

SUPPORT OF REGIONAL ECONOMIC COOPERATION IN ASIA (SRECA)



FRESH FRUIT EXPORT GUIDELINES TO CHINA

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FOREWORD

China is seen as the biggest export market, regarding importance and potential for Vietnamese fresh fruits. China has reduced taxes for more than 8,000 goods imported from Vietnam under the ASEAN–China Free Trade Area (ACFTA), including fresh fruits, providing many opportunities for enterprises to access this big market. However, many Vietnamese enterprises still export their fresh fruits to China via unofficial trade channels due to lack of knowledge on ACFTA's requirements and limited information on the Chinese market. Thus, they face many challenges, risks and low profits. China has imposed stricter standards for quality management and origin traceability on many countries' (also Vietnam's) agricultural products (including imported fruits) since May 1st 2018. Moreover, given the ongoing Covid-19 pandemic, China continues to tighten management on customs and border trade activities. Therefore, Vietnamese enterprises are forced to broaden their understanding of Chinese regulations and market access, as well as shift to official export channels to minimize risks in a stable and long-term manner.

The project “Support of Regional Economic Cooperation in Asia (SRECA)”, funded by the German Federal Ministry for Economic Cooperation and Development (BMZ) and implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, aims at building capacity for private sector in Cambodia, Laos and Vietnam (Southeast Asia) as well as Mongolia (North Asia). The project supports small and medium enterprises in Southeast Asia to take advantage of opportunities from ACFTA to successfully export agricultural products to China. During the implementation of the SRECA project and in close cooperation with the Vietnam Trade Promotion Agency (VIETRADE) of the Ministry of Industry and Trade, **“Fresh fruit export guidelines to China”** were developed for selected fruits of which Vietnam enjoys official export quota to China, including lychee, longan, watermelon, dragon fruit, rambutan, banana, jackfruit, mango and mangosteen. In addition, the **“Production and consumption of nine selected fresh fruits in China and Vietnam”**, provides information on production, demand and consumer habits of

Chinese people, as well as information on production, supply and export of Vietnam's nine selected fruits. Both **“Fresh fruit export guidelines to China”** and **“Production and consumption of nine selected fresh fruits in China and Vietnam”** are compiled by an expert team including Asso. Prof. Dr. Dao Ngoc Tien, M.A. Luong Ngoc Quang and Dr. Nguyen Thu Hang with the support, cooperation and comment from many relevant individuals and groups.

We would like to send our sincere thanks to experts from Vietnam Trade Promotion Agency (VIETRADE), University of Foreign Trade, Plant Protection Department of Ministry of Agriculture and Rural Development, Tan Thanh Customs Branch and Huu Nghi Customs Branch in Lang Son Province, provincial Trade Promotion Agencies, and customs officers for their valuable comments to improve the quality of the Guidelines. We would like to express our sincere gratitude to fresh fruit exporters and logistics enterprises for their valuable time they spent on interviews and provided necessary information for the Guidelines. We would like to express our thanks to the valuable support from German Federal Ministry for Economic Cooperation and Development (BMZ), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), the Project “Support of Regional Economic Cooperation in Asia (SRECA)” and Trade Promotion Agency (VIETRADE).

The guidelines were originally compiled in Vietnamese gathering respective data from public and private stakeholders. The English translation serves as information for further international actors supporting the development of the Vietnamese small businesses or private sector development regarding agricultural trade in general. In case of discrepancy between the original version and the translated text, the original version shall prevail.



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TERMINOLOGY AND ACRONYMS

AQSIQ	General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China
ACFTA	ASEAN – China Free Trade Area
BMZ	German Federal Ministry for Economic Cooperation and Development
C/O	Certificate of Origin
CPT	Carriage Paid To
CIP	Carriage and Insurance Paid
CFS	Container Freight Station
CIQ	China Inspection and Quarantine
DAT	Delivered at Terminal
DAP	Delivered at Place
DDP	Delivered Duty Paid
EXW	EX Works
FCA	Free Carrier
FOB	Free on Board
FAS	Free Along Side

CIF	Cost, Insurance, Freight
CFR	Cost and Freight
GACC	General Administration of Customs of the People's Republic of China
GIZ	Deutsche Gesellschaft für Internationale Zusammenarbeit
ITC	International Trade Center
ISPM 15	International Standards for Phytosanitary Measures No. 15
KDTV	Phytosanitary
L/C	Letter of Credit
MFN	Most-Favored Nation
MRL	Maximum Residue Limit
SRECA	Project “Support of Regional Economic Cooperation in Asia”
VNACCS/VCIS	Vietnam Automated Cargo and Port Consolidated System/Vietnam Customs Intelligence Information System
VIETRADE	Vietnam Trade Promotion Agency - Ministry of Industry and Trade
VAT	Value-added Tax
VIAC	Vietnam International Arbitration Centre

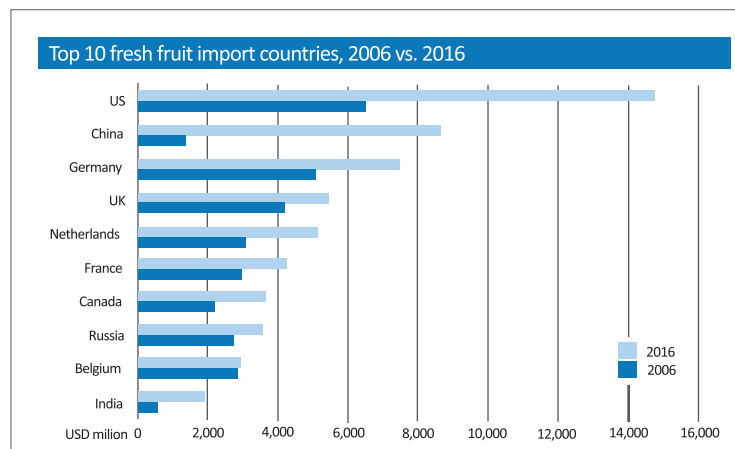


**CHAPTER 1: OVERVIEW OF FRESH FRUIT MARKET IN
CHINA AND POLICIES OF IMPORTING AND EXPORTING
FRESH FRUITS FROM VIETNAM TO CHINA**

1.1. An introduction of fresh the fruit market in China

As the most populous nation with the population of 1.4 billion (2019) and the second biggest economy in the world, China is a large and potential market for agricultural products in general and fresh fruits in particular. Fresh fruit industry in China has enjoyed a significant development and growth in recent years. Fresh fruit consumption in China in 2019 was valued at RMB 250.394 billion and is expected to grow. The value of fresh fruit consumption is expected to increase by 9.68% to RMB 274.61 billion¹ by 2025.

Chart 1: Top 10 fresh fruit import countries in the world (2006 vs. 2016)



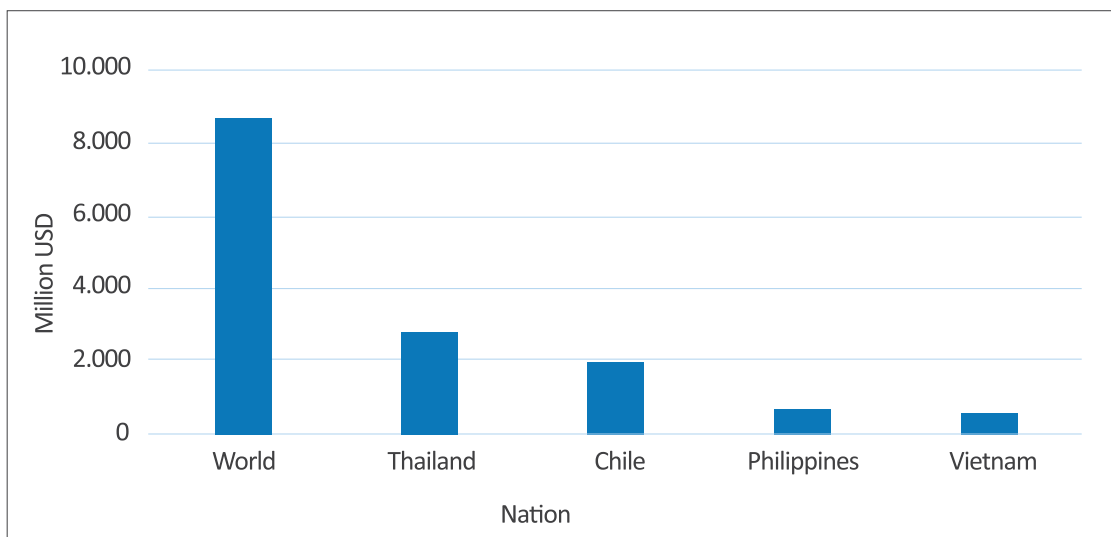
Source: UNComtrade (2018)

In terms of fruit farming area, China has the largest fruit farming area and fruit output in the world, of which growing fruits is the third biggest farming industry, after food and fresh vegetables. The area for fruit farming in China in 2019 was about 12.041 hectares, mostly in five provinces namely Shaanxi, Guangxi, Guangdong, Xinjiang and Sichuan.

(1) https://research.rabobank.com/far/en/sectors/regional-food-agri/world_fruit_map_2018.html

In terms of imported fresh fruits, China had the second highest demand for imported fresh fruits in 2019 with the import value of USD 8.655 billion. China now imports fruits from 60 countries and regions in the world. Of which, China's four biggest import markets are Thailand, Chile, the Philippines and Vietnam. Vietnam was China's fourth biggest import market, accounting for 7.29% of China's imported fruit demand in 2019 (See Chart 2 for more details).

Chart 2: China's fresh fruit import turnover from the world and top 4 exporters in 2019



Source: ITC (2020)

In terms of fruit export, China's fresh fruit export turnover in 2019 reached USD 5.1 billion and Vietnam was China's biggest export market with the turnover of USD 1.4 billion (27.5%)².

(2) ITC, 2020

1.2. Regulations on exporting Vietnam's nine selected fresh fruits to China

Fruit production, trade and export are regulated by a system of legal documents such as Trade Law, Enterprise Law, Food Safety Law, Tax Law... and documents of implementation guidelines as well as bilateral and multilateral agreements on opening market during the economic integration of Vietnam as the following:

Export Tax: According to Circular No. 164/2013/TT-BTC dated November 15th 2013, by the Ministry of Finance, fruit exporters have to provide HS codes of exported goods and write export tax rate of 0%.

Fruit	HS Code	Fruit	HS Code
Mango	08045020	Jackfruit	08109050
Watermelon	08071100	Longan	08019030
Rambutan	08109040	Dragon fruit	08109092
Banana	08039000	Lychee	08109010
Mangosteen	08045030		

Value-added Tax (VAT): According to Circular No. 219/2013/TT-BTC dated December 31st 2013 providing guidelines on implementing the Value-added Tax Law and Decree No. 209/2013/NĐ-CP dated December 18th 2013 by the Government providing detailed regulations and guidelines on implementing several articles in the Value-added Tax Law, VAT for nine selected export fresh fruits is 0%.

Customs fee: Regulations in Circular No. 172/2010/TT-BTC dated November 2nd 2010 by Ministry of Finance providing guidelines on rate, collection, transfer, management and use of customs fee. The fee for a customs declaration is VND 20,000.

Border trade among residents: According to Decree 14/2018/NĐ-CP, nine selected fresh fruits traded among border residents are exempted from quality and safety inspection and control, except for products in bulk; and are exempted from quarantine, except for the case of infectious disease outbreak notified by authorities.

Thanks for the convenient contiguity to ports of entry of Huu Nghi, Tan Thanh and Mong Cai, Vietnam's fresh fruits exported to China during the past years have been treated as products traded via border trade among residents. However, this form of trading fruits depends heavily on Chinese traders. Vietnamese traders cannot decide their expected price. Moreover, when Chinese side stops buying products, temporarily closes their port of entry or changes import regulations, Vietnamese products are stuck at ports of entry.

1.3. China's commercial policies for nine selected fresh fruits

Import tariff

According to the tariff reduction schedule under the ASEAN-China Free Trade Agreement, China is imposing an import tariff of 0% on Vietnam's fresh fruits which meet the origin criteria of wholly obtained goods (WO). If nine selected fresh fruits do not meet the origin criteria, the tariff (MFN tariff) will be as the following:



Photo: [unplash.com](https://www.unplash.com)

Fruit	Tariff (MFN tariff)	Fruit	Tariff (MFN tariff)
Mango	15%	Jackfruit	20%
Watermelon	25%	Longan	12%
Rambutan	20%	Dragon fruit	20%
Banana	10%	Lychee	30%
Mangosteen	15%		

In addition to import tariff, fresh fruits are imposed VAT of 11% at customs clearance at the port of entry. VAT calculation is based on the fact that import tariff is included in import price.

Under China's border trade promotion, only some enterprises located in the border province are allowed to import goods in form of border trade according to their detailed plan or a certain quota:

- At the border gate pair of Tan Thanh and Po Chai (Guangxi), Vietnam's fruits imported in form of border trade enjoy import tariff of 0% and a VAT reduction of 50%.
- At the border gate pair of Lao Cai and Hekou (Yunnan), Vietnam's fruits imported in form of border trade enjoy import tariff of 0% and VAT of 3%.

Chinese border residents can buy VAT-free and import tariff-free goods at the quota of RMB 8,000/person/day (about VND28 million) and these goods can be sold to enterprises.

1.4. Regulations on packaging and labelingt

Packaging: Name of fruits, place of production, place of packaging and code must be in Chinese or English on packages. Origin traceability stamps must be available. All packages must have "For

Exporting to China” in Chinese or English. Packaging must meet import requirements, of which packages and wood packaging materials must be treated according to ISPM 15 standard.

Chinese or English language must be used on packages.

Stamp: Origin traceability stamps can be stuck on fruits, outside of boxes/packages. Contents on Origin traceability stamps must be clear and understandable and in Chinese or English. Information on stamps must include name of the exporter, name of fruit, name of the grower or registration number, name of the packing house or registration number.

产品名称 (Tên sản phẩm)	甜瓜 (Thanh long tươi)
原产地 (Xuất xứ)	越南平顺省潘切市 (Thành phố Phan Thiết, tỉnh Bình Thuận Việt Nam)
果园 (Mã vườn trồng)	
包装厂 (Mã nhà máy đóng gói)	
出口商名称 (Tên nhà sản xuất)	越南康源进出口有限公司 (Công ty TNHH进出口 JIN GEO YUAN Việt Nam)
目的地 (Nơi đến)	中华人民共和国 (Cộng hòa Nhân dân Trung Hoa)

1.5. Regulations on ports of entry for importing fruits from Vietnam to China:

According to China’s regulations, due to the fact that ports of entry must be equipped with proper warehouses and facilities for phytosanitary inspection, General Administration of Customs of the People's Republic of China will designate ports of entry for imported fruit phytosanitary inspection. Accordingly, designated ports of entry for Vietnamese fruits include:

- **In Guangxi:** There are seven ports of entry for imported fruits:
 - Pingxiang – Huu Nghi (Lang Son);
 - Tan Thanh (Lang Son) - Po Chai (Guangxi)
 - Liangjiang International Airport Border Gate (Guilin)

- Fangcheng – Hoanh Mo (Quang Ninh);
- Qinzhou Bonded Port Area;
- Dongxing – Mong Cai (Quang Ninh);
- Longbang – Tra Linh (Cao Bang).

