

International trade issues for Korea, Thailand & China

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History

Korea

- access granted in 2000
- numerous reviews of cold treatment conditions

China

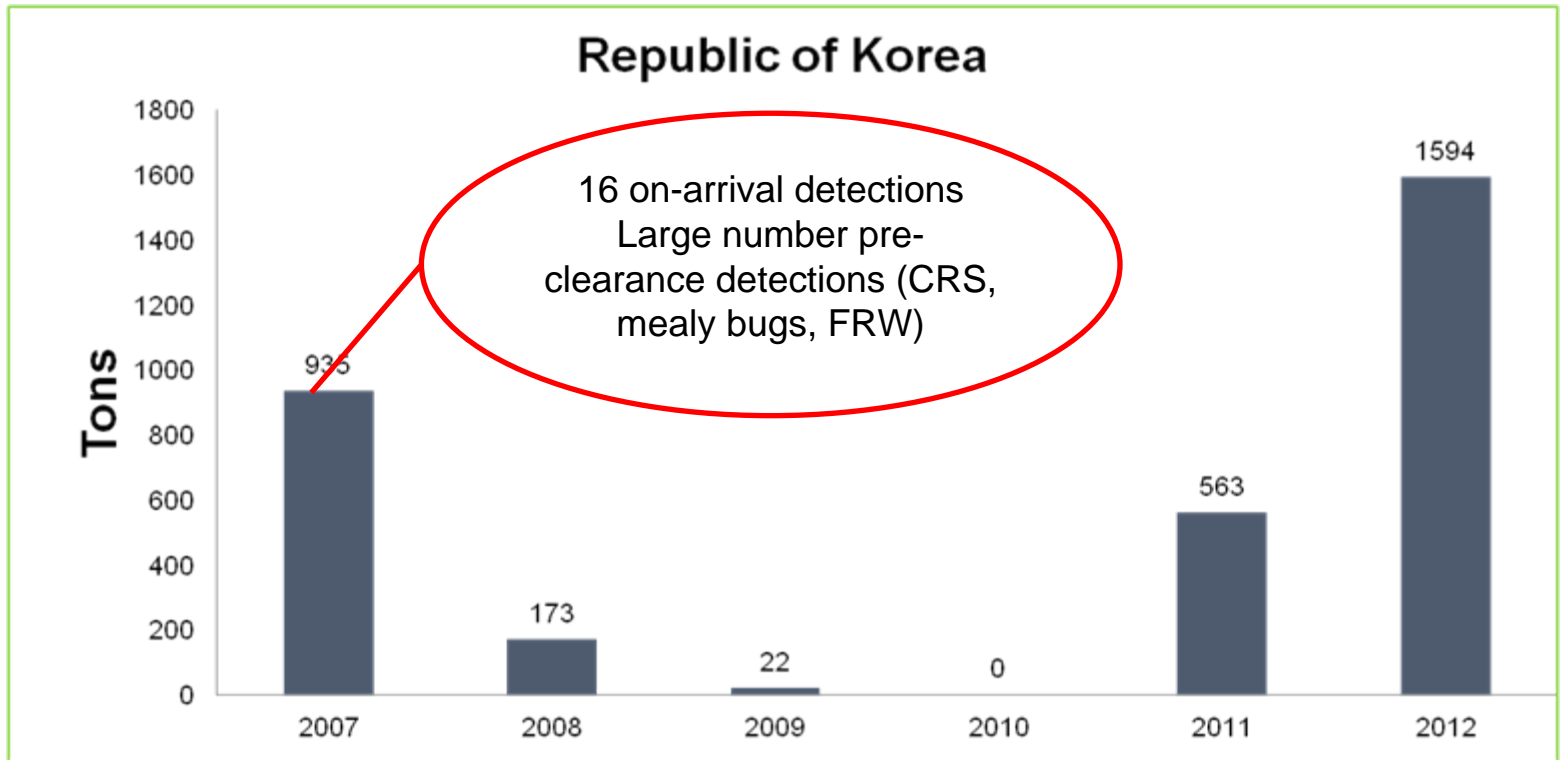
- access granted in 2006
- Protocol reviewed in 2009 – more favorable

