OFFICIAL B2B PUBLICATION

GLOBAL PRODUCT & SUPPLY SPECIFICATION

BEN TRE GREEN POMELO COOPERATIVE • VIETNAM

Hợp Tác Xã Nông Nghiệp Bưởi Da Xanh Bến Tre

ACCREDITATIONS

GlobalG.A.P. • HACCP Codex • OCOP 4-Star

DISCIPLINED AGRICULTURE • VERIFIED QUALITY

PINK LADY POMELO

B2B Product & Supply Guide

Cẩm Nang Thông Số Kỹ Thuật & Cung Ứng B2B Toàn Cầu

A comprehensive technical guide for international importers, supermarket procurement directors, distributors, and OEM partners sourcing premium green-skin pink-flesh pomelos directly from Ben Tre, Vietnam.

WEIGHT RANGE	SUGAR INDEX	OCEAN SHELF-LIFE
0.6 - 2.2 kg	10° - 13° Brix	85 - 100 Days
5 Phân loại cỡ	*Độ ngọt ổn định*	*Chuỗi lạnh đường biển*



Citrus grandis (L.) Osbeck

Fresh Green Skin Pink Flesh Pomelo of Ben Tre Province

Hotline: +84 939 56 58 29 | **Email:** htxbuoibentre@gmail.com | **Web:** pinkladypomelo.com

Origin: Phu Tuc Commune, Chau Thanh District, Ben Tre Province, Vietnam

SECTION 01 • INSTITUTIONAL OVERVIEW

Organized Agriculture for Global Markets

Mô hình kinh tế tập thể chuyên nghiệp kết nối nông dân Bến Tre với thị trường quốc tế

EST. DEC 30, 2016 | 445 MEMBER FARMS | 100+ HECTARES

Founded on **December 30, 2016**, by 69 pioneering farming families in Phu Tuc Commune, **Ben Tre Green Pomelo Cooperative** was established to transform fragmented smallholder orchards into a coordinated, disciplined export supply chain.

Được thành lập ngày 30/12/2016 từ 69 hộ nông dân sáng lập tại xã Phú Túc, Hợp Tác Xã Nông Nghiệp Bưởi Da Xanh Bến Tre ra đời nhằm tổ chức lại sản xuất manh mún thành một chuỗi cung ứng xuất khẩu kỷ luật, bài bản.

Between 2016 and 2022, extensive institutional support from the **Government of Canada (Global Affairs Canada)** via the **VCED Project** and technical execution by **SOCODEVI (Canada)** catalyzed modern international cooperative governance, culminating in a sterile **VND 14 Billion post-harvest processing complex** and **20-ton cold storage facility**. Guided strategically by **PUM Netherlands** senior advisors, the cooperative institutionalized *Disciplined Agriculture* as its operating doctrine.

Giai đoạn 2016-2022, sự hỗ trợ từ Chính phủ Canada (Dự án VCED) và tổ chức SOCODEVI đã thiết lập nền tảng quản trị quốc tế, tài trợ khu phức hợp sơ chế hiện đại 14 tỷ VNĐ và kho lạnh 20 tấn. Cùng sự cố vấn của chuyên gia PUM Hà Lan, triết lý "Nông nghiệp Kỷ luật" đã trở thành kim chỉ nam vận hành.

MEMBER SCALE
445+
Member households / Hộ liên kết

ORCHARD AREA
>100 ha
Chau Thanh & Cho Lach districts

INFRASTRUCTURE
14B VND
Sterile Packinghouse & Lab

COLD STORAGE
20 Tons
On-site 10°C-12°C Pre-cooling



WHY WE EXIST (MỤC ĐÍCH CỐT LÕI)

Securing Farmer Prosperity

We exist to create sustainable market opportunities through disciplined agriculture, ensuring long-term prosperity for member farming households.

Tạo cơ hội thị trường bền vững thông qua nông nghiệp kỷ luật, bảo đảm tương lai thịnh vượng cho thành viên.

HOW WE OPERATE (PHƯƠNG THỨC VẬN HÀNH)

Disciplined & Ethical Farming

Integrating Weaver Ants biocontrol, Biobed water filtration, strict MRL monitoring, and GlobalG.A.P./HACCP compliance under professional governance.

