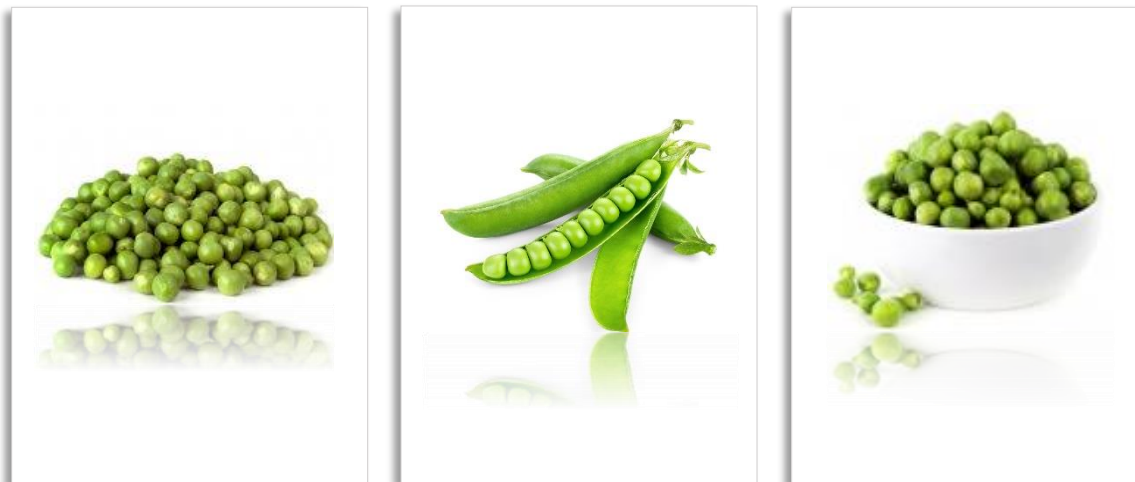


# Product Focus

## Mange Tout Peas -HS Code 070810



Also, known as the snow or sugar pea, the mangetout is a flat-podded variety of pea, eaten whole (hence the French name mangetout, which means 'eat everything') while the peas within are still very small – Crisp and sweet, they can be served raw, or lightly steamed, boiled or stir-fried.

Mange tout are rich in good quality protein, which makes them the ideal choice of meat substitute for the vegetarian. The peas are also a good source of Vitamin A and Vitamin C and a good source of fibre.

Mange tout is grown in some COMESA countries e.g. Zimbabwe, Kenya, Egypt, Uganda and Ethiopia, among others. The climatic conditions in these countries are favourable for growing this variety of peas, which guarantees sustainable production.

### OPPORTUNITIES

According to Trademap, world imports of mange tout peas stood at US\$460 million in 2018. The table below highlights major importers regionally and internationally.

International Markets		Regional Markets	
✓ USA	✓ France	✓ Sudan	✓ Senegal
✓ Netherlands	✓ Afghanistan	✓ South Africa	✓ Botswana
✓ UK	✓ Norway	✓ Uganda	✓ Cabo Verde
✓ Canada	✓ Sweden	✓ Angola	✓ Mauritania
✓ Belgium	✓ Bangladesh	✓ Namibia	✓ Seychelles
✓ Germany	✓ Denmark	✓ Lesotho	✓ Nigeria

## MARKET ANALYSIS

According to Trademap statistics, the major export markets for COMESA in 2018 include Netherlands - sourcing 29% of total exports, United Kingdom (16%), France (9%), Sudan (6%), Germany (4%), Belgium (4%), Switzerland (3%) and Uganda (2%), among others.

## EXPORT POTENTIAL

In the past years, COMESA countries who have been producing and exporting mange tout peas and have capacity to increase their exports include:

	Country	Potential Export Markets
1.	Zimbabwe	United Kingdom, Netherlands, Germany, France, Norway, Belgium, Switzerland, South Africa, Austria, New Zealand, Finland, Ireland, Poland, Czech Republic, Russia, Estonia, Iceland, Spain, Australia.
2.	Kenya	Netherlands, France, United Kingdom, Switzerland, Uganda, UAE, Germany, Norway, Belgium, Hong Kong, South Africa, Kuwait, Qatar, Poland, Denmark, Oman, China, Russia, Bahrain, Saudi Arabia.
3.	Egypt	United Kingdom, Netherlands, France, Germany, Belgium, Jordan, South Africa, UAE, Saudi Arabia, Luxembourg, Ireland, Palestine, Colombia, Italy, Austria, Bulgaria, USA, Finland, Libya.
4.	Uganda	Sudan, South Sudan, India, United Kingdom, Kuwait, Rwanda
5.	Ethiopia	Netherlands, Iran, Belgium, United Kingdom, Saudi Arabia, Ireland, Germany, France, UAE, Djibouti, Canada, China, Italy.

Generally, COMESA has potential to increase export of Mange tout Peas to the world considering the favourable climatic conditions suitable to grow mange tout peas.

## PACKAGING REQUIREMENTS



Packaging requirements differ between customers and market segments. They must at least be packed to protect the produce properly, in new, clean and quality packaging to prevent damage to the product.

It is advised to contact importers for context and current information when developing packages.

Sugar snaps and mange-touts are mostly in boxes of 2, 3, 4 or 5 kg. Nevertheless, a wide variety of containers and sizes are used in the market.

Common retail packaging in supermarkets includes flow packs, trays and plastic wrappers, and plastic punnets of 125 and 300gr, although other weights are used as well.

## LABELLING REQUIREMENTS

- a) Name of Food
- b) Net Quantity
- c) Country of Origin

**NB:** Labels cannot contain any toxic ink or glue

## VOLUNTARY STANDARDS

Exporters are urged to comply with food quality and safety standards such as Global GAP, Fair Trade and Sustainable Agriculture Network:

- a) **GLOBAL G.A.P Crops** (*Global Good Agricultural Practice*): is a pre-farm-gate standard which covers the whole agricultural production process from farm inputs such as seedling until the product leaves the farm (only primary in-field processing is covered).
- b) **HACCP** (*Hazard Analysis and Critical Control Points*): It states that the general hygiene procedures for food at all stages of the production process from primary production to the consumer (“from-farm-to-fork approach”) should be observed.
- c) **Fair Trade International**: an independent, non-governmental, not-for-profit organization that promotes sustainable development and poverty alleviation and sets the Fairtrade standards. One organization (FLO-CERT) is responsible for auditing and certification of compliance against the Fairtrade standards.
- d) **Sustainable Agriculture Network - Rainforest Alliance**: network of conservation groups committed to community-based conservation initiatives and research. The certification program for SAN standards is operated by Rainforest Alliance.

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