

Volume: Aug-2024

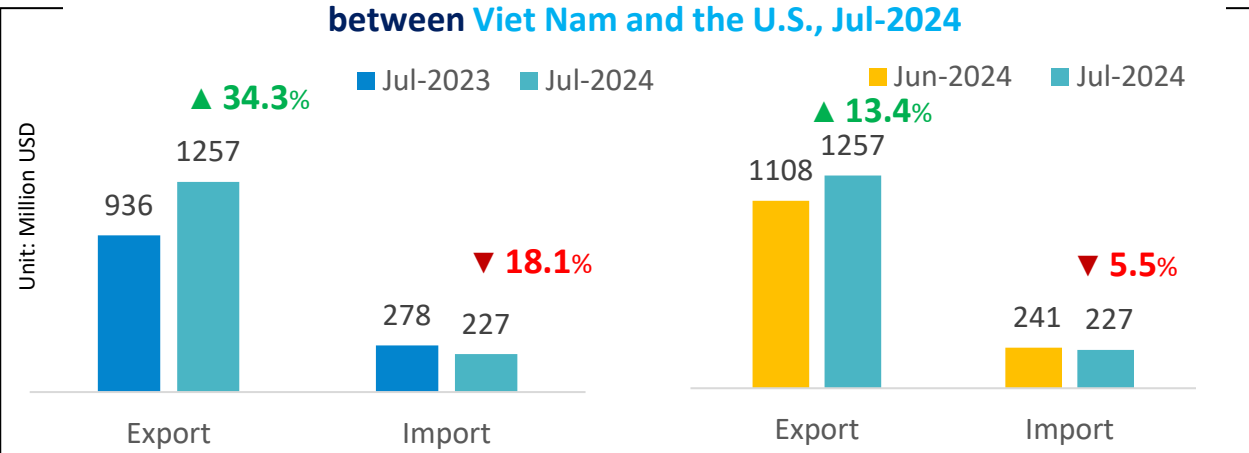
A photograph of a young forest with many thin, vertical tree trunks. Each trunk has a blue and white striped band wrapped around it. The ground is covered in brown mulch, and the background is a dense green canopy of leaves.

MONTHLY REPORT ON AGRI-PRODUCT EXPORT

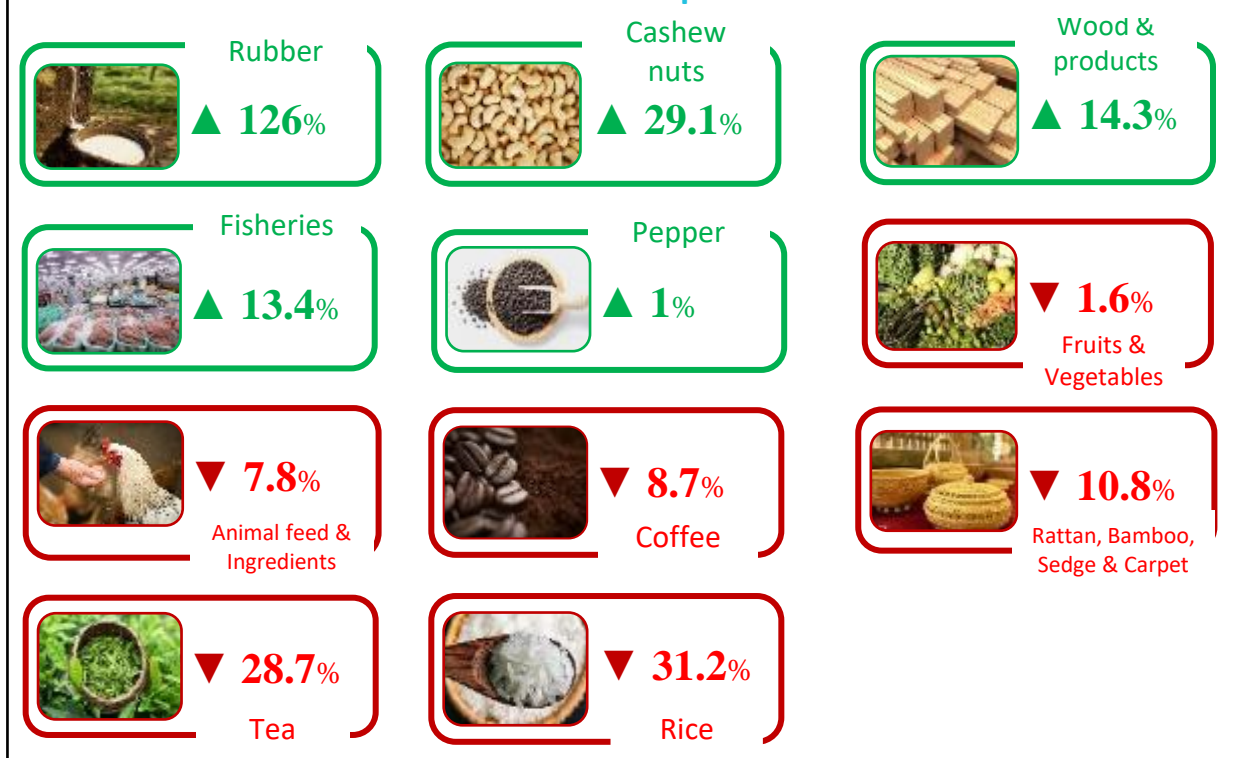
FROM VIETNAM TO **US MARKET**

THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIET NAM TO THE U.S. IN JULY 2024

AFF product import-export turnover between Viet Nam and the U.S., Jul-2024



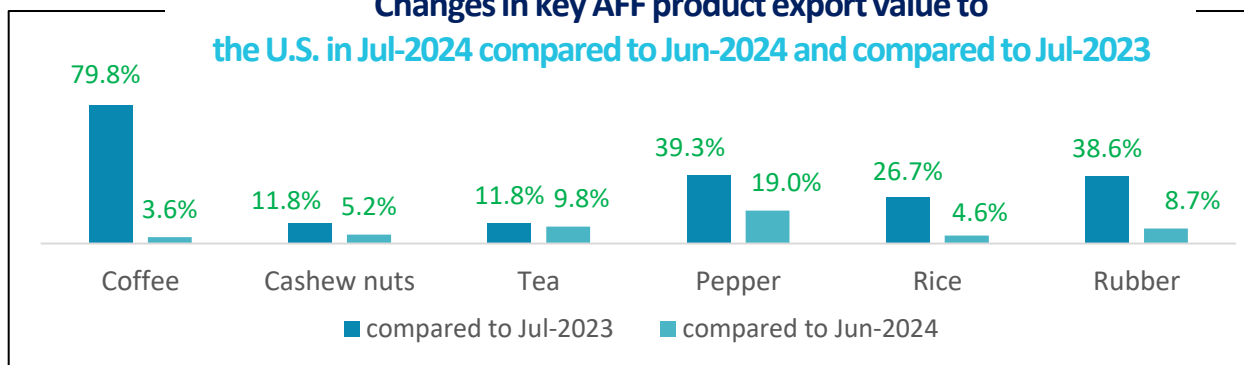
Changes in key AFF product export value to the U.S. in Jul-2024 compared to Jun-2024



Key AFF product export value to the U.S., Jul-2024



Changes in key AFF product export value to the U.S. in Jul-2024 compared to Jun-2024 and compared to Jul-2023



Source: Calculated from data of the General Department of Customs

Outstanding American female farmers inspire in Vietnam

The initiative "International Year of Female Farmers 2026" is implemented by the Food and Agriculture Organization of the United Nations (FAO). To implement this initiative, the US Mission to ASEAN and the US Department of Agriculture coordinated with agencies under the Ministry of Agriculture and Rural Development to

organize the "International Year of Female Farmers Program" in Vietnam from August 12-13, 2024.

Two outstanding female farmers from the United States (Ms. Jennifer H. Schmidt and Ms. Jaclyn Wilson) came to Vietnam and shared their experiences on developing agricultural production and raising women's awareness on global challenges for women in agriculture sector.



Source: nongnghiep.vn

Việt Nam's passion fruits are going to enter US market

During the visit in the United States, Deputy Minister - Mr Hoang Trung and the delegation of the MARD had a working session with Deputy Minister – Mr Hafemeister and representatives of the USDA.

The visit aims to promote market opening for some

fruits that Vietnam has advantages. Specifically, the two countries agreed on technical requirements for Vietnamese passion fruit and take an important step in the review process for US mandarins.



Source: vietnamplus.vn

The first U.S. peach and nectarine shipment arrives Vietnam

After over five years of negotiations and passing tests for 40 types of pests and diseases, Californian peaches and nectarines entered the Vietnamese market.

On August 14, in Hanoi, Klever Fruit organizes the

event on "Welcoming the first batch of American peaches and nectarines to Vietnam". Mr Ralph Bean - Agricultural Counselor of the US Embassy in Vietnam; Mr. Marc Gilkey - Regional Director of South Asia of the US Animal and Plant Health Inspection Service (APHIS); Mr. James Yi - Agricultural Attaché of the US Embassy in Vietnam and Mr. Caroline Stringer - Commercial Director of the California Fresh Fruit Association participate in the



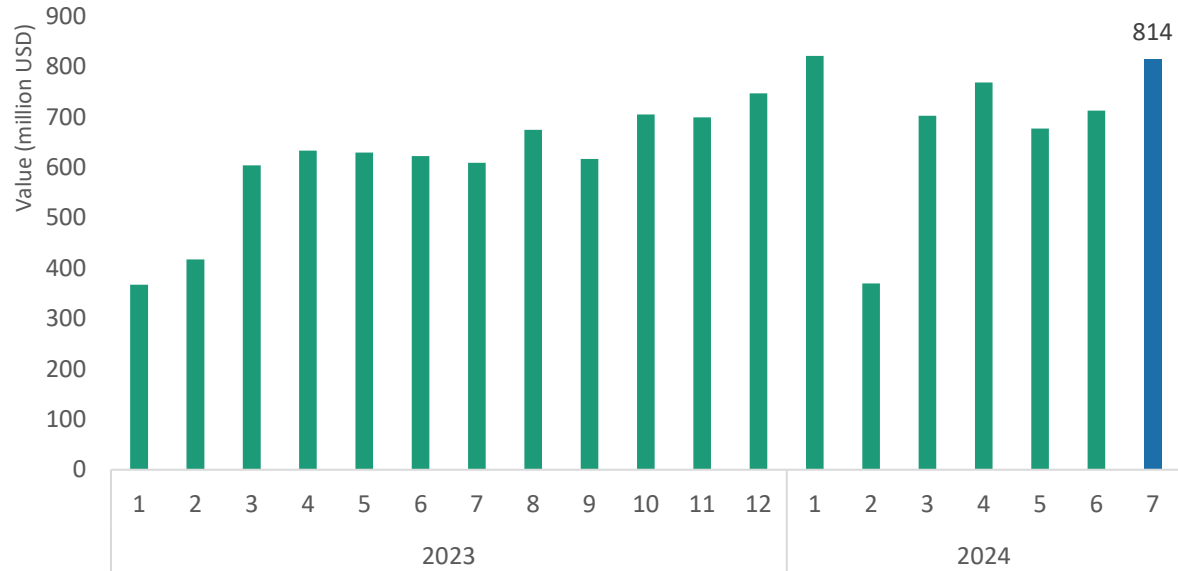
Source: nongnghiep.vn





WOOD AND WOODEN PRODUCTS

Export value to the U.S., Jul-2024



Export results to the U.S., Jul-2024

VALUE



814

million USD

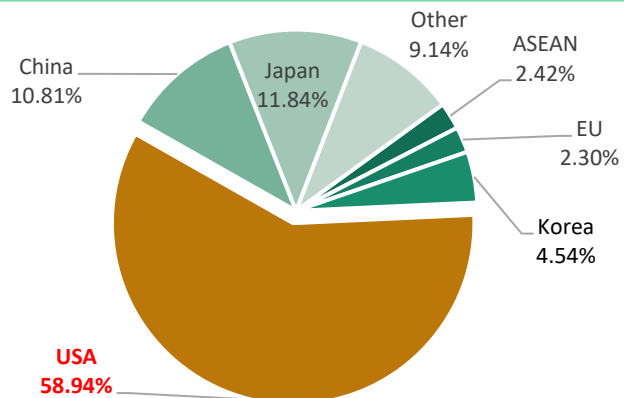
↗ Increase **14.3%** compared to Jun-2024