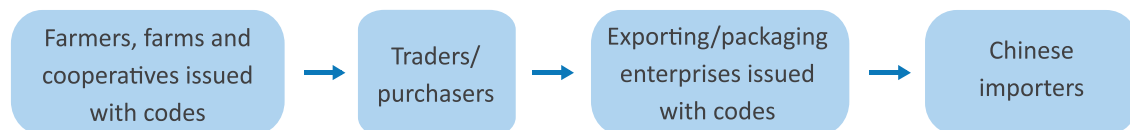
Among these, a large amount of Vietnamese fruits is imported via the China-ASEAN border trade Pingxiang inspection and quarantine pilot zone.

- **In Yunnan:** There are six ports of entry for import fruits:
 - The international border gate of Hekou (Yunnan) – Lao Cai (Lao Cai);
 - Changshui International Airport Border Gate;
 - Ruili International Border Gate;
 - Dai Lac International Border Gate;
 - Mohan International Border Gate;
 - Guanlei International Border Gate

Of which, Hekou International Border Gate has the highest trade flow.

In addition, China also imposes measures and regulations of phytosanitary and origin traceability on imported fresh fruits. (See Chapter 2).

1.6. Supply chain of nine selected fresh fruits exported to China



Supply chain for exporting nine selected fresh fruits to China:

- **Farm households:** Farm households operate in form of household production model, big farm or co-operative. These households must be issued with production unit code.
- **Trader/purchasers:** Due to the very large quantity of nine selected fresh fruits in concentrated production areas, farmers will sell their fruits to traders/purchasers at their own gardens or at the place of traders/purchasers. Purchasers sort products and transport them to a large gathering location to sell to enterprises.
- **Packaging/exporting enterprises:** Fruits are sorted, processed, and packaged. Then enterprises will export via official channels or transport them to ports of entry to export in form of border trade to China. Packhouses must be issued with a code.

In previous years, the amount of fresh fruits exported to China in form of border trade (unofficial channels) accounted for 70-80% of Vietnam's total fresh fruits exported to China. Although exporting fresh fruits in form of border trade is cost saving than official channels thanks to no VAT and phytosanitary fee, selling price is lower than via official channels. Moreover, the price fluctuates more frequently, causing more risks for Vietnamese side due to unofficial and loose relations among traders and limited capacity in dealing with contract/agreement breach.

General Administration of Customs of the People's Republic of China has tightened quality and origin traceability control since January 2019 in order to improve imported fresh fruit quality, encouraging official export channels and limiting border trade.



Photo: commons.wikimedia.org

**CHAPTER 2: REGULATIONS OF SANITARY AND
PHYTOSANITARY AND NECESSARY CERTIFICATES FOR
EXPORTING FRESH FRUITS FROM VIETNAM TO CHINA**

2.1. Goods certification

2.1.1. Phytosanitary

- **Phytosanitary requirements for eight selected fresh fruits (except for mangosteen)**

By the end of 2020, Vietnam was allowed to export nine selected fresh fruits to China via official channels. As one of goods of traditional exchange and trade between two countries, fresh fruits must meet the following phytosanitary requirements in order to be imported to China:

- Fresh fruits must be harvested and packaged at growers and packing houses issued with a code.
- Different kinds of fresh fruits must not be mixed.
- Consignments of exported fresh fruits must be inspected and granted with a certificate of phytosanitary by a Vietnamese phytosanitary agency (See Appendix 5.1.2 List of Vietnam phytosanitary agencies)
- Fresh fruits must not be infected with quarantine pests under China's phytosanitary catalogue and live harmful insects.³
- Fresh fruits must be without soil;
- Packaging must be in line with import requirements, of which packages and wood packaging materials must be treated in accordance with ISMP 15,
- Straw must not be used as padding for fruits. Pest-free materials (such as foam netting) must be used as padding for goods

- **Phytosanitary requirements for mangosteen**

Unlike eight traditional fresh fruits exported to China via official channels, mangosteen is the first fresh fruit regulated by a Protocol of "Phytosanitary Requirements for the Export of Mango

(3) See the List of subjects under China's phytosanitary at: https://www.ippc.int/static/media/files/reportingobligation/2019/12/18/Catalogue_of_Quarantine_Pests_for_Import_Plants_to_China_update20130306.pdf

(4) See Standard ISPM 15 at: https://www.ippc.int/largefiles/ISPM_15_Vietnamese_2012-12-11.pdf

steen from Vietnam to China” signed between Vietnam Ministry of Agriculture and Rural Development and General Administration of Quality Supervision, Inspection and Quarantine of the People’s Republic of China. Accordingly, all of Vietnam’s consignments of fresh mangosteen exported to China must meet all phytosanitary requirements in the Protocol, as the following:

- Vietnam’s fresh mangosteen exported to China shall meet China’s phytosanitary requirements and health and safety standards.
- Mangosteen must be harvested and packaged by mangosteen growers and packing houses which are registered with Ministry of Agriculture and Rural Development and approved by General Administration of Customs of the People's Republic of China. Registration information must include name, address, and code for origin traceability activities in case exported goods do not meet relevant requirements. Ministry of Agriculture and Rural Development shall send a registration list to GACC before the export season. By July 2020, one grower and three packhouses in Vietnam had been issued with a code for exporting mangosteen to China.
- Consignments for export must be free from quarantine pests of China’s phytosanitary concern, which are listed in the following catalogue, and nine pests mentioned in the Protocol.
- Before exporting, a specialized agency of Ministry of Agriculture and Rural Development or an agency authorized by the Ministry must quarantine and take 2% of samples. In case of detecting live subjects of China’s phytosanitary concern, the whole consignment cannot be exported and exporting mangosteens produced by that grower must be stopped. At the same time, actions must be taken at the packhouse based on the situation.

- A consignment of mangosteen must be inspected and granted a phytosanitary certificate for export by a Vietnam’s phytosanitary agency. The certificate must include the number sign of the means of conveyance and the sentence “The consignment complies with the requirements described in the Protocol of Phytosanitary Requirements for the Export of Mangosteen from Vietnam to China and is free from the quarantine pests of concern to China ”.⁵
- When a fresh mangosteen consignment arrives at China’s port of entry, declaration documents will be checked by the Customs. Phytosanitary certificates, documents and relevant signs will be checked by a customs officer and then phytosanitary will be conducted.
- Consignments from a grower or a packing house without a registered production unit code and packhouse code cannot be imported to China.
- In case of detecting a live quarantine pest of China’s concern or other quarantine pests, the consignment will not be imported, and it will be destroyed or be subject to a phytosanitary measure. In case the maximum residue limit of pesticides or other toxicants is higher than China’s health and safety standard, the consignment will be denied or destroyed. At the same time, GACC has to notify the Ministry of Agriculture and Rural Development of that consignment. Mangosteens produced by that grower will be temporarily banned from exporting to China or based on the situation, all export activities must be suspended.



(5) In Vietnamese, it means “Lô hàng tuân thủ các yêu cầu được mô tả trong Nghị định thư về Yêu cầu Kiểm dịch thực vật đối với việc xuất khẩu măng cụt từ Việt Nam sang Trung Quốc và không có dịch hại kiểm dịch mà Trung Quốc quan tâm”.

2.1.2. Food safety and maximum residue limit (MRL)

The National food safety standard -- Maximum residue limits for pesticides in food (GB 2763-2019) was promulgated on August 15th 2019 by China's National Health Commission, Ministry of Agriculture and Rural Affairs and State Administration for Market Regulation. This standard has been put into practice from February 15th 2020 (See Appendix 5.1 for Regulations on MRL for six selected fruits).

By late 2019, according to GB 2763-2019, there was no regulation on MRL for imported fresh rambutan, jackfruit and dragon fruit.

However, the seller and the buyer can agree on MRL in goods. Therefore, in addition to MRL regulations, MRL in the agreement/contract between the importer and the exporter must also be applied to consignments of fresh fruits.

2.1.3. Origin traceability

Since January 1st 2019, General Administration of Customs of the People's Republic of China has officially applied origin traceability measures on Vietnam's fresh fruit production units and packing houses.

Production unit and packing house codes are issued by an authorized agency in Vietnam (Plant Protection Department of Ministry of Agriculture and Rural Development) and sent to General Administration of Customs of the People's Republic of China⁶. Based on the list provided by Vietnam, General Administration of Customs of the People's Republic of China will check and officially confirm production unit and packhouse codes for Vietnamese fruits allowed to export to China.

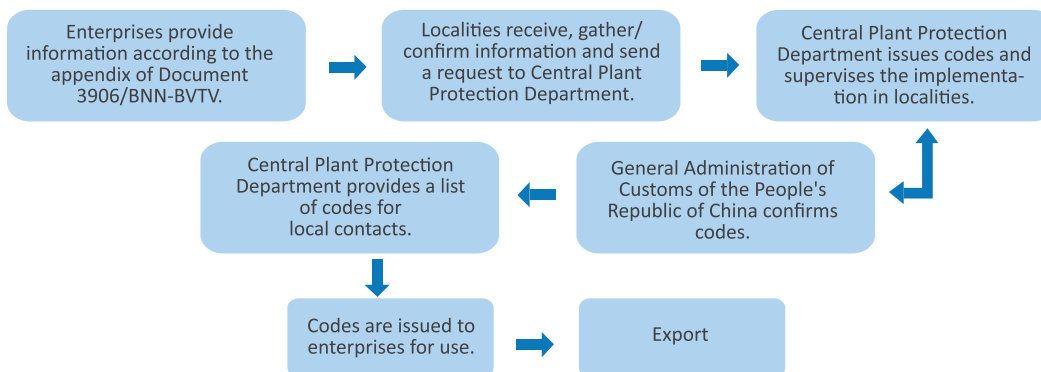
2.2. Issuing production unit and packhouse code for exporting fresh fruits to China

To get a production unit code and packing house code for exporting fresh fruits to China, enterprises/

(6) Information can be found at the website of Plant Protection Department:

farmers need to provide information in accordance with guidelines in the **Appendix attached to Document No. 3906/BNN-BTV date May 23rd 2018 by the Ministry of Agriculture and Rural Development** and send the information to local Agriculture Department/Plant Protection Department for confirmation. Steps of issuing production unit code and packing house code for exporting fresh fruits to China are shown in the following chart:

Steps for issuing production unit code and packing house code for exporting fresh fruits to China



By July 2020, Central Plant Protection Department issued codes for growers with the following information. Information about growers and packhouses issued with codes of each fruit in each province is available at the website of Plant Protection Department: <https://www.ppd.gov.vn/tin-moi-nhat-289/danh-sach-ma-so-vuon-trong-va-co-so-dong-goi-cua-viet-nam-xuat-khau-sang-trung-quoc.html>



Fruit	Number of growers issued with code	Farming area issued with code (ha)
Mango	277	32.696
Watermelon	217	13.593
Rambutan	73	10.529
Banana	242	30.500
Mangosteen	01	
Jackfruit	173	18.165
Longan	269	13.362
Dragon fruit	255	46.519
Lychee	228	19.781

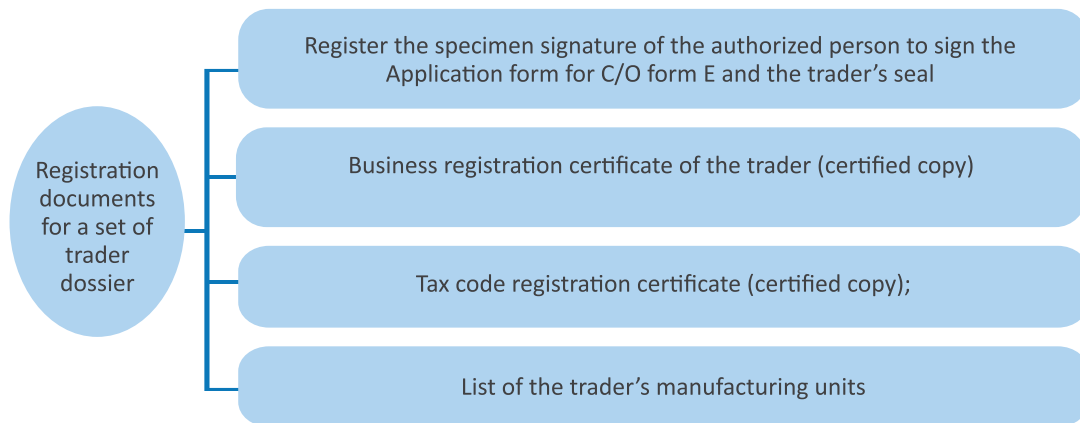
2.3. Rules of origin (ROO and C/O)

According to Circular No. 12-2019/TT-BCT dated July 30th 2019 regulating the Rules of origin in ACFTA, Vietnam's fruits must be Wholly Obtained (WO) to enjoy the preferential tax rate of 0% when being exported to China.

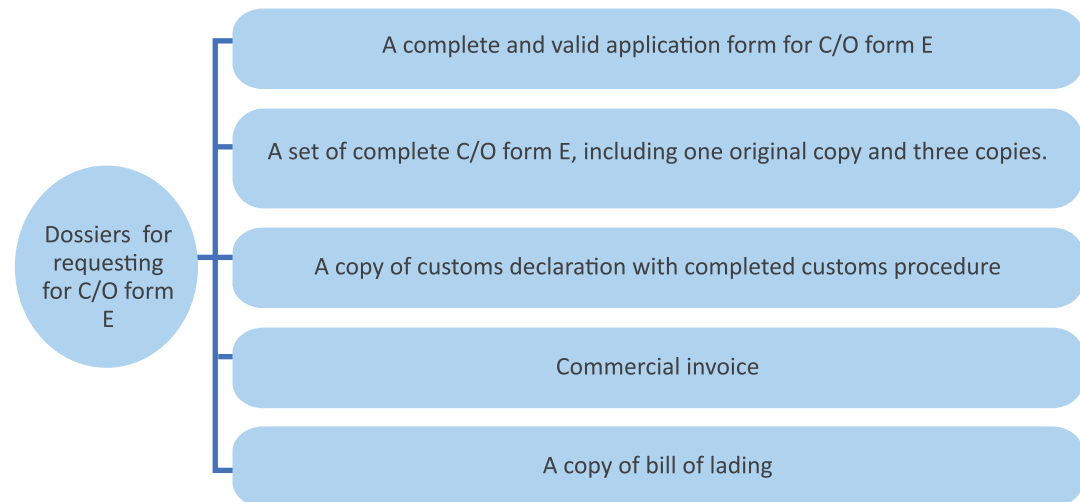
Exporters need to apply for the Certificate of origin (C/O) form E according to ACFTA. In Vietnam, C/O form E is issued by Import-Export Department of Ministry of Industry and Trade. The procedure for issuing C/O form E for exported fruits is as the following:

Step 1. Register a set of trader dossiers:

The set of trader dossiers for C/O form E is only processed at the place where the set of dossiers is submitted after the applicant completes the registration procedure of the trader dossiers.



Step 2. Request for C/O form E:



If necessary, the organization in charge of issuing C/O may request the applicant to provide more relevant documents/vouchers of the exported product, such as customs declarations of importing materials and auxiliary materials; export license; sales contract; value-added tax invoice of domestic purchase of materials and auxiliary materials; samples of materials and auxiliary materials or exported product and other documents/vouchers to prove the origin of the exported product.

The applicant fills in the electronic application form for C/O which is available on the Electronic certificate of origin issuing and management system of Ministry of Industry and Trade at www.ecosys.gov.vn or websites of other organizations in charge of issuing the certificate of origin authorized by Ministry of Industry and Trade.

2.4. Other regulations

2.4.1. Goods exchange and trade among border residents

Vietnamese side:

Decree No. 14/2018/NĐ-CP stipulates that goods of border residents are those produced in Vietnam or a country sharing the border, which are traded and exchanged by border residents at the border for production and consumption by border residents and tariff-free with the customs value of less than VND2 million/person/day/turn and no more than four turns/month. Goods traded and exchanged by border residents are not subject to quality and food safety inspection and control, except for goods traded and exchanged by border residents in large quantity. In addition, quarantine does not apply to these goods, except for the case of an infectious disease outbreak or risk of infectious disease outbreak notified by an authorized state agency.