Kết hợp kiểm soát sinh học bằng kiến vàng, hệ thống lọc Biobed, kiểm soát MRLs và quản trị chuyên nghiệp.

WHAT WE DELIVER (GIÁ TRỊ CUNG CẤP)

Dependable B2B Supply

Supplying fresh pomelos with verified food safety, standardized grading, transparent cold chain traceability, and reliable long-term cooperation.

Cung ứng bưởi tươi chất lượng ổn định quanh năm, an toàn thực phẩm thực chứng và quan hệ đối tác tin cậy.

SECTION 02 • PRODUCT BOTANICAL PROFILE

The Premium Citrus of the Mekong Alluvium

Đặc tính cảm quan và giá trị sinh học vượt trội của bưởi da xanh ruột hồng Bến Tre

OCOP 4-STAR CERTIFIED

Nourished by the rich alluvial deposits of the **Tien River**, **Pink Lady Pomelo** is Vietnam's premier indigenous citrus cultivar. Awarded **4-Star OCOP certification**, it combines an attractive natural green peel with a luscious peach-pink interior, delivering crisp hydration and balanced sweetness without bitterness.

Được bồi đắp bởi lớp phù sa màu mỡ sông Tiền, giống bưởi Pink Lady Pomelo (đạt chuẩn OCOP 4 Sao) là đặc sản trứ danh của Bến Tre. Trái sở hữu lớp vỏ xanh mướt, tép hồng đào mọng nước, vị ngọt thanh tao tự nhiên và tuyệt đối không đắng hậu vị.

Living Green Rind
Vỏ xanh căng bóng

Vibrant green peel rich in aromatic essential oils, turning subtly yellowish-green only when ripe.

Peach-Pink Pulp Heart
Ruột màu hồng đào

Ruby-to-peach-pink pulp vesicles providing high aesthetic appeal for retail and dining presentation.

Crisp Vesicle Texture
Tép giòn mọng nước

Firm, succulent juice sacs burst crisply without mushiness or fibrous dry albedo edges.

Effortless Segment Peel
Dễ tách khối múi

Segments separate cleanly from carpel walls without bruising vesicles or dripping juice.

Naturally Low Seeds
Ít hạt hoặc không hạt

Virtually seedless or containing minimal small rudimentary seeds, meeting global consumer standards.

Stable 10°–13° Brix
Độ ngọt 10–13% Brix

Consistent refractometer sugar index with gentle citrus acidity for high drinkability and freshness.



Verified commercial appearance: spherical shape, vibrant flavedo, and signature pink interior.

SECTION 03 • COMMERCIAL SPECIFICATION BASELINE

Technical Specifications & Grading Standard

Bảng thông số kỹ thuật thương mại chuẩn hóa phục vụ ký kết hợp đồng xuất khẩu

STANDARD QA/1.001–QC

TECHNICAL PARAMETER / CHỈ TIÊU	COMMERCIAL SPECIFICATION	VERIFICATION METHOD
Botanical Name / Tên khoa học	*Citrus grandis* (L.) Osbeck (Green Skin Pink Flesh)	Genetic cultivar check
Fruit Shape / Hình dáng	Spherical (round) or slightly oval with pointed apex	Optical & manual sort
Weight Range / Trọng lượng	**0.6 kg – 2.2 kg / fruit** (5 standardized commercial tiers)	Electronic sorting scale
Equatorial Diameter / Đường kính	**12.0 cm – 22.0 cm** (correlated with weight class)	Ring caliper / sensor
Peel Thickness / Độ dày vỏ	**1.7 cm – 2.2 cm** (natural impact barrier)	Vernier caliper cross-section
Edible Pulp Ratio / Tỷ lệ thịt	**≥ 49% to > 55%** of gross fruit mass	Destructive batch yield
Segments / Fruit / Số múi	**11 to 14 segments** per fruit	Anatomical manual count
Brix Sweetness / Độ ngọt	**Rainy: Min 10.0° | Dry: > 10.5°–13.0° Brix**	Digital refractometer
Ripeness at Harvest / Độ chín	**> 80 days post-bloom** (8.0–8.5 for sea transit >20d)	Bloom tags & oil glands
Seed Characteristics / Hạt	Seedless or few small rudimentary seeds	Cross-section sampling
Scar Tolerance / Nám thẹo	Superficial mechanical sun/wind scars **< 35%** tolerated	Visual/optical scan