↗ Increase **33.6%** compared to Jul-2023

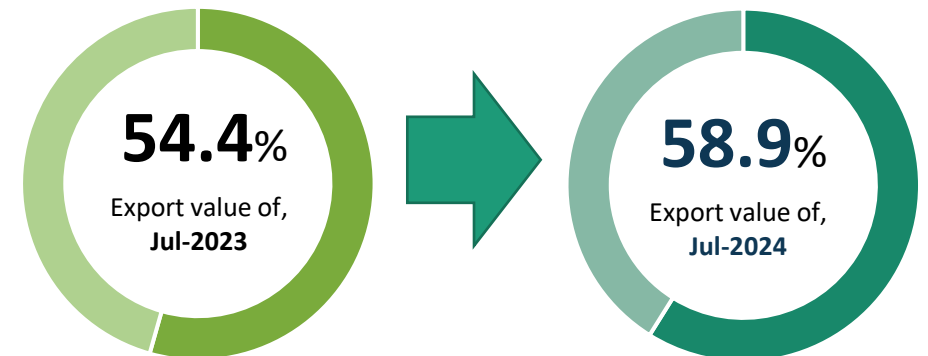
↑ **203.5 million USD** more than the monthly average rate in 2023

❖ Accumulated 7 months of 2024 reaches **4.9 bil. USD**, **66.4%** of total 2023

Percentage of export value to the U.S., Jul-2024



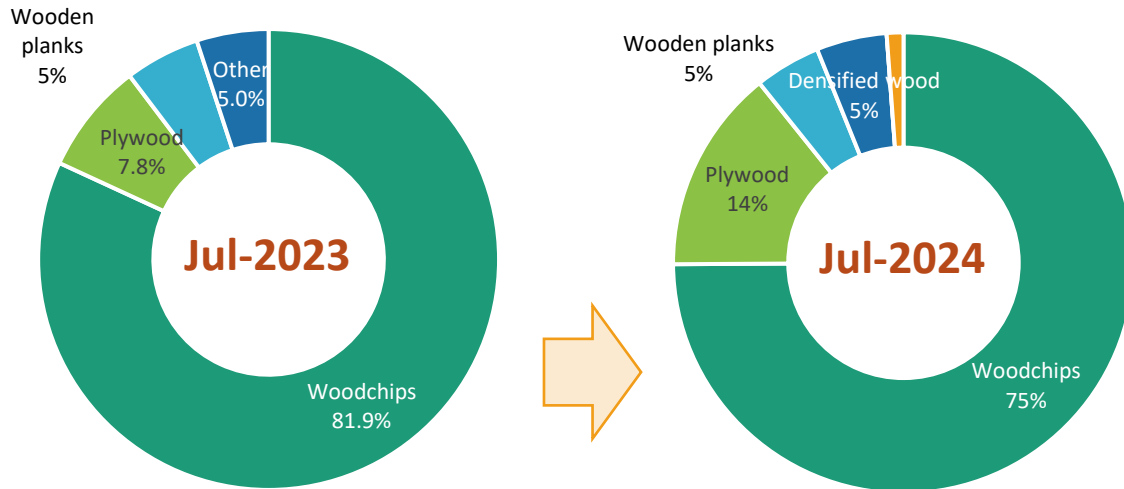
Changes in percentage of export value to the U.S., Jul-2024





WOOD AND WOODEN PRODUCTS

Structure of exports by products to the U.S., Jul-2024



Export results to the U.S., Jul-2024



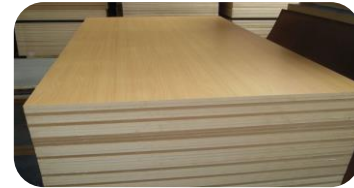
Woodchips

Value: **21.2** million USD
 Decrease **13%** compared to Jun-2024
 Decrease **9%** compared to Jul-2023



Plywood

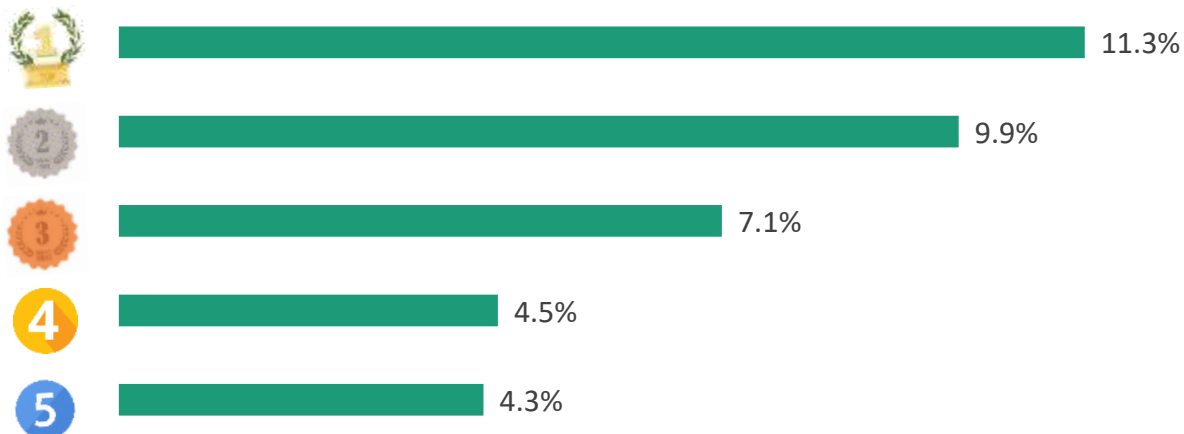
Value: **4.1** million USD
 Increase **6%** compared to Jun-2024
 Increase **84%** compared to Jul-2023



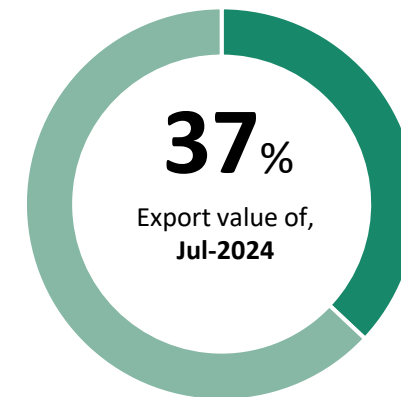
Wooden planks

Value: **1.3** million USD
 Increase **15%** compared to Jun-2024
 Decrease **12%** compared to Jul-2023

TOP 5 export enterprises by value to the U.S., Jul-2024



Value ratio of TOP 5 export enterprises to the U.S., Jul-2024





WOOD AND WOODEN PRODUCTS



SPOTLIGHTS

US hardwood plywood imports in June 2024 is about 201,632 m³, down 17% from the previous month and down 21% from the same period last year. Imports from Vietnam and Malaysia increased by more than 100% compared to the same period in 2023, while imports from Indonesia increased by 55%.

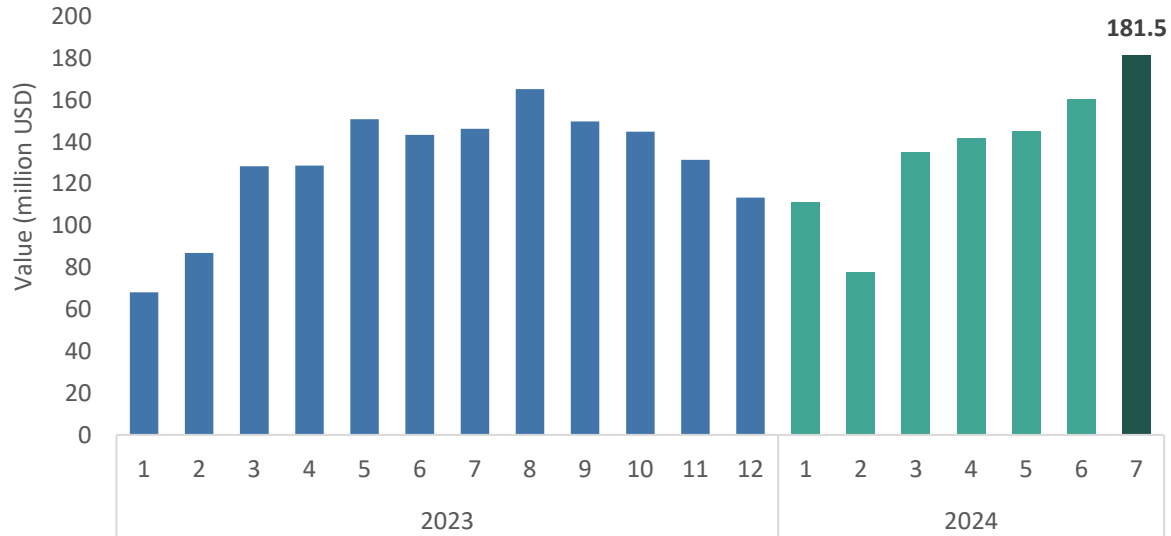
US imports of tropical hardwood lumber in June 2024 is about 15,678 m³, up 16% from the previous month and down 12% from the same period last year. Imports from Brazil in June 2024 increased 64% from the previous month. In the first half of 2024, imports from Brazil increased 14% compared to the same period in 2023.

US imports of indoor and outdoor wooden furniture in the first half of 2024 is about 10.2 billion USD, up 6% year-on-year. In June 2024 alone, US imports of indoor and outdoor wooden furniture reached 1.72 billion USD, down 4% month-on-month but up 2% year-on-year.



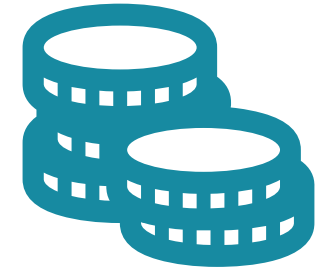
FISHERIES

Export value to the U.S., Jul-2024



Export results to the U.S., Jul-2024

VALUE
181.5 million USD



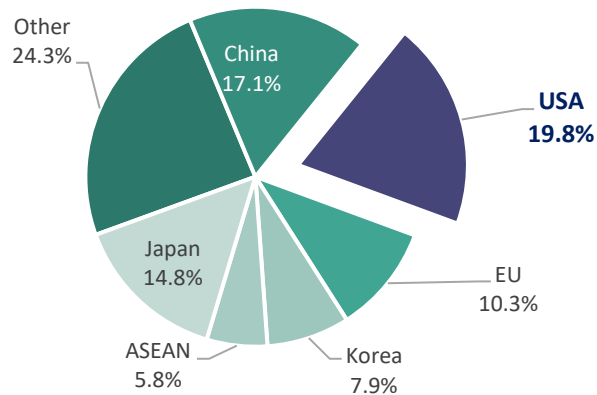
↗ Increase **13.4%** compared to Jun-2024

↗ Increase **24.1%** compared to Jul-2023

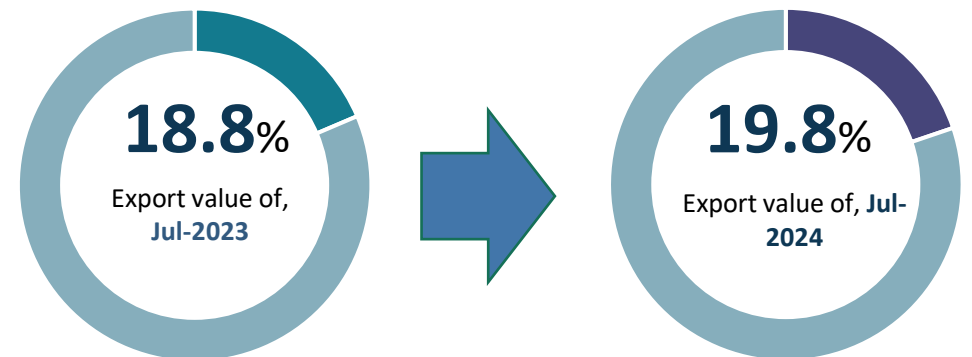
↑ **51.8 million USD** more than the monthly average rate in 2023

❖ Accumulated 7 months of 2024 reaches **952.4** million USD, **61.2%** of total 2023