Chinese side:⁷

Border residents living within 20km to the Chinese land border are allowed to exchange goods in line with regulations and with the value of less than RMB 8,000/day (about 28 million VND)

When border residents transport goods out of/to the trading area (spot) designated for goods exchange among border residents, they have to make a proper declaration of variety, quantity and value of those goods and they are subject to the Customs' inspection, supervision and regulation.

2.4.2. Border trade

It is a trading activity at land border gates recognized by Chinese government. Enterprises located in border areas are allowed to engage in border trade with border enterprises or other commercial organizations of the neighboring country. For fruits exported to China via trade border, Chinese government stipulates that this form of export experiences customs clearance like official channels. Since May 2018, China has tightened border trade to strictly enforce its regulations of inspection, quarantine, origin traceability and packaging.



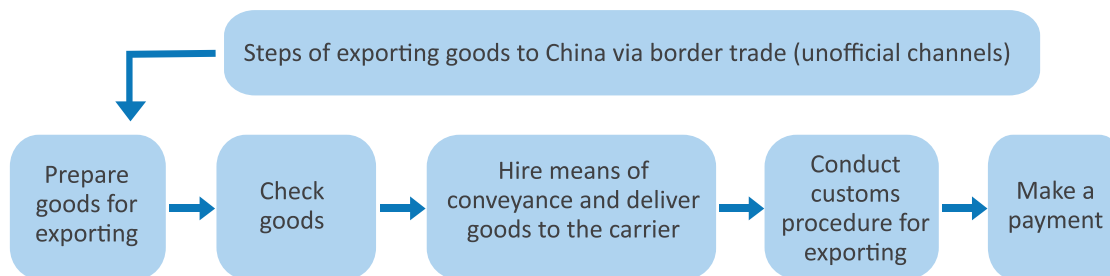
(7) Detailed regulations are available at:<https://www.jus.uio.no/lm/china.exchange.and.trading.of-goods.by.border.residents.administration.rules/portrait.a4.pdf>



**CHAPTER 3. STEPS AND PROCEDURES FOR EXPORTING
NINE SELECTED FRUITS TO CHINA**

In order to export fruits to China, Vietnam's fruit exporters can select **official channels** or **border trade**.

Exporting goods in form of border trade takes place when Vietnamese enterprises and individuals export goods to China without a foreign trade contract, invoice and payment vouchers like via official channels. Only packing list issued by the Customs is needed and border trade fee should be paid. However, exporters involved in border trade still have to pay taxes and be subject to strict quality inspection, phytosanitary, food safety and hygiene and standards imposed by specific state agencies before customs clearance. In border trade, the export procedure is simple and transport cost is low. However, it is unstable and risky for Vietnamese businessmen and producers. Moreover, the amount of traded goods is small, leading to ineffective trading activities. Without a contract, Vietnamese exporters engaging in border trade are forced to reduce prices even when goods are being transported, because fruits cannot be transported back after customs clearance. Due to these shortcomings, the Guidelines do not encourage trade exchange via unofficial channels.



Exporting goods via official channels takes place when Vietnamese enterprises and individuals sign a contract to export fruits to China with their partners in China in accordance with agreements (or commitments) signed between two countries or engaged by two countries according

to international norms. Fruits exported via official channels are subject to strict quality and food safety inspection by specialized authorities and all procedures and customs tariff payment must be completed before customs clearance. When exporting fruits via official channels, a large amount of fruits is transported through the port of entry.



Steps for exporting goods to China via official channels are as the following:

3.1. Negotiate and sign an export contract

3.1.1. Find a customer, make an offer and negotiate a contract

In order to get a contract, exporters need to find a customer and make an offer as the first necessary step. To negotiate a good contract of exporting fresh fruits to China, exporters need to gather information on China's agricultural product market, consumer culture and laws for each kind of goods. In addition, it is needed to learn about information of partners such as their development, reputation, and financial capacity. Information collection, high quality team of negotiators and good approach to negotiation will make contribution to a successful negotiation.

To search for and confirm information about Chinese partners, exporters may refer to websites: <https://www.trademap.org/Index.aspx>, <https://www.qcc.com/>. In addition, they can participate in trade fairs and online trade conference connected and organized by Trade Promotion Department and Vietnam Trade Office in China

3.1.2. Export contract and sign an export contract

A fresh fruit export contract is a contract to sell Vietnamese traders' fresh fruits to buyers who are Chinese traders to transport fresh fruits to China and transfer the ownership of fresh fruits to buyers. Fresh fruit sellers can directly export fresh fruits or authorize other agencies (specialized in export) to export them.

To sign an export contract, the subject of contract on Vietnamese side (the seller) is a trader that is a legal entity (legal economic group) or an individual with independent and regular trade activities and business registration. The subject of contract on Chinese side (the buyer) is a Chinese organization or individual who has legal capacity and capacity for civil acts.

A contract of fruit export has the following main contents:

Main contents of a contract of fruit export:

Commencement

- Number of contract; Place of signing the contract
- Contact details of the seller and buyer: Name, address, phone number, fax number, email and representative authorized to sign the contract
- Definition and terminology; basis of signing the contract; voluntary agreements between parties

Terms and conditions of the contract

- Goods: name of goods (name of fruit), quality, quantity, package
- Note: Terms of the quality of exported fresh fruits can be determined according to the following criteria:

- Fruits are bruise-free, unrotten and firm, with no strange taste or damage caused by insects
- Fruits' skin has no unusual humidity due to preservation at low temperature
- Fruit quality is classified into three classes (special class, class 1 and class 2)
- Terms of packaging include materials, form, size, method of packaging, method of determining packaging price
- Markings contain signs and texts providing instructions for delivering and receiving, transport and preservation of goods. Markings must be easy to read and see, written in unblurred paint or ink and big enough, with no damage to the quality of goods. They must be written in specific characters.
- Financial terms: price (currency, price level, pricing method), payment (currency, date of payment, payment method, payment documents: bill of exchange, commercial invoice, certificate of insurance, certificate of quality, certificate of quantity and weight, certificate of origin, packing list)
- Transport terms: time, place of delivery, number of deliveries, delivery method, means of conveyance
- Insurance and guarantee: the insurance buyer, conditions of insurance, certificate of insurance
- Legal terms: complaint, arbitration, force majeure

Conclusion

- Number of contract copies and number of copies received by each party.

- Language in the contract: Vietnamese, Chinese and English. If the contract is written in several languages, it is needed to note that they have the same validity or parties should agree on the main copy in case of a dispute.
- Contract term; regulations of contract modification and supplement

3.2. Prepare goods for export

3.2.1. Sign an underwriting contract

In an underwriting contract, the buyer will take responsibility of the seller's output or all of goods produced by the seller in an agreed period of time. It is an urgent need to sign a contract of agricultural product consumption between farmers and enterprises so that the price and output of agricultural products are stable. Two parties have their own rights and obligations, and their rights are ensured equally.

An underwriting contract is often signed between enterprises and producers in the following forms:

- Providing funds and materials in advance, providing technical and technological assistance and buying products (often agricultural products);
- Selling materials and buying products;
- Directly buying products of the producer.

An underwriting contract usually contains the following binding conditions:

- Product quality: It is an important binding condition so that the buyer can buy products that meet their minimal requirements. The buyer only receives goods if they meet their minimal quality requirements;

- Minimal productivity: This condition ensures that the buyer can buy the minimal quantity of goods;
- Floor price: It is the lowest price that the buyer pays to buy a specific amount of products. This ensures that the seller is unlikely to be forced to sell at lower price;
- The seller must commit not to sell their products to a third party in order to respect the contract between two parties and cause no damage to the buyer.

3.2.2. Purchase products

To implement commitments in the contract of export, the owner of export goods has to prepare goods for export. Based on the signed contract, the owner of export goods will gather enough goods for a consignment. In foreign trade, the amount of goods is quite large. Therefore, the owner of export goods has to gather goods from their suppliers (usually local traders and producers who sign underwriting contract with enterprises) and bundle them into export batches. The legal basis for that is signing sales contracts between the owner of export goods and their suppliers.

Fresh fruit producers and growers need to prepare goods in terms of quality, quantity, packaging, preservation, etc. to meet conditions in the output contract, including:

- Preparing manpower, tools and means of conveyance for harvesting; preparing warehouses to gather products for processing and packaging; setting purchase stations or points at farms and gardens of farm households.
- Reminding every farm household and grower of terms in the contract signed with the Chinese side, so that growers and farm owners are aware of the importance of harvesting, protecting products from damages and selecting standard fruits to supply to the enterprise who will sell them to China.

Those fresh fruit producers and growers who do not wish or cannot directly export their products can mandate other ones to export them.

For professional exporters, they should access sources of export goods via planned purchase, order, direct investment in fruit growing, goods exchange, etc. under forms of contract such as financing bargain, goods exchange, entrusted export, etc. Once the contract is signed, they will receive goods for packaging, labelling, and marking in line with conditions agreed with their foreign customers.

3.2.3. Requirements of packaging and preservation

General requirements of preservation

Warehouses for fresh fruit preservation must be dry, clean and cool with no strange smell that affects fruit quality. They must contain no toxicants or goods of strange smell. In addition, each fruit requires a different method of preservation as listed in the following table:



Photo: pixabay.com

Fruit	Method of preservation
Mango	<p>Cold storage: After being harvested, mangos should be sorted, cleaned, soaked in CaCl_2 or $\text{Ca}(\text{NO}_3)_2$ of 4-6%, picked up, let dry in natural conditions and put in plastic bags with size of 15x20cm and 20 vent holes. At the optimal temperature for preserving mangos of 11-11.5°C and relative humidity of 85-90%, the color and quality of mangos are still maintained after 30 days of preservation.</p> <p>Chitosan coatings: Sap and soil on mangoes 'skin are washed under running water, then mangos are soaked in hot water of 50-52°C in 15 minutes and let dry in front of fans. They are soaked in O_3 100ppm in five minutes and let dry in front of fans in 30 minutes. Next, they are soaked in Chitosan in one minute and let dry in front of fans for one hour. They are kept in a cool warehouse at the temperature of 5-7°C and relative humidity of 90-95% with one ethylene absorber used for one kilogram of mango for 38 days. After that, mangoes are let to ripen at room-temperature in two days. Totally, mangos can be preserved for 40 days (according to CESTI).</p>
Water-melon	<p>Watermelons cannot be kept for a long time. They have to be packaged in the same day so that they can be put in cold containers or warehouses.</p> <p>Cooling: Watermelons are cooled on the field. They are left on the field for one night. Early the next morning, they should be placed into warehouses/vehicles or cooled with fans.</p> <p>Normal storage: An empty, cool, airy, and isolated room should be chosen for watermelon storage. First, the warehouse needs to be cleaned and disinfected. One layer of straw should be spread on the floor and watermelons are placed on. Two or three layers of watermelons may be placed on each other. There should be a path in the middle of the warehouse for walking and checking the preservation. The suitable temperature should be under 15°C and relative humidity should be 80%.</p> <p>Preservation with sand: A clean, cool, and airy warehouse should be chosen for watermelon preservation. A layer of sand of 6-10cm thick is spread in the warehouse. Watermelons are arranged on the sand layer. Another 5cm-thick layer of sand is spread on watermelons.</p>

	<p>Nitrate acid: When watermelons are preserved with nitrate acid in room-temperature (the highest temperature of 28°C and the lowest temperature of 21 °C), their flesh is fresh, juicy, and delicious. The quality is good, but the sugar level may be reduced. At the average temperature of 24°C and relative humidity of 71-87%, watermelons can be preserved for 36 days.</p>
<p>Rambutan</p>	<p>Before being transported, rambutans should be preserved at low temperature in cold warehouses. They should be covered in PE bags or papers or wax papers to prevent dehydration.</p> <p>Rambutans are best preserved at the temperature of 8 - 15°C and relative humidity of 90-95% for two or three weeks. The color of their skin and peduncle may change after the preservation, but the flesh is intact.</p>
<p>Banana</p>	<p>If the place of delivery is far, fresh bananas should be kept in warehouses equipped with artificial cooling systems as soon as possible after being harvested.</p> <p>Bananas should not be kept in warehouses for more than 48 hours from the time of being harvested to the time of being transported. The optimal preservation temperature for fresh bananas depends on the maturity, hygiene conditions and time needed to transport them to the place of consumption.</p> <p>With fresh aromatic bananas harvested at 75-80% maturity, the optimal preservation temperature is 12-14°C with the relative humidity of 85 - 90% at the coldest area in the warehouse.</p> <ul style="list-style-type: none"> • Cold storage • Chemicals (Common chemicals used for preserving bananas in Vietnam include Topxin – M, Mertect 90, Benlat, NF44, NF35, etc.) • Bio-preservation • Irradiation • Controlled-atmosphere • Modified-atmosphere

<p>Mangosteen</p>	<p>Once harvested, mangosteens are placed on a layer of newspapers or mangosteen leaves in plastic or bamboo baskets and then transported to the processing area. Mangosteens are placed on Styrofoam trays or sponge trays. They are soaked in fungicide (thiophanate–methyl 1000ppm) in three minutes. The suitable temperature for preserving mangosteens is 13°C. Mangosteens are placed in OTR2000 bags so that they can be kept in warehouses for four weeks, depending on mangosteen trees and maturity at harvesting. The humidity in the warehouse should be about 90 ± 95%.</p>
<p>Jackfruit</p>	<p>After being harvested, jackfruits should be preserved in an airy place. They must not be placed directly on the floor. They can be preserved for six weeks at the temperature of 11-13°C. If the place of consumption is far, fresh jackfruits should be kept in warehouses equipped with artificial cooling systems as soon as possible after being harvested.</p> <p>When being transported, jackfruits should be kept in cold containers at the temperature of +5 to +10°C, humidity of 50-60% and ventilation of 25.</p>
<p>Longan</p>	<p>If the place of consumption is far, fresh longans should be kept in warehouses equipped with artificial cooling systems as soon as possible after being harvested.</p> <p>Cold storage: Longans should be kept at the temperature of 5-10°C. The preservation period is about 30 days.</p> <p>Sulfur dioxide (SO₂) fumigation: Liquid sulfur dioxide (SO₂) in cylinders is used to fumigate longans to prevent saprophytic surface fungi and skin browning. Skin of longans will look brighter and more attractive. The concentration of SO₂ for fumigation is about 2-2.5% during the period of 30 minutes. It should be noted that the SO₂ concentration must not be higher than allowable limits. The proportion between weight of longans and volume of the room used for fumigation is from 1/6 to 1/8. After the fumigation, the remaining gas in the room must be removed to prevent pollution and harmfulness for people. The technique of fumigation must be done with technical assistance from experts. After being fumigated with SO₂ and preserved at cold temperature,</p>

