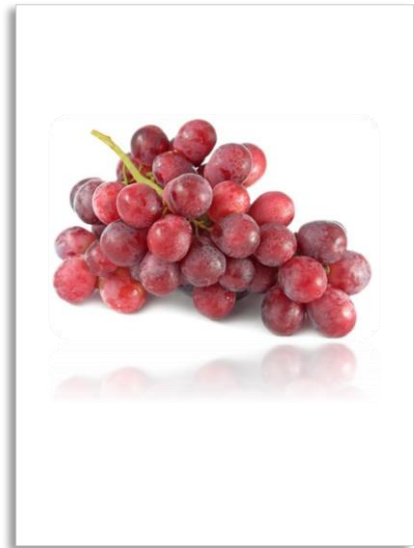
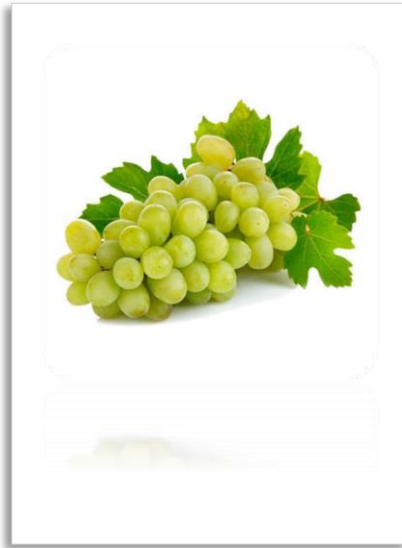
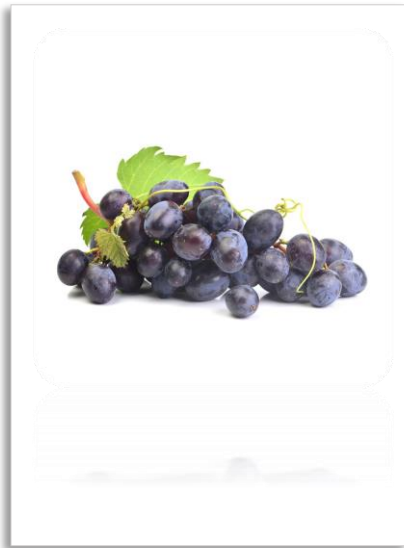


Product Focus

Grapes - HS Code 08061010



A grape is a fruit, botanically a berry, of the deciduous woody vines of the flowering plant genus *Vitis*. Grapes can be eaten fresh as table grapes or they can be used for making wine, jam, grape juice, jelly, grape seed extract, raisins, vinegar, and grape seed oil.

The seedless varieties are most popular for consumption, such as the white-green Thompson and Sweet Globe, and the red Crimson, Flame Seedless and Ruby. There is a wide range of new varieties, complementing or replacing the older existing varieties. The seeded varieties are in decline, but still widely cultivated and available, such as the white-green Italia and the red Globe and Victoria red.

OPPORTUNITIES

The global import of grapes increased by 4% in the period 2015 to 2019 from US\$8.2 billion to US\$9,5 billion. The table below highlights major importers regionally and internationally.

International Markets		Regional Markets	
✓ USA	✓ Russia	✓ South Africa	✓ Côte d'Ivoire
✓ Netherlands	✓ Korea	✓ Zambia	✓ Angola
✓ UK	✓ France	✓ Mauritius	✓ Namibia
✓ Germany	✓ Poland	✓ Kenya	✓ Senegal
✓ China	✓ Thailand	✓ Sudan	✓ Ghana
✓ Hong Kong, China	✓ Japan	✓ Egypt	✓ Seychelles
✓ Canada		✓ Libya, State of	✓ Cabo Verde
✓ Indonesia		✓ Botswana	✓ Cameroon
		✓ Nigeria	

Source: ITC Trademap and ExportPotentialMap

According to ITC - Trademap, in 2019, USA, Netherlands, United Kingdom, Germany, China, and Canada are the biggest importers of grapes in the world. In the region, South Africa, Zambia, Mauritius and Kenya are the biggest importers. On the other hand, the biggest suppliers are China and Chile.

MARKET ANALYSIS

According to UN COMTRADE - Trademap statistics, COMESA's exports of grapes to the world decreased by 3% over the past five years, from US\$245 million in 2015 to US\$238 million in 2019. The major export markets for COMESA include United Kingdom, Netherlands, Germany, Russia, Slovenia, Malaysia, South Africa, Italy, Singapore and United Arab Emirates.

