

ENTERING THE EU MARKET GET READY FOR CERTIFICATION



Globally Cool



CARIBBEAN
EXPORT
DEVELOPMENT AGENCY

00:00 | 02:14

⏮ ⏪ ⏩ ⏭ 🔍 📶

600
million

46

YOUR FACILITATOR

Luz Maria Barrientos

International trade consultant

GloballyCool

- ▶ Specialized in:
 - ▶ Export promotion
 - ▶ Market Entry Strategy
 - ▶ Compliance for export
- ▶ +12 Years Experience
- ▶ 15+ Countries



and you are....?

Training material



Download available till July 9, 2025

The Program | Day 1

08:30 – 09:00	Registration & welcome coffee
09:00 – 09:30	Opening and introductions
09:30 – 10:30	Session 1: The European market for pre-packed food products Market segments and Trends Opportunities for Caribbean products Assignment #1
10:30 – 11:00	Coffee Break
11:00 – 11:45	Session 2: Assignment #2 Identification of market trends using CBI intelligence (in product groups)
11:45 – 12:30	Session 3: EU Regulations & Buyer Requirements Reflect on webinar, recap highlights
12:30 – 13:30	Lunch Break
13:30 - 15:00	Session 4: Labelling & Packaging Compliance Assignment #3 Compliance Check
15:00 – 15:30	Coffee Break
15:30 – 16:30	Session 5: Assignment #4 - 6 Identification of specific product related requirements (CBI and Codex Alimentarius) and additives/health claims from EU database (in product groups)
16:30 - 17:00	Kahoot, wrap up

The Program | Day 2

09:00 – 10:30	Session 6: Towards Sustainability Compliance: Useful tools (CBI, Standardsmap, ETI, BCorps, ESG checker) Assignment #7 – 9
10:30 – 11:00	Coffee Break
11:00 – 12:30	Session 7: Towards Food Safety certification Assignment #10 – 11
12:30 – 13:30	Lunch Break
13:30 - 14:30	Session 8: Leveraging Certification as Marketing Tool Practical tips Group discussion
14:30 - 15:00	Session 9: Action Planning: Turning gaps into action Assignment #12 Plenary discussion
15:00 – 15:30	Coffee Break
15:30 - 16:00	Session 10: Wrap-Up Kahoot Evaluation

Session 1

EU MARKET FOR FOOD PRODUCTS

UNDERSTANDING THE LEADING TRENDS



agenda

trends

- 1 EU market in perspective
- 2 Conscious living
- 3 Global flavours
- 4 Convenience
- 5 Hybrid consumption
- 6 Healthy food
- 7 Assignment

EU MARKET IN PERSPECTIVE

THE EU FOOD MARKET

- ▶ 27 countries, 400+ million consumers
- ▶ **€1.8 trillion** Household expenditure in Food & Drinks 2021
- ▶ **€ 102 billion** Food & Drinks imports 2023
- ▶ High purchasing power
- ▶ Looking for quality and innovation