	<p>longans can be kept for four weeks. After being fumigated with SO₂, skin of longans looks brighter. Proper fumigation will prevent skin browning for preserved longans.</p> <p>Chemicals: If longans are not treated with SO₂, common chemicals such as Aspergillus, Fusarium, Alternaria and Penicillium can be used to prevent saprophytic surface fungi. Longans are soaked in benomul 500ppm in one minute.</p>
<p>Dragon fruit</p>	<p>Preservation at normal temperature: If preserved at the temperature and humidity of the natural air and with good airiness, dragon fruits can be kept fresh in 5-8 days.</p> <p>Cold warehouse: Dragon fruits can be kept fresh in 8-10 days if preserved in cold warehouses at temperature of 20 – 24°C However, the temperature in cold warehouses should not be reduced to below 5°C, because it can cause chilling injury and brown spots will appear on the skin, making it look unattractive.</p> <p>Hormone drugs: Dragon fruits can be preserved with gibberellic acid (GA₃). The dose should be two packets of powder (1gram/packet), which are mixed with water in a 12-liter sprayer. Sprayed with this mixture, the scale of dragon fruits will be greener and harder. Dragon fruits should be treated one to three days before harvesting. With this treatment, dragon fruits can be kept fresh in 10-20 days.</p> <p>Modified atmosphere: The technique is to increase the level of CO₂ and reduce the level of oxygen in the surrounding atmosphere so that the respiration rate in dragon fruits will be reduced. Dragon fruits can be covered in polyethylene bags which have 20-30 holes created with a needle. Then these bags are sealed tightly. By doing this, dragon fruits can be kept fresh in 40-50 days.</p> <p>Ozone: After being preserved with anolyte (or ozone), rinsed, let dry, packed, and kept in cool warehouses, dragon fruits can be kept fresh in 25 days. If kept in cold warehouses, dragon fruits can be fresh in 60-75 days.</p>
<p>Lychee</p>	<p>The color and quality of fresh lychees can be kept in only 3-4 days at room-temperature. If treated with copper sulfate 0.5% and covered in polyethylene bags, lychees can be kept fresh in 7-10 days.</p>

Before being preserved, lychees can be treated with the following methods :⁸

- Sulfur fumigation: Fresh lychees are fumigated with sulfur so that SO₂ concentration in the flesh is 10-20ppm. The color of the lychee skin can be kept, and the fruits are disinfected.
- Metabisulfite is used to disinfect and prevent the skin of lychees from changing color. If treating with both metabisulfite and dilute HCl, the result will be better. The effect of SO₂ depends on the maturity of lychees. The more mature the lychees are, the less the skin color changes. On the contrary, if SO₂ is used to disinfect unripe lychees, the skin color will look unattractive.
- Other methods: Lychees can be covered in thin film and irradiated with the dose of 0.75-1.5 kGy. With this method, lychees are prone to bruises compared to untreated samples.
- Lychees can be preserved in 22-26 days at the temperature of 1-2°C if covered in thin film bags. However, when taken out of cold warehouses and exposed to normal air, their skin will be browner.

There is a more advanced method of preserving lychees. After being harvested, lychees are rinsed with brine, placed in the cooling chamber, and disinfected. Lychees are also treated with foreign technology-based probiotics to remove *aristobia testudo*. With this method, lychees can be preserved in three weeks.

Requirements of packaging

Important things to do when preparing goods include packaging, wrapping, and marking, because goods have to be packaged for preservation and conveyance. In order to perform proper packaging and wrapping phase, it is needed to be well aware of requirements of suitable types of packaging options so that it is in line with the contract and economically efficient.

(8) <https://sachthucpham.com/phuong-phap-bao-quan-va-quy-trinh-san-xuat-vai-thieu-dong-hop>

Fruit	Requirements of packaging
Mango	<ul style="list-style-type: none"> • An origin traceability stamp should be stuck on each mango. • Mangos are packaged in cardboard boxes with ventilator openings and origin traceability information. Mangos are required to be covered in foam netting or pest-free materials. All the sides of the box should be sealed with adhesive tape. Origin traceability information should be available on boxes. Labels and marks should be clearly seen on cardboard boxes of mangos for export.
Watermelon	<p>Each watermelon should be stuck with an origin traceability stamp or packaged in cardboard boxes with origin traceability information. Watermelons padded with straw are not allowed in customs clearance. Watermelons are required to be packed in foam netting or pest-free materials. The weight of each box should be 10-15kg. Boxes should be sealed with adhesive tape and origin traceability information should be available on boxes. Labels and marks should be available on boxes of watermelons for export.</p> <p>Since May 2019, China has required fruit importers to change padding materials for watermelons from straw (mostly used now) to harmless and pest-free materials (such as foam netting).</p>
Rambutan	<p>Rambutans are often packaged in ventilated cardboard boxes or styrofoam boxes.</p>
Banana	<p>Fresh bananas for export are often packaged in polyethylene bags and encased in cardboard boxes, meeting the following criteria:</p> <ul style="list-style-type: none"> • The bottom of polyethylene bag for bananas should be sealed. Standard polyethylene film should be used to ensure tear persistence when packaging bananas. • Cardboard boxes should be dry, clean, mould-free and woodeater-free, in good quality and free from strange smell that affects banana quality. • Cardboard boxes should be crush resistant enough. Boxes should have a strong structure to be able to protect bananas when piled on each other.

	<ul style="list-style-type: none"> • Cardboard boxes for bananas should be ventilated. • Banana bunches should be arranged in vertical position and like spoons. Their stalks should turn inward. • The number of bunch layers should be two at the maximum. There must be foam film or soft materials between two banana bunches. • After bananas are arranged and weighed to adjust net weight in each package, the mouth of polyethylene bag should be sealed or folded and placed gently between bananas.
Mango-steen	<p>Exporters can pack fresh mangosteens in molded foam trays or sponge trays. These trays are placed in cardboard boxes and packages with origin traceability information.</p>
Jackfruit	<p>Fresh jackfruits should be packaged in accordance with TCVN 9770 (CAC/RCP 44) Code of practice for packaging and transport of fresh fruits and vegetables. Jackfruits for export should be packaged in cardboard boxes or encased separately and loaded in cold 40-foot containers, meeting the following criteria:</p> <ul style="list-style-type: none"> • Cardboard boxes should be dry, clean, mould-free and woodeater-free, in good quality and free from strange smell that affects jackfruit quality. • Cardboard boxes should be crush resistant enough. Boxes should have a strong structure to be able to protect jackfruits when piled on each other. • Sides of cardboard boxes for bananas should be ventilated. • Jackfruits are placed in baskets padded with leaves or straw at the bottom or sides. The stalk of jackfruits should be upward.
Dragon fruit	<p>For fresh dragon fruits, China recommends using cardboard boxes and packages with origin traceability information.</p> <p>With thin skin, dragon fruits ripe quickly and are prone to damage. Therefore, cardboard boxes for dragon fruits should be made of three-layer or five-layer cardboard paper, depending on</p>

	<p>the transport distance. Cardboard boxes should be ventilated to release moisture. In boxes, dragon fruits should be separated from each other with baffles so that they cause no damage to each other.</p> <p>Dragon fruits are placed in PE bags with 10 vent holes of 5mm diameter. It's better to wrap dragon fruits in Polystyrene foam netting to avoid damages.</p>
<p>Lychee and longan</p>	<p>Lychees should be packaged in tight styrofoam boxes. Lychee boxes should be stacked with ice and sealed with adhesive tape so that the lid is not opened when transporting.</p> <p>The weight of each box could be 20kg or 25kg, excluding weight of ice and box.</p> <p>Since the lychee season of 2019, China has required that intaglio stamps should be available on lychee packages.</p>

Examples of standard fruit packaging:



Longan

(Source: Plant Protection Department)



Dragon fruit

(Source: Plant Protection Department)

In addition, origin traceability stamp samples for all of fruits exported to China must be registered at the Chinese customs and stuck on packages. Information on stamps and labels and marks should include details of growers, packhouses, etc, which must be officially provided to the Chinese customs by Ministry of Agriculture and Rural Development.

Examples of standard traceability stamp:



Source: Plant Protection Department



Source: Plant Protection Department

Accordingly, the Chinese customs will check labels and marks and safety food of packaged foods. Importers must ensure that labels and marks in Chinese on packaged foods are in line with China's relevant laws as well as administrative regulations and requirements of food safety standards. In case the packages do not meet standards, they are not allowed to be imported.

3.3. Check goods

Vietnam has no phytosanitary regulations for export fruits, China considers phytosanitary as a compulsory requirement. Phytosanitary can be performed at the port of entry and one time only at the exporting country. According to the mutual acceptance principle, the importing country will accept the certificate of phytosanitary issued by the exporting country and conduct random checks and keep samples before customs clearance.

Procedure of export phytosanitary in Vietnam:

Procedure	Content
Register phytosanitary	The enterprise directly submits a set of registration dossiers to the nearest phytosanitary agency.
Receive and check dossiers	The phytosanitary agency receives and checks the validity of the dossiers. In case of invalid dossiers, the phytosanitary agency requires the enterprise to provide more documents.
Check the object	Based on the result of checking the dossiers, the phytosanitary agency will decide that the location for phytosanitary should be at the manufacturing facility, place of departure, inland place of preservation or port of entry, then deploys an officer to check the consignment of the object.
Issue the certificate of phytosanitary	The phytosanitary agency issues the phytosanitary certificate for the consignment within 24 hours from the beginning of phytosanitary process, in which the object meets the importing country's phytosanitary requirements. In case the process takes more than 24 hours due to technical requirements, the phytosanitary agency should notify or send a written notice to the owner of the consignment under phytosanitary to explain the reason of the delay. In case the consignment does not meet phytosanitary requirements of the importing country, the phytosanitary agency will not issue the certificate of phytosanitary and notify the owner.



Photo: pixabay.com

The image shows two documents side-by-side. The left document is a request form for verification, titled 'MÃI QUẢN LÝ VÀ KIỂM NGHIỆM SẢN PHẨM' (Management and Inspection of Products) and 'HƯỚNG DẪN ĐIỀU CHỈNH SẢN PHẨM' (Product Adjustment Guide). It contains various fields for product information, inspection details, and signatures. The right document is a 'PHYTOSANITARY CERTIFICATE' issued by the 'QUẢN LÝ CHỨNG NHẬN SẢN PHẨM ĐƯỢC LẬP' (Product Certification Management). It features a large 'PAP' watermark and contains detailed information about the product, the issuing authority, and the inspection process.

Fruits for export are not listed as export goods needed verification. However, in case the buyer requires verification, an independent verification agency will be invited to verify. The process of goods verification consists of the following steps:

- 1) Submit a set of dossiers for verification, including the request for verification, contract and L/C;
- 2) The verification agency verifies goods on-site and analyses the sample at the laboratory;
- 3) The verification agency provides the result and issues a temporary certificate for customs procedures (if requested);
- 4) Check the sanitary of warehouse;
- 5) Supervise the delivery of goods;
- 6) The verification agency issues the official certificate.

3.4. Hire means of conveyance and deliver goods to the carrier

3.4.1. Select means of conveyance and sign a contract

During implementing a contract of exporting goods, means of conveyance should be selected and hired based on the following:

- Terms of the contract of exporting goods: Two parties agree on the means of conveyance. Or based on delivery terms and conditions, the responsible party will select suitable means of conveyance.
- Export goods: heavy or light goods, goods that can be transported for long time (such as dragon fruit) or short time (such as mango), simple or complicated conditions of preservation...
- Transport conditions: normal or special route; one way or round trip, single voyage charter or consecutive voyage charter

Based on those terms, exporters can select suitable means of conveyance and optimize transport costs to hire means of land, sea or air conveyance.



Photo: pixabay.com

Fruit	Specific requirements of conveyance
<p>Mango, rambutan, banana and jackfruit</p>	<p>The means of conveyance for mangoes should have an airy cell or cell for cold storage. During transporting, the means of conveyance needs to be adjusted to preserve fruits in the best conditions.</p> <ul style="list-style-type: none"> - The temperature of fruits should be 25-30°C lower than the actual temperature (mango and rambutan), 12-30°C (banana) and 3-5°C (jackfruit). - Relative humidity: The cold side surface of air conditioning system should be designed so that the relative humidity is 85% - 90%. At that temperature, the air supply of the cold side is stable when the cooling period of fruits is over. - Air circulation: During the preservation, the air flow coefficient can be reduced by half after the cooling period is over. The air flow rate is recommended to be changed once every hour. <p>In addition, during the preservation, the air flow coefficient can be reduced by half after the cooling period is over. The air flow rate is kept at an acceptable value. It can be done by adjusting the preservation temperature to the critical point (at which, the temperature causes chilling injury to fruits) within a safe range to take into consideration of inevitable temperature fluctuation in the cooling device and its operation (+0.2°C to +0.5°C for the cooling device using brine as refrigerant; +0.5°C to +0.7°C for direct cooling).</p>
<p>Watermelon</p>	<p>Containing 90% water, watermelons should be preserved in cold warehouse and transported in cold containers in case of long-distance transport. The means of conveyance for watermelons should be specialized one for fruits only or be equipped with cold cells.</p>
<p>Mangosteen</p>	<p>Mangosteens are easy to be preserved and the transport period can be 5-10 days at the temperature of 13°C.</p>

	The means of conveyance should be specialized one for fruits only and be equipped with cold cells. Its temperature and humidity can be adjusted in line with the method of preservation.
Longan and lychee	The means of conveyance for longan and lychee should be equipped with cold cells. It should be noted that the temperature of cold cells is about 5 - 10°C.
Dragon fruit	Dragon fruits should be transported in cool weather. They are best preserved in cold containers at the temperature of 6-8 oC and the ventilation rate of 20 – 25m ³ /hour.

As for signing a contract of conveyance, the contract of conveyance should contain information and agreement of the transporting parties, including information of contract parties, characteristics of goods, value of goods, rights and obligations of parties and methods of dispute settlement.

3.4.2 Deliver goods to the carrier

Vietnam's fruits are mostly exported to China by land and transported by vehicles or containers. The seller (exporter) or the buyer (importer) can hire means of conveyance.

The seller (exporter) will have to hire means of conveyance if it is their obligation in the contract. This mode is implemented when the basic delivery terms in the contract is CPT (Carriage Paid To), CIP (Carriage and Insurance Paid), DAT (Delivered at Terminal), DAP (Delivered At), DDP (Delivered Duty Paid).

The buyer (importer) will have to hire means of conveyance to transport goods to his country if it is stipulated in the contract that goods are delivered in the exporting country. This mode is implemented when the basic delivery terms in the contract is EXW (EX Works) and FCA (Free Carrier).

Besides exporting by land, the exporter can select sea route. Although customs clearance at ports of entry is quite slow, exporting fruits by sea is still quite stable.

3.5. Customs export procedures

3.5.1. Customs export dossiers

The procedure for customs declaration is done via VNACCS/VCIS, the portal of e-customs declaration. The exporter can make customs declaration on their own or hire a third party to complete their customs dossiers for export. The one who fills in customs declaration form and submits it is herein referred to as the declarant. The declarant will fill in and transfer the e-declaration form and send to the system of the local customs authorities in charge of the port or the warehouse/-container freight station, where their goods are stored. After transferring data, the declarant will receive a response from the local customs authorities. In case of errors, there will be a warning message on the screen.

The declarant corrects the data and transfers again. Once those steps and data are confirmed valid, the system will send back the number of the form and the result of selectivity (red, yellow, or green lane).

When the local customs authorities check the customs dossiers and check goods, the declarant should submit documents/vouchers available in the national single window system. In case of offline customs declaration, the declarant (usually the agency authorized by the exporter) has to submit or present relevant documents/vouchers when registering customs declaration.

The customs dossiers include:

- Customs declaration for exporting the consignment
- Economic contract between the seller and the buyer
- Commercial invoices or equivalent vouchers in case the buyer has to make a payment to the seller

- Other relevant documents: C/O, packing list, certificate of phytosanitary, declaration form for means of conveyance, confirmation of the customs authorities, border declaration of means of conveyance.

The exporter must present customs declaration. If available, other remaining documents can be presented.

