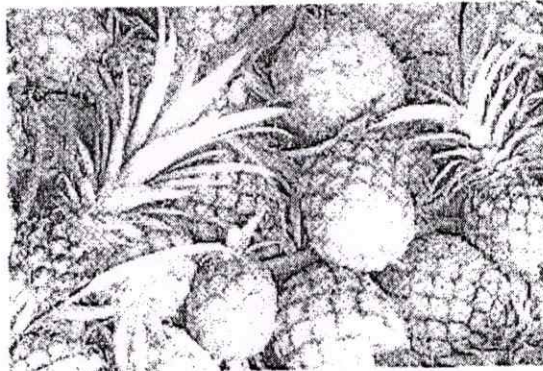


# District Export Plan



## Pineapple

## Dhalai (Tripura)

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R-65

## Table of Contents

1. Introduction	3
2. District Profile	3
3. District Export Promotion Committee (DEPC)	5
4. District office's details	5
5. Product Profile	5
6. Production of Pineapple	6
7. Trade analysis - Existing and Potential markets	7
8. Potential - SWOT Analysis of Dhalai	8
9. Preferences in Free Trade Agreement	9
10. Relevant Export Promotion Councils (EPCs)	10
11. Infrastructures for Export	11
12. Strategy and Recommendations	11

## 1. Introduction

The District Export Plan (DEP) is focused to make the district as export hub for any particular products concentrated to that district and nearby districts as product clusters. The goods or services chosen for the particular district are based on the natural as well as comparative advantage in all terms justifying the export potential.

In this document, the DEP of Dhalai district for the export of various products is explained. The chosen products have huge production in the district and can be made into niche items of export for the future. Currently chosen products can become potential items exported from Dhalai. The objective of this document is to streamline the production, plug the loopholes in the supply chain, and provide district and state level administrative handholding by forming a **district export promotion committee (DEPC)** and **State Level Export Promotion committee (SLEPC)**.

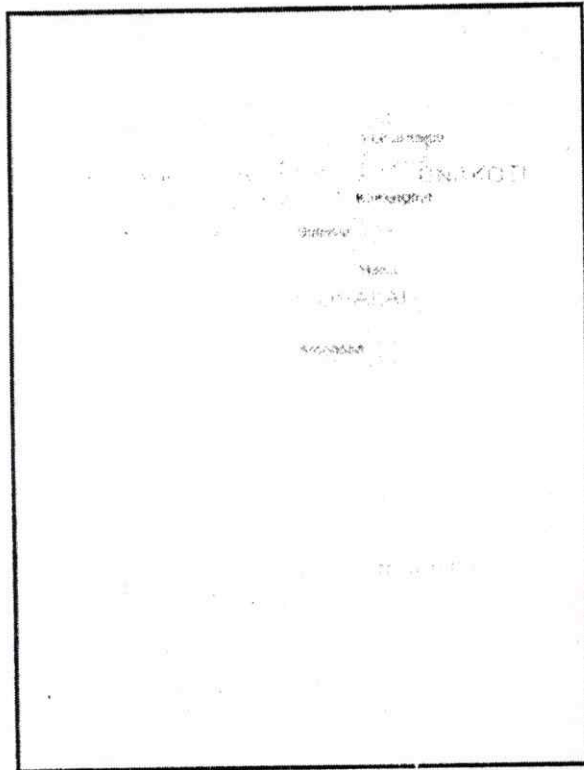
This document also explains the existing level and process of production and enlists the present industries and exporters involved in the export of various products from the district. The present trends in trade and commerce for such products have also been analyzed in the subsequent chapters.

**Objective** - The objective of this DEP is to become the basis for the formation of DEPC at the district level. It also targets export as an important activity for the local people. The benefits of production and price realization reaching to the ground level will have a much larger impact in increasing the annual incomes of the trader community. This DEP will make sure to guide DEPC to involve all stakeholders such as producers, collection and logistics, primary processing industries, wholesale marketing business houses, government, research labs, banking and financial institutions, etc. to streamline the production from source to consumers at global scale.

## 2. District Profile

Dhalai is an administrative district in the state of Tripura in India. The district headquarters are in Ambassa. As of 2011 it was the least populous district of Tripura, although it is the largest district in the state. Dhalai District was created in 1995 by bifurcating North Tripura District and including part of Amarpur Sub-Division of the South Tripura District. It was created keeping in view the administrative exigency of providing development and good governance to the largely Tribal and inaccessible areas.

The district is named after Dhalai river which originates in the district. In the North-eastern part of Tripura, the district covers an area of about 2426 sq. km. It is mainly between two hills: Atharamura Range and Sakhan Range. More than 70% of the area is hilly and forest covered.



