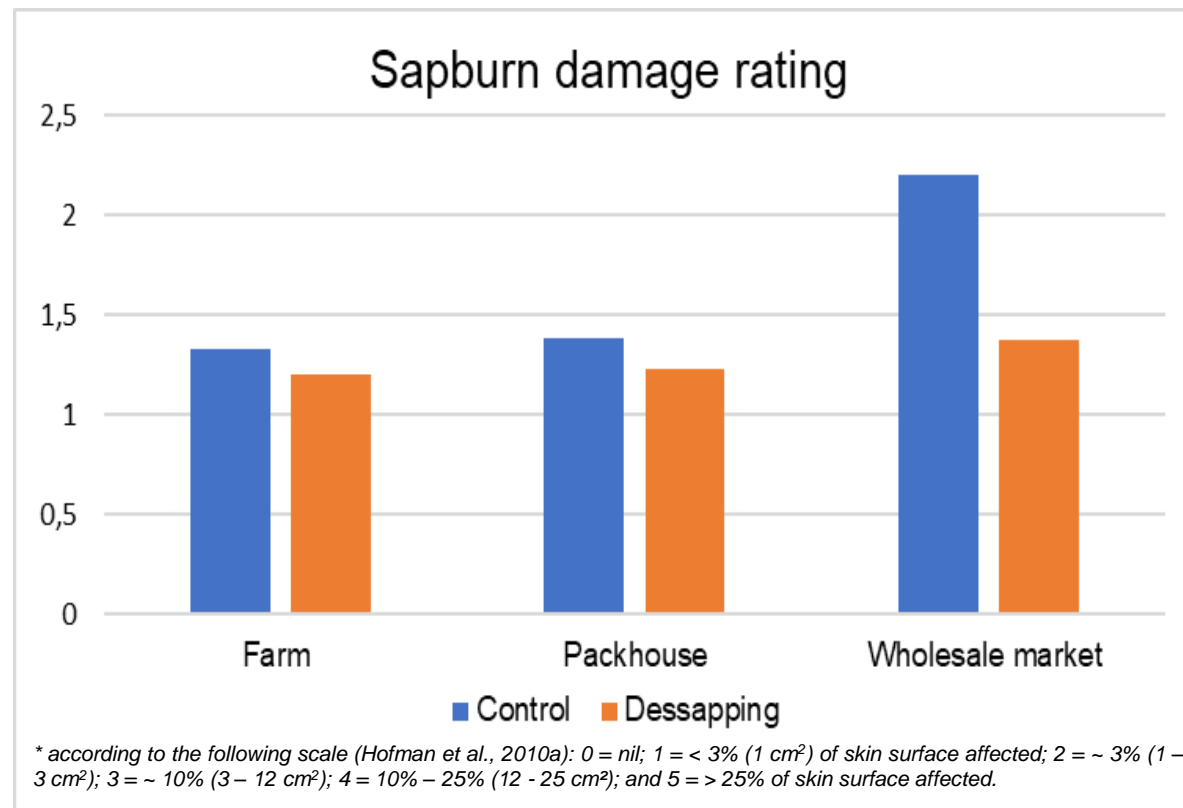
- ▶ Evaluate the practicality & impact of moving sap management practices from packhouse to the farm

## Research questions

- ▶ What on-farm, post-harvest and marketing innovations are likely to generate the most significant impacts to reduce losses, increase productivity and quality outputs that will improve returns directly related to smallholder incomes?
- ▶ What innovations have the most cost-effective and positive impacts on productivity, losses, quality and harvest timing, leading to improved price and farmer income?
- ▶ What processes will strengthen markets linkages and agribusiness partnerships and enhance innovation adoption along the chain?

# Overview

- ▶ Sap burn damage is the leading cause of skin blemish and quality loss in retail mangoes
- ▶ Significant reduction in quality loss can be achieved if sap management practices are applied on farm



# Benefits of change

## What we learnt

- ▶ Treatments significantly reduced damage on farm and during transportation
- ▶ System demonstrated to be suitable for incorporation into on farm practices
- ▶ Trolley demonstrated to be effective and practical on farm sites



# Pathways to adoption

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- ▶ Training for farmers, extension, & researchers to develop awareness, causes & cost implications of poor sap management practices
  - ▶ Need for a step change in demand driven by retailers/consumers
  - ▶ Education of the benefits to wholesalers, retailers, & consumers via demonstration-style chain activities
  - ▶ Advancing the integration of sap management processes into commercial chains (export & high-end domestic) to drive pathway adoption and practice change