Deadline for submitting customs declaration: It should be submitted after goods are gathered at the location informed by the declarant and it must be submitted at least four hours before the means of conveyance exits. For goods delivered via express mail service, it must be submitted at least two hours before the means of conveyance exits.

The customs declaration is valid in 15 days from the day of registration.

Determination of the origin of export goods: The customs authorities determine the origin of goods based on checking the content of the declarant's customs declaration, vouchers in the dossiers and results of checking goods. In case there is a doubt, the customs authorities request the declarant to provide documents related to the origin of export goods, check, and confirm the origin at the production unit of export goods.

To finish customs procedures, the exporter should fulfill their financial obligations: road maintenance fee (depending on vehicle tonnage), storage charge, and phytosanitary fee at port of entry.

3.5.2. Checking by the customs authorities

When goods arrive at the port of entry, the exporter should transport goods and means of conveyance to a designated location to be checked.

After completing the customs declaration, the process of checking goods by the customs authorities is different, depending on the result of selectivity:

- Green lane: Goods enjoy direct customs clearance, meaning there is no need for dossiers and actual goods to be checked.
- Yellow lane: The dossiers are checked, but the goods are exempted from checking.
- Red lane: Both dossiers and goods are checked.
In fact, most of fresh fruits enjoy the green lane.

3.5.3. Customs clearance

Goods are cleared only when:

- Customs procedure is completed.
- The decision for customs declaration is made.
- The border procedure is done to register humans and vehicles for exit.

3.6. Payment and contract liquidation

3.6.1. International payment methods

Payment is the fundamental obligation of the buyer. The payment is different depending on the method.

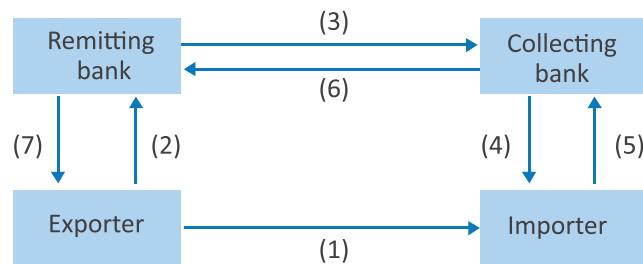
a) Post payment

After the exporter delivers goods to the importer, the importer will pay the exporter within the agreed credit period and commercial terms in the contract.

This method is often used in border trade, which puts the exporter at a disadvantage due to lack of guarantee.

b) Documentary collection

The exporter will mandate a bank (remitting bank) to make a payment. This bank will contact the bank of the importer (collecting bank). The collecting bank will receive money from the importer and transfer it to the exporter via the remitting bank.



Process of documentary collection

The process:

- (1) The exporter ships the goods to the importer.
- (2) The exporter issues commercial vouchers with or without drafts and writes a collection order to the remitting bank to ask the bank to collect money from the foreign importer.
- (3) The remitting bank sends the voucher package and collection order to the collecting bank in the importer's country so that the collecting bank will collect the payment.
- (4) The collecting bank presents vouchers to the importer in conformity with the collection order.
- (5) The importer makes a payment or accepts to pay the draft to the collecting bank to receive documents for goods collection.

- (6) The collecting bank transfers money or the accepted draft to the remitting bank (if requested, the collecting bank can keep the accepted draft until the payment deadline to collect money and transfer the money).
- (7) The remitting bank remits funds or pays the accepted draft to the exporter.

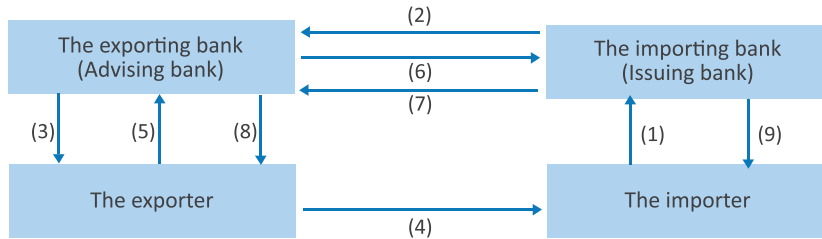
Pros: For the exporter, this payment method is cheap. With the help from the bank, the seller can handle and control bill of lading until the payment is guaranteed. The importer can check vouchers before making a payment or accept to make a payment.

Cons: The exporter may face risks such as: The importer does not accept the goods by not receiving the vouchers; the credit risk of the importer; the political risk in the importer's country (Political and social turmoil in the importing country affects the enterprise's business and the payment). Moreover, the payment process may be slow. It can take several months to one year from the time of delivering goods to the time of receiving money). The importer faces only one risk: the goods may not be exactly the same as what are listed on the invoice and bill of lading.

c) Letter of credit (L/C)

A letter of credit (L/C) is a payment method, in which the bank, on behalf of the importer, commits to the exporter/provider of goods that the payment will be made during the agreed period of time once the exporter/provider of goods presents documents in line with regulations in L/C that is opened by the bank according to the importer's request.





Payment method of L/C

- (1) Based on the terms of payment in the international sales contract, the importer will request a bank to open a letter of credit (L/C) (or the importing bank/Issuing bank);
- (2) The importing bank/Issuing bank considers and open L/C and send it to the exporting bank/Advising bank who notifies the beneficial exporter;
- (3) The exporting bank/Advising bank verifies L/C and sends L/C to the exporter;
- (4) The exporter carefully verifies the content of L/C. If the exporter accepts the L/C, then the exporter delivers goods to the importer (via the carrier) in line with L/C;
- (5) The exporter issues a set of payment documents according to the request of L/C and sends it to the exporting bank/Advising bank.

If the exporter does not accept the L/C, the exporter can request the importer to modify it. Every modification must be confirmed to be valid by the importing bank/Issuing bank.

- (6) The exporting bank/Advising bank verifies and sends the set of documents to the importing bank/Issuing bank;
- (7) The importing bank/Issuing bank will verify the set of documents. If it is in line with

the L/C, the importing bank/Issuing bank will transfer money to the exporting bank/Advising bank;

- (8) The exporting bank/Advising bank transfers money to the exporter;
- (9) The importing bank/Issuing bank invites the importer to verify the documents, make a payment, and obtain the documents to collect goods.

Pros

- Transaction risks for the exporter are limited because the bank will guarantee that the importer will make a payment.

Cons

- L/C is not an absolutely secure payment method, for the payment is based on documents/vouchers, not based on the quality of goods. Therefore, the buyer may be put at a disadvantage when the goods are not in good quality.
- It takes a lot of time to issue and verify documents.
- The bank transaction fee is high.
- The parking fee and goods storage fee at port of entry are high in case there are errors on documents/vouchers and the buyer cannot receive the goods.

c) Prepayment

After the importer makes a payment in advance for the whole or a part of the contract value, the exporter delivers the goods.

This method puts the importer at a disadvantage because the importer makes a payment to the exporter before receiving the goods and waits for the delivery. For any reason delaying the delivery, the importer will receive the goods late.

3.6.2. Export dispute settlement

In case of a dispute, methods of settlement include:

- Negotiation among parties
- Settlement among parties with the participation of an agency, organization or individual selected by parties to play the role of a mediator.
- Resolution at domestic or international arbitration or court, based on the agreement in the contract

International commercial arbitration:

According to Vietnam International Arbitration Centre (VIAC), China is one of countries with the highest number of turns of enterprises participating in dispute settlement at VIAC from 2017 to present.

The procedure of contract dispute settlement via commercial arbitration

Step 1: File a lawsuit and submit accompanying documents

Step 2: The defendant submits self-defense documents

Step 3: Establish the arbitration council

Step 4: Reconcile

Step 5: Open a session of dispute resolution

Step 6: The arbitration council makes a judgment

Court:

The procedure for dispute resolution via a court is stipulated in the Law on Civil Procedure 2015.

Step 1: Determine a competent court to file a lawsuit

Step 2: Prepare and submit a lawsuit petition

Step 3: Keep track of the process of accepting the case

Step 4: Keep track of the time limit for resolution

3.6.3. Export contract liquidation

Export contract liquidation is the final step of exporting fruits via official channels. Because there is no contract for exporting fruits via border trade, there is no need for this step.

3.7. List of necessary documents for Vietnamese side

- Contract
- Commercial invoice
- Packing list
- Bill of lading (issued by the carrier and the carrier should be in charge of securing international transport permit)
- Export declaration (based on the custom's regulations. The enterprise submits export declaration online. In case submitting the declaration offline, according to the clause 12, article 1 of Decree No. 59/2018/NĐ-CP, the declarant has to submit two copies of the export declaration form 2015/XK in the appendix IV of Circular No. 38/2015/TT-BTC). In addition, the exporter can learn about the process at the website of the General Department of Vietnam Customs <https://www.customs.gov.vn/default.aspx>
- Certificate of origin (C/O Form E issued by the Ministry of Industry and Trade)
- Certificate of phytosanitary (issued by the local phytosanitary agency where the

enterprise is registered): Appendix I (Phyosanitary registration form), III (Temporary form of phytosanitary result), IV (Export or re-export phytosanitary registration form), and V (Phyosanitary certificate form) are promulgated together with the Circular No. 33/2014/TT-BNNPTNT dated October 30th 2014 by the Minister of Agriculture and Rural Development.

All these documents are needed for exporting goods via official channels. There is no need of a contract for exporting goods via border trade.

In case of export mandate service, the mandate contract will be signed with the service provider, depending on the negotiation method with the mandator about documents needed to be prepared by the owner of the consignment. However, the mandated party will be in charge of preparing all necessary documents.



Photo: pixabay.com

A photograph showing several workers in a warehouse or processing facility. They are wearing yellow polo shirts, yellow caps, and face masks. They are sorting green mangoes into blue and orange crates. The background is filled with stacks of blue crates. A semi-transparent blue banner is overlaid on the image, containing the chapter title.

CHAPTER 4. RECOMMENDATIONS FOR ORGANIZATIONS AND ENTERPRISES EXPORTING NINE SELECTED FRUITS TO CHINA

4.1 Find potential customers and verify enterprises

4.1.1. Find potential customers

It is one of free and simplest ways for Vietnamese enterprises to find potential fruit importers in China via Trademap, the market map of International Trade Center (ITC). The enterprises should visit <https://www.trademap.org/>, enter HS code of the fruit, select China as the importing country, then click the “Companies” to see a list of fruit import companies in China together with their contact details such as website, fax number, phone number, etc.



The screenshot shows the Trademap website interface. At the top, there is a navigation bar with the ITC logo and 'TRADE MAP' text. Below the navigation bar, there are search filters for Product, Country, and other parameters. The main content area displays a table of companies in China, sorted by product categories. The table has columns for 'Product Category' and 'Number of Companies in this Web'. The product category is 'Fresh or dried guava, mangoes and figs'.

Product Category	Number of Companies in this Web
Apple, pear	1
Citrus fruits	1
Figs	1
Fruit, fully or partially	1
Fruit, fully or partially, prepared	1
Guava, fresh or dried, prepared, other	1
Guava, fresh or dried, prepared, other	1
Mango	1
Mango, prepared	1

Source: Trademap (2020)

This web-based approach offers no direct interaction among parties, meaning the importer may not respond to the exporter’s request, or the importer is not ready for their business expansion.

However, the most effective and fastest approach to find a potential importer is to participate in trade fairs. Given the ongoing COVID-19, several trade fairs in China have gone online. For example, the 127th event of Canton Fair, the biggest international trade fair in China, was organized online in the Spring of 2020 via livestreaming. The buyer and the exhibitor can contact online (See Appendix 5.3.1 List of Trade Fairs in China).

In addition, enterprises may find potential customers via a national trade promotion agency such

as Vietnam Trade Promotion Agency (Vietrade). Vietrade often organizes trade promotion and product introduction activities abroad. Vietrade has two representative offices in Hangzhou and Chongqing, China. These agencies will help Vietnamese enterprises find their partners and broaden their network of partners in trading export products. Besides Vietrade, Vietnamese exporters can connect with organizations and associations of the same industry such as Vietnam Fruit and Vegetable Association (Vinafruit) or contact commercial counselors in China (See Appendix 5.1.5 Vietnamese trade promotion agencies in China).

4.1.2. Verify enterprises

After finding a potential customer, enterprises should verify its information to avoid risks. A free and fastest approach for enterprises to verify information of their Chinese partners is to access the website of China's National Enterprises Credit Information Publicity System: <http://www.gsxt.gov.cn/index.html>. Enterprises can find a Chinese partner's information by typing its name or registration number in the search bar. It should be noted that this website is only available in Chinese and the partner's name should be typed in Chinese. In case of no available information, Vietnamese exporters should be careful, for the partner's company may be invalid or newly-established or its information has not been registered in the website.



4.2. Business culture and contract negotiation with Chinese partners

Negotiation

Greeting:

Chinese people welcome foreign partners who are well-informed of their history and culture. Those ones with lower status should greet first. You should not shake hand firmly, just a loose and gentle handshake. Greetings should be made to the most senior one first. It is impolite to use your index finger to introduce people. The best way is to use your whole hand towards them.

Business card:

You should bring your business card all the time. When presenting your business card and accepting your partner's one, make sure to use both hands.

When accepting a business card, Vietnamese businessmen should take a look at it, remember important information such as name and position and then set the card down. Never put your Chinese partner's card in your wallet if you put your wallet in your trousers' back pocket. Do not write on that card. You should not examine the card cursorily and put it in your trousers' pocket. It shows that you do not respect the card owner.

The business card should have information in Chinese on the other side. It is the best to have the Chinese side of the card printed in yellow ink.

Dressing:

Chinese people are most impressed with the first meeting. Therefore, Vietnamese businessmen should pay careful attention to their dressing. In a business meeting, you should dress smartly. For men, the option should be a dark suit (blue or black) and a tie. You should not wear jeans and a tie. The dressing should not be colorful. For women, their dressing should be based on their own culture. The common option is dark trousers and a blazer.

Gift:

Gift giving is a common practice. However, too expensive gifts are not appreciated. Fruits, cakes, or alcohol are acceptable. But giving a clock is not allowed, because “giving a clock” in Chinese means “attend a funeral”. If you are given a gift from Chinese people, you should not open it in front of them.

Chinese people appreciate balance and harmony. Therefore, gifts should be presented in pair and gifts have similar value. Both sides should have chance to give gifts to each other.

Status and age:

Age and social status are very important with Chinese people. Chinese businessmen require their foreign partner to send a negotiator of equal position, not the one of younger age and lower status (both in business and society).

For Chinese people, arranging seats depends on status and rank. Therefore, Vietnamese partners should arrange seats accordingly.

Language:

The Vietnamese negotiator should know several common Chinese words and how to pronounce them. During the negotiation, if one of two sides is not fluent in the partner’s language, an interpreter should be hired.

Small talk:

In small talks, they may ask about personal information such as marital status, number of children, or even salary. If asked, you should not dodge their questions. However, for the salary, you may politely change the topic. Topics in small talks should be sports, especially football. Political topics should never be mentioned, and no criticism should be made.

Negotiation:

It is complicated and time-consuming to negotiate with Chinese partners. If no agreement is made, you should not show your anger and you should try to be happy and say definitely that you are very interested in a mutual agreement for business cooperation. After several days, there should be positive developments.

Business meal:

The time around dining table is an investment for your future business in this country. During the meal, you will have your chance to discuss business and build a personal relation with your partner to facilitate your business.