(Kew Pineapple regions)

Due to limited geographical connectivity with the rest of India, the State economy is characterized by slow industrial development, low per-capita income, inadequate infrastructural facilities, communication bottleneck and high level of unemployment. Agriculture and allied activities, thus, remain an important sector for the socio-economic development of the State.

Thought Provoking Proposition Committee (DEPCO)

To be notified later.

GM DIC Office Details:

To be updated later

(Source. )

**Identified Product - Queen Pineapple**

Product Summary- Pineapple (*Ananas comosus*) is an important fruit of India. Pineapple is cultivated in an area of 89 thousand ha and total production is 1,415.00 thousand tons. It is abundantly grown in almost the entire North East region, West Bengal, Kerala, Karnataka, Bihar, Goa and Maharashtra states.

Major pineapple growing countries in the world are Brazil, Thailand, Philippines, Costa Rica, China and India.

Queen Pineapple is a GI product from Tripura. Tripura experiences a humid subtropical type of climate. The features of climate, however, vary from subtropical to temperate conditions in the hilly areas of the State. The temperature ranges 7 to 27°C during winters to 20 to 36°C during summers. Owing to such climatic conditions, the State has a highly conducive environment for cultivation of various horticultural crops such as Pineapple, litchi, mango, banana, jackfruit, citrus fruits, etc.

Export of Pineapples has significantly increased in the last few years. However, the total quantity exported is negligible.

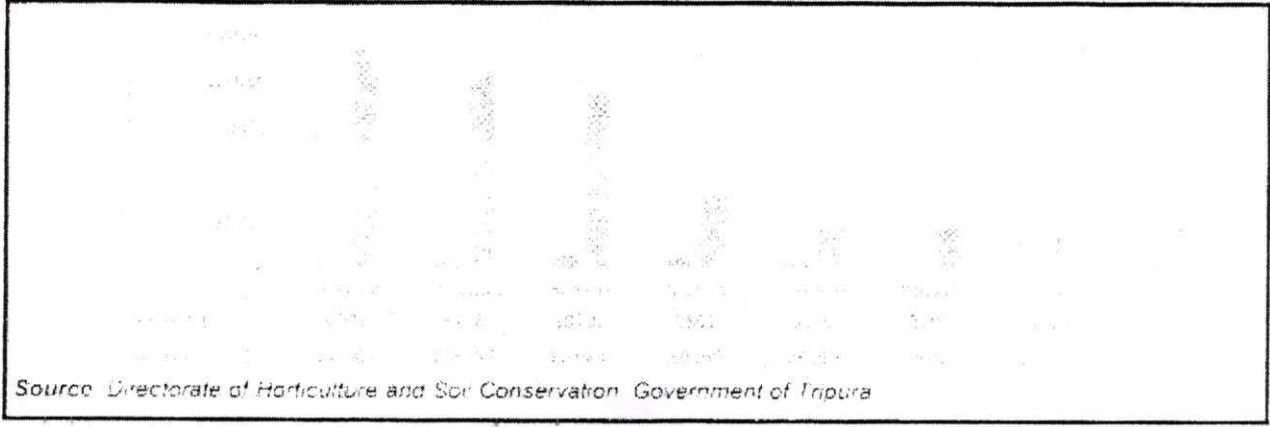
**Top producers of pineapple -**

Sl No	State	Production (MT)	Share (%)
1	West Bengal	345	20.30
2	Assam	296	17.44
3	Karnataka	163	9.63
4	Meghalaya	144	8.51
5	Manipur	134	7.9
6	Nagaland	132	7.8
7	Tripura	128	7.4
8	Andhra Pradesh	71	6.2
9	Kerala	69	6

(Source: APEDA)

Although Tripura is the 7th largest producer of pineapple, yet due to low population, it is having surplus for export. Especially the GI tagged Queen Pineapple has a unique aroma and taste.

