

Son Vo – AnPhu Irradiation JSC

# **An Phu Journey In Phytosanitary**

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# Who We Are

- Founded In 2003 In Binh Duong, Vietnam
- Operating 3 Gamma Irradiators and 1 E-beam, Xray Irradiator
- ISO 9001, 13485, 11137 (E-beam, Xray)
- Applying For Remaining Plants

# Our History In Phytosanitary

- Starting In 2009
  - US: Dragon Fruit, Longan, Rambutan
- Stop In 2015 For Gamma Plants
- Return In 2023-2024 For E-beam, X-ray Plants
  - Australia: Lychee, Pomelo, Mango
  - US: Lychee

# Photos



# Photos



# Fruits Approved For Irradiation Phytosanitary

Destination Country	Fruit (Year)
USA	Dragon Fruit (2008), Rambutan (2011), Longan(2014), Lychee(2015),Milk Fruit(2017), Mango(2019), Pomelo (2022)
Australia	Lychee (2015) Mango (2016), Longan(2019), Dragon Fruit (2017)
New Zealand	Dragon Fruit, Mango(2011) Rambutan (2018)
Chile	Dragon Fruit

# Challenges – Fruit Exporters

- Large Distance To End Consumers
  - High Cost – Low Volume If Travel By Air
  - Long Time – Deteriorate Quality By Sea
- Competition From Other Countries
  - Dragon Fruit – Central, South Americas
  - Mangoes – Central, South Americas
- Limited Number Of End Consumers
- Shortage Number Of Inspector – Leading To Delay – Increase Cost – Deteriorate Quality

# Challenges – Fruit Exporters

- Strict Quality Requirement – Less Availability
- Ensuring Farmers Following Quality Requirement (Pesticide Residue)
- Risk Of Losing Markets When Others Don't Follow Requirements



# Challenges

- Large Upfront Cost For Operator Permit
- Involuntary “Customers”
- Ensuring Integrity Of Plant Operators
- Large Gap Time When Changing From Different Product
- Low Utilization For Cobalt-60
- Highly Seasonal
- Scrutiny For Being “Monopoly”
- Low Volume

# Characteristics – Medical Devices Manufacturers

- Highly Regulated
- Require Large Amount Of Capital To Start
- Important To Maintaining Reputation
- Responsible For R&D Process
- Material Comparability Studies And Change Can Be Made
- Long Shelf-Life Product

# Characteristics – Fruit Exporters

- Easier To Set-Up
- Require Less Capital
- Not Directly Benefit From Phytosanitary To Prevent Pest
- Prefer To Have Products Not Irradiated
- Most Fruit Are Export By Air To Ensure Quality
- Difficult In Improving Products Shelf-Life Post Irradiation

# What If

- Fruits Can Maintained It Quality After 50-60 Days After Irradiation
  - Lower Transportation Cost
  - More Time To Reach More Market
  - More Volume
- Strict Control To Ensure Integrity In Fruit Production Chain
- Cost For Operator License Can Be Base On Processed Volume

# Conclusion

- To Be Successful Required Multiple Stakeholders Involvement
  - Research For Longer Shelf-Life
  - Protect The Integrity Of Fruit Production Chain
  - More Marketing/Sales Effort Toward End Consumers
- Volume Volume Volume



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# Thanks.

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 [Son.vt@apic.com.vn](mailto:Son.vt@apic.com.vn)