Avoid number 4 and use number 8:

Chinese people avoid number 4, for it may sound like the word for “death”. You should not present them anything related to this number and if possible, avoid places related to this number (a hotel room on the 4th floor, etc.). On the other hand, the number 8 is considered lucky, for its pronunciation sounds like the word of “well-off”. Therefore, everything related to this number is welcomed by Chinese partners. The more number 8s, the better (car plate number, price...) Hotel: You should stay at a middle standard hotel at least, for it is very important for Chinese people to know the rank of their partner. A common asked question in China is “what hotel are you staying at?”.

Criticism:

You should not criticize someone directly and publicly in China. You should say in another way. For example, you may say, for example, that partner or employee has done a good job, but he will do better next time.

Communication:

Vietnamese negotiators should seek for signs showing that their Chinese partners do not understand them. One of these signs is silence. Do not ask or expect Chinese partners to admit that they don't understand, for they are very hesitant to say that. Instead, you should repeat what you have said and ask if they need to know more.

The negotiator should make eye contact when talking, for it is a sign of dishonesty to avoid eye contact in Chinese culture, making Chinese people doubt their partner.

Chinese people are very hesitant to displease their partner. Therefore, they will not say "no", but say "let me reconsider" or "we will think again". It often means that they will not accept that offer.

Bargain:

Chinese people seldom make concessions to their partner right at the beginning. They often make a bargain in negotiation and keep silence as a strategy to put their partner under pressure. If it is not accepted, they may threaten to work with other partners.

Contract signing

It is necessary for Vietnamese businessmen to be aware of how their Chinese partner respects the contract and if two sides share the same view of the discussed contract. A contract is an important legal document which will be used by both sides to do business.

The contract should be detailed and clear, covering full rights and obligations of each party. It should be noted that red ink is not used to sign the contract, because it shows that the signer's status is reduced.

Post-negotiation

When Chinese people have to make a decision, spare them some time to reach an agreement.

It is very important for big organizations with different ranks. If the negotiator is not the decision maker, he will need an approval and consult others in their organization. Therefore, Vietnamese side should not ask Chinese partner to make a decision quickly, for Chinese people appreciate a collective consensus.

However, Vietnamese businessmen should take a follow-up action smartly to have an impact on the chief negotiator of the partner and learn about what position he holds in his organization. It will be faster to negotiate with the final decision-maker. However, it is also necessary and useful to negotiate with people of lower position because they play a role of a bridge to the cooperation with their organization.

Handshaking after the negotiation is considered a sign of a good negotiation.

4.3. Resolve a dispute

Given the increasing economic integration, many legal issues and disputes will arise. Recommendations for Vietnamese enterprises and organizations are as the following:

- First, after a Vietnamese enterprise receives a complaint from the importer, the content of the complaint should be considered:
 - + If the content of the complaint is not under the Vietnamese enterprise's obligations, but the third party's obligations, then the third party will take responsibility.
 - + If it is not the third party's fault, two sides will negotiate and work out several demands to compensate for the partner's damage.

However, this method should be used in case both sides show their goodwill and want to maintain their long-time relation.

- If it is impossible to negotiate between two sides, they may need an agency, organization,

or individual as a mediator. This method should be mentioned in the contract and two sides should agree on a potential party to act as a mediator.

Assessment on the effectiveness of settlement: Given the increasing economic integration with many emerging legal issues and disputes among different countries of different legal system and business culture, the mechanism of settlement will make a contribution to helping enterprises in smooth dispute settlement and business reputation protection. In turn, it will make a contribution to improving Vietnam's business environment.

In fact, in case of a business dispute, settlement is preferred by foreign enterprises (about 80% of global enterprises prefer a settlement method). Meanwhile, Vietnamese enterprises are not familiar with this method and in case of a dispute, they file a lawsuit. Therefore, there is a need for Vietnamese enterprises to change their thinking and understand vital international norms, including employing an out-of-court settlement method to minimize consequences, material damage and time, etc.

However, goodwill and cooperation among parties are required.

- In case of no goodwill between two sides, the settlement method should be at a court or arbitration.

Goodwill and cooperation between two sides are not much required, because the dispute settlement is stipulated in international or national laws and mentioned in the contract. However, the fee and procedure are much more complicated than negotiation and settlement.

It should be noted that it is needed a clear agreement to resolve a dispute via arbitration and court. The best option is to include the terms of "dispute settlement by commercial arbitrator" or "dispute settlement in a court" in the contract so that it will facilitate dispute resolution in case of arising risks.

These two methods should be employed in case the enterprise's losses are huge and negotiation and settlement are impossible.

Recommendations for Vietnamese enterprises to avoid disputes and suffer from losses in dispute settlement are as the following:

First, they should be careful and pay attention to details when writing contract terms. Contents of the contract should be clear and solid. Vietnamese enterprises often make mistake in writing a contract and their partners find it easy to find fault and cause difficulties. If possible, legal councils should be consulted or existing international commercial contract forms should be used for reference.

Second, enterprise should be well aware of contract laws or should use services of consultants, market information providers, lawyers and banks.

4.4. Organize export activities

Enterprises should monitor closely export activities related to their fruits at border provinces such as Lang Son, Lao Cai, Quang Ninh, Cao Bang, etc. By doing this, enterprises can arrange activities of production planning and packaging to meet the importing country's requirements and regulate the progress of goods transport and delivery at port of entry in case of unusual events, so that their goods quality is ensured.

Fruits should be selected, sorted, and packaged right at the production unit in conformity with the importer's requirements (specification, quality, labels and marks, packaging, etc.) before being transported to border areas. Thanks to that, goods delivery is convenient and fast.

The main plan of exporting fruits should be timed so that it does not overlap with the peak of the Chinese season of the same fruit.

4.5. Meet phytosanitary requirements

To avoid errors and save time in the phytosanitary procedure, enterprises may ask the phytosanitary officer to let them see in advance a copy of the certificate before issuing the official one. Once the official certificate is issued online, it is very complicated to modify (even when the error is just one word or a comma).

- Fruits exported to China must be purchased at growers and packaged at packhouses owning codes issued by Plant Protection Department.
- Stamps and marks should be stuck outside packages, containing information of fruit name, place of production, place of packaging, number sign, code, packaging specification and the words “Products for exporting to China” in Chinese or English.
- Enterprises cannot assume other’s name or “borrow” other’s code for exporting. Enterprises have to work with local authorities to manage their code once issued. In case of violations in code use, Plant Protection Department should be notified immediately to handle violations in time.
- Soil, pests under China’s phytosanitary catalogue and live insects must be removed from fruits for export. Fruits should not be mixed with other kinds.
- Depending on the agreement between the seller and the buyer, MRL must be in conformity with China’s regulations. China’s catalogue of active elements contains some elements unavailable in Vietnam. Therefore, it is unnecessary to test MRL of all elements on fruits for exporting (costly). Therefore, the seller and the buyer can agree on which active elements should be tested to determine MRL. These active elements should be found in the list of approved pesticides in Vietnam. The MRL is agreed between two sides, but not higher than limits approved by China.

CHAPTER 5. APPENDIX



5.1 Regulations of MRL for six selected fruits

No	ACTIVE ELEMENT	MRL (mg/kg)	No	ACTIVE ELEMENT	MRL (mg/kg)
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5.1.1 MRL in mango

1	Difenoconazole	0,2	11	Spirotetramat	0,3
2	Imidacloprid	0,2	12	Cyhalothrin	0,7
3	Pyraclostrobin	0,05	13	Prochloraz	2
4	Propineb	2	14	Cyprodinil	2
5	Profenofos	0,2	15	Azoxystrobin	1
6	Amobam	2	16	Cyromazine	0,5
7	Paclobutrazol	0,05	17	Clothianidin	0,04
8	Ziram	2	18	Thiabendazole	5
9	Fludioxonil	2	19	Buprofezin	0,1
10	Dimethoate	1	Other active elements ...		

5.1.2 MRL in watermelon

1	Abamectin	0,02	11	Metiram	1
2	Chlorothalonil	5	12	Zineb	1
3	Azinphos-methyl	0,2	13	Isoprothiolane	0,1
4	Difenoconazole	0,1	14	Napropamide	0,05
5	Benalaxyl	0,1	15	Fenaminosulf	0,1
6	Pyraclostrobin	0,5	16	Acetamiprid	0,2

7	Albendazole	0,05	17	Picoxystrobin	0,05
8	Propineb	1	18	Hymexazol	0,5
9	Kasugamycin	0,1	19	Famoxadone	0,2
10	Amobam	1	Other active elements ...		

5.1.3 MRL in banana

1	Fluopyram	0,3	11	Albendazole	0,2
2	Chlorothalonil	0,2	12	Propineb	1
3	Fenbutatin oxide	10	13	Glufosinate-ammonium	0,2
4	Benomyl	2	14	Amobam	1
5	Difenoconazole	1	15	Mancozeb	1
6	Saflufenacil	0,01	16	Diquat	0,02
7	Imidacloprid	0,05	17	Fenpropimorph	2
8	Pyraclostrobin	1	18	Famoxadone	0,5
9	Isopyrazam	0,06	19	Flutriafol	0,3
10	Propiconazole	1	Other active elementst ...		

5.1.4 MRL in mangosteen

1	Profenofos	10			
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Photo: commons.wikimedia.org

5.1.5 MRL in longan

1	Cypermethrin	0,5	3	Chlorpyrifos	1
2	Prochloraz	5	Other active elements ...		

5.1.6 MRL in lychee

1	Chlorothalonil	0,2	11	Oxine-copper	5
2	Difenoconazole	0,5	12	Endosulfan	0,05
3	Pyraclostrobin	0,1	13	Spirotetramat	15
4	Kasugamycin	0,05	14	Cyhalothrin	0,1
5	Mancozeb	5	15	Cypermethrin	0,5
6	Chlorpyrifos	1	16	Malathion	0,5
7	Paclobutrazol	0,5	17	Prochloraz	2
8	Flumorph	0,1	18	Azoxystrobin	0,5
9	Metalaxyl	0,5	19	1-naphthylacetic acid	0,05
10	Myclobutanil	0,5	Other active elements ...		

5.2 State agencies related to exporting fruits to China

5.2.1 Agency in charge of issuing production unit code and packhouse code

No	NAME	CONTACT DETAILS
1	Plant Protection Department	149 Ho Dac Di, Dong Da, Hanoi Phone: 024 38570754 Email: htqt.bvtv@mard.gov.vn Website: http://www.cuctrongtrot.gov.vn/

5.2.2 Vietnam's phytosanitary agencies

No	NAME	CONTACT DETAILS
1	Phytosanitary Bureau Zone VII	98B Ngo Quyen, Dong Kinh Ward, Lang Son Town, Lang Son Province Phone: 0205 3875797 Email: kdtv7.bvtv@mard.gov.vn
	- Tan Thanh Phytosanitary Station	Phone: 0205 3888215
	- Chi Ma Phytosanitary Station	Phone: 0205 3845239
	- Huu Nghj Phytosanitary Station	Phone: 0205 3851319
	- Dong Dang Phytosanitary Station	Phone: 0205 3851473
2	Phytosanitary Bureau Zone VIII	No. 7 Nguyen Hue Street, Lao Cai City, Lao Cai Province Phone: 0214 3830503 Email: kdtv8.bvtv@mard.gov.vn
	- Lao Cai Border Phytosanitary Station	Phone: 0214 3832188
	- Lao Cai Railway Phytosanitary Station	Phone: 0214 3832153
	- Thanh Thuy Phytosanitary Station	Phone: 0219 3882027



Photo: pixabay.com

5.2.3 Customs agencies in Vietnam

No	NAME	CONTACT DETAILS
1	Lang Son Customs B ranch	No. 52 Le Dai Hanh, Vinh Trai Ward, Lang Son City, Lang Son Province/ Phone: (0205) 3 873 721
	Huu Nghi Border Gate Customs Branch	Bao Lam Commune, Cao Loc District, Lang Son Province Phone: 025 3852027
	Dong Dang International Station Customs Branch	Phu Xa Commune, Cao Loc District, Lang Son Province Phone: 025 3851124
	Tan Thanh Customs Branch	Tan Thanh Commune, Van Lang District, Lang Son Province/ Phone: 025 3888217
	Coc Nam Customs Branch	Tam My Commune, Van Lang District, Lang Son Province Phone: 025 3851310
	Chi Ma Border Gate Customs Branch	Yen Khoan Commune, Loc Binh District, Lang Son Province/ Phone: 025 3845285
2	Lao Cai Customs Department	Km3 – Tran Hung Dao Avenue, Nam Cuong Ward, Lao Cao City Phone: 0214 3830001
	Bat Xat Customs Branch	Phone: 0214 3883829
	Lao Cai Station Customs Branch	Phone: 0214 3835328
	Muong Khuong Border Gate Customs Branch	Phone: 0214 3881383

	Lao Cai International Border Gate Customs Branch	Phone: 0214 3822778
3	Cao Bang Customs Department	Group 11, Pac Bo Road, Ngoc Xuan Ward, Cao Bang Town, Cao Bang Province Phone: (020) 63 856 781

5.2.4 Testing agencies in Vietnam

No	NAME	CONTACT DETAILS
1	Technical Center of Standardization, Metrology and Quality 1	Address: Block E, No. 8, Hoang Quoc Viet, Cau Giay, Hanoi/ Phone: 024 38361399
2	Technical Center of Standardization, Metrology and Quality 2	Address: No. 2 Ngo Quyen, Son Tra District, Da Nang City
3	Inspection and Analysis Centre for Import-Export Products, Branch of Hai Ly Technological and Technical Equipment Company, Ltd	Address: A8 Road No. 1, Phu An Residential Area, Phu Thu Ward, Cai Rang District, Can Tho
4	Technical Center of Standardization, Metrology and Quality 3	Address: Bien Hoa 1 Industrial Zone, Dong Nai Phone: 0613 836212
5	Laboratory Service of SGS Vietnam, Ltd	Lot III/21, Road 19/15A, Tab Binh Industrial Zone, Tay Thanh Ward, Tan Phu District, Ho Chi Minh City Phone: 08 38160999

6	Testing Service of Eurofins Sac Ky Hai Dang Company, Ltd	79 Truong Dinh, Ben Thanh Ward, District 1, Ho Chi Minh City/ Phone: 08 38239643
7	Testing Service - Bureau Veritas Consumer Products Services Company Vietnam, Ltd	Lot C7-C9, Group 2, Cat Lai Industrial Zone, Thanh My Loi Ward, District 2, Ho Chi Minh City
8	Center of Analytical Services Experimentation 2-Vinacontrol; Vinacontrol Inspection Company Ho Chi Minh City	Lot U.18a, Road No. 22, Tan Thuan Export Processing Zone, Tan Thuan Dong Ward, District 7, Ho Chi Minh City Phone: 08 37700922
9	Environmental Analysis Service of Center for environmental analysis and technology transfer, Institute for Agricultural Environment	Phu Do Ward, Nam Tu Liem District, Hanoi Phone: 024 37892397
10	Center of Analytical Services and Experimentation Ho Chi Minh City	02 Nguyen Van Thu, District 1, Ho Chi Minh City Phone: 08 38295087
11	Bio-chemical Testing Laboratory of Binh Thuan Technical Center for Standards, Metrology and Quality	No. 04, Nguyen Hoi, Phan Thiet, Binh Thuan Phone: 062 3828513
12	Environmental Analysis Service of Center for environmental analysis and technology transfer, Institute for Agricultural Environment	Phu Do Ward, Nam Tu Liem District, Hanoi Phone: 024 37892397

5.2.5 Vietnamese trade promotion agencies in China

No	NAME	CONTACT DETAILS
1	Vietnam Trade Office in China	Address: No. 32 Guanghua Road, Chaoyang District, Jianguomen Wai, Beijing, P.R. China. P.C: 100600 Phone: (086)10-65329915 Email: cn@moit.gov.vn Fax: (86)10-65325415
2	Branch of Vietnam Trade Office in Guangzhou	Address: Room 1304, Floor 13th Guangzhou Peace World Plaza. No. 362-366, Huanshidong Road Phone: (86-20)-8374.4984 ; (86) 137 6334 3693 Email: quangchau@moit.gov.vn; thuongvuqc@aliyun.com Fax: (86-20)-8374.0461
3	Branch of Vietnam Trade Office in Kunming	Address: Tai long hong rui Hotel, 279 Chuncheng Road, Kunming, Yunnan, China Phone: (86) 8713-512621 Email: conminh@moit.gov.vn Fax: (86)871-63519119
4	Branch of Vietnam Trade Office in Nanning	Address: Room 1919, Block 2nd, Minzu Avenue, Hang Yang International Center, No. 131 Minzu Avenue, Nanning City, China Phone: (867)715-534752 Email: namninh@moit.gov.vn Fax: (867)715-534751

5

Vietnam Trade Promotion Office in
Chongqing

Address: No. 10, Floor 12th, Fuli Haiyang Guoji
Building, Beichengtian Road, Jiangbei District,
Chongqing City, China.