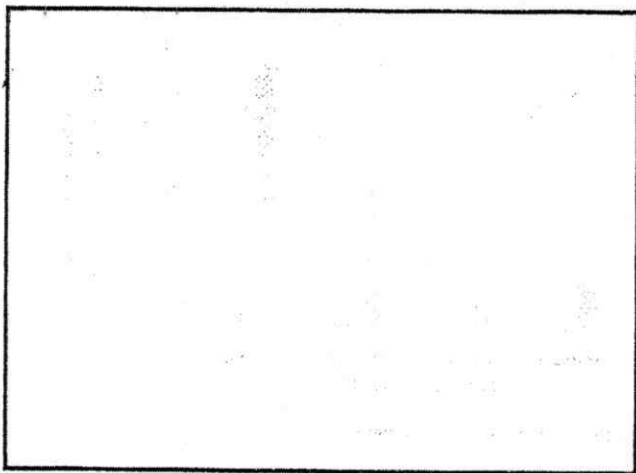
**Production data:**



Pineapple is a traditional fruit crop of Tripura. The agro-climatic conditions of Tripura make it suitable for large-scale pineapple cultivation. Tripura pineapple is particularly famous for its quality and aroma. The crop accounts for 16% of the total area under fruit crop cultivation and 23% of the total fruit production in the State.

The districts like Dhalai, Unakoti, North Tripura and Khowai predominantly produce a few varieties of pineapple, which is highly suitable for processing into value added products such as canning, concentrate, squash, jam, jelly and juice.

The districts in the west and south - Sepahijala, South Tripura, Gomati & West Tripura mostly grow Queen Variety of pineapple, which is suitable for table consumption and primarily used for local consumption.



Source: Horticulture Tripura)

The average landholding size of pineapple growers in the study area is estimated to be about 1.03 ha. Of the surveyed farmers, 60% were reportedly marginal farmers (less than 1 ha); 25% small (1-2 ha), 15% are semi-medium (2-4 ha). The average landholding of the pineapple respondents is little more than the average size of land holding in the State which is about 0.97 hectare. The farmers in the selected clusters are purely dependent on farming as a source of their income.

**Varieties** - There are mainly two varieties of pineapple that are grown in Tripura – Queen & Kew.

1. **Kew pineapple** - spineless and large sized fruit weighing between 1.5 Kg. to 2.5 Kg.
2. **Queen pineapple** - Tripura is particularly famous for this variety of pineapple, which is not only distinct from other pineapple varieties but also significantly different in quality of same variety

**India Export of Pineapple  
Product Report/Country Wise**

Value in Rs. Lacs  
Qty In MT

Product: Pineapples Fresh Or Dried(08043000)

Country	2016-17		2017-18		2018-19		%age growth on previous year	%age share in 2018-19
	Qty	Rs. Lacs	Qty	Rs. Lacs	Qty	Rs. Lacs		
Nepal	1825.18	311.25	3630.89	456.02	1502.20	736.62	68.94	23.02
U Arab Emis	536.79	328.16	772.45	461.3	956.22	710.27	53.07	22.2
Qatar	977.97	672.74	1191.52	726.25	802.28	529.87	27.04	16.56
Madhya	451.65	315.61	664.43	472.99	660.96	503.69	6.45	15.74
China	312.53	224.76	502.06	350.6	417.33	432.51	5.16	10.39
Saudi Arab	544.66	381.65	1033.32	770.29	313.59	191.81	75.12	5.99
Banarans	223.41	120.72	336.54	180.12	170.58	98.03	45.58	3.06
Russia	187.29	156.12	20.8	20.61	50.08	63.9	210.06	2
Italy	1.63	51.15	1.5	42.32	0.4	12.61	70.2	0.39
France	1.05	25.68	0.05	0.03	0.4	7.2	23,900.00	0.23
Bhutan	102.32	8.7	141.59	14.78	23.25	6.62	55.21	0.21
Kowal	9.94	4.54	42.59	21.21	5.22	2.71	37.22	0.08
Kenya	0	0	0	0	0.86	1.84	100	0.06
Uzbekistan	0	0	0	0	1.71	0.93	100	0.03
Hong Kong	0.03	0.01	0.03	0.01	0.17	0.2	1,900.00	0.01
Egypt A Rp	0	0	0	0	0.4	0.18	100	0.01
Canada	0.01	0	0	0	0.02	0.09	100	0
Sri Lanka Dsr	0	0	0.01	0	0.13	0.07	100	0
Malaysia	0	0	0	0	0.09	0.06	100	0
Singap	0	0	0	0	0.05	0.04	100	0
Indonesia	0	0	0	0	0.07	0.04	100	0
Iran	17.1	10.1	0	0	0.2	0.04	100	0

(Source: DGCIS)

### Top 15 Import Market for Pineapple in 2018

1. USA
2. Netherland
3. China
4. Germany
5. Spain
6. Belgium
7. Italy
8. UK
9. Japan
10. France
11. Canada
12. South Korea
13. Russia
14. UAE
15. Poland

(Source- Trade Map)

- **STRENGTH** - The progress is being monitored by the state on a regular basis, exports will get a further boost on the following strengths are -
  - Natural advantage in terms of physical geography for the production of pineapple
  - Climatic advantage in terms of rainfall, temperature, etc.
  - Strategic location as Bangladesh is touching its border, the trade along Bangladesh then to Chittagong port
  - Positive investment climate
  - Farmers' Producers Organization.
  - The Strengths of the District are its huge natural resources, fertile land, conducive climate, adequate and well spread rainfall. The queen variety of pineapples in Tripura is now the official State Fruit and made its first shipment of one tonne of pineapples to Dubai in September 2018.
  - GI tagged.