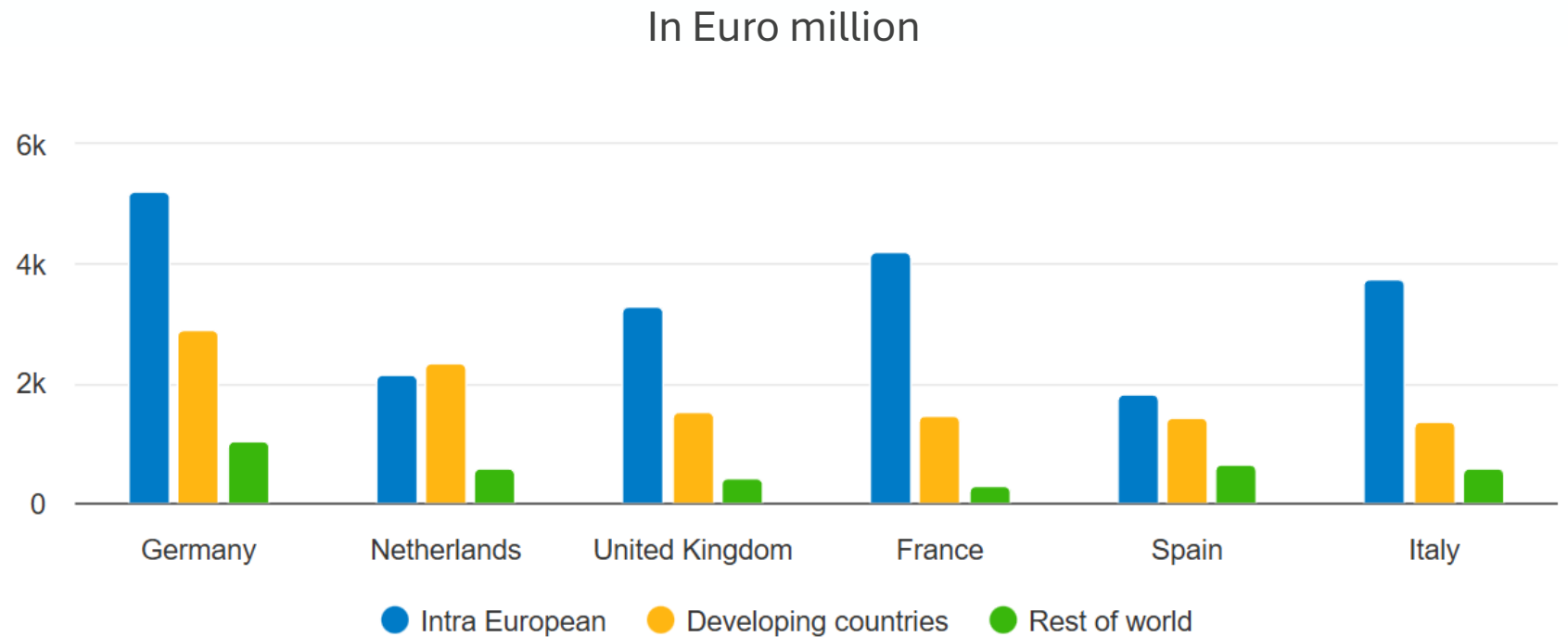


Leading European importers of processed fruit & vegetables from the Global South

Germany & Netherlands: Top EU importers of processed fruits and veggies from developing countries

Netherlands: Main re-exporter

Germany: Largest consumer/processor & re-exporter



EU - INTERESTING MARKET FOR CARIB EXPORTERS

Bilateral trade between EU+EFTA and CaribExport Cariforum
Product group: section 2 - vegetable products

Unit : US Dollar thousand

TableGraphMapCompanies									
Download:    						Time Period (number of columns) :  3			
HS4	Product code	Product label  	EU+EFTA's imports from CaribExport Cariforum				CaribExport Cariforum's exports to world		
			Value In 2022	Value In 2023	Value In 2024▼		Value In 2022	Value In 2023	Value In 2024
	TOTAL 	All products	16,548,885	14,365,607	18,656,132		41,124,509	37,188,417	36,076,829
	08	Edible fruit and nuts; peel of citrus fruit or melons	524,008	506,264	413,517		459,489	426,962	391,163
	10	Cereals	87,715	64,178	97,443		238,514	275,916	292,326
	13	Lac; gums, resins and other vegetable saps and extracts	15,920	17,004	15,002		5,793	6,752	5,854
	07	Edible vegetables and certain roots and tubers	12,980	11,523	10,679		152,038	160,397	98,473
	09	Coffee, tea, maté and spices	16,276	13,312	10,351		83,426	74,476	44,754
	12	Oil seeds and oleaginous fruits; miscellaneous grains, seeds and fruit; industrial or medicinal . . .	4,265	7,027	7,913		8,084	8,703	4,150
	11	Products of the milling industry; malt; starches; inulin; wheat gluten	208	395	299		129,897	125,480	87,973

Product group: section 4 - prepared food, drink, tobacco

Unit : US Dollar thousand

Table

Graph

Map

Companies

Download:    

Time Period (number of columns) :  3 p

HS4	Product code	Product label  	EU+EFTA's imports from CaribExport Cariforum				CaribExport Cariforum's exports to world		
			Value In 2022	Value In 2023	Value In 2024▼		Value In 2022	Value In 2023	Value In 2024
	TOTAL 	All products	16,548,885	14,365,607	18,656,132		41,124,509	37,188,417	36,076,829
	18	Cocoa and cocoa preparations	154,519	157,850	237,893		258,218	243,991	465,458
	22	Beverages, spirits and vinegar	285,838	300,262	220,740		710,188	711,805	283,463
	24	Tobacco and manufactured tobacco substitutes; products, whether or not containing nicotine, . . .	123,978	144,766	144,160		1,325,593	1,312,870	1,354,436
	17	Sugars and sugar confectionery	65,981	81,598	31,357		298,896	295,878	310,256
	21	Miscellaneous edible preparations	14,753	14,396	16,269		228,866	251,344	107,913
	20	Preparations of vegetables, fruit, nuts or other parts of plants	14,379	14,182	10,040		245,984	238,726	172,552
	19	Preparations of cereals, flour, starch or milk; pastrycooks' products	5,343	6,189	6,864		256,628	280,234	144,863

THE EU FOOD MARKET

- ▶ Very big Food & Drinks industry
- ▶ Relevant partner for Caribbean

But.....