STANDARD WEIGHT TIERS (THÙNG 9,5 KG)

Grade XL (Extra Large)	Premium wholesale / Luxury retail	1.8 – 2.2 kg 5 fruits / box
Grade L (Large)	Supermarket wholesale / Western markets	1.5 – 1.8 kg 5 fruits / box
Grade M (Medium)	Mainstream retail chains / EU standard	1.2 – 1.5 kg 6 – 7 fruits / box
Grade S (Small)	Convenience retail / Value pre-packs	0.8 – 1.2 kg 8 – 10 fruits / box
Grade XS (Extra Small)	Specialized Asian / Old-tree demand	0.6 – 0.8 kg 10 – 12 fruits / box

NATURAL MECHANICAL SCARS NOTE

Mekong sunshine and winds produce superficial wind scratches (<35% surface). These do NOT penetrate the albedo and have zero impact on interior flesh quality, hygiene, or taste.

SECTION 04 • SUPPLY PLANNING WINDOWS

12-Month Harvest Cycle & Seasonality

Thu hoạch quanh năm kết hợp nhịp điệu sinh học theo mùa trăng và chu kỳ mưa nắng

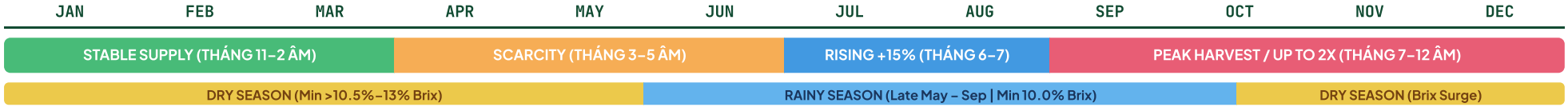
CONTINUOUS 12-MONTH SUPPLY

"Harvest is not a single date. It is an organized planning window."

Ben Tre pomelo trees bloom and fruit continuously throughout the year. However, commercial supply volumes and sugar accumulation follow both tropical rainfall seasons and Vietnamese lunar cycles. For international buyers, effective sourcing depends on booking allocation windows rather than waiting for a single harvest date.

12-MONTH AVAILABILITY TIMELINE (ANNUAL SOLAR CALENDAR)

**Lunar month milestones shift annually relative to the Gregorian calendar*



LUNAR MONTHS 3 – 5 (SCARCITY)

Advance Allocation Window

Annual production reaches its leanest volumes. Procurement contracts require 60–90 days advance commitment to secure certified orchard blocks.

LUNAR MONTHS 6 – 7 (RAMP-UP)

Volume Surge (+15%)

Supplies expand by ~15%. Fruit reaches prime physical maturity and well-developed juice sacs. Ideal for sample validation and trial container shipments.

LUNAR MONTHS 7 – 12 (PEAK / 2X)

Peak Export Campaign (Mùa Rộ)

Production doubles (up to 2×). Synchronized with high global holiday demand, Mid-Autumn Festival, and Lunar New Year retail promotions.

SECTION 05 • OPERATIONAL TRACEABILITY

From Farm to Factory: The 8-Stage Process

Quy trình sơ chế khép kín tại khu phức hợp vô trùng 14 tỷ VNĐ đảm bảo an toàn tuyệt đối

VND 14B PACKINGHOUSE COMPLEX

STAGE 01
Disciplined Orchard Care
Canh tác kỷ luật tại vườn

445 member farms execute GlobalG.A.P. protocols. Predatory Weaver Ants eliminate pests; Biobed biological filtration protects groundwater.

STAGE 02
Selective Field Harvest
Thu hoạch chọn lọc

Skilled pickers harvest fruit at maturity 8.0–8.5 (>80 days post-flowering). Stems are neatly cut flush with shears to prevent puncture tears.