History

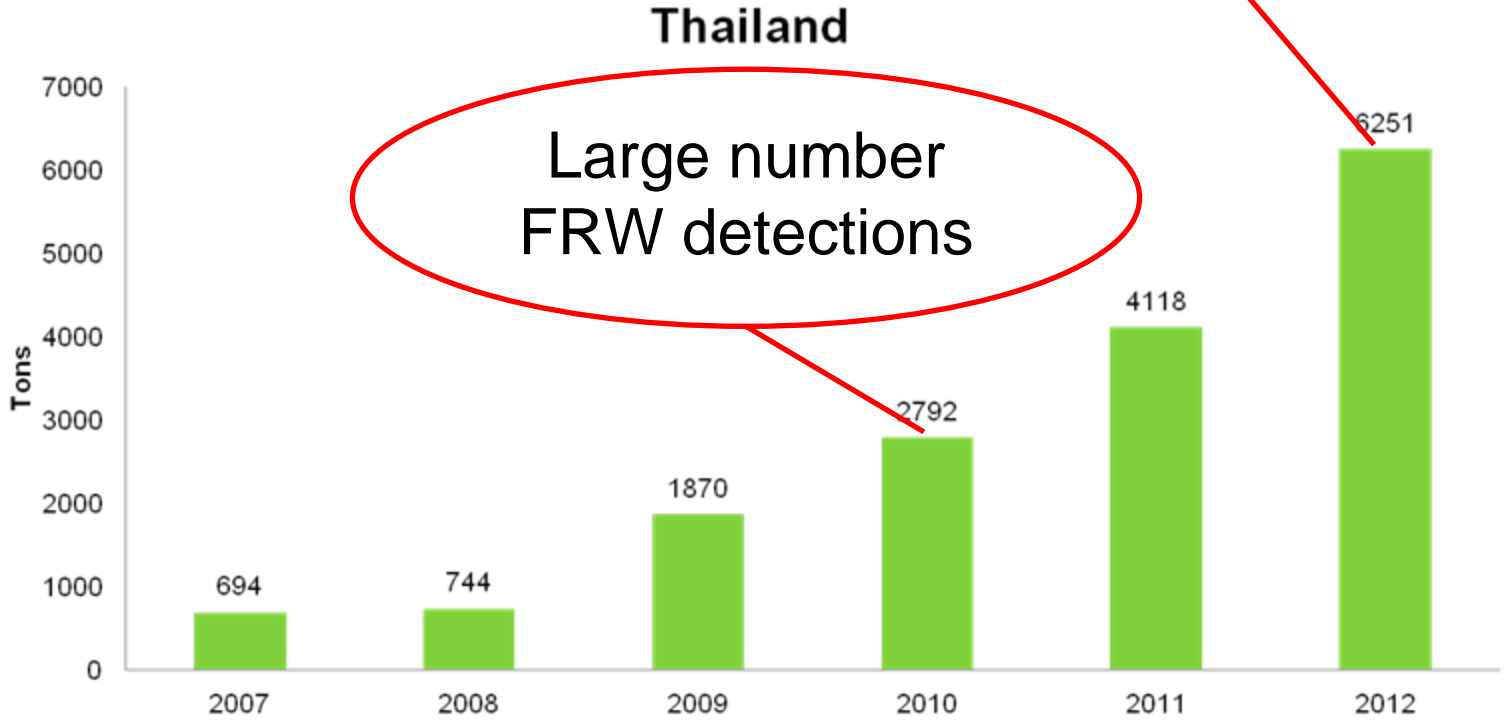
Thailand

- Access granted in 1996
- Trade suspended in 2002
- Trade reinstated 2006
- Major review in 2010
 - Thailand reviewed its quarantine system
 - large number of FRW detections