- ▶ Highly regulated
- ▶ Mature market with over supply
- ▶ Worldwide competition

You're not alone out there



trend 1

CONSCIOUS LIVING

Conscious living

- ▶ **Environmental sustainability and social responsibility influence the purchasing decision**
- ▶ Plant-based, vegan, organic on the rise
- ▶ Driving innovation on ingredients
- ▶ Policy and regulations give impulse to this trend

OPPORTUNITIES

- **Market openings for organic products**
- **Everything plant-based**
- **Better margins for producers**
- **Products with a story**

THREATS

- **Certification costs**
- **High regulatory burdens**
- **Preference for locally sourced products**
- **Airfreight undesirable**



Orgánico: the first fair-trade organic coffee on the German market

Its first-class Arabica beans are **organically grown** and gently refined using traditional long-term roasting. As a true classic, it combines a naturally mild flavour and fine acidity to create a delight for every day. **Small farmers from Central and South America have a share in this wonderful coffee. The San Fernando cooperative from Mexico is one of them.**

In the Tierra Colorada, environmental protection and income are the priority.

- 100% Fair, 100% organic
- Climate neutral slow roasting
- Added-value on site: San Fernando strengthens indigenous farmers

Use of a training



against deforestation
(palmoil, soy)





Against forced labour



Certified proof

Plant-based/vegan everything!



Plant-based protein innovations

Recent examples of products that were selected as innovative taste winners at the 2024 ANUGA and SIAL exhibition competition include the following:

- [Glazed vegan dessert](#) (with tofu)
- [Vegan egg substitutes](#)
- [Vegan sushi bites](#)
- [Vegan smoked salmon](#)
- [Vegan fish fillets](#)
- [Vegan raw cakes](#)



trend 2

GLOBAL FLAVOURS

Curiosity for bold, global flavors

- ▶ Desire to experiment and try new, flavours, textures, aromas
- ▶ Interest in new cuisines
- ▶ Authenticity and originality are valued
- ▶ The spice tolerance and interest is growing

OPPORTUNITIES

- Openness to ethnic products
- Storytelling and origin marketing can enhance value

THREATS

- Taste adaptation required
- Caribbean gastronomy is less known





trend 3

CONVENIENCE

Convenience products keep growing

- ▶ Consumer want fast and nutritious foods
- ▶ And healthy please....

OPPORTUNITIES

- The snack category keeps growing
- Nutritious bars/healthy chocolate

THREATS

- Packaging must be “on point”: Strict Shelf-Life requirements
- Competition



breakfast on the go





trend 4

HYBRID CONSUMPTION

Hybrid consumption

- ▶ Consumers may economize on staples but spend more on perceived value
- ▶ Food as affordable luxury

OPPORTUNITIES

- **Niche & Premium Segments**
- **Indulgent products: chocolate, coffee**
- **Special processes or ingredients**

THREATS

- **Excellent packaging needed**
- **Marketing investment**
- **Fragile loyalty**



BOX CONTENTS



PRALINE QUAIL EGGS

White chocolate, praline
and fleur d'orange



AMBER QUAIL EGGS

Amber Classic -
chocolate, caramel and
vanilla



DARK PRALINE

Dark chocolate
Amazonas 71% and
praline

SILVER EGG MINIATURE

€13,50 EUR (€321,43 EUR / KG)

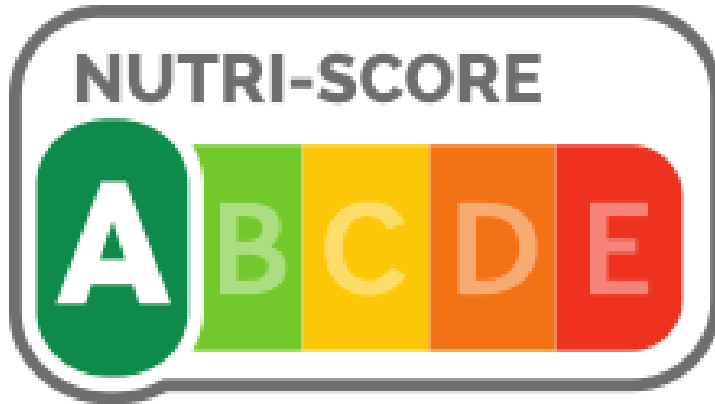
SILVER EGG - MAGNUM

€134,30 EUR (€164,99 EUR / KG)

trend 5

HEALTHY FOOD

What is healthy?