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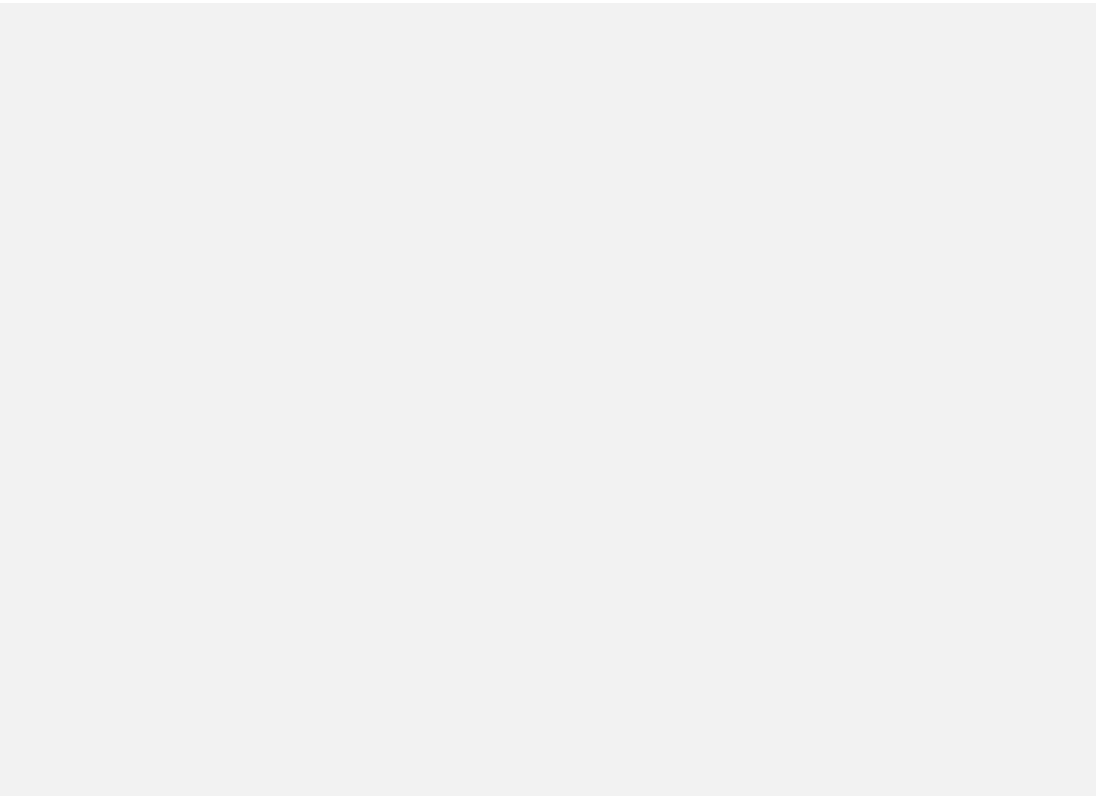
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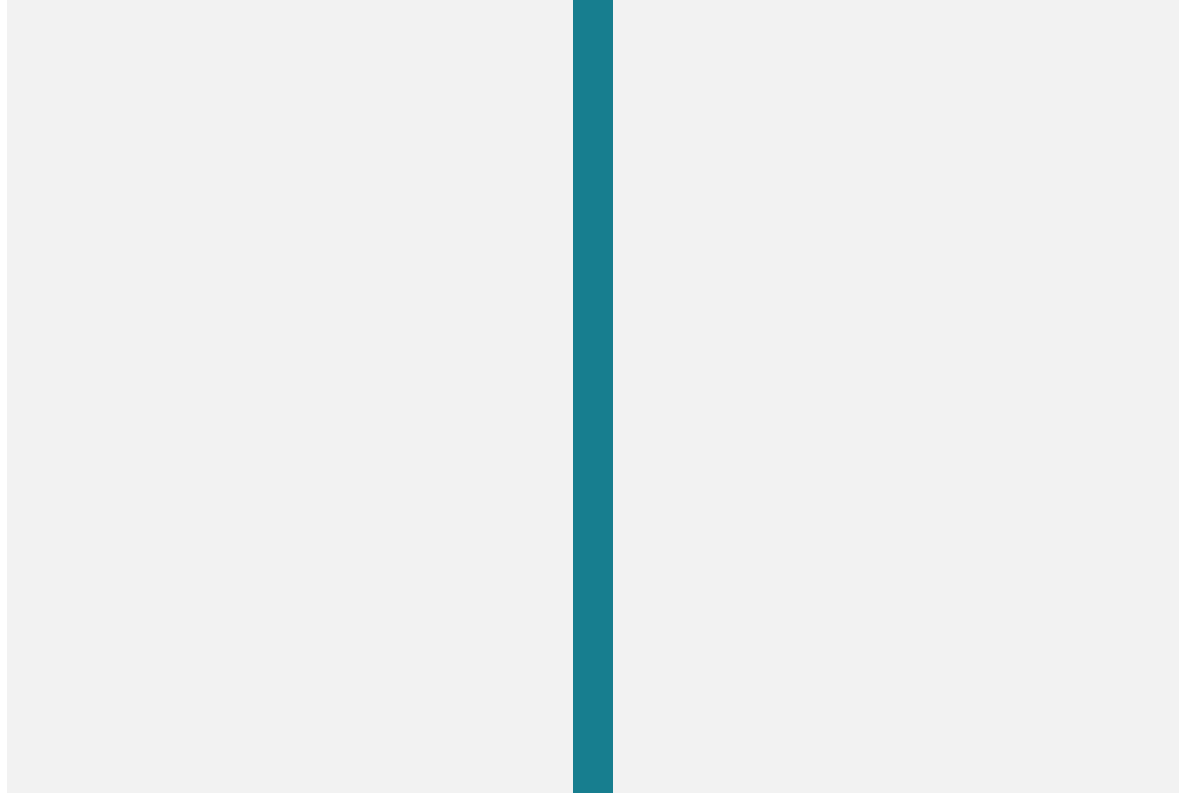
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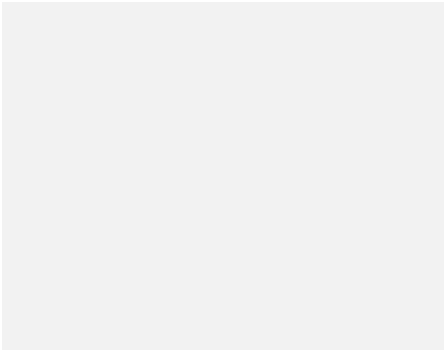


