



switchasia  
PROGRAMME

# Establishing a Sustainable Pangasius Supply Chain in Vietnam

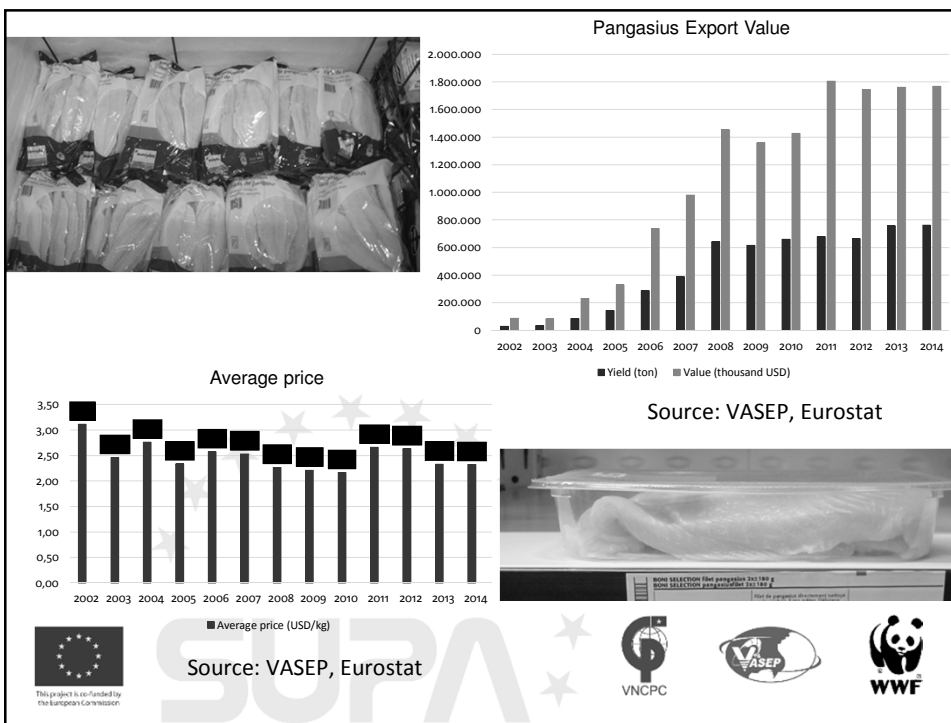
EU supported through SWITCH-Asia program