- ▶ No added sugar/ low sugar content
- ▶ Low sodium content
- ▶ Low fat content
- ▶ Natural ingredients
- ▶ Organic

- ▶ Percentage of fruits, vegetables, legumes, nuts, and certain oils
- ▶ Fiber content
- ▶ Protein content
- ▶ Rich in antioxidants, fibre, minerals

- ▶ Nutritious
- ▶ Protein rich
- ▶ Plant-based
- ▶ Glutenfree
- ▶ Lactose free
- ▶ Fermented

Healthy-Food Trends

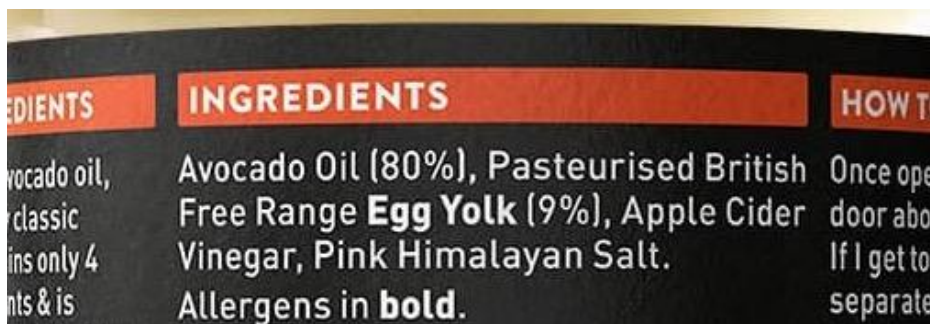
- ▶ Protein rich
- ▶ Clean Label
- ▶ Functional Foods
- ▶ Healthy indulgence
- ▶ Hero ingredients
- ▶ Special diets

Protein rich



Clean label

- ▶ EU consumers want short ingredient lists
- ▶ No additives, preservatives, or artificial flavors
- ▶ Keywords: natural, real ingredients, nothing to hide



The advertisement features a central image of a glass jar of Hunter & Gather Mayonnaise. The jar has a black label with white and red text. The text on the label includes 'HUNTER & GATHER', 'MAYONNAISE', '100% AVOCADO OIL', and 'CLASSIC'. There are also icons for 'SUGAR FREE', 'GRAIN FREE', and 'SEED OIL FREE'. The jar is set against a green background with a large avocado illustration. Surrounding the jar are several callouts with arrows pointing to specific features: 'Simply 4 ingredients' (pointing to the top of the jar), '100% natural' (pointing to the jar), 'British free range egg yolk' (pointing to the jar), 'Free from sugar, grains, milk & seed oils' (pointing to the bottom of the jar), 'Recyclable glass jar' (pointing to the jar), and '8+ AVOCADOS PER JAR' (pointing to a small icon of an avocado). At the top, the text 'MAYO MADE HEALTHY' is written in large white capital letters. At the bottom, the text 'MADE WITH 100% AVOCADO OIL' is written in large white capital letters. A 'great taste 2019' award logo is in the top left corner.

Functional foods

- Foods that offer additional benefits beyond nutrition

Popular claims:

- supports immunity
- gut health
- energy
- anti-inflammatory



Functional foods



- ▶ + Iron
- ▶ +Vitamin B6
- ▶ Maca
- ▶ The chocolate bar with vitamin B6 for your cycle*

*Vitamin B6 contributes to regulate the hormonal function

Healthy indulgence

Organic date pralines with carrot filling

- ▶ Ingredients: Medjool date 72%, cocoa butter, roasted hazelnuts, roasted cashew nuts, oat, carrot, mandarin oil
- ▶ Vegan
- ▶ Gluten free
- ▶ Organic
- ▶ Handmade
- ▶ Fair



Natural sweets without added sugar



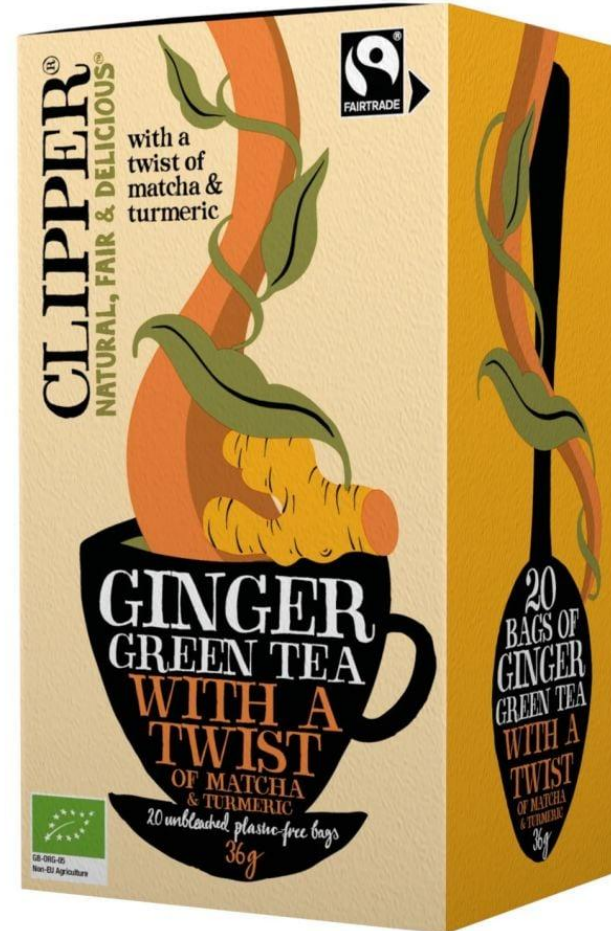
Hero ingredients

► Superfoods

- Berries
- Quinoa
- Chia
- Flaxseeds
- Goji berries
- Turmeric
- Ginger

► Algae

► Probiotics



Special diets

Growing demand for:

- ▶ Gluten-free, dairy-free, sugar-free
- ▶ Foods for special diets (keto, low-FODMAP)
- ▶ Ayurveda, TCM





► Vegan spinach with onion

- German harvest
- Portionable
- “Health score” A

ASSIGNMENT #1A IN PAIRS (10 MIN)

IDENTIFY MATCHING TRENDS FOR YOUR PRODUCTS, AND LIST POTENTIAL CLAIMS TO COMMUNICATE THE BENEFITS TO THE CONSUMER

EXAMPLE:

PRODUCT	KEY INGREDIENTS/PROCESS	TREND MATCH	BENEFITS (communication)
Plantain chips	Green plantain, sea salt, vegetable oil/ baked instead of fried	Convenience/ clean label/ gluten-free/ vegan	100% natural snack Only 3 ingredients! Lower fat content "% less calories than..." Gluten Free No preservatives, no additives Vegan

ASSIGNMENT #1B (HOMEWORK)

- ▶ Identify the opportunities and threats that the current trends in the EU market present for your products
- ▶ Describe how you will take advantage of the opportunities and how can you overcome the threats

Opportunities	My strengths	Threats	Mitigation strategy
Conscious living/plant-based foods	All products are plant-based	High sugar content	Use alternative sweetener

MY MOST IMPORTANT LEARNINGS....



Session 2

ASSIGNMENT EU MARKET TRENDS



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MARKET INFORMATION FROM WWW.CBI.EU



Welcome to CBI

CBI supports the transition towards inclusive and sustainable economies. We help small and medium-sized enterprises (SMEs) strengthen their economic, social and environmental sustainability. We do this by helping them export products and services to Europe and regional markets.

Export to Europe

Do you want to export your product to Europe? We can help you with training and coaching.

[Learn more](#)

Market information

Read our market studies for information that helps you export to Europe.

[Learn more](#)

Import opportunities

Information and assistance for European importers who want to find opportunities in developing countries.

[Learn more](#)

Collaborate with us

Information for business support organisations and experts that want to work with CBI.

[Learn more](#)

Do you want to export your product to Europe? Doing market research is the first step. To help you, we have done research on important questions about the European market. Per sector and product group, you will find important market information. Enter the European market with confidence.

Digital tools for EUDR compliance

- [Digital solutions factheet](#): How to collect and manage the info buyers need;
- [EUDR compliance case studies](#): Digital tools - user stories;
- [Digital solutions longlist](#): An overview of tools and providers for comparison.

Search

Enter search terms to find market research

🔍

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 Apparel	 Cocoa and Cocoa Products
 Coffee	 Fresh Fruit and Vegetables
 Honey	 Home Decoration and Home Textiles
 Grains, Pulses and Oilseeds	 Natural Food Additives
 Natural Ingredients for Cosmetics	 Natural Ingredients for Health Products
 Outsourcing (ITO/BPO)	 Processed Fruit and Vegetables and Edible Nuts
 Spices and Herbs	 Tourism

[Home](#) > [Market information](#) > [Spices and Herbs](#)

Exporting spices and herbs to Europe

Europe offers interesting opportunities for companies that export spices and herbs. Europeans want a healthier lifestyle. But, European countries do not have a suitable climate to grow most spices and herbs. That is why they depend on imports from tropical and semi-tropical countries. Developing countries play an important role in this supply.

European importers are looking for high-quality, sustainably-produced spices and herbs. This creates opportunities for spices and herbs suppliers. But only if you follow the production and sustainability standards of Europe.

Read our market information and tips carefully. They can help you export spices and herbs to the European market.

Find market research in our database

Stay informed

Want to be the first to know about new publications?

Subscribe to our newsletter

Sector Studies

- > [What is the demand?](#)
- > [Which trends offer opportunities?](#)
- > [What requirements should your product comply with?](#)

Spices

- | | |
|-----------------------------------|----------------------------------|
| > Black Pepper | > Dried Chillies |
| > Cardamom | > Dried Garlic |
| > Cinnamon | > Dried Ginger |
| > Cloves | > Mace |
| > Coriander Seeds | > Nutmeg |
| > Cumin Seeds | > Spice Mixes |
| > Curcuma | > Vanilla |

Herbs

- > [Dried Rosemary](#)
- > [Dried Thyme](#)



[Home](#) › [Market information](#) › [Spices and Herbs](#) › [Spice Mixes](#)

Exporting spice mixes to Europe

In recent years, Europeans have shown an increased interest in unique cuisines and healthier foods. Where some years ago Chinese or Indian restaurants were as exotic as most consumers would go, there is now greater interest in a diversity of cuisines. This in turn boosts interest in the specific spices that are used in these cuisines. Spice mixes have become much more available and are used more often than 20 years ago. This has led to a higher demand for spices and spice mixes on the European market. However, most large spice importers import single spices and make their own mixes in Europe. This means that the demand for spices mixed at origin remains low. Find out what this means for your business opportunities in this study on the European market potential for spice mixes.

