

MEKONG DRAGON CO., LTD · BẾN TRE, VIỆT NAM

Coconut, pomelo and durian from the Mekong Delta

The delta, delivered.

Capability profile · Rev. 2026-09

For importers, distributors and retail buyers in the United States, the European Union and the Gulf.

A grower's export company — our own farms and facilities, plus a vetted network of partner factories running the same protocols.



01

Who we are

We are not a trading house.
We grow the fruit, and we
own the plants that pack it.

Mekong Dragon is an export company based in Bến Tre, in the heart of the Mekong Delta. The founder was born in Cái Mơn, Chợ Lách — the oldest fruit-growing district in the



delta — and has spent more than three decades in this trade.

We operate our own farms and our own processing and packing facilities in two provinces: **Bến Tre** for coconut and pomelo, and **Đắk Lắk** for durian. Around that core we run a vetted network of partner factories working to our protocols, which is how we carry large orders without loosening the standard.

Three products, done properly: **fresh young coconut**, **green-skin pomelo** and **Ri6 durian** in fresh and frozen forms. We do not list forty items we cannot control.

30+

years in the fruit export trade

120,000

m² of production facilities in Bến Tre and Đắk Lắk

200,000

tonnes per year of processing capacity

20+

countries shipped to

Capacity figures describe processing capability, not volume already shipped. We would rather you knew the difference.



Bến Tre — fruit arriving at a collection point, hours from the grove

Why that matters to you

Most suppliers offering Vietnamese fruit are intermediaries. They buy on the spot market, resell, and have no control over what happens in the grove. When a season turns bad, they disappear. When residue testing fails, they cannot tell you why.

Five things, and most suppliers have two or three

WHAT WE HAVE	WHAT IT MEANS ON YOUR SIDE
Roots	We are from this land, not sourcing from it. Grower relationships that predate the company, and a founder who can walk into any grove in Chợ Lách.
Quality control across the whole chain	Not a final inspection at the port. Control from grove selection through harvest timing, brix, residue and packing.
A direct route	Farm to plant with no intermediate trader. Fewer hands means fewer days, and days are shelf life.
Network capacity	10+ partner factories on our protocols. We can take a large order without either turning it down or quietly downgrading it.
Fluency in your regulations	We track FDA and EU requirements as they change, and we say so before you have to ask.

OUR RECORD

No FDA import detention. No RASFF notification. Not once.

In more than three decades of shipping to the United States, Europe, Japan, Australia, China and South Korea. This is the single fact we would most like you to check.

The partner network — many sources, one standard

The network is not where we buy fruit. It is where we take our standard.

This is the point most often misunderstood, so we will be precise about it. Mekong Dragon owns its own facilities — that is the foundation. We also work with partner factories in the region, for two practical reasons: enough volume to accept large orders without over-promising, and a workable price for you without lowering the specification.

A partner factory does not sell to us and we do not resell its output under our name. A partner factory **runs our protocols**: our residue control, our traceability records, our packing specification. You buy from Mekong Dragon and you receive one quality, regardless of which plant the lot came out of.

How a factory joins the network

STEP	WHAT HAPPENS
1 • Audit	On-site assessment of the facility, cold chain, hygiene practice and existing certification.
2 • Protocol transfer	Our packing specification, residue control plan and traceability record format are installed and trained in.
3 • Trial lots	Supervised production runs, checked against our own specification before any lot is offered to a customer.
4 • Ongoing verification	Periodic re-audit and lot-level record review. A factory that drifts leaves the network.



Grading and sorting under our protocol — the same specification at every plant in the network

Product range



FRESH YOUNG COCONUT

Bến Tre *dừa xiêm*. Available in several cuts: trimmed white, diamond cut, easy-open with pop-top, and whole husked green.

Available year-round.



GREEN-SKIN POMELO

Bưởi da xanh. Packed by count per carton so your retail price per unit is fixed before the container leaves.

Available year-round.



RI6 DURIAN

Fresh whole, frozen whole, and frozen pulp. Three growing regions between them cover most of the year; frozen stock covers the rest.

