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POLICY

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Vietnam

Post: Hanoi

FAS and NOAA Expand Seafood Access Resulting in Record Exports

Report Categories:

Export Accomplishments - Other
Fishery Products

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Report Highlights:

Following a sustained effort by the Office of Agricultural Affairs in Hanoi and the Department of Commerce's National Oceanic and Atmospheric Administration (NOAA) which resulted in an additional 103 U.S. seafood processors being listed as eligible to export seafood products to Vietnam, U.S. seafood exports have grown 150 percent in 2014 year-to-date to almost \$90 million.

Summary: Navigating Vietnam’s Ministry of Agriculture and Rural Development’s Circular 25/2010 process, the process by which individual U.S. meat, poultry, and seafood exporters apply to be eligible to export products to Vietnam, is a challenge requiring close coordination with the Office of Agricultural Affairs in Hanoi, competent food safety authorities in the United States, and the individual exporters. From the publishing of Circular 25/2010 until the end of 2012, only 40 U.S. seafood exporters had taken the necessary steps to become eligible to export to Vietnam, prompting OAA-Hanoi and NOAA to evaluate and change the procedures that U.S. exporters go through prior to submitting the application documents to Vietnam’s National Agro-Forestry and Fisheries Quality Assurance Department. By streamlining this process and further promoting Vietnam as a market for U.S. seafood products, an additional 103 U.S. exporters have since applied and been listed as eligible to export to Vietnam. As of December 11, 2014, the number of eligible exporters stands at 143 facilities.

With this expanded market access, U.S. exports of seafood products have skyrocketed since 2012. 2014 year-to-date (January – October) exports have grown 150 percent over the same period the previous year and stand at a record \$89.6 million with two more months of trade data to be released. The increased numbers of eligible exporters have clearly expanded the U.S. market for seafood products in Vietnam.

U.S. seafood products that have enjoyed the best growth in 2014 are lobster, shrimp, clams, crab, squid, and salmon. These products are supplied to Vietnam’s seafood industry for further processing, as well as, to Vietnam’s rapidly growing middle class consumers.

The list of U.S. eligible exporters can be found at [this link](#).

United States Department of Agriculture - Foreign Agricultural Service

Area/Partners of Destination

January - December

And Commodities Exported

Cumulative To Date Values in Thousands of dollars

		2009	2010	2011	2012	2013	Jan - Oct 2013	Jan - Oct 2014	Period/Period % Change (Value)
Partner	Product	Value	Value	Value	Value	Value	Value	Value	
Vietnam	Fishery Products	18,663	24,488	44,382	37,998	46,600	35,830	89,594	150
Vietnam	Other Fishery Prod	5,816	9,948	11,307	10,597	19,142	15,076	15,625	4
Vietnam	Lobster	26	143	1,969	4,460	7,368	4,545	15,813	248
Vietnam	Shrimp	3,979	2,387	15,509	10,164	5,546	4,332	8,538	97
Vietnam	Clam	138	0	58	407	3,690	2,928	39,151	1,237
Vietnam	Conch	0	76	241	342	2,018	1,151	842	-27
Vietnam	Crab	1,128	902	1,585	2,559	1,616	1,583	2,123	34
Vietnam	Snail	0	0	39	1,094	1,326	849	172	-80
Vietnam	Herring	0	8	0	461	1,303	1,303	1,122	-14
Vietnam	Tuna	1,053	1,482	181	836	1,267	1,246	1,163	-7
Vietnam	Catfish	70	3	90	590	885	885	79	-91
Vietnam	Squid	3,613	4,527	8,468	2,985	729	623	1,385	122
Vietnam	Salmon (Not Canned)	469	86	1,826	1,068	357	150	1,232	721
Vietnam	Scallops	42	1,493	878	244	264	232	257	11
Vietnam	Cod	0	76	198	0	242	98	268	174
Vietnam	Octopus	57	0	29	64	180	180	0	--
Vietnam	Oysters	0	0	0	0	161	161	477	197
Vietnam	Halibut	0	0	213	903	122	112	500	345
Vietnam	Mackerel	38	158	150	0	101	101	70	-31
Vietnam	Pollock	0	0	92	0	80	80	0	--
Vietnam	Sablefish	0	130	200	542	65	65	393	503
Vietnam	Bass	0	0	10	3	47	38	86	127
Vietnam	Monkfish	0	0	0	0	40	40	0	--
Vietnam	Tilapia	90	0	343	26	34	34	96	180
Vietnam	Sardine	21	443	549	186	19	19	0	--
Vietnam	Abalone	0	0	0	144	0	0	0	--
Vietnam	Anchovies	0	0	0	222	0	0	0	--
Vietnam	Butterfish	0	0	0	0	0	0	55	--
Vietnam	Caviar	0	23	32	0	0	0	0	--
Vietnam	Cuttlefish	0	0	232	0	0	0	0	--
Vietnam	Fish Meal	0	0	0	0	0	0	12	--
Vietnam	Haddock	2,106	2,603	0	0	0	0	0	--
Vietnam	Mullet	0	0	0	30	0	0	0	--
Vietnam	Salmon Canned	17	0	0	0	0	0	0	--
Vietnam	Shark	0	0	127	71	0	0	0	--
Vietnam	Sole	0	0	0	0	0	0	3	--
Vietnam	Sturgeon	0	0	55	0	0	0	0	--
Vietnam	Surimi	0	0	0	0	0	0	130	--
Grand Total		18,663	24,488	44,382	37,998	46,600	35,830	89,594	150