**CEPA / CECA:** The agreements signed with Japan and South Korea are very helpful in penetrating their markets. However, the safety regulations can be overcome by maintaining quality products with proper standard certification.

**SAFTA:** Bangladesh and India can have mutual benefits in the regards that the fruits and juice companies of Bangladesh have advantages in developed economies due to LDC status. Hence, India can exploit this and provide pineapple as raw material for the industries of Bangladesh. Also through SAFTA India can also export processed items of the fruits in the neighbouring countries.

In a bid to promote Tripura's homegrown queen pineapples, the department of horticulture and soil conservation has developed unique tags and logos for packaging boxes for exporting the produce in national and international level. Tripura's pineapple has received geographical identification (GI) tag and now it has crossed the borders of the country and reached the international markets of different countries including the Middle-east where it has gained people's attention for its taste.

**APEDA (Agri-Product Export Development Authority)** is one of the major export promotion councils for the export of agri products. APEDA is focussing on - removal of major bottlenecks, and increasing the skills of entrepreneurs in this sector.

**Packaging requirement**

- (a) **For Export Market-** Packaging is normally done in corrugated or solid fiberboard cartons. The container shall comprise of the inter-locking type preferably having a water-proof coating to prevent damage due to high humidity in cold stores.
- (b) **For Domestic Markets-** For domestic markets, pineapples are packed in gunny bags.

- RS
- North Eastern Regional Agricultural Marketing Corporation Limited (NERAMAC) had Fruit Juice Concentration Plant (FJCP) at Nalkata since 1988, but it's been inoperational since 2010.

- **WEAKNESS** –

- Lack of entrepreneurial & managerial skills
- Marketing problem
- Obsolete Technology
- Working Capital Problem
- Lack of Support services
- Small district with less per capita income.
- Lack of entrepreneurial skills.
- Seasonality of production
- Lack of cold storage and other facilities
- Far from ports.

- **OPPORTUNITIES** – Dhalai has enough opportunity in terms of development. It has natural advantage like

- Investment is on the rise.
- Farmers are becoming more educated.
- Rising per capita income of the world will demand more products, thus Dhalai can be a potential exporter candidate for Pineapple.

- **THREATS** – Dhalai has some threats like -

- Land locked district in the state.
- Digital divide
- Lack of proper infrastructure

**ASEAN:** Many of the ASEAN countries are one of the largest importers of our products. In this regard, the FTA signed with ASEAN also augments to boost export of such products.

R-57

Planting Material  
Coconut, Banana, Mango  
Own-farm/ local  
farmers/ Local

Input Supply  
Fertilizer, pesticides, etc.  
Department of  
Horticulture

Subsidy &  
Training  
Department of  
Horticulture, APJ Kalam  
ASRI, etc.

Producers  
Farmers

Local Aggregators/ Traders  
(Local, regional, national, international)  
Cooperatives, etc.

Local Haats/ Road-side  
market at sub-division/block  
level

Export to  
Bangladesh through  
porch border

Bigger Local Traders/  
Wholesalers  
(Local, regional, national, international)  
Cooperatives, etc.

Traders/ Wholesaler/  
Buyers from Outside  
Tripura (as Bihar, Assam, etc.)

Processors  
Exporting to Bangladesh through  
porch border

Local Retail shops/ Town  
Markets  
(in Chittagong in Bangladesh)

Wholesalers in National  
Market

Product Manufacturers  
(Local, regional, national, international)  
Cooperatives, etc.

Consumer

Source: (midh.gov.in)

**Documents required for exports**

1. Shipping Bill/ Bill of Export
2. Invoice Cum Packing list
3. Bill of Lading/Airway Bill

**Other Documents**

- Phytosanitary Certificate
- Health Certificate
- GLOBALGAP Certification
- Organic Certification-Certificate indicating material produce is based on organic farming.

1. Traceability of Pineapples may be initiated by APEDA for better control on quality of produce for exports.

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2. Cold storage and Pack House facilities in the district may be increased.
3. TMA assistance may be increased for Pineapple to cover high logistic charges from the district.
4. Food processing facilities.