See the availability calendar.

WHY ONLY THREE PRODUCTS

A supplier listing forty items is telling you it buys most of them from someone else. We list what we grow, pack and can be held responsible for. If you need something outside this range, we will say so rather than source it quietly.

Specifications

Every line below is written into the contract before the first container. Full one-page specification sheets are issued on request — tell us the product and the market and we will send them the same day.

What we offer, by product

PRODUCT	FORMATS	AVAILABILITY
Fresh young coconut <i>Dừa xiêm</i>	Trimmed white · diamond cut · easy-open with pop-top · whole husked green	Year-round
Green-skin pomelo <i>Bưởi da xanh</i>	Packed by count — 4, 5 or 6 pieces per carton, to your preferred size	Year-round
Ri6 durian <i>Sầu riêng Ri6</i>	Fresh whole · frozen whole · frozen pulp	Fresh about ten months · frozen year-round

What every specification sheet states

LINE	WHY IT IS ON THE SHEET
Grade and size	Fixed range per piece, so your cost per retail unit is known before loading
Brix	Checked in the field before a lot is accepted for packing
Packing	Pieces per carton, net weight, and presentation — loose, netted or labelled
Loading	Cartons per 20 ft and 40 ft reefer, so you can plan freight
Storage	Temperature and relative humidity, stated as a range we hold
Shelf life	Days at the stated storage condition — not a best case
Documents per lot	Phytosanitary certificate · residue analysis · packing list · certificate of origin · health certificate for frozen lines
Traceability	Grower code on every carton, retrievable from a lot number

Why we issue specifications per contract rather than print them here.

A specification is a commitment, not a brochure line. The size range, the brix threshold and the shelf life we will hold depend on the season, the format and the destination — and we would rather agree a number we can meet every week of the season than publish a best case and explain it later.

Ask, and you will have the sheet the same day.

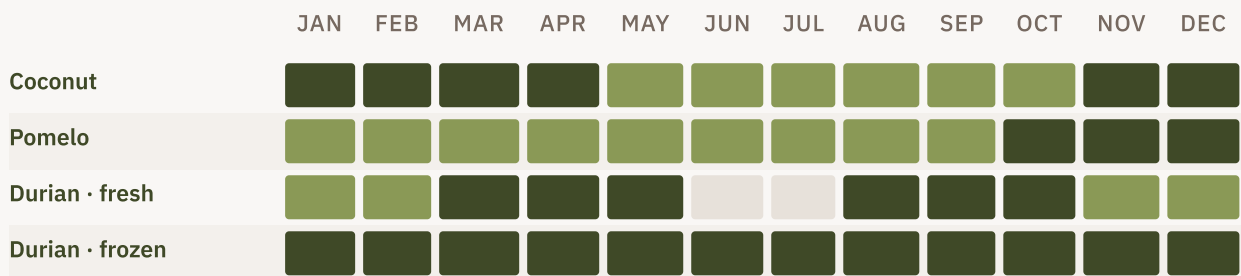


Trimmed white, opened by hand — no tool needed on the easy-open format

Terms: price on request — FOB, CIF or DAP. Standard port of loading Cát Lái, Hồ Chí Minh City.

Availability through the year

Plan your calendar against this, not against a promise. Where a month is thin, we have marked it thin.



■ Peak season — full volume ■ Available — steady but lighter volume

■ Not available fresh — frozen covers this period

Why the durian calendar looks like that

The Mekong Delta main crop runs March to May. Growers here also produce an off-season crop from November through March using controlled water stress — a technique this region has practised for decades, and the reason Vietnamese durian reaches markets when the rest of Southeast Asia has none.

The Central Highlands harvest around Đắk Lắk then runs August to October. June and July are the true gap, and we would rather tell you that now than in June.



Quality control across the chain

Final inspection catches a bad lot. It does not prevent one.

IN THE GROVE

Grove selection and grower code assignment. Spray records kept per grove, per cycle, against the residue limits of your destination market — not against the Vietnamese limit.