Stay informed

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Subscribe to our newsletter ↗

Market Potential

📅 Last updated: 26 April 2023

🕒 Takes 25 minutes to read

The European market for value-added spices and herbs is very competitive, especially for consumer-packaged spices and herbs. If you want to enter the...

Market Entry

📅 Last updated: 26 April 2023

🕒 Takes 37 minutes to read

Most mixing of spices is done in Europe by spice importers and food manufacturers. They are your competition as a spice mixes supplier. In addition...

The European market potential for spice mixes

Last updated: 26 April 2023

Takes 25 minutes to read

The European market for value-added spices and herbs is very competitive, especially for consumer-packaged spices and herbs. If you want to enter the market and you already supply whole spices and herbs, the first step in adding value to your product is to offer crushed or ground spices and herbs. You can then choose to also sell mixes or even a consumer-packaged variety.

Traditionally, China and India have dominated the spices market with very high production and often low pricing. For example, China produces 80% of the world supply of garlic, completely dominating and outcompeting other countries in that particular market. India is well-known for its wide range of spices, including turmeric, cardamom, ginger and pepper, and spice derivatives such as essential oils and extracts. Interestingly, neither China nor India are very well represented in the import data on spice mixes. Combined, both countries supply 40% of Germany's imports but are not major suppliers to other large importing countries. The intra-European trade in spice mixes is strong, with the majority of imports coming from other European countries. This is because European countries import single spices and mix them in their production facilities in Europe.

Contents of this page

1. Product description

2. What makes Europe an interesting market for spice mixes?

3. Which European countries offer the most opportunities for spice mixes?

4. Which trends offer opportunities and threats on the European spice mixes market?

1. Product description

Spices are used as flavouring in food and beverages, as fragrances in cosmetics and household products, in traditional herbal remedies and in modern medicine. They are used either fresh, dried or as extracts. Read our studies on [natural ingredients for health products](#) to learn more about the use of spices in medicine.

This study specifically focuses on spice mixes. These are mixtures of two or more products of different origins. Spice mixes have their own dedicated code in the Harmonized System (HS). The data used for this study covers HS 091091, mixtures of two or more products of different headings.

Share this on: [in](#) [f](#) [✉](#) [wh](#)

Search

Enter search terms to find market research

Q

Download this research

Do you have questions about this research?

Ask your question

- Related research
- › What is the demand for spices and herbs on the European market?

› What trends offer opportunities or pose threats on the European spices and herbs market?

› What requirements must herbs and spices meet to be allowed on the European market?

Search results

Found 1 - 10 of 105 results

🔍

COCONUT

The European market potential for fresh coconut

Market Information | Study published on: 2023-01-19

Health, convenience and innovation contribute to a larger consumption of fresh coconuts. Large volumes are sold in Germany, the United Kingdom and France. But there are also opportunities for freshly...

<https://www.cbi.eu/market-information/fresh-fruit-vegetables/coconut/market-potential>

The European market potential for coconut water

Market Information | Study published on: 2020-10-06

In the long term, the European market for coconut water is expected to show stable growth. This growth is likely to be driven by changes in the consumption patterns of European consumers. This...

<https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts/coconut-water/market-potential>

The European market potential for desiccated coconut

Market Information | Study published on: 2023-12-18

Europe is the world's largest importer of desiccated coconut. Desiccated coconut is a popular bakery and confectionery ingredient in Europe. The demand for desiccated coconut is driven by the growing...

<https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts/desiccated-coconuts/market-potential>

Entering the European market for coconut water

Market Information | Study published on: 2020-10-06

Offering high-Brix coconut water with a good flavour profile at a competitive price creates a positive image for new suppliers. Food safety certification, combined with reliable and frequent...

<https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts/coconut-water/market-entry>

Filter result

- Content type

▼
- Sector

▼
- Country

▼

Assignment #2 (30 min)

- > In groups of 4
- > Go to WWW.CBI.EU
- > Use the category search or keyword search
- > Find information on the market potential | opportunities for your product group
- > List at least 3 opportunities

Alternative Assignment #2 (5 min)

- > Go to perplexity.ai
- > Create a solid prompt
 - > Specify what question you want to be answered and how you like the answer to be structured (steer the output)
 - > Ask to make use of reputable and new sources (traceability and avoid hallucination...)