Phone: (86).23.67906219;

Fax: (86). 23.67908285;

Email: trungkhanh@vietrade.gov.vn

5.2.6 Phytosanitary and testing agencies in China

General Administration of Customs of the People's Republic of China (GACC) is in charge of regulating policies, regulations and product phytosanitary related to imported fresh fruits. Before the reorganization of the General Administration of Customs in 2018, General Administration of Quality Supervision, Inspection and Quarantine of the People's Republic of China (AQSIQ) was responsible for supervising national safety food and import phytosanitary. During the reorganization, GACC was handed over responsibility and personnel in charge of activities related to imported fresh fruits. AQSIQ's phytosanitary and veterinary department was also merged into GACC. The supervision of local offices of China Inspection and Quarantine (CIQ) was also transferred from local Customs Branches to GACC.

In a Customs Branch, different departments handle different phases in the procedure of inspecting and testing fresh fruits. Customs Branches have similar departments. However, only Customs Branch in Beijing and Customs Branch in Shenzhen have contact details of each department. Departments in other customs branches can be contacted via a shared communication channel. Those departments have the following tasks:

- General Co-ordination Department: strengthening and supervising the process of checking and testing technical standards at the Custom Branch

- Sanitary and Testing Department: inspecting sanitary at ports of entry and exit of the Customs Branch and handling urgent public health cases
- Phytosanitary and Veterinary Department: It is the most important department for fresh fruits imported at the Customs Branch. This department is in charge of quarantining and approving fruits imported to China at the Customs Branch.
- Food Safety of Import-Export Goods Department: Building sets of standards for quarantining import-export goods in conformity with bilateral and regional agreements and supervising the implementation of standards at the Customs Branch.

No	NAME	CONTACT DETAILS
1	General Administration of Customs of the People's Republic of China	No. 6, Jian Guo Men Nei Road, Beijing city Hotline: (86) 12360 Website: http://www.customs.gov.cn/
2	China customs office in Beijing	General details: No. 10, Guanghua Road, Chaoyang District, Beijing PC: 100026 Phone: (86) 10-85736114 General Co-ordination Department: Same address, Phone: (86) 10-85736505 Sanitary and Testing Department: No. 6, Tianshui Road, Chaoyang District, Phone (86) 10-81318898 Phytosanitary and Veterinary Department: Same address, Phone: (86) 81318859 (Phytosanitary); (86) 81318857/58 (Veterinary) Food Safety of Import-Export Goods Department: Same address, Phone: (86) 10-81318838 Website: http://beijing.customs.gov.cn/

3	GACC, Beijing Airport	No. 566-3 Shunyi Road, Shunyi, Beijing PC: 101300 Phone: (86) 10-64563830
4	GACC, Fengtai District	No. 259, Wu Li point, Fengtai District, Beijing PC: 100071 Phone: (86) 10-85734315
5	GACC, Pinggu	Mafang Logistics Center Lian Jian Building, Pinggu District, Beijing PC: 101204 Phones: (86) 1085735904
6	China customs office in Guangdong	<p>General details: No. 2006 Shennan Avenue, Futian District, Shenzhen PC: 518026</p> <p>General Co-ordination Department: Same address, Phone: (86) 0755-84394252</p> <p>Sanitary and Testing Department: Same address, Phone: (86) 0755-84398721</p> <p>Phytosanitary and Veterinary Department: Same address, Phone: (86) 0755-84395604</p> <p>Food Safety of Import-Export Goods Department: No.1011 Fu Qiang Road, Futian District, Shenzhen, Phone: (86) 0755-83886144</p> <p>Website: http://shenzhen.customs.gov.cn</p>
7	China customs office in Changsha	<p>General details: No. 678, Section 1, east second ring, Yuhua District, Changsha</p> <p>Phone: (86) 731—84781688</p> <p>PC: 410000</p> <p>Website: http://changsha.customs.gov.cn/</p>

8	China customs office in Xiamen	No. 269 Lujiang Road, Xiamen City PC: 361001 Phone: (86) 592-2355555 Website: xiamen.customs.gov.cn
9	China customs office in Guangzhou	No. 83, Xin Cheng Hua Cheng Street, Zhujiang, Guangzhou city PC: 510623 Phone (86) 020-81102000 Website: http://guangzhou.customs.gov.cn/
10	China customs office in Tianjin	No. 2, Yingkou Road, Heping district, Tianjin PC: 300041 Phone (86) 22—84201114 Website: http://tianjin.customs.gov.cn/
11	China customs office in Hangzhou	No. 7 Huanglong Road, Hangzhou City PC: 310007 Phone: (86) 571-86666114 Website: http://hangzhou.customs.gov.cn/
12	China customs office in Qingdao	No. 2 Zhongshan Road, Qingdao City PC: 266005 Phone: (86) 532-82955112 Website: http://qingdao.customs.gov.cn/
13	China customs office in Ningbo	General details: No. 89, Ma Yuan Road Ningbo City PC: 315012 Phone: (86) 574-89090000 Website: http://ningbo.customs.gov.cn/

14	China customs office in Kunming	No. 618 Beijing road, Kunming City PC: 650051 Phone: (86) 871-63016999 Website: http://kunming.customs.gov.cn/
15	China customs office in Wuhan	No. 15 Jinyinhu road, Dongxihu district, Wuhan City PC: 430040 Phone: (86) 27-82768114 Website: http://wuhan.customs.gov.cn/
16	China customs office in Fuzhou	No. 76 Jiangbin East Avenue, Fuzhou, China PC: 350015 Phone: (86) 591-87082999 Website: fuzhou.customs.gov.cn/
17	China customs office in Shanghai	No. 13, Zhongshan East 1st Road, Shanghai City PC: 200002 Phone: 021-68890000 Website: shanghai.customs.gov.cn/
18	China customs office in Zhuhai	No. 18 Shuiwan road, Gongbei, Zhuhai City PC: 519020 Phone (86) 756-8161114 Website: gongbei.customs.gov.cn/
19	China customs office in Nanning	PC: 250002 Phone: (86) 0531-68696088 Website: http://jinan.customs.gov.cn/
20	Chi cục Hải quan Thạch Gia Trang	No. 318 He Ping West Road, Xin Hua District, Shijiazhuang City, Hebei PC: 050051 Điện thoại: (86) 0311-66709999 Website: shijiazhuang.customs.gov.cn/
21	Chi cục Hải quan Tế Nam	PC: 250002 Điện thoại: (86) 0531-68696088 Website: http://jinan.customs.gov.cn/

5.3. Service providers

5.3.1 Label and packaging designers

No	NAME	CONTACT DETAILS
1	SOLUTION GROUP	Address: Hanoi: Floor 3, Building 59 Quang Trung, Nguyen Du Ward, Hai Ba Trung District, Hanoi. PHONE: 0912525577 - 0976602468 Email: hanoi@solution.com.vn Website: http://solution.com.vn/
2	AZCO Brand Solution Company Limited	Address: Building Tran Tech, 174 Tran Vy, Mai Dich, Cau Giay, Hanoi. PHONE: 096.3355.090 - 076.3355.090 Email: info@azco.vn Website: https://azco.vn/
3	Dai Nam Advertising Marketing Company Limited	Address: 62D, Road No. 1, KP22, Binh Hung Hoa A Ward, Binh Tan District, Ho Chi Minh City PHONE: 028 3503 5682 Email: bigsouthbrand@gmail.com Website: www.bigsouthbrand.com
4	Thanh Nam Design and Printing Company Limited	Address: No. 332, Lane 192, Le Trong Tan, Dinh Cong, Hoang Mai, Hanoi PHONE: 0977 921 470 – 094 2651518 Email: inthanhnam2013@gmail.com - design@inthanhnam.com Website: inthanhnam.com - inthanhnam.vn

5.3.2. Quality standards (VietGap; Global Gap)

No	NAME	CONTACT DETAILS
1	Vinacontrol Group	Address: 54 Tran Nhan Tong, Hanoi, Vietnam. PHONE: +84 24 3943 3840 +84 24 3943 3844 Email: vinacontrol@vinacontrol.com.vn Website: http://www.vinacontrol.com.vn/
2	Eurofins Vietnam	Address 1: Lot E2b-3, Road D6, Tan Phu Ward, District 9, Ho Chi Minh City Address 2: Floor M, 141 Nguyen Du, District 1, Ho Chi Minh City PHONE: +84 8 7107 7879 Website: www.eurofins.vn
3	ISOQ Vietnam Joint Stock Company	Da Nang Office: 397 Nguyen Huu Thi, Khue Trung Ward, Cam Le District, Da Nang City Ho Chi Minh City Office: 70/92 Phan Huy Ich, Ward 12, Go Vap District, Ho Chi Minh City PHONE: 0962 85 84 39 DVKH: 02366.288.799 Email: info@isoq.vn Website: https://isoq.vn/
4	VinaCert Certification and Inspection Joint Stock Company	Address: Floor 4, Building 130 Nguyen Duc Canh, Tuong Mai, Hoang Mai, Hanoi PHONE: 0243.634.1933 Fax: 0243.634.1137 Email: sale@vinacert.vn Website: http://www.vinacert.vn/

5	IQC Certification and Inspection., JSC	6 BT 4 Cau Buou New Urban Are, Thanh Tri, Hanoi Email: info@iqc.com.vn PHONE: +84439994712 Website: https://iqc.com.vn/
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5.3.3 Transportation and Logistics

No	NAME	CONTACT DETAILS
1	Bao Nguyen Transportation Trading Joint Stock Company	Address: Central of Tan My Commune, Tam My Commune, Van Lang District, Lang Son Province PHONE: (025)3888919 Fax: (025)3888929
2	Noi Bai Express and Trading Joint Stock Company (NETCO), Binh Thuan Branch	Address: A24 Truong Chinh, Xuan An, Phan Thiet, Binh Thuan PHONE: 0388.215.663 Email: kietvt@netco.com.vn Website: http://netco.com.vn/
3	PetroVietnam Transportation Corporation (PVTrans)	Address: Floor 2, Building PVFCCo, No. 43 Mac Dinh Chi, Da Kao Ward, Distric 1, Ho Chi Minh City PHONE: +8428.3911.1301 Fax: +8428.3911.1300 Email: info@pvtrans.com Website: https://www.pvtrans.com/
4	Xuan Cuong Company Limited	Headquarters: Xuan Cuong Company Limited 175 Tran Dang Ninh, Tam Thanh Ward, Lang Son City Hotline: (+84) 088 621 9999/ (+84) 02053 81 66 88 Email: lienhe@xuancuong.vn Website: http://xuancuong.com.vn/

5	South Logistics Joint Stock Company (SOTRANS)	Address: 1B Hoang Dieu, Ward 13, District 4, Ho Chi Minh City, Vietnam PHONE: (84.28) 6268 5858 Fax: (84.28) 3826 6593 Email: info@sotrans.com.vn Website: http://sotrans.com.vn/
6	An Phu Transport and Express Company Limited	Address: E1.30 Celadon, 36 Bo Bao Tan Thang, Son Ky Ward, Tan Phu District, Ho Chi Minh City, Vietnam Hotline: 0926.115.599 (0369.667.788) Email: anphuexpress@gmail.com Website: https://chuyenphatnhanhanphu.vn/

5.3.4. Origin traceability and QR Code

No	NAME	CONTACT DETAILS
1	Partner of Vietnam Trade Promotion Agency (Vietrade) in QR Code Development Project	Address: 20 Ly Thuong Kiet, Hanoi Phone: (84) (24) 39347628 Fax: (84) (24) 39348142 / 39344260 Email: viettrade@vietrade.gov.vn Website: http://www.viettrade.gov.vn/
2	Traceability Solutions and Services Joint Stock Company (TraceVerified)	Address: Ministry of Agriculture and Rural Development Building, Floor 3 – 12 Vo Van Kiet, Nguyen Thai Binh Ward, District 1, Ho Chi Minh City, Vietnam PHONE: 028 38234179 Email: info@traceverified.com Website: https://traceverified.com/

3	Win Service Trading Business Joint Stock Company	Address: Floor 1, Building Viethome Land, No. 14 - 16 Binh Gia, Ward 13, Tan Binh District, Ho Chi Minh City PHONE: 0283-6366-999 (0933-760-246) Email: lienhe@wwin.vn – kinhdoanh@wwin.vn Website: https://wwin.com.vn/
4	Vina Science and Technology Development Joint Stock Company (Vina CHG)	Address: 170/21 Ha Huy Giap, Thanh Loc Ward, District 12, Ho Chi Minh City PHONE: (028) 73098389 Hotline: 091 994 8389 Email: lienhe@vinachg.vn Website: https://vinachg.vn/
5	iCheck Joint Stock Company	Floor 12, Building Diamond Flower, 48 Le Van Luong, Nhan Chinh, Thanh Xuan, Hanoi PHONE: 090-219-5488 Email: cskh@icheck.vn Website: https://icheck.vn/



Photo: commons.wikimedia.org

5.3.5. Agricultural technology

No	NAME	CONTACT DETAILS
1	U&I Agriculture Corporation (UNIFARM)	Headquarters: No. 158 Ngo Gia Tu, Chanh Nghia Ward, Thu Dau Mot City, Binh Duong Branch: 353/8 Nguyen Thai Binh, Ward 12, Tan Binh District, Ho Chi Minh City 430 Road 30/04, Chanh Nghia Ward, Thu Dau Mot City, Binh Duong PHONE: 0274 3889 887 Email: info@unifarm.com.vn Website: https://unifarm.com.vn/
2	AI Tech Consulting Joint Stock Company (AITECH)	Address: No. 55, Lane 898, Lang Road, Lang Thuong Ward, Dong Da District, Hanoi, Vietnam PHONE: 0934.621.663 Email: giangnh@aitech.vn Website: http://aitech.vn/
3	Center for Agricultural Consultancy and Support	Address: 186 Nguyen Van Thu, Da Kao Ward, District 1, Ho Chi Minh City PHONE: 08 822 9427 Fax: 08 827 2292 Email: ttvhtnn.snn@tphcm.gov.vn Website: http://www.tvnn.vn/

4	Center for Agricultural Consultancy and Support	Address: 186 Nguyen Van Thu, Da Kao Ward, District 1, Ho Chi Minh City PHONE: 08 822 9427 Fax: 08 827 2292 Email: tttvhtnn.snn@tphcm.gov.vn Website: http://www.tvnn.vn/
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5.3.6 List of China's logistics service providers