Percentage of export value to the U.S., Jul-2024



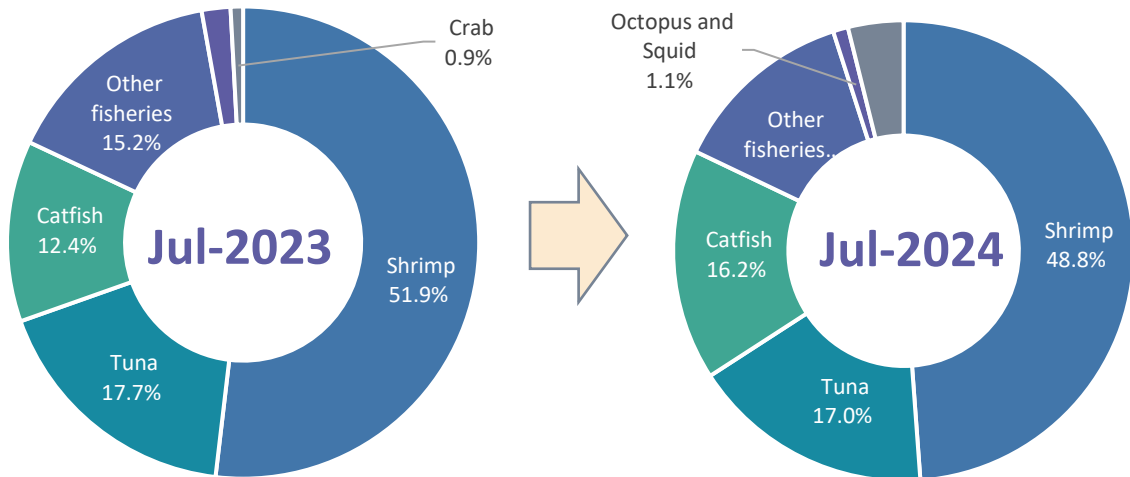
Changes in percentage of export value to the U.S., Jul-2024



FISHERIES



Structure of exports by products to the U.S., Jul-2024



Export results to the U.S., Jul-2024



Shrimp

Value: **88.7** million USD
 Increase **19.9%** compared to Jun-2024
 Increase **16.9%** compared to Jul-2023



Tuna

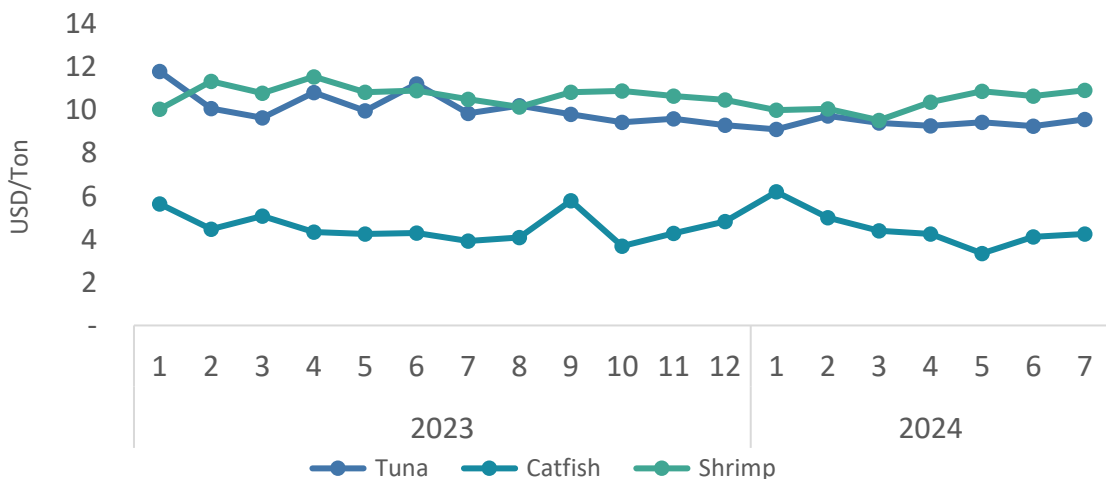
Value: **30.9** million USD
 Increase **14.7%** compared to Jun-2024
 Increase **19.3%** compared to Jul-2023



Catfish

Value: **29.5** million USD
 Increase **10.2%** compared to Jun-2024
 Increase **62.5%** compared to Jul-2023

Average export fisheries price to the U.S., Jul-2024



Tuna

The average export price in Jul-2024 is **9.6** USD/kg; **increase 3.14%** compared to previous month; and **decrease 2.3%** compared to the same month of 2023.

Catfish

The average export price in Jul-2024 is **4.2** USD/kg; **increase 3.2%** compared to previous month; and **increase 8.5%** compared to the same month of 2023.

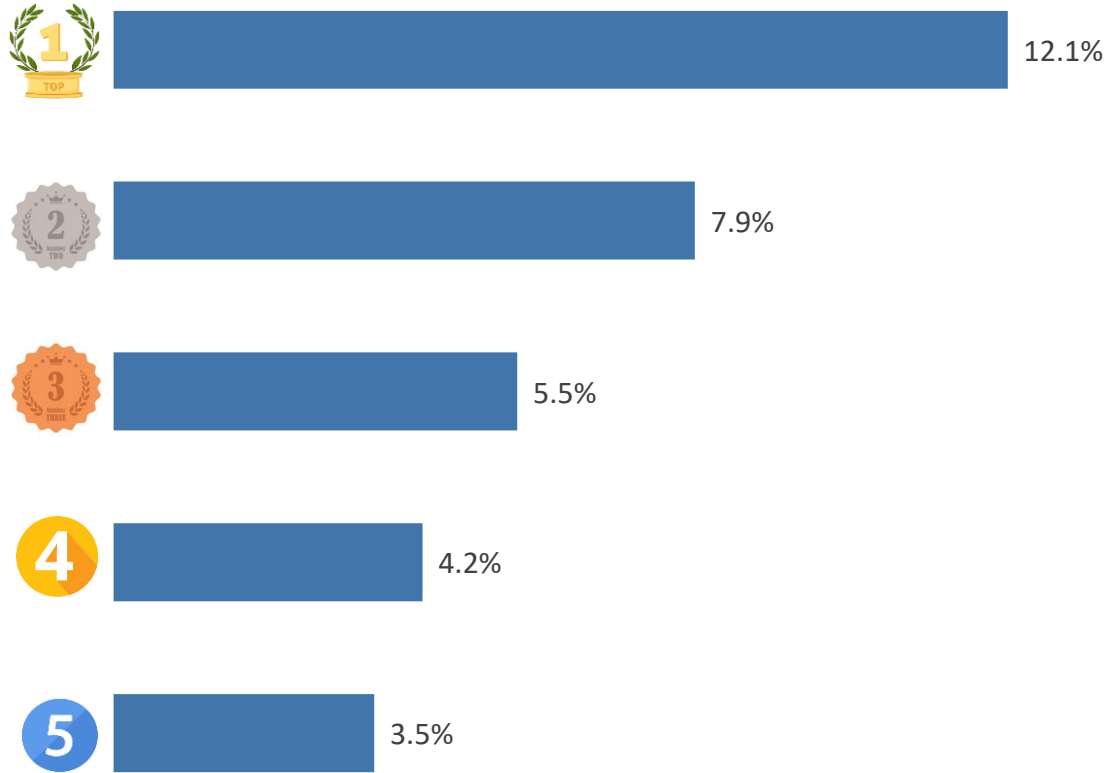
Shrimp

The average export price in Jul-2024 is **10.9** USD/kg; **increase 2.5%** compared to previous month; and **increase 3.9%** compared to the same month of 2023.

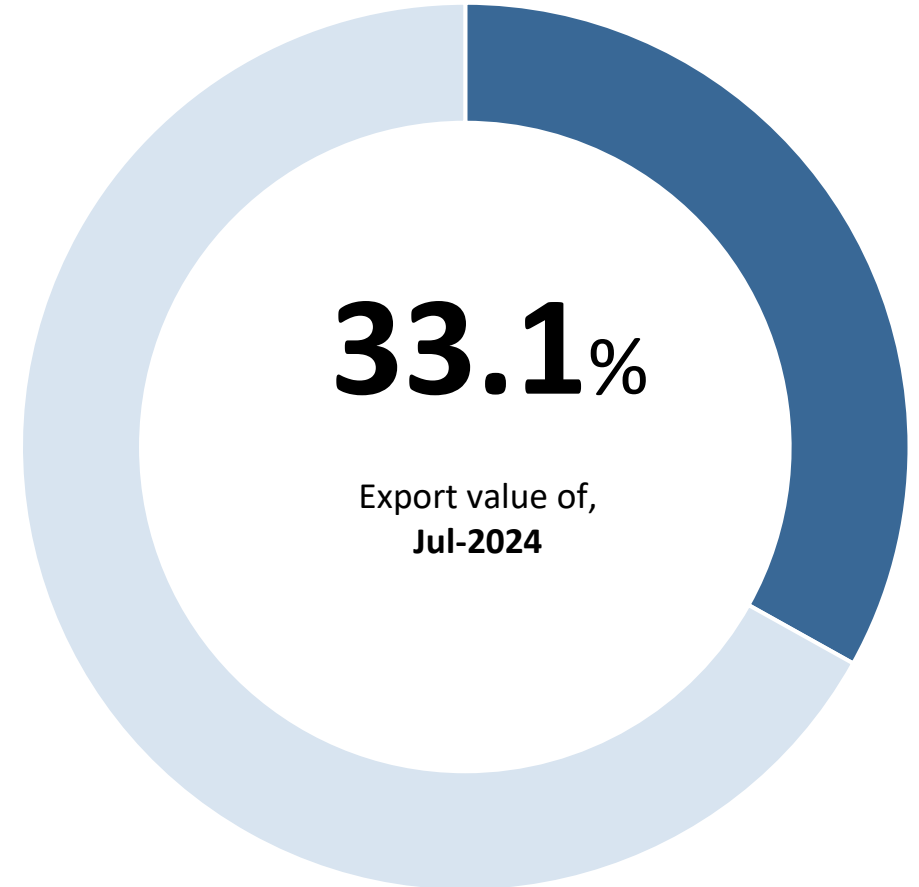


FISHERIES

TOP 5 export enterprises by value to the U.S., Jul-2024



Value ratio of TOP 5 export enterprises to the U.S., Jul-2024





FISHERIES

SPOTLIGHTS

01

US seafood retail sales drop nearly 4%

According to report of 210 Analytics Company, the retail seafood market is slowing down because consumers tend to buy processed food products. The main reason is due to economic pressures and concerns about the job market. Processed food products are becoming popular as consumers look for convenient and low-cost meals.

In July 2024, retail sales of seafood is about 1.522 billion USD, down 4% compared to the same period last year. Of which, fresh seafood sales decrease slightly by 0.2%, although the sales volume increased by 0.7%. This shows that consumers are looking for cheaper seafood products.

In terms of frozen products, the retail sales decrease by 3.3% of value and 3.5% of volume. Of which, shrimp sale is 294 million USD, down 4.6% in value and 0.8% in volume. Salmon value and volume decreases by 4.2% and 3.8% respectively; tilapia decreases by 3.2% and 8.8%. In contrast, pollock increases impressively by 7.1% and 6.9% in value and volume.

Source: VASEP, August 2024





FISHERIES

SPOTLIGHTS

US shrimp imports decrease by 3% in the first half of 2024

In the first 6 months of the year, the US imported 351,025 tons of shrimp, with value of 2.7 billion USD, down 3% in volume and 6% in value compared to the same period last year. The average import price in June 2024 was 8.13 USD/kg, down 4% compared to the same period last year.

India is the largest providers of shrimp in the US market, accounting for 37% of total imports. In the first 6 months of 2024, the US imported 130,404 tons of shrimp from India, with value of 960.4 million USD. The average price was 7.89 USD/kg, 3% lower than the same period last year.

Ecuador ranked the second provider with a 28% market share. In June 2024, the average export price was 7.03 USD/kg, up 4% compared to May 2024 but down 4% compared to the same period last year. In the first 6 months, Ecuador exported 98,933 tons of shrimp to the US, with value of 664 million USD.

Indonesia was the third supplier, accounting for 17% of the market share with 62,232 tons of shrimp, and value of 466.3 million USD, down 16% in volume and 23% in value compared to the same period last year. In June 2024, the average price reached 7.89 USD/kg, down 5% compared to the same period last year.

Vietnam ranked the fourth suppliers with 25,528 tons of shrimp, and value of 247.5 million USD, up 10% in volume but down 1% in value compared to the first half of 2023. In June 2024, the average price was 10.09 USD/kg, up 5% compared to May 2024 but down 8% compared to the same period last year.

