Coconut Industry (Solomon Islands)

Coconut Industry Value Chain

Brief overview:
- How grown: 40,000 SI rural households
- Production Life: Takes 4-6 years from seedling to first commercial crop, average tree life: 30-40 years, but tree life up to 100 years.
- Products: copra, virgin coconut oil, industrial coconut oil, soap, biofuel, medicinal, cosmetics, cooking oil, livestock feed, (cake/meal) dry nuts, drinking nuts
- Coconut products export value: approx SBD 110m in 2014

Main players:
Coconut and copra traders (200 SMEs), copra millers (11 SMEs, 4 large), producers of virgin coconut oil (40), virgin coconut oil exporter (1), copra exporters (5), coconut product manufacturers (3), coconut exporters (2)
Vanilla Industry Value Chain

<table>
<thead>
<tr>
<th>Functions</th>
<th>Export/Market/Channel</th>
<th>Support Services</th>
</tr>
</thead>
<tbody>
<tr>
<td>IMPORTER</td>
<td>Buyers/ Brokers/ Manufacturers</td>
<td>Registration</td>
</tr>
<tr>
<td>EXPORTER</td>
<td>Independent Exporters</td>
<td>Finance</td>
</tr>
<tr>
<td>PROCESSOR</td>
<td>Independent Processors</td>
<td>Technical Assistance Inputs</td>
</tr>
<tr>
<td>BUYER</td>
<td>Independent Buyers</td>
<td></td>
</tr>
<tr>
<td>PRODUCER</td>
<td>Certified/Uncertified Growers</td>
<td></td>
</tr>
<tr>
<td>INPUT/SUPPLIER</td>
<td>Wholesaler and Retail Outlets</td>
<td></td>
</tr>
</tbody>
</table>

### Brief overview:
- **How grown:** Community and family holdings, Commercial plantations
- **Production Life:** Takes 3 years from initial planting to first harvest, average plant productive life: 10 to 12 years. Time from flower pollination (Sept 15) to finished product export (Dec 16) 15 to 16 months.
- **Products:** Bundles of whole cured vanilla pods.
- **Export value:** Approx TOP 1.5 m whole of Tonga

### Main players:
- 250 vanilla growers, 150 grower association members, 2 grower association, 8 buyers, 6 registered curing facilities, 100+ unregistered curing facilities, 6 exporters, Ministry of Agriculture.
- **Main Importers:** Queen Fine Foods, Heilala Vanilla, Cooks Vanilla
- Australian Certified Organics (300 farms) Fair Trade ANZ (300 farms) all in Vava’u
Fishing Industry (Papua New Guinea)

Fishing Industry Value Chain

**Brief overview:**
- Products: Tuna, prawns, lobster, shells, beche-de-mer, barramundi
- Total value: approx K400 million. Exports approx 20%

**Main players:**
- 250,000 – 500,000 subsistence fishers. Approx 50 licensed longline fishing companies
- Several canning and freezing processors