



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

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# What we have learnt

- ▶ Mango freezing is an on-going focus for the project
- ▶ Wide interest among ancillary processors to become involved
- ▶ Project has established relationships with 3 processors
- ▶ Additional processors have signaled their interest
- ▶ Major issue for processors – volume & seasonality of mango supply & equipment down-time in low & off-seasons
- ▶ Freezing in bulk at peak of season - offers optimal use of factory facilities & opportunities to utilise sub-standard fruit
- ▶ Mangoes can be frozen skinned, or skinned & destoned
- ▶ Expertise to conduct trials has been established in the project team & with industry

## Why it is important

- ▶ Trial & evaluation of bulk freezing mangoes is now an established technique for use by the industry
- ▶ The project team has the connections with industry to continue advancing the frozen fruit sector
- ▶ There is intent among the industry to establish bulk-freezing as a priority for the region using the available mango supply
- ▶ The industry now requires a documented Code of Practice – Mango freezing to assist nascent and intending processors in the next phase of a future project.

# How this links to our project

## Building momentum – next steps

- ▶ A small-scale cost-benefit of bulk freezing for processors will be undertaken by Dec 21
- ▶ Also, undertake an estimate study of the increased return for effort for farmers through increased use of mango supply & particularly reduction in losses
- ▶ Private sector engagement has stimulated SMEs to consider bulk freezing
- ▶ Consideration is being given to surveying nascent & potential companies engaged in freezing within the confines of the project regions

## Longer term opportunities

- ▶ Target companies to introduce practical demonstrations to pilot & upscale opportunities through trained project team members
- ▶ Fully document the Code of Practice for freezing mango & other fruits as a industry standard benchmark to raise quality & outputs for commercial SMEs engaged in the trade of frozen fruit