Source: VASEP, August 2024

02





FRUITS AND VEGETABLES (EXPORT)

Export value to the U.S., Jul-2024



Export results to the U.S., Jul-2024

VALUE



31.9

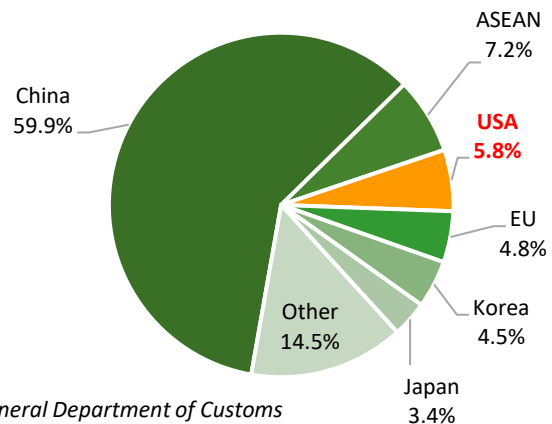
million USD

Decrease **1.6%** compared to Jun-2024

Increase **41.9%** compared to Jul-2023
10.4 million USD more than the monthly average rate in 2023

Accumulated 7 months of 2024 reaches **189.4 million USD**, **73.5%** of total 2023

Percentage of export value to the U.S., Jul-2024



Changes in percentage of export value to the U.S., Jul-2024

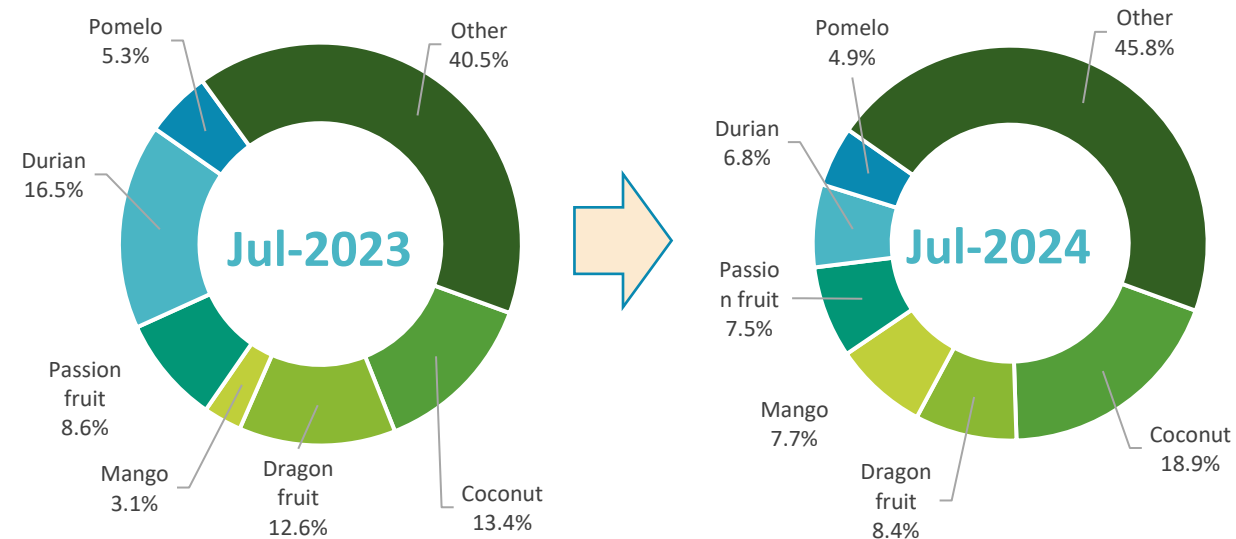


FRUITS AND VEGETABLES (EXPORT)



Structure of exports by products to the U.S., Jul-2024

Export results to the U.S., Jul-2024



Coconut

Value: **6.0** million USD

Decrease **3.3%** compared to Jun-2024

Increase **100.3%** compared to Jul-2023



Dragon fruit

Value: **2.7** million USD

Increase **8.7%** compared to Jun-2024

Decrease **5.8%** compared to Jul-2023



Mango

Value: **2.4** million USD

Decrease **26.4%** compared to Jun-2024

Increase **255.1%** compared to Jul-2023



Passion fruit

Value: **2.4** million USD

Decrease **15.3%** compared to Jun-2024

Increase **24.1%** compared to Jul-2023



Durian

Value: **2.2** million USD

Decrease **23.5%** compared to Jun-2024

Decrease **41.6%** compared to Jul-2023



Pomelo

Value: **1.6** million USD

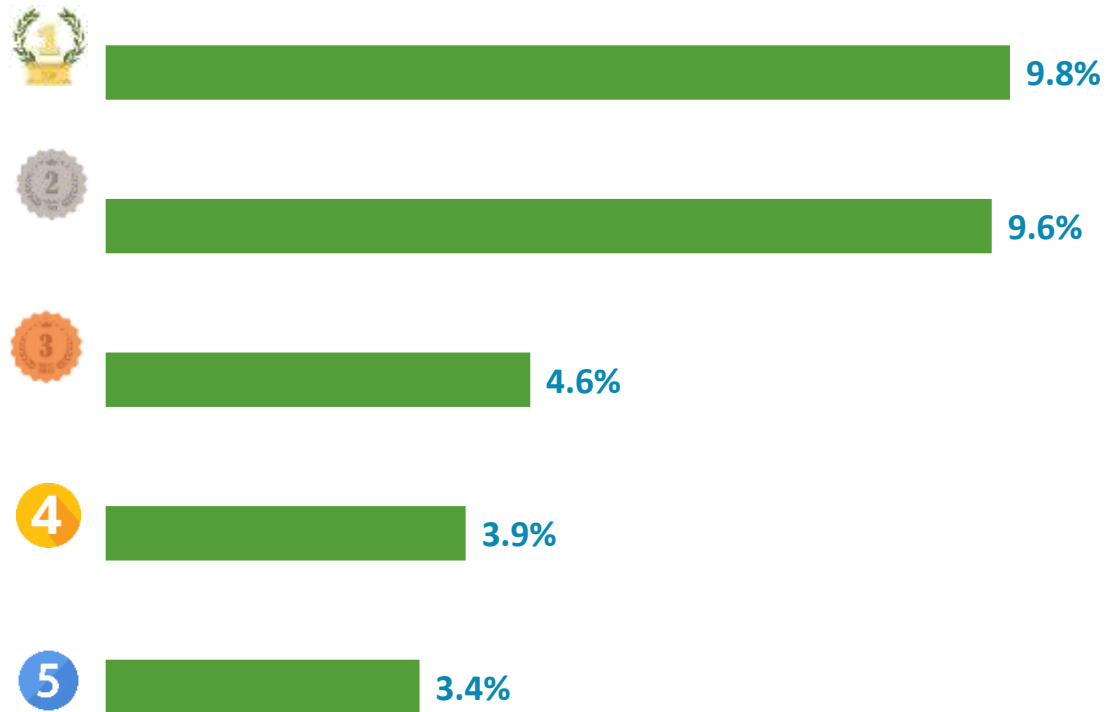
Increase **23.6%** compared to Jun-2024

Increase **41.6%** compared to Jul-2023

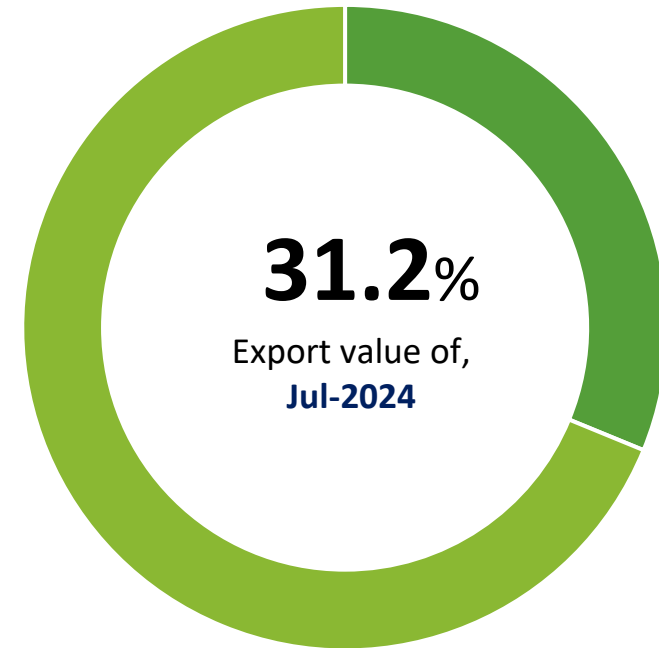


FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the U.S., Jul-2024



Value ratio of TOP 5 export enterprises to the U.S., Jul-2024





FRUITS AND VEGETABLES (IMPORT)

Import value from the U.S., Jul-2024



Import results from the U.S., Jul-2024

VALUE



32.6

million USD

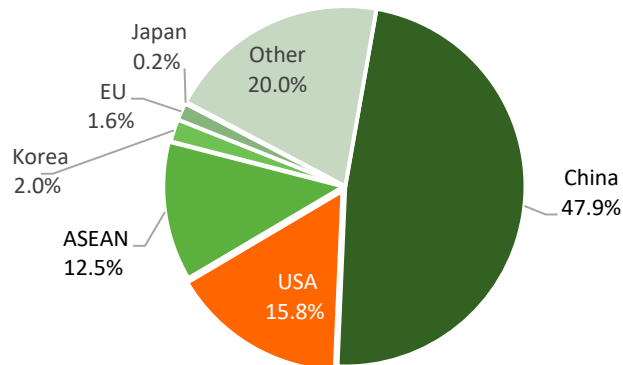
Decrease **22.5%** compared to Jun-2024

Decrease **28.0%** compared to Jul-2023

4.95 million USD more than the monthly average rate in 2023

Accumulated 7 months of 2024 reaches **240.6 million USD**, **72.6%** of total 2023

Percentage of import value from the U.S., Jul-2024



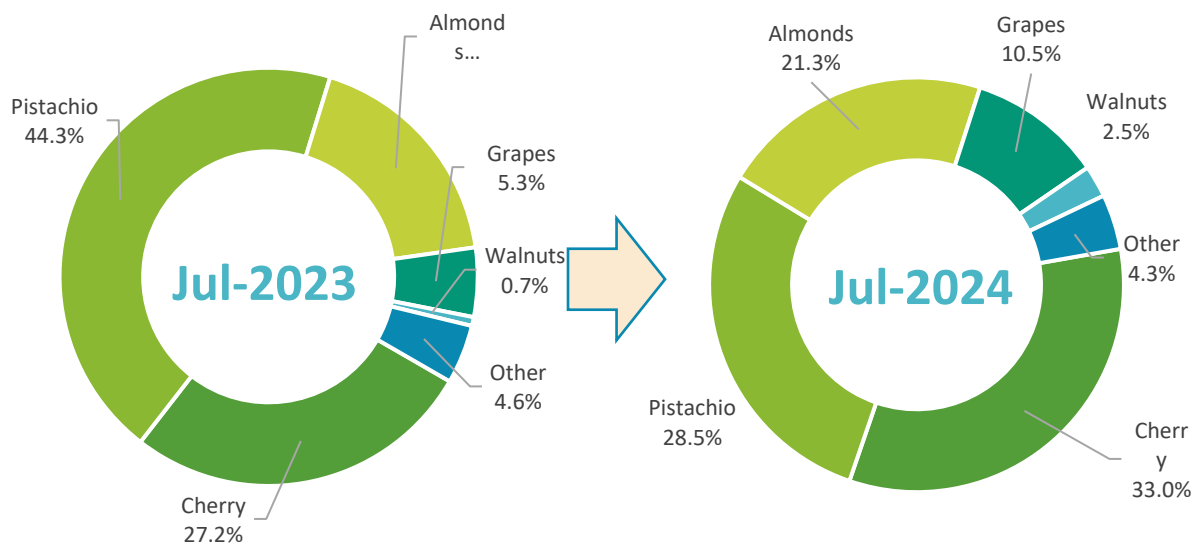
Changes in percentage of import value from the U.S., Jul-2024





FRUITS AND VEGETABLES (IMPORT)

Cơ cấu chủng loại rau quả nhập khẩu từ the U.S., Jul-2024



Import results from the U.S., Jul-2024



Cherry

Value: **10.8** million USD

Increase **30.4%** compared to Jun-2024

Decrease **12.5%** compared to Jul-2023



Pistachio

Value: **9.3** million USD

Decrease **54.4%** compared to Jun-2024

Decrease **53.7%** compared to Jul-2023



Almonds

Value: **6.9** million USD

Decrease **31.8%** compared to Jun-2024

Decrease **14.9%** compared to Jul-2023



Grapes

Value: **3.4** million USD

Increase **186.1%** compared to Jun-2024

Increase **40.9%** compared to Jul-2023



Walnuts

Value: **0.81** million USD

Decrease **10.7%** compared to Jun-2024

Increase **162.5%** compared to Jul-2023



1

In 2024, Washington will harvest about 124 million apple harvest apple boxes

According to the Washington State Fruit Association (WSTFA), Washington state's 2024 apple crop is estimated to reach 124 million boxes of fresh apples (18 kg/box). Of which, Gala is the top variety with 19% of the production, followed by Granny Smith with 14.5%, Red Delicious with 13%, Honeycrisp with 12% and Fuji with 10.5%.