AT HARVEST

Harvest timing set by maturity, not by the shipping schedule. Brix checked in the field with a handheld refractometer before a lot is accepted for packing.

AT THE PLANT

Grading to a single written specification, cold chain from first hour, packing to your agreed format. Lot number assigned and linked back to the grower code.

BEFORE THE CONTAINER CLOSES

Residue analysis, phytosanitary inspection, temperature verification, and a photographed loading record so you can see how your pallets were stowed.



Control starts in the grove, not at the port

Traceability

Every carton carries a lot number and a grower code. Given either one, we can tell you which grove the fruit came from, when it was harvested, which plant packed it, and what the residue analysis said. That is what "traceable to the grove" means here — not a slogan, a record.



Certifications and documents

Held

CERTIFICATION	SCOPE
FSSC 22000	Food safety system certification, packing facilities
HACCP	Hazard analysis and critical control points
ISO 22000	Food safety management system
GLOBALG.A.P.	Good agricultural practice at farm level
VietGAP	Vietnamese good agricultural practice
BRCGS	Global standard for food safety
Halal	Applicable product lines
Kosher	Applicable product lines
FDA facility registration	United States food facility registration
Bureau Veritas	Third-party inspection and verification

In progress

We list these separately because a buyer deserves to know which is which.

CERTIFICATION	WHY WE ARE ADDING IT
GRASP	The social practice add-on to GLOBALG.A.P., routinely requested by European retail
SMETA / Sedex	The most widely used social audit methodology in fresh produce
IFS Food	Preferred by parts of European retail alongside BRCGS
Halal from a GCC-recognised body	UAE accepts halal certificates only from bodies registered with MOIAT; we are aligning our certificate and its product scope accordingly

Documents supplied with every lot

Phytosanitary certificate · residue analysis report · packing list · certificate of origin · bill of lading · health certificate for frozen lines · plant unit code and packing house code where the destination requires them.

ASK US FOR THE CERTIFICATES

Scanned copies with numbers and expiry dates are sent on request, and we would rather you asked early than late. If a certificate is not current at the moment you ask, we will tell you so instead of sending an expired scan.

Your specification, or ours

OUR SPECIFICATION

Buy the standard product as specified in this document. Fastest route to a first container, and the specification is already proven across markets.

BUILT TO YOUR SPECIFICATION

Size grading, brix threshold, cut, carton format, count per carton, pallet pattern and labelling adjusted to what your channel needs.

YOUR LABEL

Packed and shipped under your own brand. Artwork, carton print and retail labelling to your design, produced to your market's labelling rules.

What we need from you to quote a custom specification

- Destination market and channel — retail, food service or processing
- Size or count you sell at, and your acceptable range
- Carton and pallet format, including any retailer-mandated dimensions
- Labelling requirements and language
- Indicative annual volume and how it is spread across the year

Custom formats and private label carry a minimum order quantity and a lead time for artwork and carton production. Both depend on the product, the format and the season, so we confirm them at quotation rather than quoting a number here that would be wrong half the time.

How we ship

Tell us which Incoterm you work with. We can take responsibility as far down the chain as you want us to.

TERM	WE HANDLE	YOU HANDLE
FOB	Fruit, packing, export clearance, container delivered to the port of loading	Ocean freight, insurance, import, inland delivery
CFR / CIF	The above, plus ocean freight and — under CIF — marine insurance	Import clearance, duties, inland delivery
DAP	The above, plus inland carriage to your warehouse	Import clearance and duties at destination

Standard port of loading: Cát Lái, Hồ Chí Minh City. Other Vietnamese ports on request.

Price on request under any of the terms above. Quotations state the term, the port, the specification and a validity period, so you are comparing like with like when you put us next to another supplier.

Sampling

We send samples before you commit to a container. Air freight on sample shipments is at cost, and the specification you receive as a sample is the specification you receive in the container — we do not send a better box than we ship.



Annex A

United States

What a US importer needs from a Vietnamese supplier, and what we do about it.