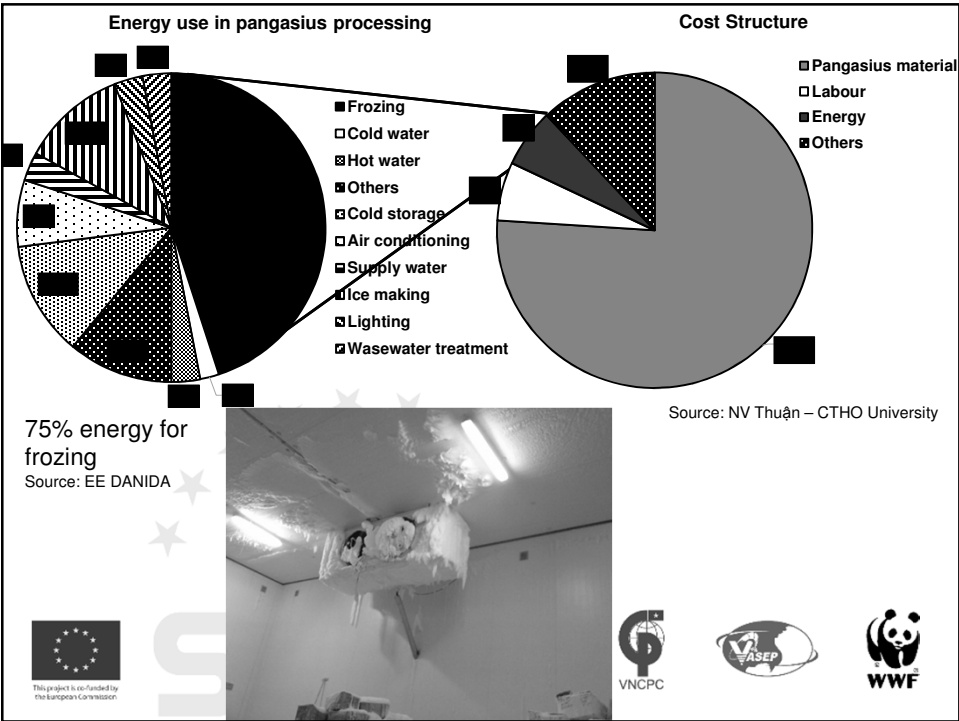
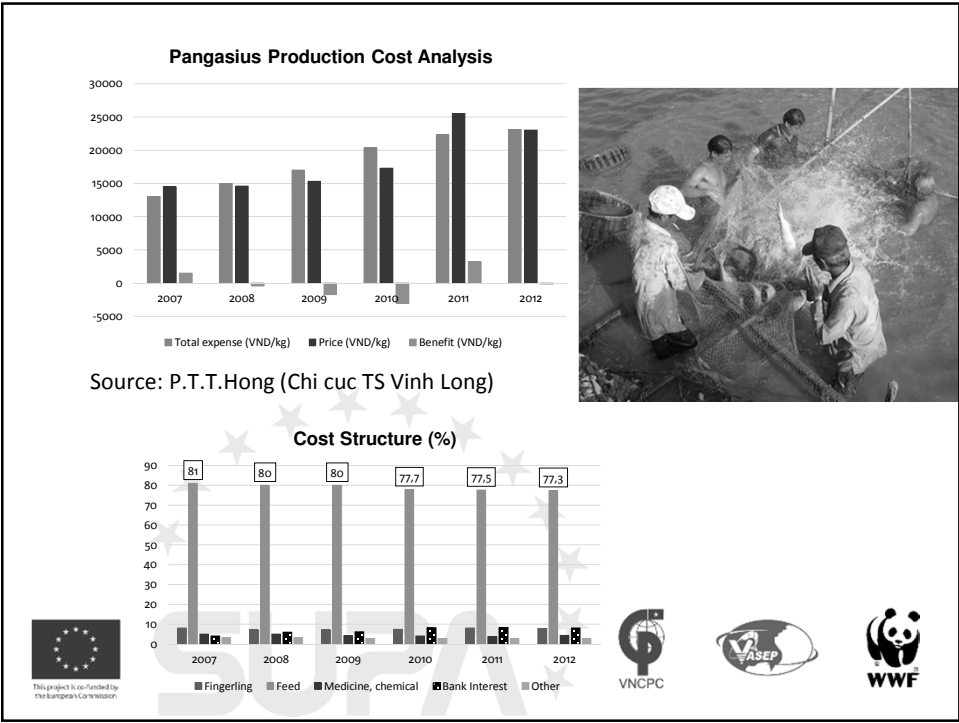
Lê Xuân Thịnh  
Vietnam Cleaner Production Centre (VNCPC) –  
Hanoi University of Science and Technology



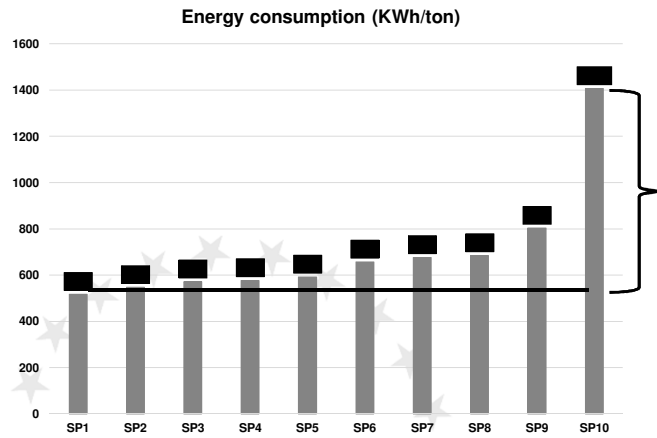
This project is co-funded by  
the European Commission

SUPA





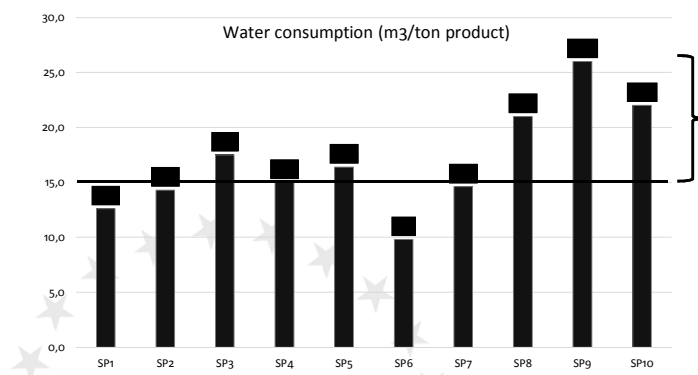
## ENERGY EFFICIENCY POTENTIAL IN PROCESSING