Source: Freshplaza.com

2

US boosts fresh potato access in Japan market

The U.S. potato sector continues to push for Japan to allow imports of U.S. fresh potatoes. Japan is the potential market for processed potato products of the US but Japan does not allow to import fresh potato from the US

The opening Japan market to U.S. fresh potato will benefit potato growers and the domestic potato sector. Export value of fresh potato is expected to increase 10% if Japan allows to import the US fresh potato.

Source: Freshplaza.com





CASHEW NUTS

Export volume and value to the U.S., Jul-2024



Export results to the U.S., Jul-2024

VALUE
129.4 million USD

↗ Increase **29.1%** compared to Jun-2024

↗ Increase **62.6%** compared to Jul-2023

↑ **56 million USD** more than the monthly average rate in 2023

❖ Accumulated 7 months of 2024 reaches **630 mil.USD**, **71%** of total 2023

VOLUME
20.9 thousand tons

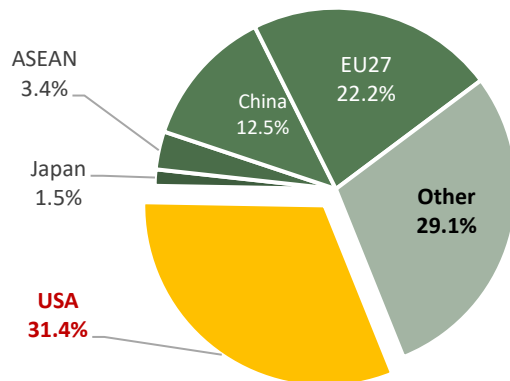
↘ Decrease **5.15%** compared to Jun-2024

↗ Increase **4.0%** compared to Jul-2023

↑ **7.7 thousand tons** more than the monthly average rate in 2023

❖ Accumulated 7 months of 2024 reaches **113 thousand tons**, **72%** of total 2023

Percentage of export value to the U.S., Jul-2024



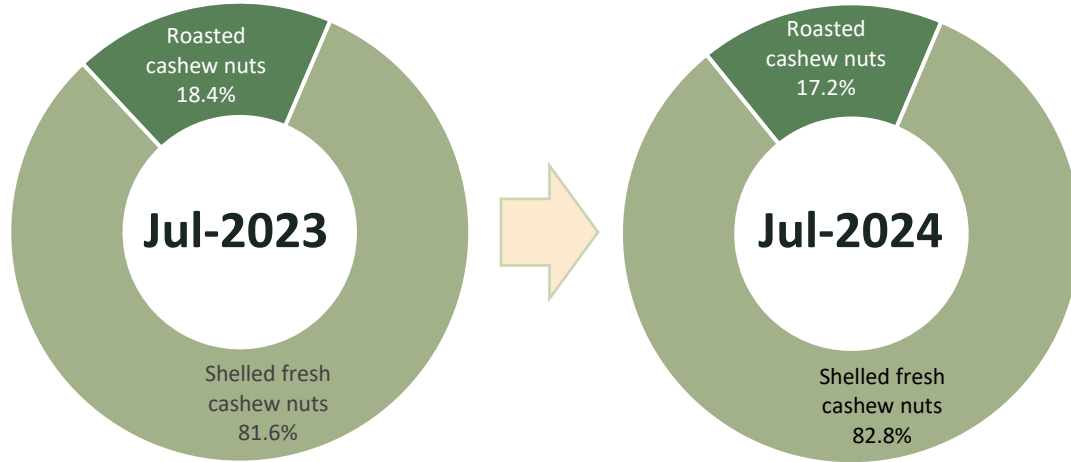
Changes in percentage of export value to the U.S., Jul-2024



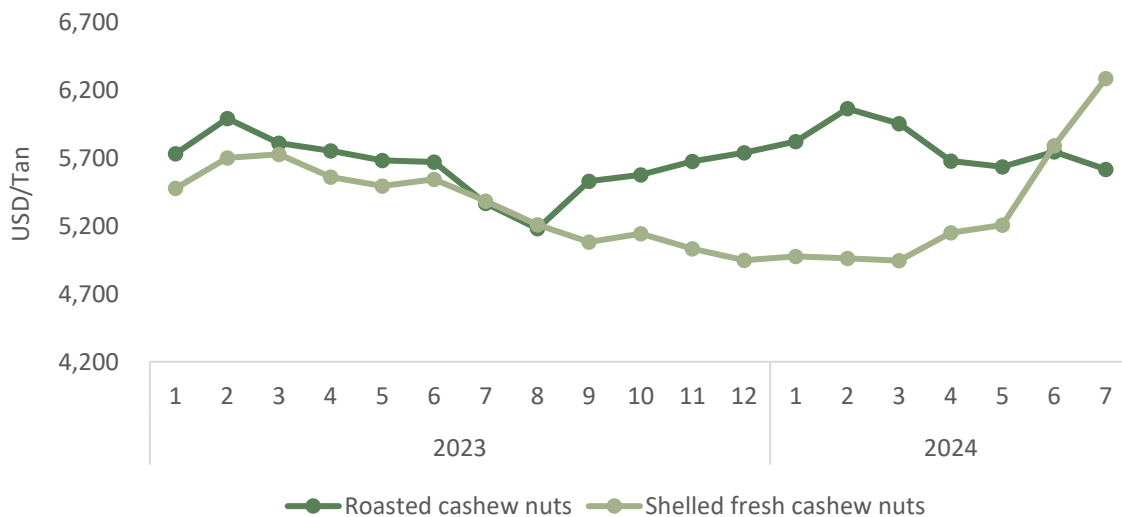


CASHEW NUTS

Structure of exports by products to the U.S., Jul-2024



Average export cashew nuts price to the U.S., Jul-2024



Export results to the U.S., Jul-2024



Shelled fresh cashew nuts

Value: **107.1** million USD

Increase **10.5%** compared to Jun-2024

Increase **52.4%** compared to Jul-2023



Roasted cashew nuts

Value: **22.3** million USD

Increase **34%** compared to Jun-2024

Increase **65%** compared to Jul-2023

Shelled fresh cashew nuts

The average export price in Jul-2024 is **6,287** USD/ton; increase **8.6%** compared to previous month; and increase **16.8%** compared to the same month of 2023.

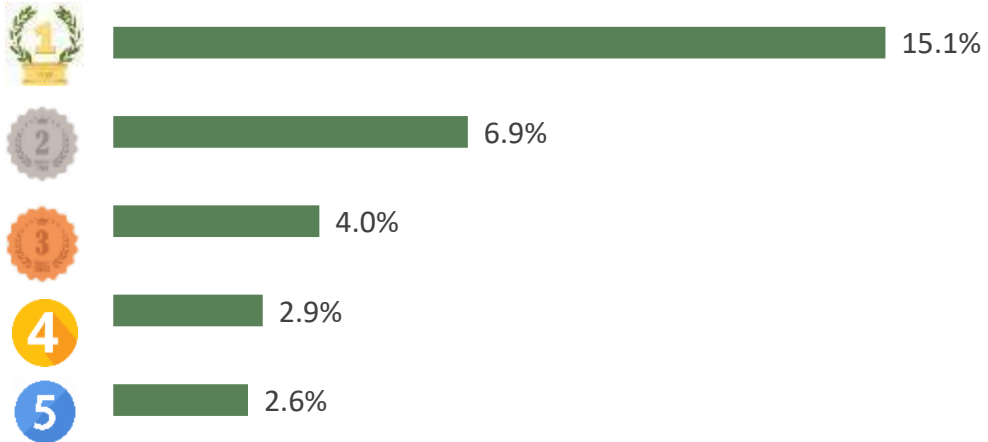
Roasted cashew nuts

The average export price in Jul-2024 is **5,617** USD/ton; decrease **2.3%** compared to previous month; and increase **4.7%** compared to the same month of 2023.

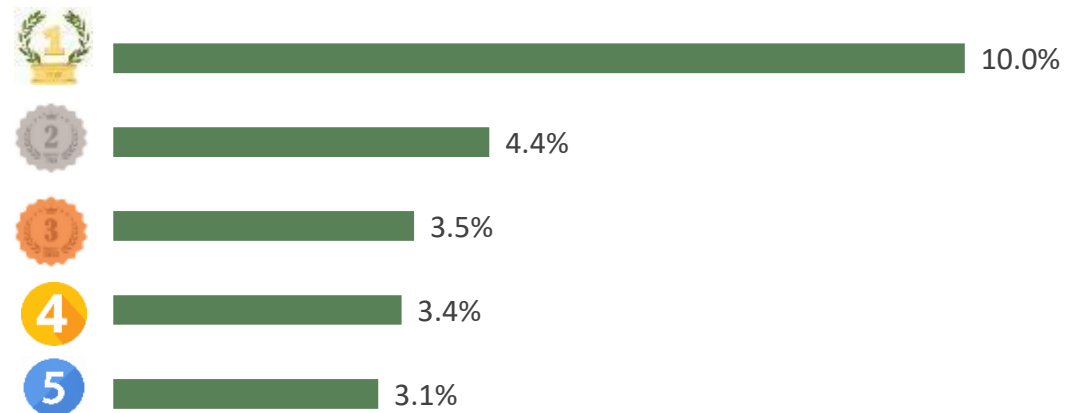


CASHEW NUTS

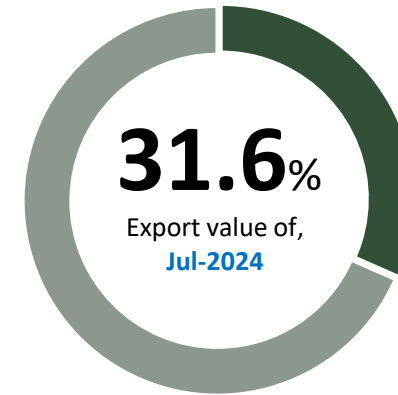
TOP 5 export enterprises by value to the U.S., Jul-2024



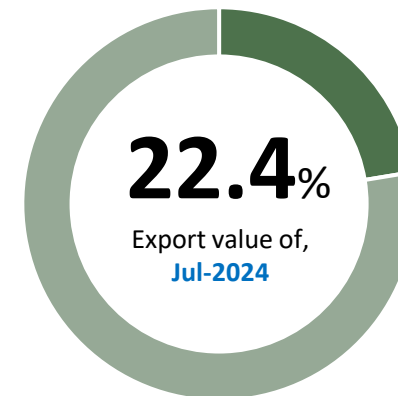
TOP 5 export enterprises by volume to the U.S., Jul-2024



Value ratio of TOP 5 export enterprises to the U.S., Jul-2024



Volume ratio of TOP 5 export enterprises to the U.S., Jul-2024



CASHEW NUTS



SPOTLIGHTS

In June 2024, the United States imported 26.7 thousand tons of cashew nuts with value of 145 million USD, up 15% in volume and 6.2% in value over the same period last year. The United States increased to import cashew nuts from India, Israel, Turkey, Thailand and Vietnam, but decreased imports from Mexico, Canada and Ivory Coast.

In the first 6 months of 2024, the United States imported 142.4 thousand tons of cashew nuts, with value of 760 million USD, up 15.6% in volume and 9.7% in value over the same period last year. The United States mainly imported cashew nuts from Vietnam, Thailand, Canada, Mexico, Israel, India and Ivory Coast.