STAGE 03
Receiving & Traceability
Tiếp nhận & truy xuất

Delivered to Phu Tuc complex within 4 hours. Every crate is scanned and logged with its dedicated Plantation Unit Code (PUC) and grower ID.

STAGE 04
Washing & Sanitization
Rửa sạch & khử khuẩn

Gentle roller spray beds wash fruit with food-grade sanitizing agents, removing field dust, soot mold, and surface wild yeast spores.

STAGE 05
Carnauba Bio-Coating
Phủ sáp sinh học Carnauba

Application of all-natural food-grade Carnauba palm wax micro-coating, sealing flavedo pores to dramatically retard transpiration without chemicals.

STAGE 06
Optical & Weight Grading
Phân loại quang học & cân

Dual sorting: optical scan screens out blemishes (>35% scar threshold); automated electronic sensors grade fruit into XS, S, M, L, XL tiers.

STAGE 07
Protective Export Packing
Đóng thùng xuất khẩu

Individual soft EPE foam netting shields rind; packed into heavy-duty 9.5 kg export cartons with moisture desiccant pads and traceability labels.

STAGE 08
Pre-Cooling & Cold Buffer
Làm lạnh kho 20 tấn

Immediate transfer into 20-ton on-site cold room at 10°C–12°C, 90% RH to stabilize core temperature prior to refrigerated container stuffing.



AUDITABLE TRACEABILITY FROM BRANCH TO CONTAINER

Every carton carries a GS1-compatible QR traceability code mapping directly to the certified farm plot, harvest date, grading batch, and laboratory MRL compliance report.

SECTION 06 • SCIENTIFIC QUALITY CONTROL

Quality System, Laboratory MRLs & ESG

Hệ thống kiểm soát 5 nấc, phân tích 700–1.018 hoạt chất và mô hình canh tác sinh thái

ISO 17025 TESTED

MULTI-RESIDUE TESTING: 700 TO 1,018 ACTIVES

The cooperative conducts comprehensive multi-residue pesticide screens via accredited third-party laboratories (Eurofins, SGS). Testing verifies non-detection down to **LOQ 0.01 mg/kg**, complying with stringent EU, US FDA, and Australian DAFF Maximum Residue Limits.

Năng lực kiểm định độc lập từ 700 đến 1.018 hoạt chất tại phòng lab đạt chuẩn ISO 17025, đáp ứng giới hạn dư lượng tối đa khắt khe nhất của các thị trường phát triển.

PREDATORY WEAVER ANTS (BIOCONTROL)

Orchards deploy Weaver Ants (*Oecophylla smaragdina*) as natural biological guards. These predatory ants naturally control citrus psyllids, stink bugs, and caterpillars, drastically slashing chemical interventions toward our Zero-Residue goal.

Sử dụng kiến vàng kiểm soát sinh học, tiêu diệt sâu hại tự nhiên, giảm thiểu tối đa can thiệp hóa học và bảo vệ sức khỏe hệ sinh thái.

5-TIER INTERNAL QUALITY CONTROL ARCHITECTURE

- T1 **Soil & Water Screening:** Annual heavy-metal and chemical tests on orchard irrigation sources.
- T2 **Biological Protection:** Active colonisation of Weaver Ants and Biobed groundwater purification.
- T3 **Pre-Harvest 15-Day Audit:** Pre-harvest field sampling of Brix, oil gland maturity, and chemical clearance.
- T4 **Packinghouse Intake Sifting:** Sorting to filter diseased or over-scarred fruit (>35% mechanical scar limit).
- T5 **Pre-Dispatch Quarantine Audit:** Weight verification, datalogger activation, and official COA issuance.



GLOBALG.A.P. IFA CERTIFIED

Integrated Farm Assurance for Good Agricultural Practices across cooperative orchards. Full compliance with food safety, worker health, and environmental criteria.



HACCP CODEX ALIMENTARIUS

Hazard Analysis Critical Control Point certified for the post-harvest washing, Carnauba bio-waxing, sorting, and packaging complex in Phu Tuc.