SUPA

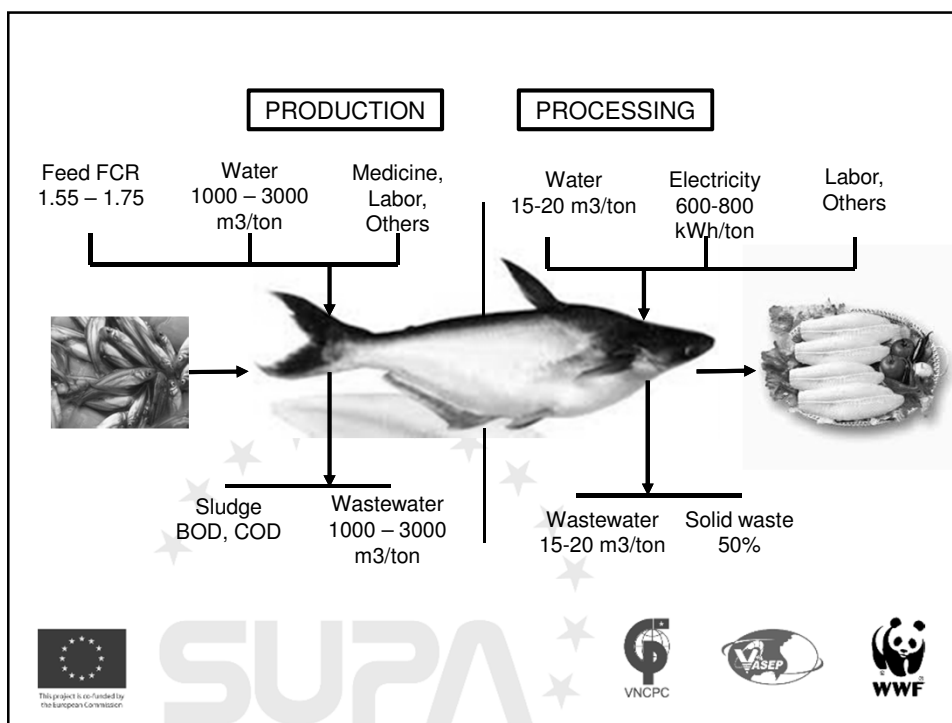


## WATER CONSUMPTION REDUCTION POTENTIAL IN PROCESSING



SUPA





### Concerned issues:

1. Vietnam Pangasius image is not yet established
2. Environmental and social impacts are more clearly
3. Lack of knowledge and motivation towards sustainable production (sectoral consumption benchmarking: energy, water, waste,...)
4. Products diversified and value-added
5. Production cost increasing



SUPA



## General information

Title of the action: Establishing a Sustainable Pangasius Supply Chain in Vietnam

Location: Vietnam, Mekong Delta region

Total duration: 48 months

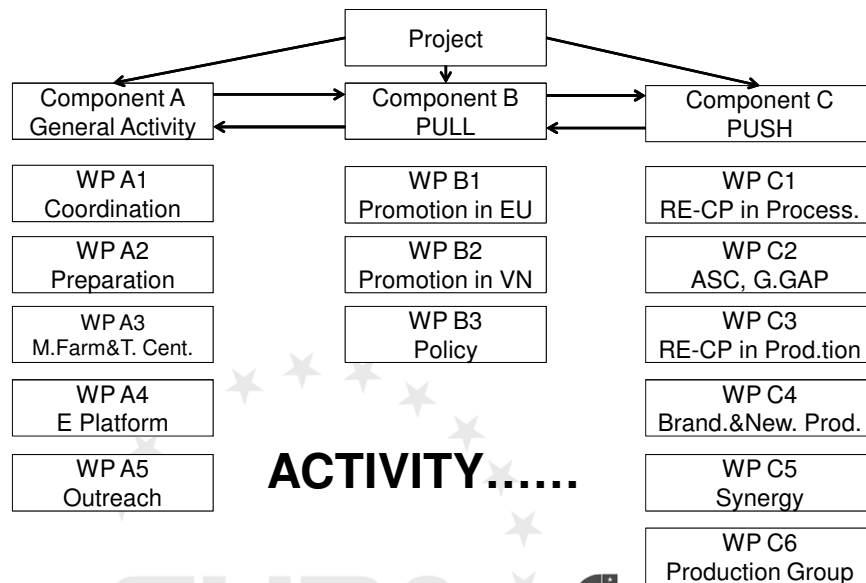
Partners:

- Vietnam Cleaner Production Centre (leader)
- WWF VN
- VASEP
- WWF Austria



This project is co-funded by the European Commission

SUPA



This project is co-funded by the European Commission

SUPA



## TRADE PROMOTION

- European Market Report for Vietnam Pangasius
- Support 12 SMEs participates to SEG in Brussels in two years 2014 and 2015



2014



2015



This project is co-funded by the European Commission

SUPA



VNCP



WWF

## TRADE PROMOTION

- Project work with retailers, importers and distributors in Europe to know the demand and promote Vietnam Pangasius.
- WWF Austria link with WWF Network in Europe for promotion.



Market expert bring companies to visit super market in European for analyzing



This project is co-funded by the European Commission

SUPA



VNCP



WWF

## CERTIFICATION SUPPORT

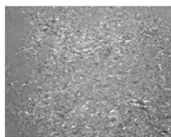
Support 5 farms to qualify ASC certification in 2014 and continues to the remaining years.



Study tour in CASEAMEX's farm on 23 May 2014



Workshop on Requirement on Pangasius breeding in compliance with ASC standard in Can Tho 22 May 2014



- Training, update information of certification for technical staffs
- Organize study tours, sharing experiences from model farms



This project is co-funded by the European Commission

SUPA



VNCP



WWF

## LEGISLATION FRAMEWORK SUPPORT

- Compare the legislation, policy supports to seafood in generally and pangasius in particular between Vietnam and EU
- Train and sharing experiences by international experts
- Report and feedback will sent to authority



This project is co-funded by the European Commission

SUPA



VNCP

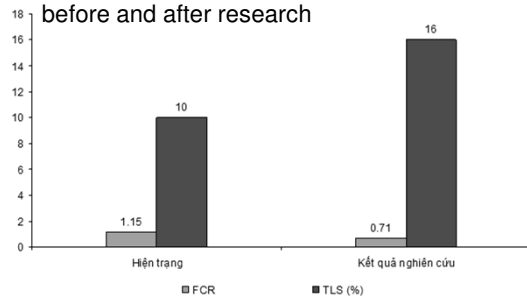


WWF

## SUPPORT TO THE PRODUCTION FARM

- Investigate over 100 farms to recognize the existing problems and collect data for further research
- Research and transfer technology for 9 hatcheries and 9 production farm.

FCR and survival rate of fry to fingerling before and after research



Study tour of 80 household farms in An Giang, Đồng Tháp, Vĩnh Long, Cần Thơ, Hậu Giang, Trà Vinh, Tiền Giang...



This project is co-funded by the European Commission

Train, transfer technology to more than 200 household farms in An Giang, Đồng Tháp, Cần Thơ



## SUPPORT TO THE PRODUCTION FARM

| Items                         | Existing               | Result                 |
|-------------------------------|------------------------|------------------------|
| <b>FCR</b>                    | <b>1,55 – 1,75</b>     | <b>1,44 - 1,48</b>     |
| <b>Survival rate</b>          | <b>69 – 82%</b>        | <b>83 – 92%</b>        |
| <b>Production cost (đ/kg)</b> | <b>20.700 – 21.600</b> | <b>18.620 – 19.890</b> |
| Temp (t°C)                    | 28,6 - 30,7            | 28 – 32,1              |
| pH                            | 7,7 - 7,9              | 7,6 – 8,6              |
| Oxy (mg/l)                    | 1,2 - 1,8              | 1,7 – 2,9              |
| TAN (mg/l)                    | 0,033-4,602            | 0,33 – 3,1             |
| H <sub>2</sub> S (mg/l)       | 0,019 – 0,035          | 0,01 – 0,02            |

Train and apply technology to 107 households in Đồng Tháp and tỉnh Vĩnh Long



This project is co-funded by the European Commission





## RE-CP ASSESSEMENT

- Project will conduct quick RE-CP assessment for 90 processing units and select 54 processing SMEs for full Re-CP. SPI, D4S also will be supported