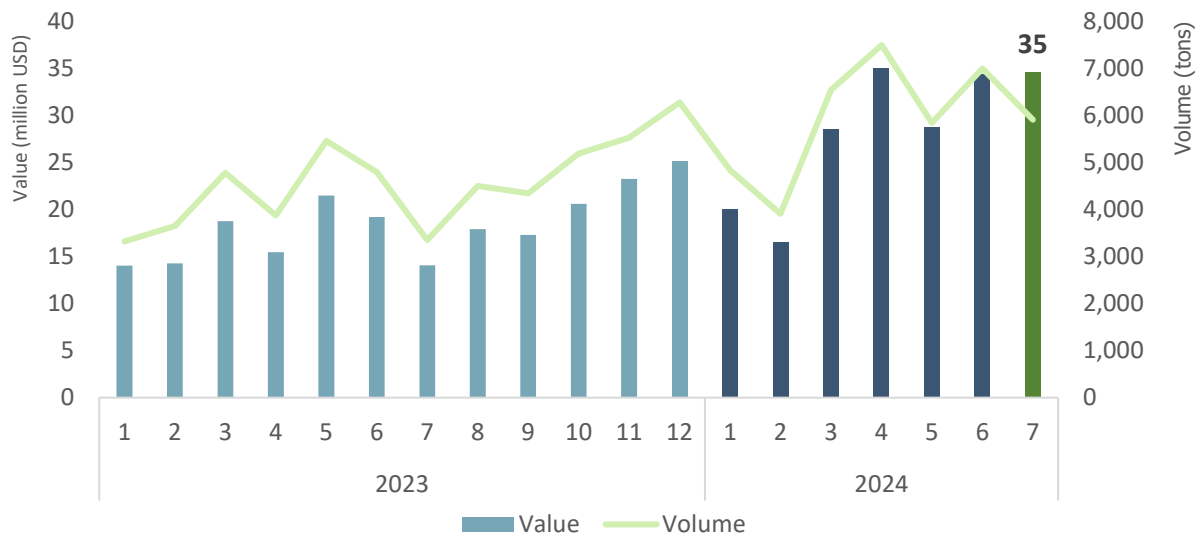
Source: The International Trade Centre (ITC)





PEPPER

Export volume and value to the U.S., Jul-2024



Export results to the U.S., Jul-2024

VALUE

34.5 million USD \$

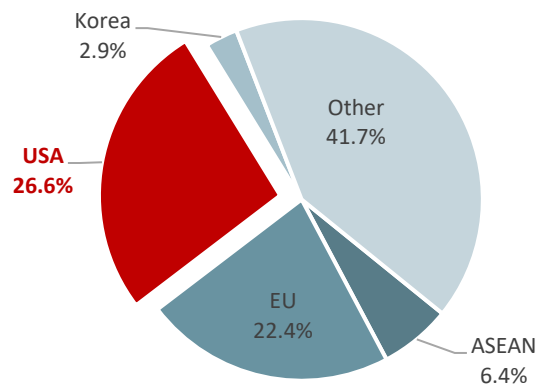
- ↗ Increase **1%** compared to Jun-2024
- ↗ Increase **146%** compared to Jul-2023
- ↗ **16.1 million USD** more than the monthly average rate in 2023
- ❖ Accumulated 7 months of 2024 reaches **197.8 mil.USD, 89%** of total 2023

VOLUME

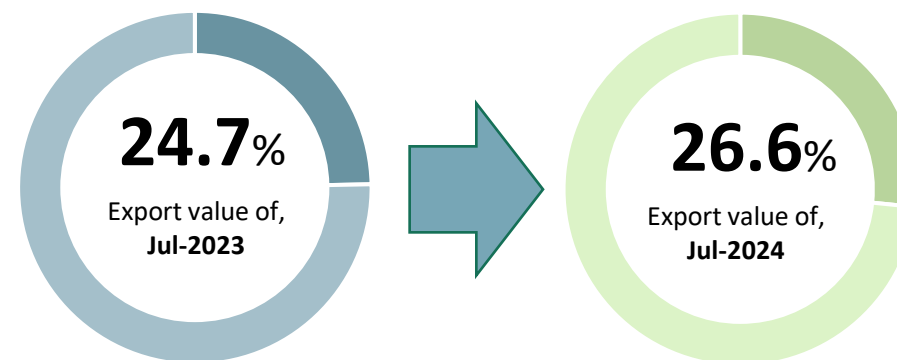
5.9 thousand tons

- ↘ Decrease **16%** compared to Jun-2024
- ↗ Increase **76%** compared to Jul-2023
- ↗ **1.3 thousand tons** more than the monthly average rate in 2023
- ❖ Accumulated 7 months of 2024 reaches **41.5 thousand tons, 75%** of total 2023

Percentage of export value to the U.S., Jul-2024



Changes in percentage of export value to the U.S., Jul-2024

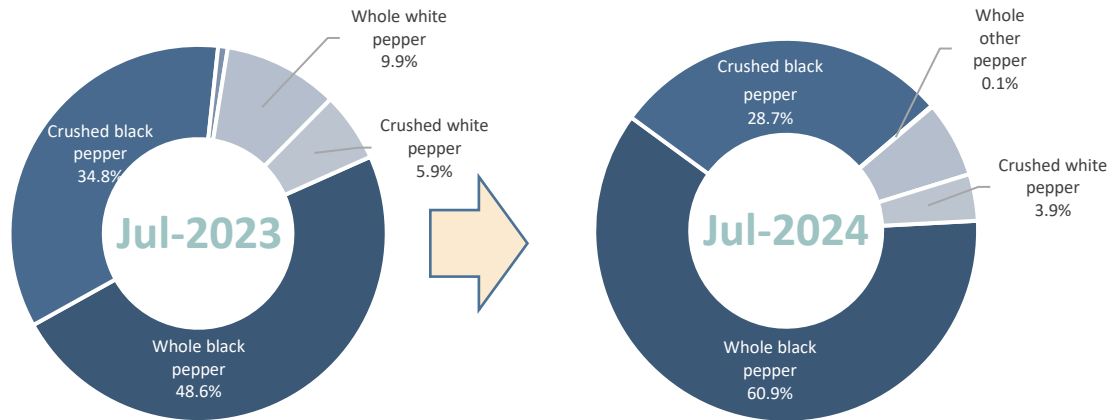


Source: Calculated from data of the General Department of Customs



PEPPER

Structure of exports by products to the U.S., Jul-2024



Export results to the U.S., Jul-2024



Whole black pepper

Value: **21.03** million USD

Decrease **6%** compared to Jun-2024

Increase **205%** compared to Jul-2023



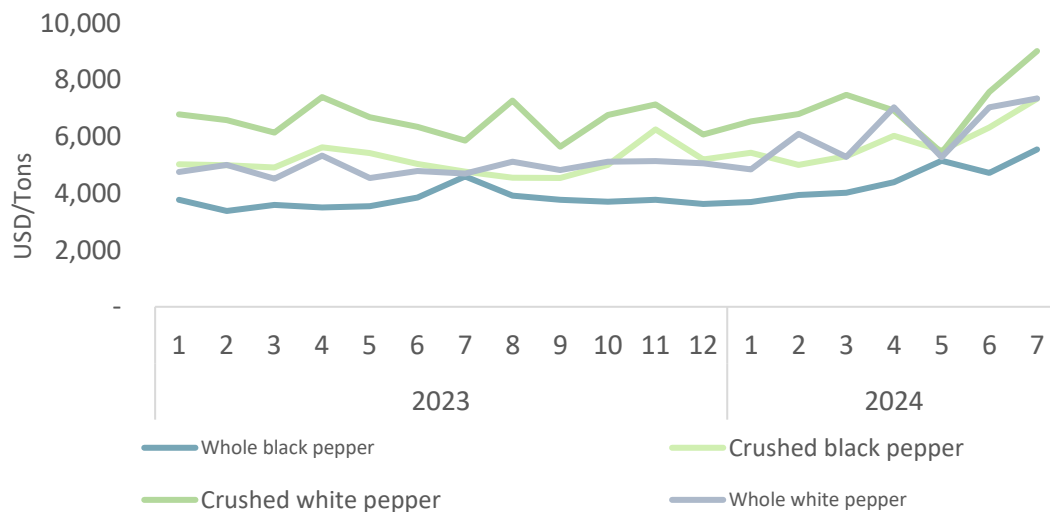
Crushed black pepper

Value: **9.9** million USD

Increase **1%** compared to Jun-2024

Increase **100%** compared to Jul-2023

Average export pepper price to the U.S., Jul-2024



Whole black pepper

The average export price in Jul-2024 is **5,550** USD/ton; **increase 17.4%** compared to previous month; and **increase 20.8%** compared to the same month of 2023.

Crushed black pepper

The average export price in Jul-2024 is **7,338** USD/ton; **increase 16%** compared to previous month; and **increase 53.8%** compared to the same month of 2023.

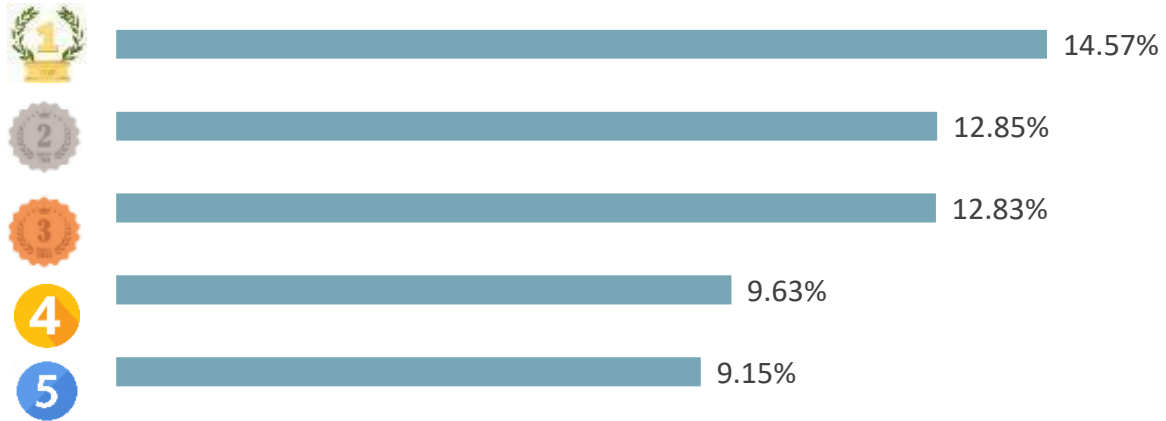
Crushed white pepper

The average export price in Jul-2024 is **9,020** USD/ton; **increase 19%** compared to previous month; and **increase 53.9%** compared to the same month of 2023.

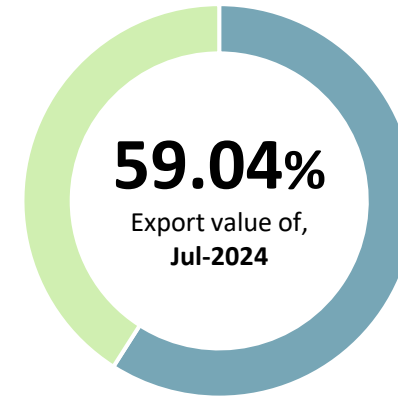


PEPPER

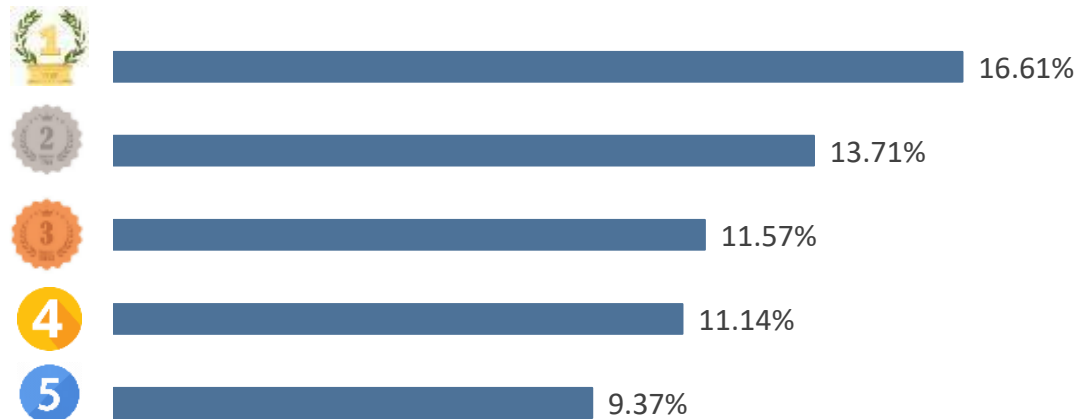
TOP 5 export enterprises by value to the U.S., Jul-2024



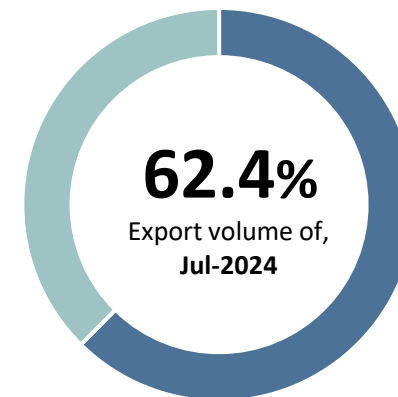
Value ratio of TOP 5 export enterprises to the U.S., Jul-2024



TOP 5 export enterprises by volume to the U.S., Jul-2024



Volume ratio of TOP 5 export enterprises to the U.S., Jul-2024



PEPPER

SPOTLIGHTS



The United States is one of Vietnam's major pepper import markets. Although US's pepper imports have decreased over the past two years, importers in this country are now increasing imports to replenish their reserves. In the first 7 months of 2024, the United States imported 41,5 thousand tons of pepper from Vietnam, up 42% over the same period last year.