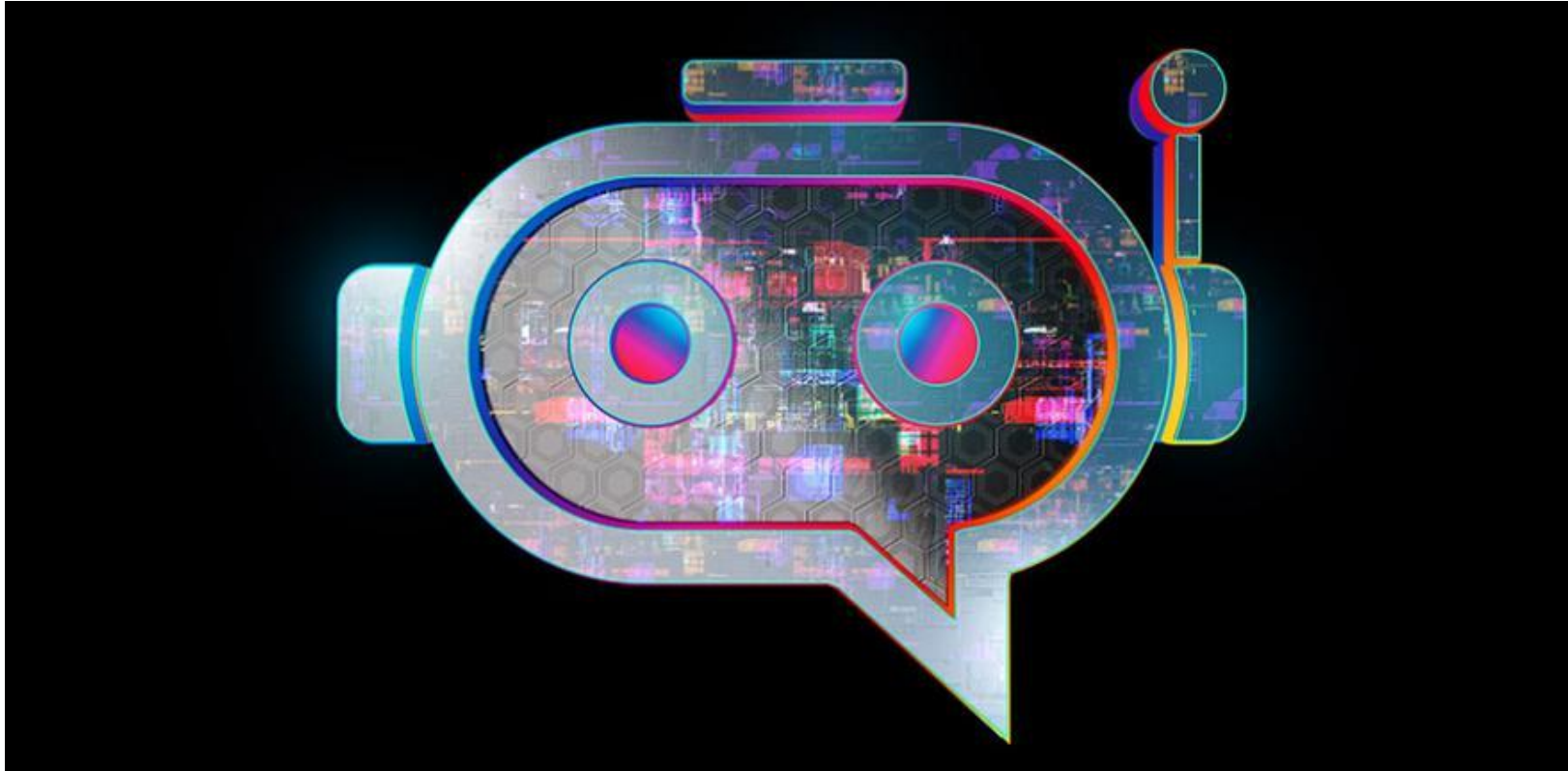


Example prompt

*What are favourable opportunities for exporters from Suriname of (enter your product here) to the European market? Please **list the most promising markets and segments, most favourable trends, opportunities especially for exporters from the Caribbean.** Please support your findings with **reputable sources**. Use sources from 2022 onwards.*



Risks of AI Chatbots ?



MY MOST IMPORTANT LEARNINGS....