This project is co-funded by the European Commission



## PARTICIPATION ENTERPRISES

| NO | NAME                                  | FACTORY | NO | NAME                        | FACTORY   |
|----|---------------------------------------|---------|----|-----------------------------|-----------|
| 1  | VĨNH HOÀN                             | 3       |    | HÙNG CÁ (Hùng Cá+Vạn Ý)     | 2         |
| 2  | HÙNG VƯƠNG CHÂU ÂU                    | 1       | 5  | HÙNG CÁ (Thức ăn chăn nuôi) | 1         |
|    | HÙNG VƯƠNG CỎ PHÂN                    | 1       |    | HÙNG CÁ (Dầu cá, bột cá)    | 1         |
|    | HÙNG VƯƠNG MASCATO                    | 1       | 6  | SOUTHVINA                   | 1         |
|    | HÙNG VƯƠNG CHÂU Á                     | 1       | 7  | AN MỸ                       | 1         |
|    | HÙNG VƯƠNG SA ĐẾC                     | 1       | 8  | Á CHÂU                      | 1         |
|    | HÙNG VƯƠNG VĨNH LONG                  | 2       | 9  | VIỆT AN                     | 2         |
| 3  | HÙNG VƯƠNG TÂY NAM                    | 1       | 10 | LONG PHÚ                    | 1         |
|    | NAM VIỆT (Nam Việt, Thái Bình Dương)  | 2       | 11 | AFIEX                       | 2         |
|    | NAM VIỆT (Ăn Độ Dương, Đại Tây Dương) | 2       | 12 | CAFATEX                     | 1         |
|    | NAM VIỆT (Dầu cá bột cá)              | 1       | 13 | CỬU LONG AN GIANG           | 2         |
| 4  | NAM VIỆT (Thức ăn chăn nuôi)          | 1       |    | <b>TOTAL</b>                | <b>36</b> |
|    | GỖ ĐÀNG CỎ PHÂN                       | 1       |    |                             |           |
|    | GỖ ĐÀNG AN PHÁT                       | 1       |    |                             |           |
|    | GỖ ĐÀNG BÌNH ĐỨC                      | 1       |    |                             |           |
|    | GỖ ĐÀNG BẾN TRE                       | 1       |    |                             |           |



This project is co-funded by the European Commission



## PRILIMINARY RECP ASSESSMENT RESULTS

| Potential saving  | Unit            | Company Name  |               |                |               |
|---|-----------------|---|---------------|----------------|---------------|
|   |                 | Company 1   | Company 2     | Company 3      | Company 4     |
| <b>POTENTIAL ELECTRICITY SAVING</b>   | <b>USD/year</b> | <b>190,240</b>                                      | <b>39,210</b> | <b>243,030</b> | <b>52,715</b> |
| - Fix electrical leakage/using standard voltage (fix high or low voltage)   | USD/year        | 8,570   | 15,400        | 7,140          | 5,715         |
| - Move capacitors from location of transformer to compressor motor  | USD/year        | -   | 2,380         | -              | -             |
| - Switch using from low voltage to medium voltage network   | USD/year        | -   | -             | 85,700         | -             |
| - Close door of cold store/optimization of cold store operation   | USD/year        | 113,100   | -             | 128,570        | 22,140        |
| - Break scale of heat-transfer tubes of condenser/maintain refrigeration system (condenser, compressor, cooling tower...) | USD/year        | 68,570  | -             | 21,620         | 22,860        |
| - Change curtains of contact freeze-refrigerator  | USD/year        | -   | -             | -              | 2,000         |
| - Invest hot water system (heat pump combines with solar energy system)   | USD/year        | -   | 21,430        | -              | -             |
| <b>POTENTIAL WATER SAVING</b>   | <b>USD/year</b> | <b>-</b>  | <b>-</b>      | <b>20,000</b>  | <b>2,000</b>  |
| - Optimization of water using (fix leakage, switch to use smaller diameter pipe, apply lock at plug in...)                | USD/year        | Potential reduce up to 50% production washing water | -             | 20,000         | 2,000         |
| <b>POTENTIAL TOTAL SAVING</b>   | <b>USD/year</b> | <b>190,240</b>                                      | <b>39,210</b> | <b>263,030</b> | <b>54,715</b> |



This project is co-funded by the European Commission



## E-PLATFORM

- E-Platform for sharing information and “co-creation”  
Web link: <http://supa.vasep.com.vn>



This project is co-funded by the European Commission



## CHALLENGES AND OPPORTUNITY

### “PULL” MARKET

1. Trade promotion, marketing
2. “Information Hub” at abroad.

### “PUSH” ENTERPRISES

1. Increase quality and diversify product
2. Cut-off the production cost for more competition through: process optimization, apply new technology, cleaner production,..
3. Build the Vietnam Pangasius image: “green” and “delicious”



SUPA



THANK YOU FOR YOUR  
ATTENTION.....



SUPA