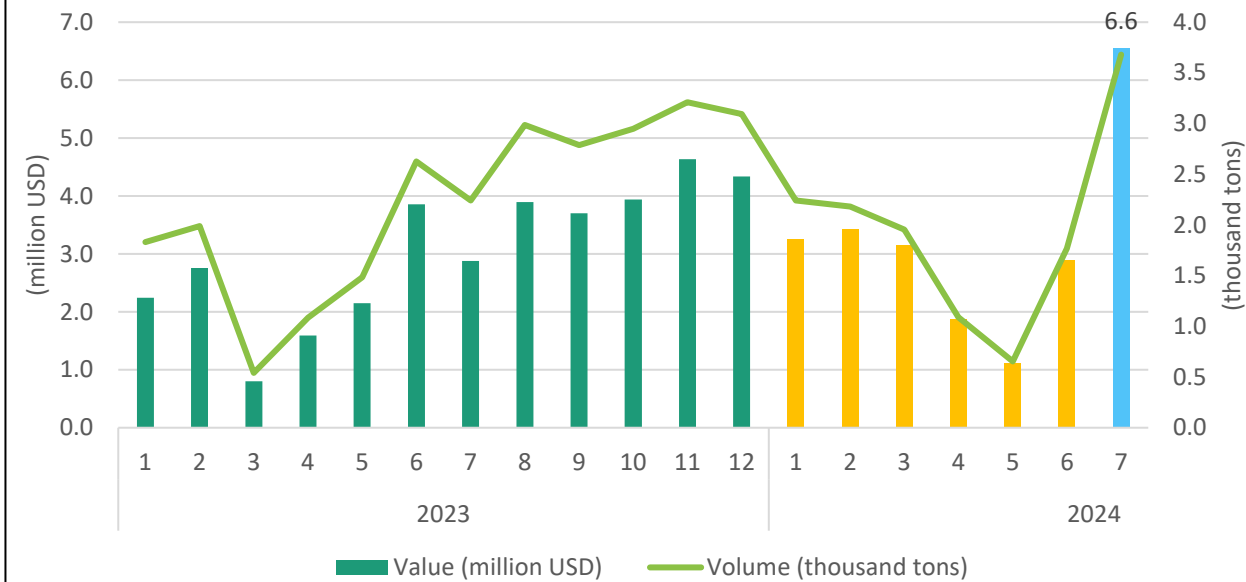
Source: Vietnam Pepper and Spice Association





RUBBER

Export volume and value to the U.S., Jul-2024



Export results to the U.S., Jul-2024

VALUE

6.55 million USD



↗ Increase **126%** compared to Jun-2024

↗ Increase **128%** compared to Jul-2023

↑ **3.5 million USD** more than the monthly average rate in 2023

❖ Accumulated 7 months of 2024 reaches **22.3 mil.USD, 60.6%** of total 2023

VOLUME

3.68 thousand tons



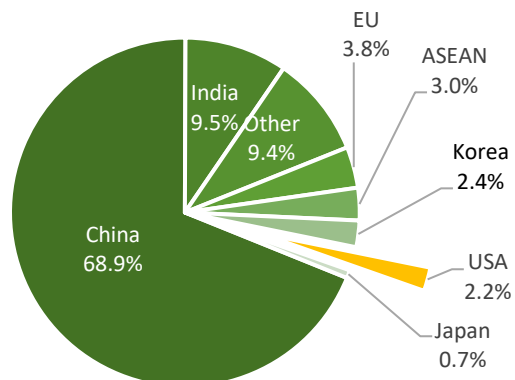
↗ Increase **108%** compared to Jun-2024

↗ Increase **64%** compared to Jul-2023

↑ **1,445 tons** more than the monthly average rate in 2023

❖ Accumulated 7 months of 2024 reaches **13.6 thousand tons, 50.6%** of total 2023

Percentage of export value to the U.S., Jul-2024



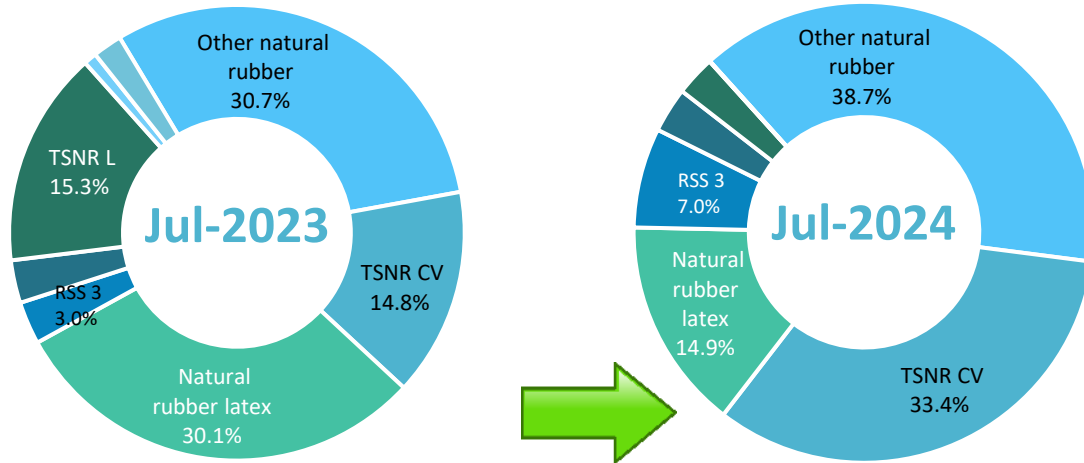
Changes in percentage of export value to the U.S., Jul-2024



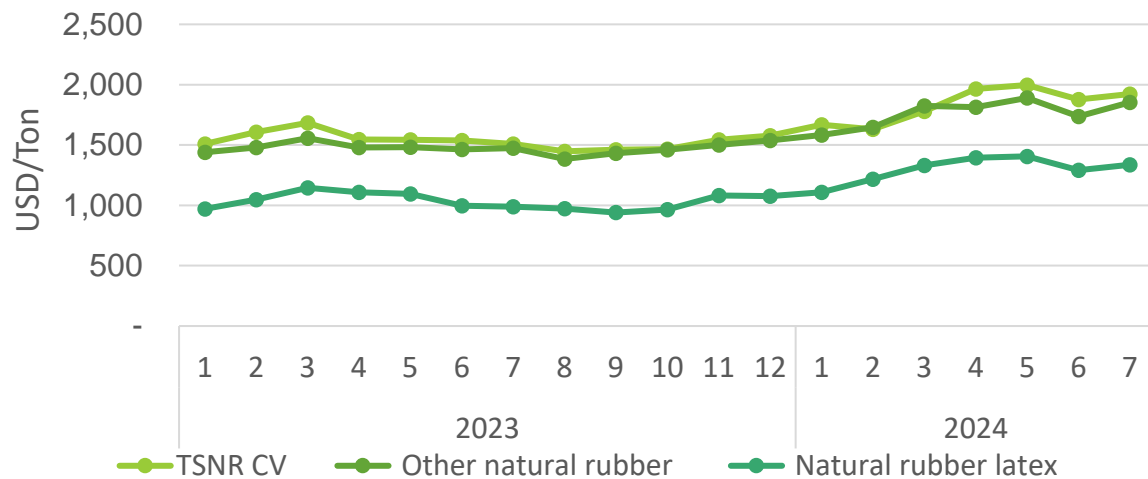


RUBBER

Structure of exports by products to the U.S., Jul-2024



Average export rubber price to the U.S., Jul-2024



Export results to the U.S., Jul-2024



Other natural rubber

Value: **2.5** million USD

Increase **558%** compared to Jun-2024

Increase **187%** compared to Jul-2023



TSNR CV

Value: **2.2** million USD

Increase **48%** compared to Jun-2024

Increase **414%** compared to Jul-2023



Natural rubber latex

Value: **0.97** million USD

Increase **13%** compared to Jun-2024

Increase **12.5%** compared to Jul-2023

Other natural rubber

The average export price in Jul-2024 is **1,855** USD/ton; increase **6.8%** compared to previous month; and increase **26%** compared to the same month of 2023.

TSNR CV

The average export price in Jul-2024 is **1,924** USD/ton; increase **2.5%** compared to previous month; and increase **27.5%** compared to the same month of 2023.

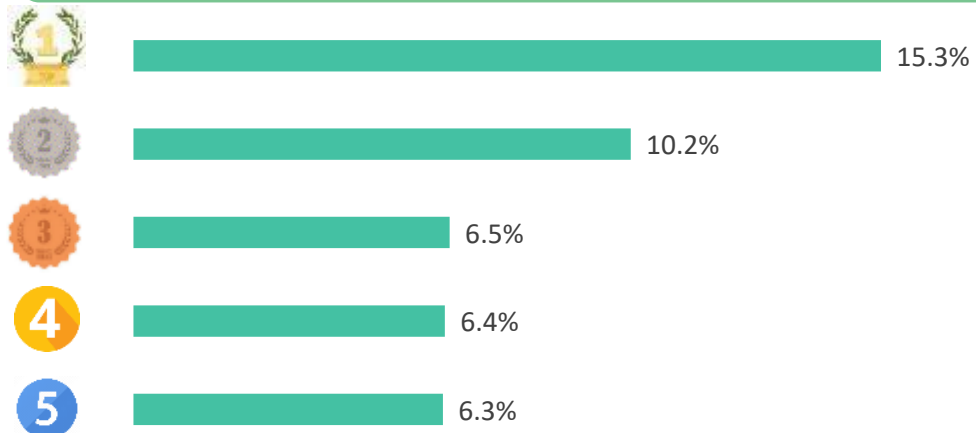
Natural rubber latex

The average export price in Jul-2024 is **1,337** USD/ton; increase **3.5%** compared to previous month; and increase **35.2%** compared to the same month of 2023.