What usually goes wrong

Import detention. A container held at the port is not only a cost — it is a hole in your shelf plan that you cannot fill at short notice, and a conversation with your buyer that you did not want to have.

What we do

- **Food facility registration** maintained for our packing facilities.
- **FSVP support.** Your Foreign Supplier Verification Program obligations sit with you as the importer, but the evidence sits with us. We supply hazard analysis records, our preventive controls, and the verification records your programme needs — organised, not as a pile of scans.
- **Residue testing against US tolerances**, not against Vietnamese limits, before the container is sealed.
- **Grower codes and lot records** that survive an FDA question about a specific carton eighteen months later.

OUR RECORD IN THIS MARKET

No FDA import detention, not once, across more than three decades of shipping to the United States. Ask us for the reference and we will give it to you.

SOMEONE TO CALL IN YOUR TIME ZONE

David Ly · Sales Representative

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A US number and US business hours. You are not waiting twelve hours for an answer, and you are not explaining a detention to someone who is asleep.

Best-fit products for the US market

Fresh young coconut in trimmed white and easy-open formats for the chilled retail shelf; frozen durian pulp for food manufacturing and the Asian retail channel; green-skin pomelo where a fixed count per carton matters to your pricing.

Annex B

European Union

Compliance first, margin second — because that is the order in which your job is judged.

What usually goes wrong

A RASFF notification. It is not only a rejected lot; it follows the buyer, the importer and the supplier through the system, and it is the reason a category buyer's caution is professional rather than personal.

What we do

- **Residue control planned against EU MRLs** at grove level, through spray records kept per grove and per cycle — not through testing at the end and hoping.
- **We track the shift toward hazard-based criteria** in EU residue policy and the increases in border control frequency, and we tell our customers before it affects a shipment rather than after.
- **Traceability to the grove**, retrievable from a lot number, which is what an EU official control actually asks for.
- **GLOBALG.A.P.** at farm level and GFSI-recognised food safety certification at the packing facility — the two things European retail asks for before anything else.
- **Social compliance** — GRASP and SMETA are being added, because European retail increasingly treats them as a condition of listing rather than a bonus.

OUR RECORD IN THIS MARKET

No RASFF notification, not once.

Best-fit products for the EU market

Fresh young coconut in diamond-cut and easy-open formats; green-skin pomelo packed to a fixed count; frozen durian pulp for the specialist and food service channel.

Annex C

The Gulf

Reachable, on time, and correct on halal — in that order.

What usually goes wrong

A supplier who cannot be reached during a peak, and a halal certificate whose issuing body is not accepted at the destination. Either one stops a container, and the second one stops it after you have already paid for it.

What we do

- **Halal certification with the issuing body and product scope checked against the destination.** The UAE accepts halal certificates only from certification bodies registered with MOIAT, and the scope on the certificate has to match the goods on the invoice. We check both before quoting, and we will tell you plainly if a line is not yet covered.
- **Peak-season planning.** Demand ahead of Ramadan is not a surprise, and it is planned into the production calendar months in advance rather than absorbed at the last minute.
- **Direct contact.** WhatsApp on **+84 978 772 330** for the founder, or **+1 949 231 9735** for our sales representative — whichever hour of the day you are working. An answer within hours rather than days, and not from a sales queue.
- **Face to face.** We travel to Dubai. A relationship in this market is built in a room, not in an inbox, and we know that.

Best-fit products for the Gulf market

Fresh young coconut across all formats; frozen durian whole and pulp, which travel well and hold through a demand peak; green-skin pomelo for the premium gift channel.

Talk to us

Send us the specification
you actually need. We will
tell you what we can hold
every week of the season.



For a first enquiry or a quotation:

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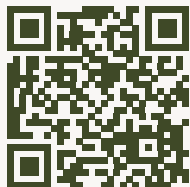
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This profile
online

Scan with a phone camera — the WhatsApp codes open the chat directly, no
number to type.

Mekong Dragon Co., Ltd · Bến Tre, Việt Nam

Facilities in Bến Tre and Đắk Lắk · mekongdragon.net

We answer in English. Samples are sent before any container is
discussed.