Recent trade



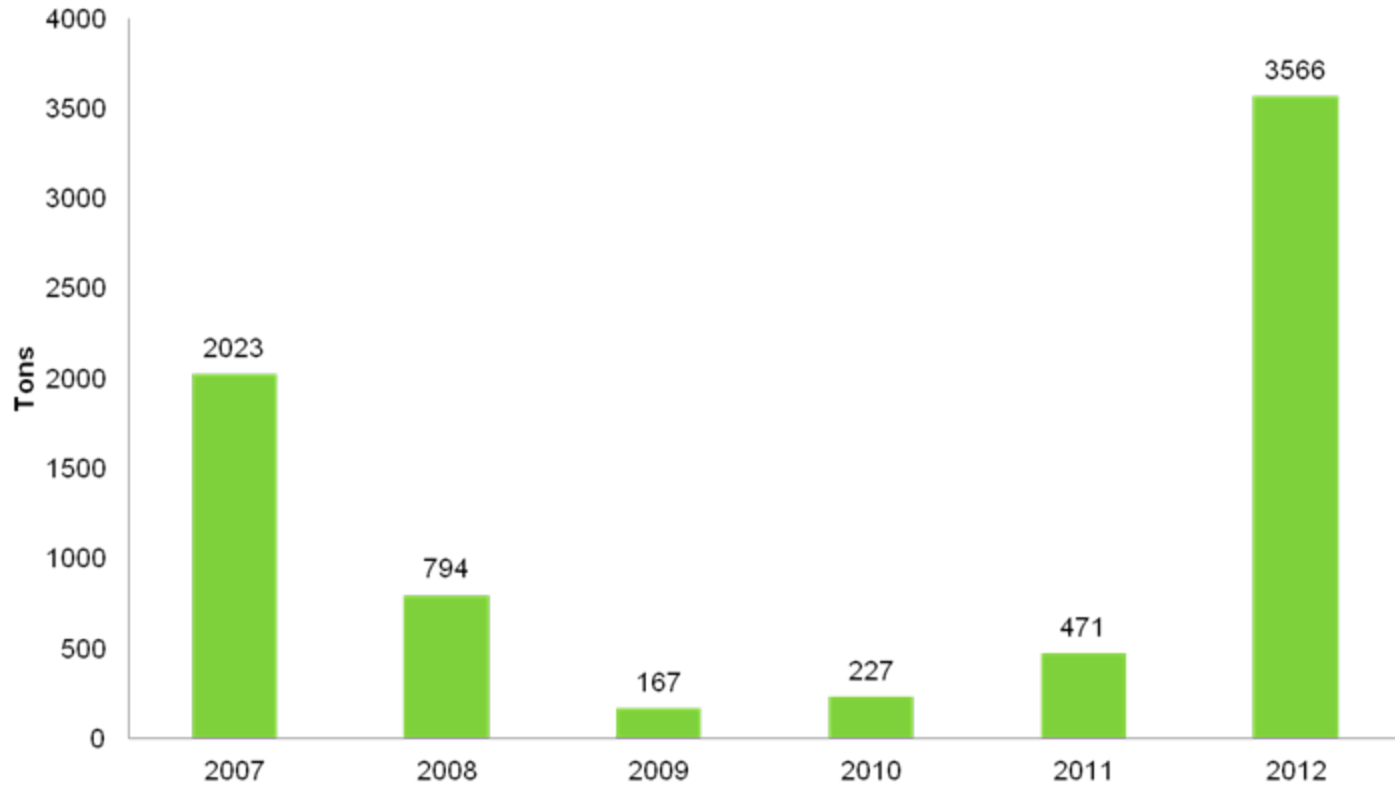
Recent trade





Recent trade

China



Key difference with other markets

- Orchard freedom requirements
 - Korea (Four diseases)
 - China (Eight pests and diseases)
- Korea/China/Thailand– mandatory in-field controls
 - mandatory IPM program
 - mandatory FRW program (skirting, weed control, trunk band spray)