EXPORT POTENTIAL

In the past years, COMESA countries which have been producing and exporting grapes include:

Country	Potential & Existing Export Markets
1. Egypt	<ul style="list-style-type: none"> ✓ UK ✓ Netherlands ✓ Germany ✓ Russia ✓ Slovenia ✓ Malaysia ✓ South Africa ✓ Italy ✓ Singapore ✓ UAE ✓ Saudi Arabia ✓ Sudan ✓ Oman ✓ Belgium ✓ Kuwait ✓ Hong Kong, China ✓ Kenya ✓ Nigeria ✓ Indonesia ✓ China ✓ Bahrain ✓ Mauritius ✓ Austria ✓ France
2. Tunisia	<ul style="list-style-type: none"> ✓ Libya ✓ Norway ✓ Algeria ✓ Bahrain

		<ul style="list-style-type: none"> ✓ Qatar ✓ Russian Federation ✓ Senegal ✓ France ✓ Niger ✓ Kuwait 	<ul style="list-style-type: none"> ✓ Iran, Islamic Republic of ✓ Italy ✓ Côte d'Ivoire ✓ Mauritania ✓ Oman ✓ Netherlands
3.	Ethiopia	<ul style="list-style-type: none"> ✓ Czech Republic ✓ Slovakia ✓ Saudi Arabia 	<ul style="list-style-type: none"> ✓ Qatar ✓ Kenya ✓ Switzerland
4.	Kenya	<ul style="list-style-type: none"> ✓ South Sudan ✓ Rwanda 	<ul style="list-style-type: none"> ✓ Somalia ✓ Uganda

Source: ITC Trademap and ExportPotentialMap

QUALITY

Table grapes must be:

- intact and sound;
- well-formed and normally developed;
- clean, practically free of any visible foreign matter;
- practically free from pests;
- practically free from damage caused by pests;
- free of abnormal external moisture;
- free of any foreign smell and/or taste.

The condition of the products must be such as to enable them:

- to withstand transport and handling;
 - to arrive in satisfactory condition at the place of destination.
- *Make sure you supply the quality as agreed in the product specifications and discuss with your buyer which additional certificates are required. These requirements vary between countries and market segments.*
 - *Make sure the post-harvest handling, including cooling, is well organised to ensure product quality and shelf life.*
 - *Invest in an uninterrupted cold chain, which is crucial for table grapes.*

SIZE & PACKAGING

Size

Sizes of table grapes can be different per variety. Usually the size is measured in weight per bunch, with a minimum of 75 gram. This does not apply to single-serve packages.

Packaging

Table grapes, especially the seedless varieties, are most often packaged in plastic punnets, such as clamshells. These punnets are then placed in a cardboard crate. Punnets usually hold up to 500 grams and can be sold to retailers directly. Grapes are sometimes also packed directly in the cardboard box, preferably in a single layer, with added protection of plastic or foam between bunches

Grapes must be packed in such a way as to protect the produce properly:

- The materials used inside the package must be clean and of such a quality that any external or internal damage to the produce is avoided.
- The use of materials, particularly of paper or stamps bearing trade specifications, is allowed, provided the printing or labelling has been done with non-toxic ink or glue.
- Stickers individually affixed to the produce shall be such that, when removed, they neither leave visible traces of glue nor lead to skin defects.
- Packages must be free of all foreign matter, although a fragment of vine shoot no more than 5 cm in length may be left on the stem of the bunch as a form of special presentation



LABELLING

The label or marking of each box should at least give the following information:

- Name and physical address of the packer and/or dispatcher
- Product name ('table grapes') and the name of the variety
- Country of origin
- Commercial specifications: class and weight
- Traceability code (for example, the Global Location Number)
- Officially recognised code mark, such as a GLOBALG.A.P. number (GGN) (recommended)

The name and address of the packer or dispatcher can be replaced by an official control mark.

CERTIFICATION/STANDARDS

The most commonly requested certification for fresh grapes is **GLOBALG.A.P.**, a pre-farm-gate standard that covers the whole agricultural production process, from before the plant is in the ground to the non-processed product (processing is not covered). Whether GLOBALG.A.P. is required also depends on the destination country, market conditions and market channel.

Examples of other food safety management systems that may be required are:

- i. British Retail Consortium (BRC)
- ii. International Food Standard (IFS)
- iii. Food Safety System Certification (FSS22000)
- iv. Safe Quality Food Programme (SQF).

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