NO	NAME	CONTACT DETAILS
1	Chongqing ASEAN International Logistics Co., Ltd	Zeng Yi Phone: (86)18680799766 Email: chris.zeng@cail56.com
2	Tian Guang Logistics Co., Ltd, Chongqing	Zhang Si Wei Phone: (86)17784256222 Email: richard.zhang@tianguang-logistics.com
3	Tri Hop Tin Logistics Co., Ltd, Suzhou	Zou Ya Zhou Phone: (86)18912626237 Email: zouyazhou@zhihx.com
4	Chinh Quang Thong Supply Chain Management Company Limited, Chongqing	Lai Yong Zhu Phone: (86)13638320117 Email: laiyongzhu@zgt56.com
5	Shenzhen Xin Chen International Freight Agency Co., Ltd	Gong Jian Phone: (86)13585861086 Email: timely@topchains.cn
6	Guang Huan International Transport Agency Company, Chongqing	Zheng Tu Phone: (86)17764897000

7	Jie Di Supply Chain Management Company Limited, Guangxi	Li Wen Zhao Phone: (86)13302958790
8	Yamato International Logistics Company Limited, Branch of Shenzhen	Liu Ming Jin Phone: (86)13798315706

5.4 Chinese fairs and customers

5.4.1 Several big trade fairs in China

NO	FAIR
1	China – ASEAN Fair (CAEXPO) in Nanning, Guangxi http://eng.caexpo.org
2	Kunming Import and Export Fair, China-South Asia Expo and South Asia and Southeast Asia Commodity Expo in Yunnan https://www.csa-expo.com/NBGW/index
3	Chongqing International Investment and Global Sourcing Fair http://www.ccisf.com/en/index.aspx
4	The Western China International Fair in Sichuan http://xbh.wcif.cn/EN/12593/index.html
5	International Food and Beverage Expo in Beijing http://xbh.wcif.cn/EN/12593/index.html
6	China Yiwu International Commodities Fair in Zhejiang http://www.yiwufair.com

7	China Food and Catering Expo in Hunan http://en.cfce-china.com
8	Cross-Border Commercial Exchange Fair in Fujian http://www.china518.gov.cn/html/1/2016-12-21/0444442389.html
9	Tianjin International High Quality Agricultural Products Fair http://tjncpjy.nongbohui.com
10	China Changchun International Agriculture and Food Expo http://www.ccnby.com/index.php/Home/indexa/index1.html
11	China Hunan Agricultural Products Processing Industry Investment and Trade Fair http://www.zgnqh.com/index.html
12	Central China Investment and Trade Expo in Anhui http://expocentralchina.mofcom.gov.cn
13	China Green Food Expo in Jiangxi http://www.cgfexpo.com
14	International Agriculture, Fruit and Vegetable Food Expo in Yantai, Shandong http://www.fruitveg-expo.com
15	China East-West Cooperation and Investment and Trade Fair, and Silk Road International Expo in Shaanxi http://en.onlinew.com.cn

5.4.2 Several fruit importers in China

NO	NAME	CONTACT DETAILS
1	Hoa Nhuan Supermarket Company Limited, Guangxi	Hoang Tieu Binh – Deputy General Director Phone: 18677165891
2	Hai Cat Tinh International Agricultural Product Logistics,	Vuong Xuan Minh – Customer Service Center Phone: 15078818107
3	Kim Kieu Ngu Chau Agricultural Product Company Limited, Guangxi	Ha Thieu Thanh – Deputy Director Phone: 15678892659
4	Fruit industry in Kim Kieu market	Mac Dan 18977182059
5	Lac Thuong Commerce Company Limited, Nanning	Le Luong Hung – Manager of Vegetable and Fruit Department Phone: 13768887906
6	Nanning E-Commerce Company Limited	Te Hiep – Manager of Market Department Phone: 17736628560
7	Nanning Commerce Company Limited	Dam Vi Cuong – Guangxi Special Product Department Phone: 13481006383
8	Zhuang Guniang Investment Company Limited	Chu Vinh – Chairman of the Board Phone: 13878835788
9	Nanning Fruit Company Limited	Ta Chan Tay – Distribution Manager Phone: 18078199707

10	Bo Fu Fruit Company Limited, Guangxi	Ly Sang Mau - CEO Phone: 13077776870
11	Xin Nong Ren Supply Chain Management Company Limited, Guangxi	Ta Bang – Deputy General Director Phone: 13878160175
12	Xin Hui Cai Import and Export Company Limited, Guangxi	Giang Hoang - CEO Phone: 17776223880
13	Hai Do International Trade Company Limited, Guangxi	Khao Hong Mai - CEO Phone: 13877119531
14	Pan Huang Agricultural Development Company Limited, Guangxi	Phien Tu Tai – Chairman of the Board Phone: 15077129248
15	Viet Quoc Commerce Company Limited, Nanning	Hoang Bo - CEO Phone: 13507710991
16	Nanning Eco-agriculture Develop- ment Company Limited	Trinh Lam Quan - CEO Phone: 13517667136
17	Que Hai Agricultural Product Cold Chain Company Limited, Guangxi	Tran Khon - Director Phone: 18577056366
18	Phuong Chu Commerce Company Limited	Hoang Chan Hoa - CEO Phone: 18807702821
19	Bao Thong Frozen Food Company Limited, Dongxing	Bang Xuan Quoc - CEO Phone: 13907798221

20	Lian Yun Cang E-commerce Company Limited, Dongxing	Duong Vinh Dong - CEO Phone: 18977062818
21	Trung Viet Thai International Food Company Limited, Dongxing	Ta Hong Do - CEO Phone: 13977004771
22	Mai Duo Duo Commerce Company Limited, Dongxing	Hoang Hieu Phong - CEO Phone: 13877062683
23	Lam Vien Commerce Company Limited, Dongxing	Mao Thy Anh - CEO Phone: 13977069248
24	Van Thanh Agriculture Development Company Limited, Dongxing	Trau Phong - Director Phone: 18377096868
25	Van Thong International Logistics Company, Dongxing	Ly Ve Dong - CEO Phone: 18677031798
26	Hoa Bang Import and Export Trade Company, Pingxiang	Tran Khang Le - Director Phone: 13471128680
27	Kieu Thinh Import and Export Company Limited, Guangxi	Thang Thanh Vi - CEO Phone: 13907815228
28	Bo Sheng Import and Export Trade Company Limited, Guangxi	Trieu Tieu Anh - CEO Phone: 13737133758
29	Duong Diep Import and Export Trade Company Limited, Pingxiang	Luu Nhat Kim - Director Phone: 13558411220

30	Phu Thang Import and Export Company Limited, Guangxi	Khau Lien Kieu - Director Phone: 13517512328
31	Tan Tuong Import and Export Company Limited, Guangxi	Diep Can Anh - Director 13807874916
32	Van Loi Commerce Company Limited, Pingxiang	La Xuan Hoa – Chairman of the Board Phone: 13878710652
33	Thien Loi Commerce Company Limited	Nong Tuyet Nghe - Chairman of the Board Phone: 13507813463
34	Phong Thac Commerce Company Limited, Pingxiang	Ly My Phuong - Director Phone: 13978899423
35	Ngoc Thai Commerce Company Limited, Pingxiang	Nong Nhuan Dong - CEO Phone: 15277188481
36	Kieu Chi Commerce Company Limited, Pingxiang	Ma Chi Cao - CEO Phone: 13978781055
37	Sheng Mu Import and Export Company Limited, Guangxi	Cung Huong Bang - Director Phone: 15778875566
38	Lu Uang Xiang Commerce Company Limited, Guangxi	Hoang Tan – CEO assistant Phone: 18278172588
39	Quoc Chinh Import and Export Trade Company Limited, Pingxiang	Chung Hang Son - CEO Phone: 13878758988

5.5. List of official documents of regulations on exporting banana to China

5.5.1. List of Vietnam's official documents of regulations on exporting banana to China

No	Number	Source	Main content
1	5227/ TCHQ-GSQL	https://www.customs.gov.vn/Lists/VanBanPhapLuat/ViewDetails.aspx?ID=13372	Official Document No. 5227/TCHQ-GSQL dated August 7th 2020 by General Department of Vietnam Customs on using customs electronic seals for sealing and supervising goods under the customs' supervision
2	3120/ TCHQ-GSQL	https://thuvienphapluat.vn/cong-van/xuat-nhap-khau/Cong-van-3120-TCHQ-GSQL-2020-dia-diem-dang-ky-to-khai-443968.aspx	Official Document No. 3120/TCHQ-GSQL dated May 14th 2020 by General Department of Vietnam Customs on Place of registering the declaration form
3	38/2015/ TT-BTC	https://www.customs.gov.vn/Lists/VanBanPhapLuat/ViewDetails.aspx?ID=8203	Regulating customs procedures, inspection, supervision and control procedures; export tax, import tax and tax administration applied to exported and imported goods
4	39/2018/ TT-BTC	https://www.customs.gov.vn/Lists/VanBanPhapLuat/ViewDetails.aspx?ID=10679	Amending and supplementing several articles in the Circular No. 38/2015/TT-BTC dated March 25th 2015 by Finance Minister on customs procedures, inspection, supervision and control procedures; export tax, import tax and tax administration applied to exported and imported goods

5	25/ VBHN-BTC	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=2629&mode=detail&document_id=196609	The Circular stipulates customs procedures, inspection, supervision, and control procedures; export tax, import tax and tax administration applied to exported and imported goods.
6	14/2018/ NĐ-CP	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=1&_page=1&mode=detail&document_id=192765	Detailed regulations on border commercial activities
7	89/2018/N Đ-CP	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=1&_page=1&mode=detail&document_id=194022	Detailed regulations on implementing several articles about border quarantine in the Law on Prevention and Control of Infectious Diseases
8	4921/ QĐ-BYT	https://thuvienphapluat.vn/van-ban/bo-may-hanh-chinh/Quyet-dinh-4921-QD-BYT-2018-cong-bo-thu-tuc-hanh-chinh-y-te-du-phong-thuoc-quan-ly-Bo-Y-te-391362.aspx	Promulgating new administrative procedures in preventive healthcare areas under the Ministry of Health's management.
9	164/2013/TT -BTC	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=1&_page=1&mode=detail&document_id=171769	Promulgating export tariff and preferential import tariff according to taxable goods list

10	33/2014/TT -BNNPTNT	https://www.customs.gov.vn/Lists/VanBanPhapLuat/ViewDetails.aspx?ID=7937	Regulating process and procedure of phytosanitary for import, export, in-transit and post-import goods subjected to phytosanitary
11	08/2015/ NĐ – CP	https://www.customs.gov.vn/Lists/VanBanPhapLuat/ViewDetails.aspx?ID=8027	Regulations on the enforcement of Customs Law on customs procedures, inspection, supervision and control procedures.
12	59/2018/N Đ-CP	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=1&_page=8&mode=detail&document_id=193550	Amending and supplementing several articles in the Decree No. 08/2015/NĐ-CP dated January 21st 2015 by the Government on the enforcement of Customs Law on customs procedures, inspection, supervision and control procedures
13	219/2013/TT -BTC	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=1&_page=1&mode=detail&document_id=172570	Guiding the enforcement of Law on Value-added Tax and Decree No. 209/2013/NĐ-CP dated December 18th 2013 by the Government on guidelines of the enforcement of Law on Value-added Tax
14	1073/ VBHN-BTP	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=2629&mode=detail&document_id=199651	Detailed decree and guidelines on the enforcement of several articles in the Law on commercial arbitration
15	172/2010/TT -BTC	http://vanban.chinhphu.vn/portal/page/portal/chinhphu/hethongvanban?class_id=1&mode=detail&document_id=97852	Guidelines on rates, collection regulations, remittance, management and use of customs fees

16	60/2019/TT-BTC	https://www.customs.gov.vn/Lists/VanBanPhapLuat/ViewDetails.aspx?ID=12275	Amending and supplementing several articles in the Circular No. 39/2015/TT-BTC dated March 25th 2015 by the Finance Minister on customs value of import and export goods
17	34/2018/TT-BNNPTNT	https://thuvienphapluat.vn/van-ban/linh-vuc-khac/Thong-tu-34-2018-TT-BNNPTNT-sua-doi-Thong-tu-33-2014-TT-BNNPTNT-kiem-dich-thuc-vat-407563.aspx	Amending and supplementing several articles in the Circular No. 33/2014/TT-BNNPTNT dated October 30th 2014 and the Circular No. 20/2017/TT-BNNPTNT dated November 10th 2017 by the Minister of Agriculture and Rural Development
18	44/2018/TT-BNNPTNT	https://thuvienphapluat.vn/van-ban/xuat-nhap-khau/Thong-tu-44-2018-TT-BNNPTNT-kiem-tra-an-toan-thuc-pham-doi-voi-thuc-pham-thuc-vat-xuat-khau-404766.aspx	State safety food inspection on imported foods of plant origin
19	3906/BNN-BVTV	https://m.thuvienphapluat.vn/van-ban/xuat-nhap-khau/Cong-van-3906-BNN-BVTV-2018-cap-thong-tin-vung-trong-va-co-so-dong-goi-qua-tuoi-xuat-khau-386399.aspx	Providing information of production units and packhouses of fresh fruits exported to China
20	15/2018/TT-BNNPTNT	https://thuvienphapluat.vn/van-ban/Xuat-nhap-khau/Thong-tu-15-2018-TT-BNNPTNT-bang-ma-so-HS-hang-hoa-thuoc-tham-quan-ly-cua-Bo-Nong-nghiep-401821.aspx	Promulgating a table of HS codes for goods under the management of Ministry of Agriculture and Rural Development

21	QCVN 01 - 141 : 2013/BNNPT-NT	http://tieuchuan.mard.gov.vn/ViewDetails.aspx?id=8787&lv=2&cap=3	National technical regulation on phytosanitary sampling methods
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5.5.2. Chinese official documents

People’s Republic of China’s Law on import-export phytosanitary and veterinary (promulgated on April 1st 1992)

Regulations on the enforcement of People’s Republic of China’s Law on import-export phytosanitary and veterinary (January 1st 1997)

People’s Republic of China’s Law on food safety (amended on June 1st 2015)

Regulations on the enforcement of People’s Republic of China’s Law on food safety (December 1st 2019)

People’s Republic of China’s Law on food safety (amended on June 1st 2015)

5.5.3. Websites providing detailed information on exporting banana from Vietnam to China

STT	Link website	Name of document
1	http://en.ciqcid.com/Commodity/plant/66274.htm	List of fruits allowed to be exported to China
2	https://drive.google.com/file/d/1MU-qGPQBFRR80XlxBJEAQmOwFdxMKx-Ui3/view?usp=sharing	China’s quarantined pest list

3	https://www.fas.usda.gov/data/china-national-food-safety-standard-maximum-residue-limits-pesticides-foods	China's regulations on MRL in fruits
4	https://www.ppd.gov.vn/tin-moi-nhat-289/danh-sach-ma-so-vuon-trong-va-co-so-dong-goi-cua-viet-nam-xuat-khau-sang-trung-quoc-cap-nhat-ngay-1772020.html	List of growers and packhouses issued with codes to export fruits to China
5	http://dzs.customs.gov.cn/	Announcements in Chinese related to new policies and laws, customs statistics, list of officially-registered packhouses and fruit gardens on the website of Phytosanitary and Veterinary Department of General Administration of Customs of the People's Republic of China
6	http://english.customs.gov.cn/	Announcements (in English) are available on the website of General Administration of Customs of the People's Republic of China. However, the information is not as complete as on the website in Chinese.



Photo: pixabay.com

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