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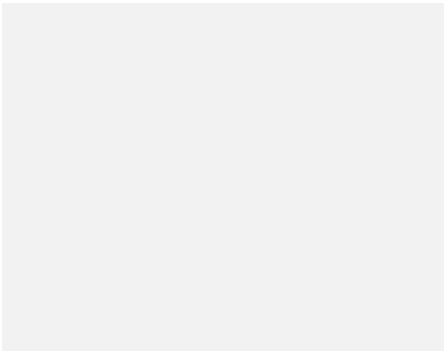
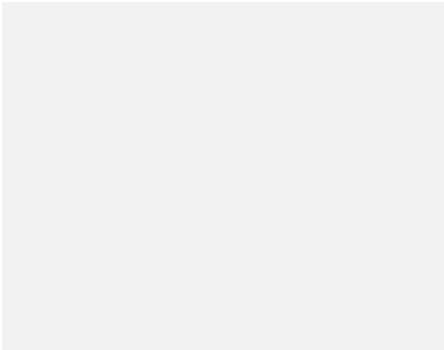
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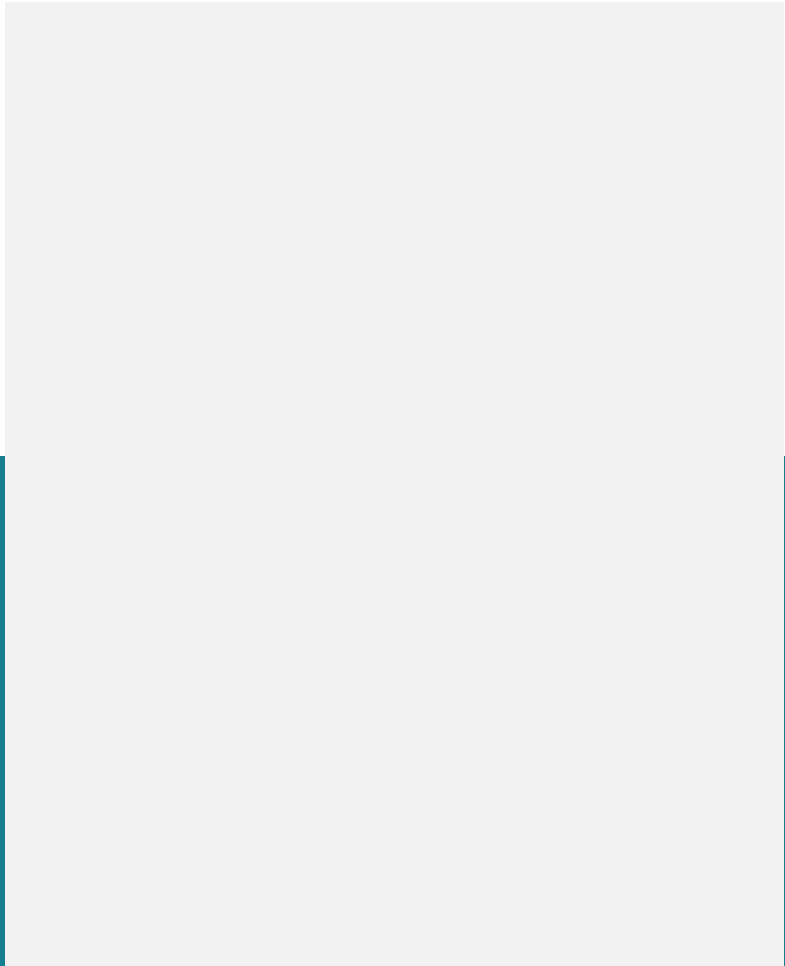