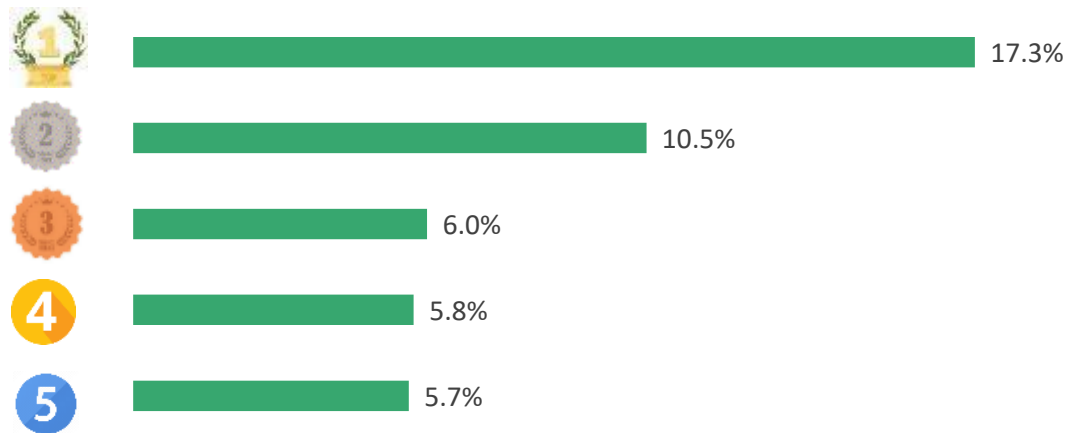


RUBBER

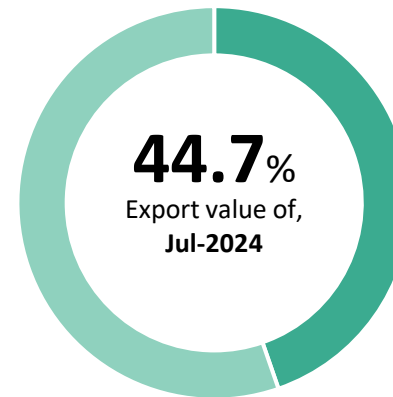
TOP 5 export enterprises by value to the U.S., Jul-2024



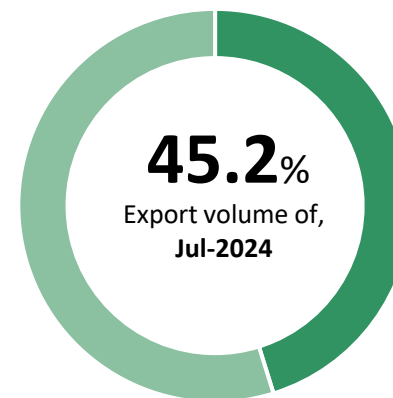
TOP 5 export enterprises by volume to the U.S., Jul-2024



Value ratio of TOP 5 export enterprises to the U.S., Jul-2024



Volume ratio of TOP 5 export enterprises to the U.S., Jul-2024





RUBBER



1

2

SPOTLIGHTS

Ohio State University Promote Domestic Natural Rubber Production

Natural rubber is an important material to produce car tires, medical supplies and others, but the U.S. has so far been unable to produce enough to meet the country's manufacturing demands and depended on importing.

On August 21, 2024, the U.S. National Science Foundation (NSF) awarded a significant \$26 million federal grant to the Ohio State University to launch a project of boosting natural rubber production within the U.S. The funding will be for five years, with the ability to renew for another \$26 million for five additional years.

Source: thomasnet.com

US tire exports can achieve a record in 2024

The United States Tire Manufacturers Association (USTMA) forecasts that total tire production in the United States will reach 337.4 million units in 2024, up 1.6% from 2023 (331.9 million units), surpassing the record of 335.2 million units in 2021.

Of which, original equipment (OE) tires are expected to ship 57.8 million units, equivalent to 2023. Replacement tires are expected to ship 279.7 million units, up 2% compared to 2023. These are positive signals for strong development of the US tire industry.

Source: ustires.org





MEAT AND MEAT PRODUCTS (IMPORT)

Import value from the U.S., Jul-2024



Import results from the U.S., Jul-2024



17.0
million USD

VALUE

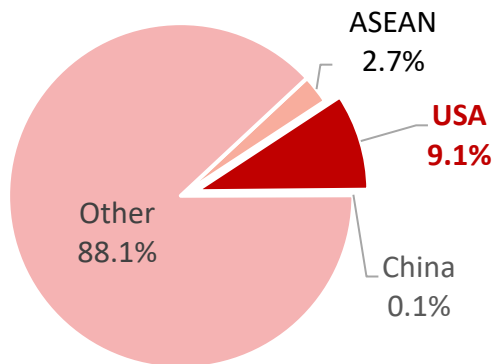
↗ Increase **21.5%** compared to Jun-2024

↗ Increase **113%** compared to Jul-2023

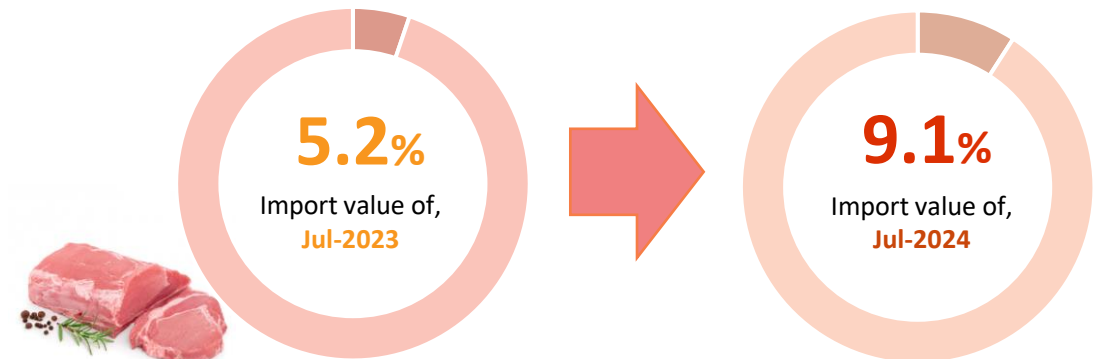
↗ **3.8 million USD** more than the monthly average rate in 2023

◇ Accumulated 7 months of 2024 reaches **91.6 million USD**, **58%** of total 2023

Percentage of import value from the U.S., Jul-2024



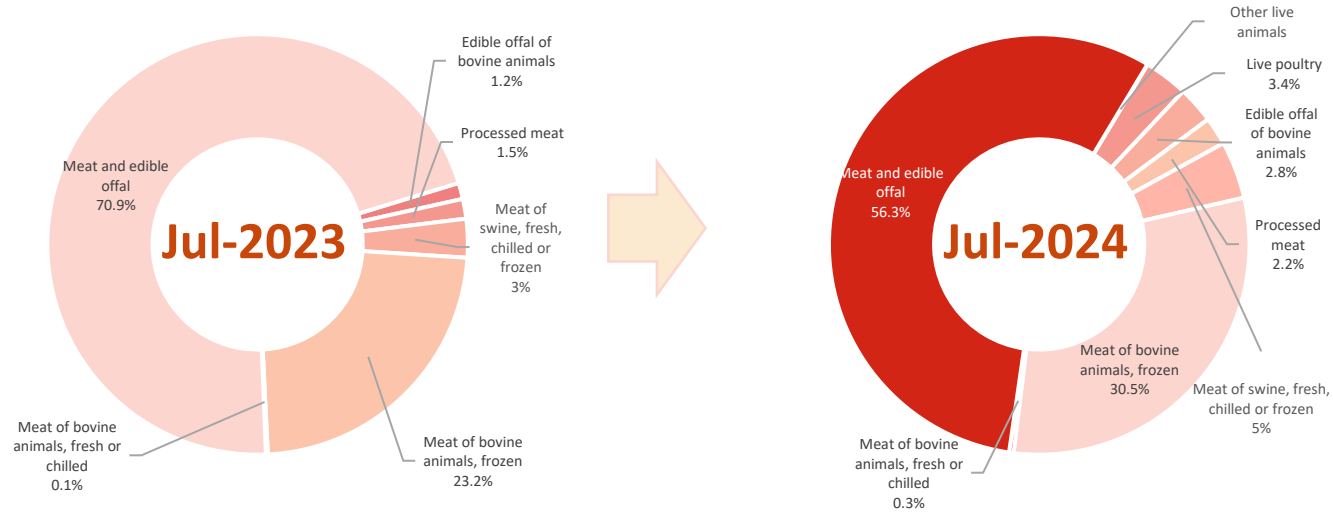
Changes in percentage of import value from the U.S., Jul-2024





MEAT AND MEAT PRODUCTS

Structure of imports by products to the U.S., Jul-2024



Import results from the U.S., Jul-2024



Meat and edible offal

Value: **9.58** million USD

Increase **37.7%** compared to Jun-2024

Increase **109.8%** compared to Jul-2023



Meat of bovine animals, frozen

Value: **5.19** million USD

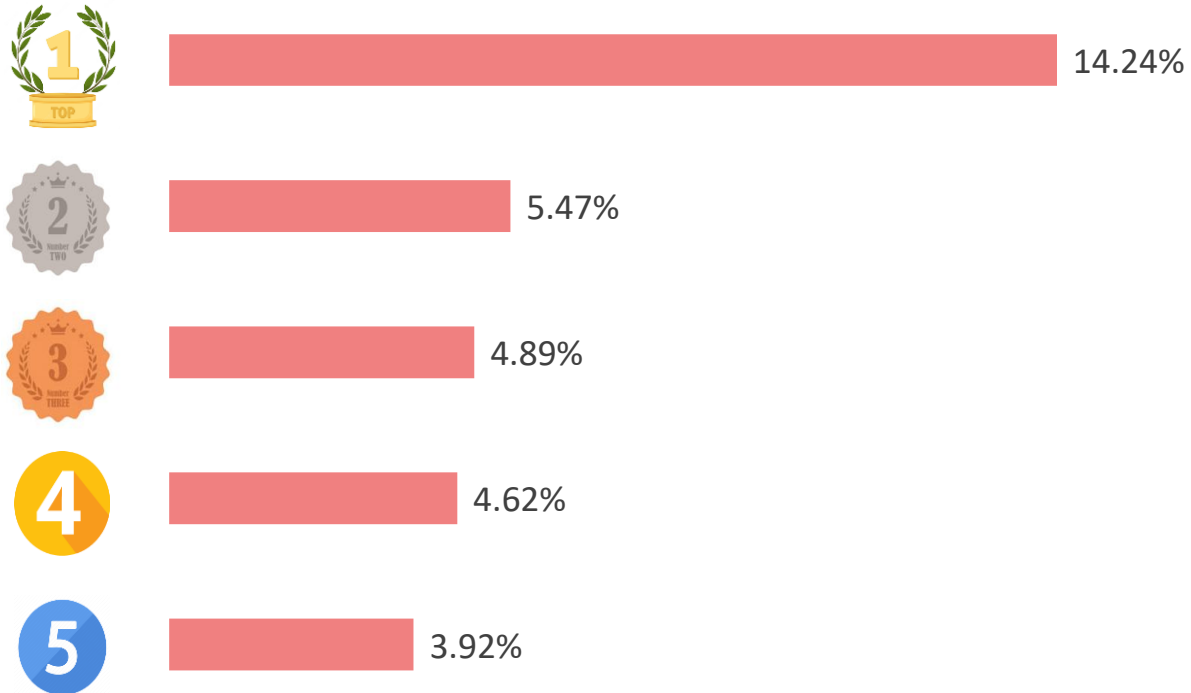
Increase **3.8%** compared to Jun-2024

Increase **202.1%** compared to Jul-2023

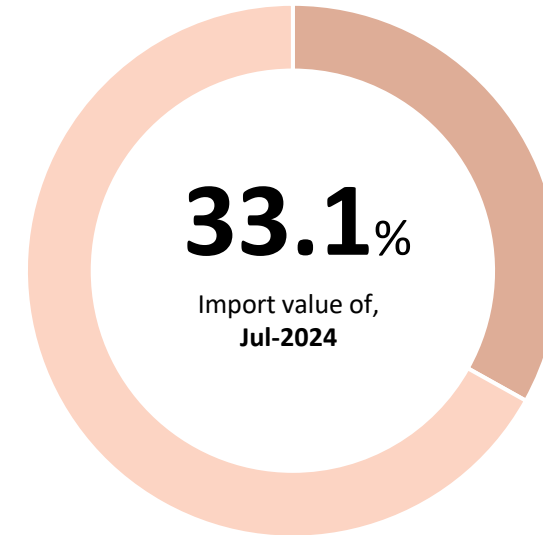


MEAT AND MEAT PRODUCTS

TOP 5 import enterprises by value from the U.S., Jul-2024



Value ratio of TOP 5 import enterprises from the U.S., Jul-2024



MEAT AND MEAT PRODUCTS

SPOTLIGHTS



According to the USDA, the US hog inventory as of June 27, 2024 increased by 74.5 million head, up 1% from the previous year. The breeding herd decreased by 3%, but the market inventory increased by 2%. The hog herd in the first half of 2024 also increased by 2%, with USDA estimating pork production at 28 billion pounds (33.8 thousand tons) in 2024, up 3% from 2023. This increase in production could lead to lower hog prices for farmers in the second half of 2024.

Source: Tridge

U.S. pork consumption is forecast to remain high, as consumers favor pork for its affordability and lower price compared to other meats. This trend is likely to continue to drive domestic demand, ensuring a stable market for U.S. pork producers.

Source: 3tres3.com





Any comments, please send to:

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