GLOBALG.A.P. IFA	HACCP CODEX	APHIS & GACC READY	BIOBED PURIFICATION
Integrated Farm Assurance	Food Safety Management	Phytosanitary Protocol Codes	Groundwater Stewardship
Certified Orchard Production	Sterile Facility Handling	PUC & PHC Registered	Biological Effluent Filter

SECTION 07 • COLD CHAIN ARCHITECTURE

Cold Chain Logistics & Temperature Matrix

Ma trận quản lý nhiệt độ đa tầng duy trì độ tươi giòn từ 85 đến 100 ngày trên các tuyến biển xa

85–100 DAYS PROVEN OCEAN SHELF-LIFE

LOGISTICS PHASE / GIAI ĐOẠN	TARGET TEMPERATURE & RH	ATMOSPHERE & VENTILATION	OPERATIONAL DURATION & SOURCE NOTE
Phase 1: Packinghouse Cold Room *Lưu kho tạm tại nhà máy Phú Túc*	`10°C – 12°C` (Tolerance: up to 15°C) `Relative Humidity: 90% RH`	Circulated sterile clean air Lưu thông khí mát	Max **7 days** prior to container stuffing. (QA/1.001–QC & Master Brand Platform)
Phase 2: Ocean Reefer Container *Vận chuyển container lạnh đường biển*	`5°C – 7°C` Continuous `Relative Humidity: 85% – 90% RH`	Fresh air exchange: `20 – 25 cbm/hr`	**20 to 45+ days** ocean transit. (QA/1.001–QC reefer baseline)
Phase 3: Importer DC & Supermarket *Kho phân phối & siêu thị đối tác*	`10°C – 12°C` `Relative Humidity: 85% – 90% RH`	Well-ventilated clean retail air Thoáng mát, tránh sốc nhiệt	Up to **40 days** post-discharge. (QA/1.001–QC store shelf standard)
Phase 4: Ambient Retail Shelf *Quầy kệ nhiệt độ thường*	`20°C – 25°C` (Room temp) `Relative Humidity: 60% – 70% RH`	Ambient ventilated dry display Nơi khô ráo, thoáng mát	**30 to 45 days** shelf duration. (Standard agricultural ambient practice)

NATURAL RESPIRATION & CARNAUBA BIO-WAX MECHANISM

The natural flavedo of Ben Tre pomelo has low ethylene production compared to climacteric fruits. Food-grade Carnauba palm bio-wax micro-coating slows transpiration by up to 65%, locking in vesicle moisture and maintaining turgidity throughout long sea voyages without synthetic fungicides.

CONTAINER AIR EXCHANGE & DATALOGGER TRACKING

Fresh air exchange rates of **20–25 cbm/hr** prevent carbon dioxide accumulation inside 40ft High Cube reefer containers. Every commercial shipment carries calibrated USB/NFC temperature and humidity dataloggers placed within the cargo core.

STANDARD AMBIENT SHELF-LIFE

30 – 45 DAYS

Unrefrigerated ambient storage. Natural spongy albedo protects interior vesicles against moisture loss.

STANDARD COLD CHAIN SPECIFICATION

85 DAYS

Governed under Technical Code QA/1.001–QC from factory departure through 5°C–7°C sea transit to retail display.

LONG-HAUL SEA TRIAL DEMONSTRATED

90 – 100 DAYS

Demonstrated in commercial container shipments to France and Czech Republic utilizing Carnauba bio-coating and reefer logistics.

SECTION 08 • PACKAGING STANDARDS

Packaging Specifications & Protective Standards

Quy cách đóng thùng carton xuất khẩu 9,5 kg chịu lực cao và bảo vệ toàn diện

STANDARD 9.5 KG EXPORT CARTON

GRADE / CỠ	FRUIT WEIGHT	COUNT / 9.5KG	CARTON LAYERING
Large / XL	1.5 – 2.1 kg	**5 fruits**	Single layer with dividers
Medium (M)	1.2 – 1.5 kg	**6 – 7 fruits**	Single/double nested layer
Small (S)	0.8 – 1.2 kg	**8 – 10 fruits**	Double layer with separator
Extra Small	0.6 – 0.8 kg	**10 – 12 fruits**	Double layer with pad

Individual EPE Foam Net
Soft expandable netting absorbs container vibration, preventing friction marks and flavedo abrasion.