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**Total Client**

**76%**

**Brand Award**



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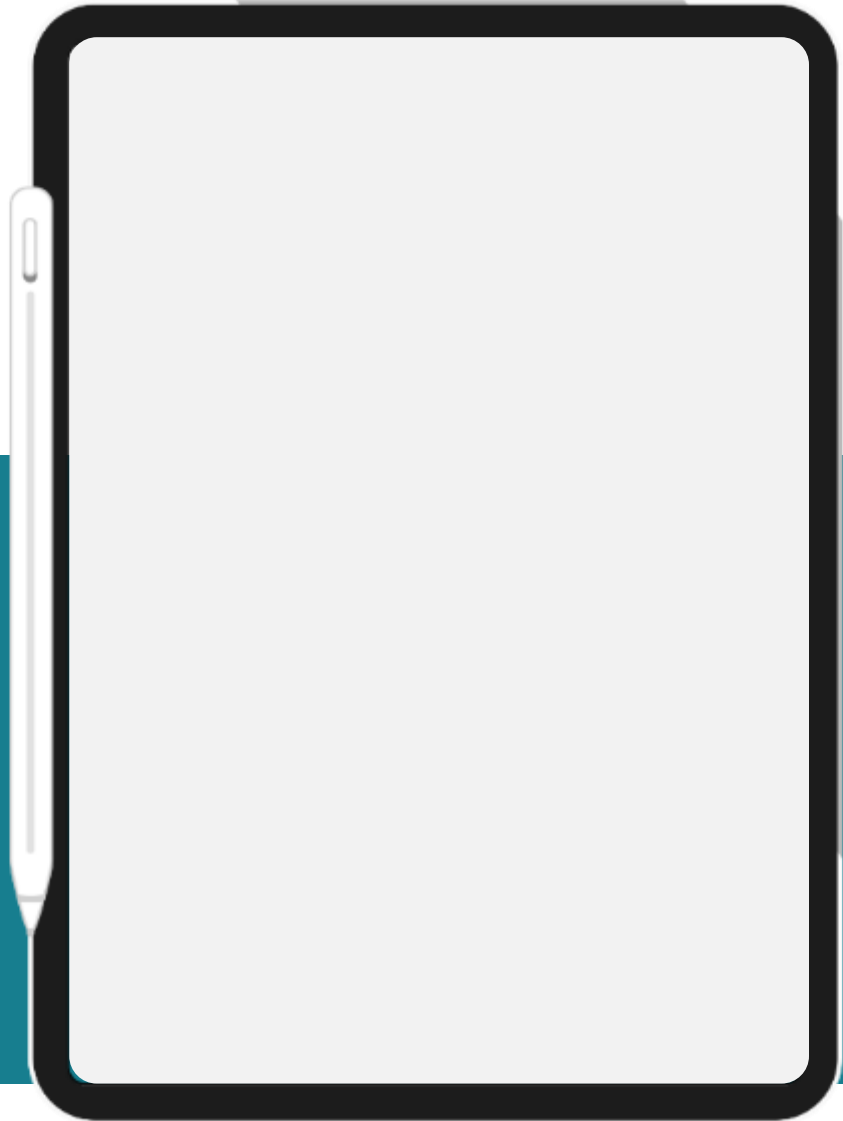
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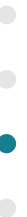