Key difference with other markets

Grower and packer registration

Audits by DAFF

Additional inspection in the packing house

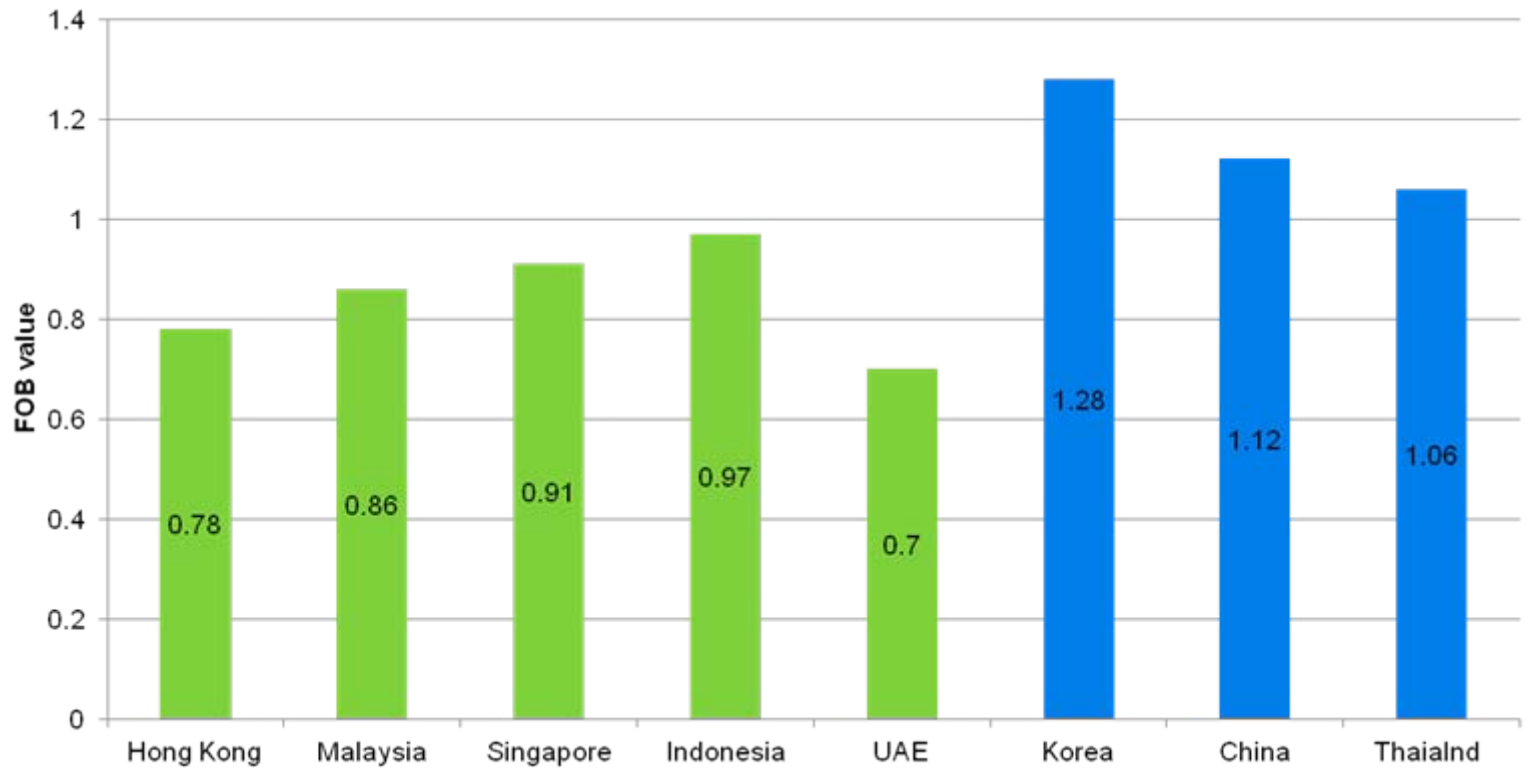
- grower lot inspection
- 600 unit end-point inspection

Is it worth it?

Costs/additional effort

- Skirting
- Trunk band spraying
- Additional weed control
- Monthly crop monitoring
- Registered crop monitor
- DAFF audits

\$/hectare ??



Is it worth it?

Cost per ha	\$ 1,000 - \$1,500
Tonnes per ha	35
Packout %	40
Kg packed	14,000
No. cartons (18 kg)	778
Cost per carton	\$ 1.29

Is it worth it?

Market	\$/kg	Improvement / kg	Improvement / ha
Hong Kong	\$0 .78		
Korea	\$1.28	\$.50	\$7000
China	\$1.12	\$0.34	\$4760
Thailand	\$1.06	\$0.28	\$3920

Take home message

- **Fruit has to go somewhere !!**
- **Growth potential in these three markets !!**
- **Is the reward worth the effort?**