Moisture Desiccant Pad
Food-grade absorbent bottom pads control humidity condensation during cold chain temperature shifts.

CARTON CONSTRUCTION & ENGINEERING

- **Heavy-Duty Board:** 5-ply / 7-ply virgin kraft corrugated cardboard with high burst-strength index and moisture-resistant exterior coating.
- **Scientific Airflow Ports:** Die-cut ventilation slots engineered into carton side walls to facilitate rapid heat extraction during reefer chilling.
- **Palletization Standards:** Configured for standard 1.0m × 1.2m or 0.8m × 1.2m Euro-pallets with reinforced corner boards and high-tension strapping.
- **Custom Packaging Formats:** 15 kg cartons, 18 kg master cartons, and single-fruit presentation gift boxes available upon buyer request.



STANDARD PALLET & CONTAINER LOAD BASELINE

Standard Euro/ISO Pallets (1.0m × 1.2m) typically accommodate 7–8 cartons per tier, stacked 7 layers high (~56 cartons/pallet). A standard 40ft High Cube Reefer container accommodates approximately 20 pallets (~1,120 cartons / ~10.6 metric tons net weight). **Final configurations subject to destination road weight limits and buyer specifications.*

CUSTOMIZATION & MARKET FLEXIBILITY
Packaging configurations, gross carton weights, pallet stacking heights, and retail barcoding are customizable according to destination market quarantine and buyer supermarket logistics requirements.

SECTION 09 • TRADE & PHYTOSANITARY READINESS

Export Documentation & International Supply

Mô hình cung ứng xuất khẩu linh hoạt và bộ hồ sơ pháp lý chuẩn mực quốc tế

USDA • GACC • EU • BICON

TWO-TIER COMMERCIAL SUPPLY CHANNELS

1. Indirect Export Supply (Domestic Trading Partners)
Supplying pre-graded, export-certified pomelos to licensed international trading and export firms in Vietnam. We supply fully compliant fruit, Plantation Unit Codes (PUC), and packinghouse dossiers ready for container stuffing.
Cung ứng nguồn bưởi chuẩn xuất khẩu cho các công ty thương mại xuất khẩu tại Việt Nam với đầy đủ hồ sơ pháp lý.

2. Direct Export Partnership (Overseas Importers)
Partnering directly with international supermarket chains, distributors, and produce importers under formal commercial export agreements, subject to mutual agreement on phytosanitary and payment terms.
Hợp tác trực tiếp với các nhà nhập khẩu quốc tế theo hợp đồng ngoại thương chính ngạch.

COMPREHENSIVE EXPORT DOCUMENTATION SUITE

✓ **Phytosanitary Certificate**
Issued by NPPO Vietnam

✓ **Certificate of Origin (C/O)**
Form A, E, EUR.1, CPTPP, RCEP

✓ **GlobalG.A.P. Certificate**
Orchard compliance certificate

✓ **HACCP Codex Certificate**
Processing facility certificate

✓ **MRL Test Report (COA)**
Independent ISO 17025 lab

✓ **USB Temperature Log**
In-container cold datalogger

Commercial Contracting Terms
Incoterms (FOB, CFR, CIF), port of loading (Cat Lai / HCMC), payment terms (L/C, T/T), and delivery schedules are agreed case by case upon formal RFQ.

COOPERATION MODEL	PRIMARY SCOPE	DOCUMENTATION HANDOVER	IDEAL PARTNER PROFILE
Indirect Export (Domestic)	Pre-graded fruit in bulk crates or standard export cartons.	PUC orchard code, PHC facility code, batch testing report.	Vietnam-based produce trading companies & exporters.
Direct Overseas Export	Full container loads (FCL Reefer) loaded at Phu Tuc / Cat Lai.	Complete phytosanitary, C/O, B/L, COA, and insurance dossier.	Overseas supermarket chains, wholesalers, and importers.