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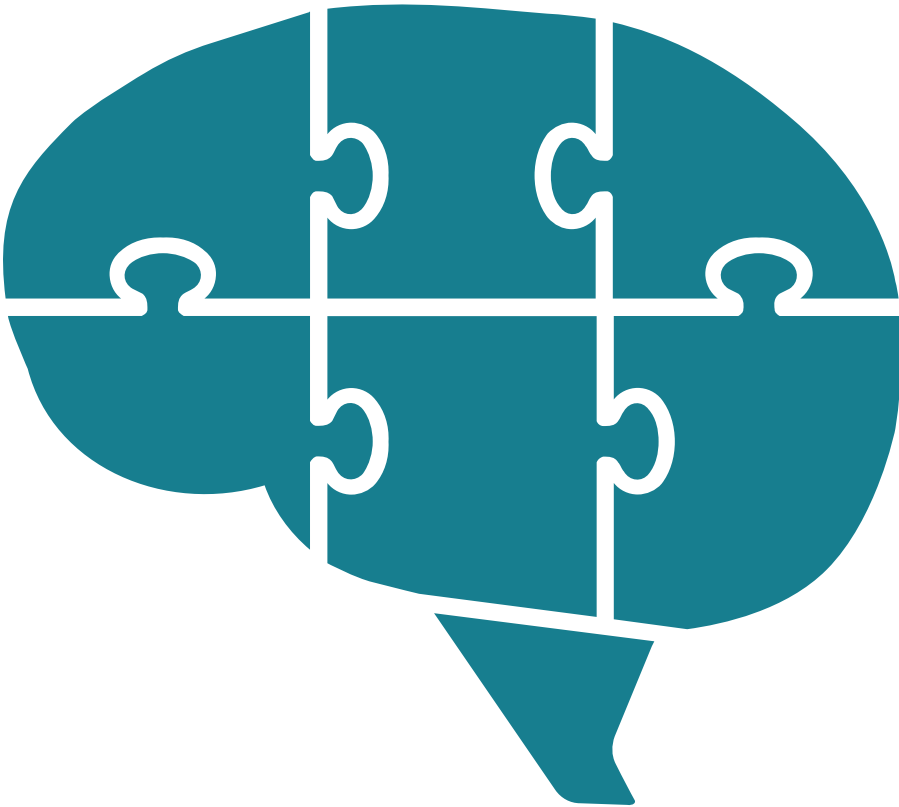




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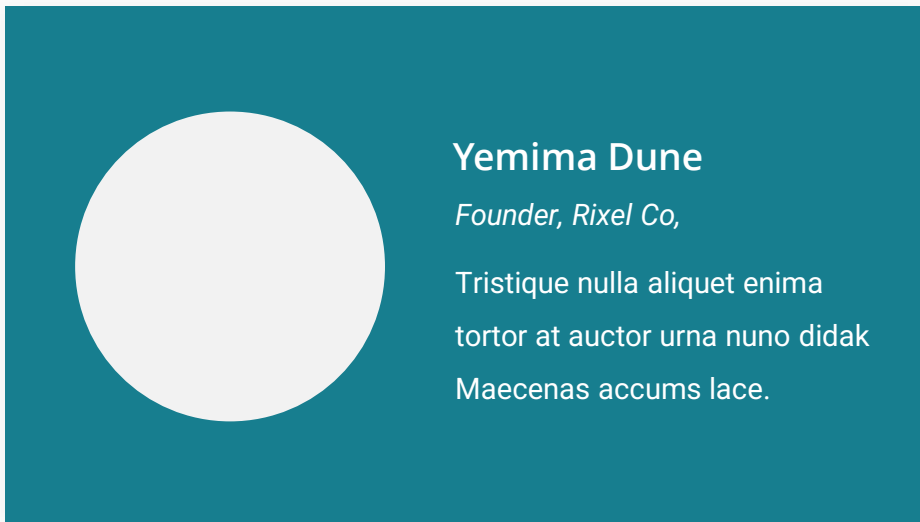


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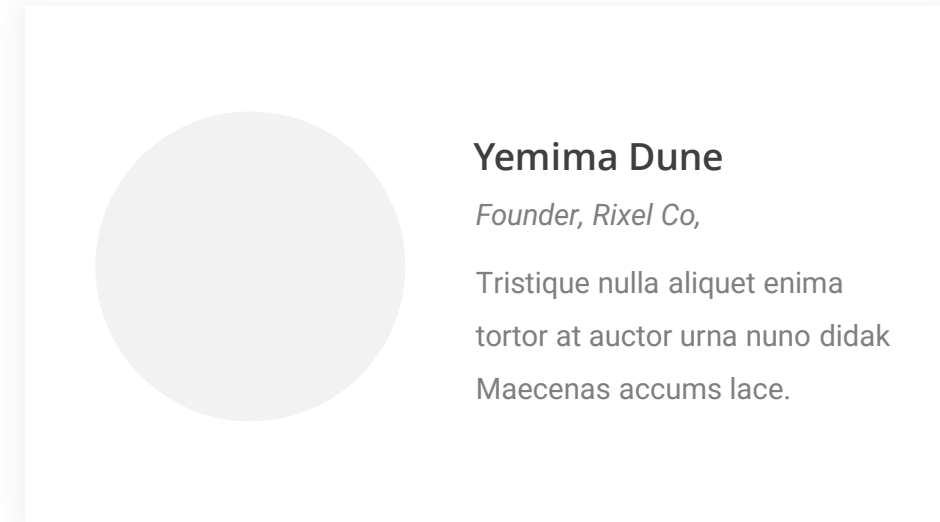


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**Yemima Dune**  
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# Get In Touch.

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