UNITED STATES
USDA-APHIS Protocol
Irradiation treatment pathway; registered orchard codes (PUC).

CHINA (GACC)
Official Protocol
Registered packinghouse codes (PHC) & pest monitoring records.

EUROPEAN UNION
EU MRL Reg 396/2005
Full compliance with 0.01 mg/kg active ingredient limits.

AUSTRALIA (BICON)
DAFF Biosecurity
Biosecurity and fruit fly management protocols.

SECTION 10 • OEM & CONTRACT PACKAGING

OEM & Private Label Packaging Solutions

Giải pháp bao bì, tem nhãn thương hiệu và phân loại kích cỡ may đo cho chuỗi bán lẻ quốc tế

CUSTOM BRAND SOLUTIONS

CUSTOM OUTER CARTON PRINTING

High-definition flexographic and offset carton printing featuring buyer brand logos, customized color schemes, retail barcodes, and statutory bilingual nutritional/origin labeling.

In ấn thùng carton riêng theo bộ nhận diện của khách hàng, tích hợp mã vạch và thông tin ngôn ngữ theo quy định nước sở tại.

INDIVIDUAL FRUIT LABELING

Customized fruit stickers featuring partner brand marks, GS1 Databar retail barcodes, and dynamic QR traceability codes routing customers to buyer portal landing pages.

Dán tem nhãn riêng từng quả bưởi, tem mã vạch bán lẻ GS1 và mã QR truy xuất trực tiếp về hệ thống của đối tác.

TAILORED SIZING & GRADE SEGREGATION

Precision size calibration to match exact supermarket retail shelf displays (e.g., strict single-weight 1.3–1.4 kg selections or promotional assorted family value bins).

Lọc cấp cỡ trọng lượng may đo theo quy chuẩn quầy kệ từng chuỗi siêu thị hoặc combo khuyến mãi gia đình.

SPECIALIZED FESTIVE & PROMOTIONAL PACKS

Single-fruit luxury gift boxes, biodegradable cellulose netting bags, and twin-pack presentation handles tailored for festive and seasonal retail campaigns.

Hộp quà tặng cao cấp từng trái, túi lưới sinh học hoặc quai xách đôi phục vụ các mùa vụ quà tặng Tết và lễ hội.

OEM / PRIVATE-LABEL PROJECT EXECUTION WORKFLOW

STEP 1	STEP 2	STEP 3	STEP 4	STEP 5
Brand Concept	**Proof & Plate**	**Grade Calibrate**	**Pilot Packing**	**Mass Dispatch**
Artwork & DIELINE review	Sample print sign-off	Weight & Brix screening	Trial container stuffing	Continuous supply schedule

TRANSPARENT OEM ENGAGEMENT FRAMEWORK

Commercial terms, plate setup fees, Minimum Order Quantities (MOQ), and packaging production lead times are established transparently on a project-by-project basis to harmonize with partner promotional launch schedules.

SECTION 11 • CIRCULAR ZERO-WASTE AGRICULTURE

Processed Products & Co-Innovation Pipeline

Phân định rõ giữa nguồn cung bưởi tươi chủ lực và hệ sinh thái sản phẩm chế biến sâu tiềm năng

ZERO-WASTE AGRICULTURE

1. CORE COMMERCIAL OFFERING (ACTIVE MASS PRODUCTION)

COMMERCIAL STOCK

Fresh Pink Lady Pomelo (Whole Fruit) / Bưởi Da Xanh Tươi Nguyên Trái

Our premier commercial supply line. Fully sorted, brushed, Carnauba bio-coated, cold-chain stabilized, and certified for immediate domestic wholesale and international export delivery across all 12 calendar months.

2. VALUE-ADDED CO-INNOVATION PIPELINE (R&D & PILOT OPPORTUNITIES)

IQF Frozen Segments

Múi bưởi cấp đông nhanh IQF

Peeled, seedless pink pomelo carpels cryogenically frozen via Individually Quick Frozen (IQF) technology. Retains vesicle crunchiness and fresh aroma upon thawing; engineered for bakeries, beverage chains, and foodservice.

R&D / CO-DEVELOPMENT

Peel Essential Oil

Tinh dầu vỏ bưởi tự nhiên

High-purity essential oil cold-pressed or steam-distilled from fresh green flavedo. Rich in natural limonene and citrus bioflavonoids for premium perfumery, cosmetics, and aromatherapy.

PILOT EXTRACTION

Fermented Beverage

Nước bưởi lên men tự nhiên

A naturally fermented sparkling citrus beverage developed in-house by Cooperative Chairman Mr. Bao. Features light alcohol and rich active enzymes, tailored for health-conscious modern lifestyle consumers.

PILOT FORMULATION

PIPELINE LINE	KEY TECHNICAL FUNCTION / BENEFIT	TARGET INDUSTRIAL SECTORS
IQF Segments	Zero water leakage, 100% edible yield, uniform piece sizing.	Bakery chains, bubble tea & beverage franchises, dairy desserts.
Peel Essential Oil	Pure natural limonene (>88%), cold-press fragrance retention.	Perfumery houses, organic skincare, natural aroma formulation.
Fermented Beverage	Natural sparkling fermentation, low ABV, antioxidant rich.	Modern retail grocers, wellness hospitality, beverage distribution.

PARTNERSHIP & CO-INNOVATION NOTICE

Commercial supply operations focus 100% on fresh Pink Lady Pomelos. Value-added product concepts (IQF segments, essential oils, and fermented beverages) are available for collaborative pilot development and private-label co-innovation upon request.

SECTION 12 • PROCUREMENT PROCESS

How to Commence Commercial Partnership

Quy trình 6 bước thiết lập hợp đồng cung ứng và danh mục thông tin yêu cầu báo giá

RAPID 24H RFQ REVIEW

STEP 01
Destination & Volume
Tiếp nhận nhu cầu
Share target destination country, delivery schedule window, and anticipated container frequency.

STEP 02
Sizing & Quality Spec
Thống nhất cấp cỡ
Select preferred weight tiers (XS to XL), required Brix baseline, and cosmetic scar thresholds.

STEP 03
Packaging & Branding
Quy cách bao bì
Select standard 9.5 kg export carton or customized private-label OEM carton and label design.

STEP 04
Regulatory Compliance
Thẩm định kiểm dịch
Review MRL thresholds, import quarantine protocols (APHIS, GACC, BICON), and audit certificates.

STEP 05
Commercial Contract
Ký kết hợp đồng
Confirm Incoterms, payment conditions, and lock in dedicated orchard harvesting schedule allocations.

STEP 06
Harvest & Reefer Dispatch
Thu hoạch & xuất hàng
Execution of selective harvesting, bio-coating, and loading into temperature-logged sea reefer containers.

RAPID 24-48H RFQ RESPONSE
Direct sales desk quotation tailored to target port and seasonal volume.

PRE-SEALING QC DOSSIER
Batch COA, MRL test report, and loading photos prior to container sealing.

DIRECT PACKINGHOUSE CONTRACT
Transparent origin pricing without intermediate trading layer markups.

BUYER INFORMATION RFQ CHECKLIST (DANH MỤC THÔNG TIN CẦN CUNG CẤP)

- [ ] Destination Port of Entry — Cảng đến dự kiến
- [ ] Target Delivery Window — Thời gian nhận hàng
- [ ] Order Volume (Boxes/FCL) — Sản lượng dự kiến
- [ ] Grade Split (XS to XL) — Cơ cấu cấp cỡ
- [ ] Packaging (9.5kg / OEM) — Quy cách đóng thùng
- [ ] Palletization Requirement — Yêu cầu đóng pallet
- [ ] Phytosanitary Protocols — Quy chuẩn kiểm dịch
- [ ] Preferred Incoterms — Điều kiện giao hàng

OFFICIAL PRODUCER & EXPORT COOPERATIVE

BEN TRE GREEN POMELO COOPERATIVE

Hợp Tác Xã Nông Nghiệp Bưởi Da Xanh Bến Tre

DIRECT COMMERCIAL INQUIRIES

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The leadership & agricultural technical team of Ben Tre Green Pomelo Cooperative

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