Session 3

EU REGULATIONS AND BUYER REQUIREMENTS



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agenda

- 1 Legal food safety and buyer requirements
- 2 Food safety certifications
- 3 Social responsibility and EUDR
- 4 Sharing of learnings

EU LEGAL MARKET ACCESS REQUIREMENTS OVERVIEW

TECHNICAL –
MARKET ACCESS
REQUIREMENTS

Government
imposed

Market driven



Social

MAIN BUILDING BLOCS OF EU FOOD LAW

HYGIENE AND TRACEABILITY

- Hygiene rules for food businesses from farm to fork
- Risk analysis, and traceability essential
- Hazard control (HACCP) to be in place

ADDITIVES, CONTAMINANTS AND RESIDUES

- Strict rules on food additives, flavourings, pesticide residues, and contaminants (like heavy metals)
- All authorized and within safe limits

NOVEL FOOD AND GMOs

- Foods not consumed significantly in EU before May 1997 require authorization
- GMOs are subject to thorough safety assessment

PACKAGING AND LABELING

- Contact materials should not endanger human health, alter food composition, or affect its taste or smell
- Clear labelling required
- Misleading information prohibited

HYGIENE

Regulation sets general rules for food business on the hygiene of foodstuffs

► HACCP

- Identify **hazards**
- Indentify **Critical Control Points (CCPs)**
- establish **critical limits** at critical control points
- establish and implement effective **monitoring procedures**
- Establish **corrective actions**
- Establish **verification procedures**
- Establish **record-keeping and documentation procedures**



<https://eur-lex.europa.eu/eli/reg/2004/852/2009-04-20>

TRACEABILITY

- ▶ Track inputs: Must know who supplied the ingredients.
- ▶ Track outputs: Must know which customers received their products.
- ▶ Systems & Procedures: Must have systems in place to record and retrieve this information.
- ▶ Provide on demand: Must supply traceability data to authorities when requested.
- ▶ Product labelling: All items placed on the market must be labelled or documented for traceability.

TRACEABILITY



EU general food law



<https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02002R0178-20240701>

CONTAMINANTS

Legislation that covers contaminants

- ▶ Nitrate
- ▶ Mycotoxins
- ▶ Metals
- ▶ Dioxin and PCB
- ▶ Polycyclic aromatic hydrocarbons
- ▶ Melamine
- ▶ Inherent plant toxins

Tip: see levels in Annex I of [Regulation \(EU\) 2023/915](#)



MAXIMUM LEVELS



ADDITIVES AND PESTICIDE RESIDUES

ADDITIVES



Database with approved additives
and conditions of use



<https://ec.europa.eu/food/food-feed-portal/screen/food-additives/search>

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PESTICIDE RESIDUES



Database with tolerance levels by
substance or food product



https://food.ec.europa.eu/plants/pesticides/eu-pesticides-database_en

INTERNATIONAL BUSINESS MADE EASY

NOVEL FOODS

Novel food catalog



Informative database with products with different status



<https://ec.europa.eu/food/food-feed-portal/screen/novel-food-catalogue/search>

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CARIBBEAN
EXPORT
DEVELOPMENT AGENCY

List of novel foods



Includes all authorized novel foods and use conditions



<https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02017R2470-20250220>

INTERNATIONAL BUSINESS MADE EASY

EU PORTAL FOR FOOD LAW / FOOD SAFETY

https://food.ec.europa.eu/food-safety_en



Food Safety

Food and Feed Information Portal database

This portal allows you to search multiple databased regarding the Food and Feed sectors

The Alert and Cooperation Network

ACN notifications

Members of the ACN network

ACN incidents

Monthly reports on EU Agri-Food Fraud suspicions

Rapid Alert System for Food and Feed (RASFF)

The history of RASFF

RASFF Window - Consumers' Portal

RASFF Window

The EU Agri-Food Fraud Network

Agri-Food fraud: What does it mean?

EU coordinated actions

Reports and publications

Administrative Assistance and Cooperation Network (AAC)

Animal Welfare Network

Pet Animals Network

Plant Health Network

Animal by-products

Approved establishments - ABP

EU rules

End Points in Animal By-Products Regulations

Scientific advice

Animal feed

Feed additives

Feed hygiene

Feed marketing

Genetically modified

Medicated feed

Undesirable substances

Novel Food

Authorisations

Consultation process on novel food status

Decisions terminating the procedure

Legislation

Nanomaterials in food

Novel Food status Catalogue (New)

e-submission in accordance with the new Novel Foods regulation

Biological safety

Emergency preparedness & management

Food hygiene

Food irradiation

Foodborne diseases (Zoonoses)

Chemical safety

Contaminants

Residues of veterinary medicinal products

Food Contact Materials

Hormones in meat

Food Waste

EU actions against food waste

Communications and campaigns

International Day of Awareness of Food Loss and Waste

Resources library

EU Food Loss and Waste Prevention Hub

Frequently Asked Questions: Reducing Food Waste in the EU

Food improvement agents

Additives

Common Authorisation Procedure

Enzymes

Extraction solvents

Flavourings

Labelling and nutrition

Food Labelling Information System (FLIS)

Nutrition and Health Claims

Food supplements

Addition of vitamins and minerals

Food information to consumers - legislation

Natural mineral waters and spring water

Foods for specific groups

How do importers in the EU make sure they buy products that comply and are safe?

How do importers in the EU make sure they buy products that comply and are safe?

By requiring suppliers to have a certification of food safety management system in place.

Key Food Safety Management Systems

Fresh produce



Processed foods



GFSI- approved

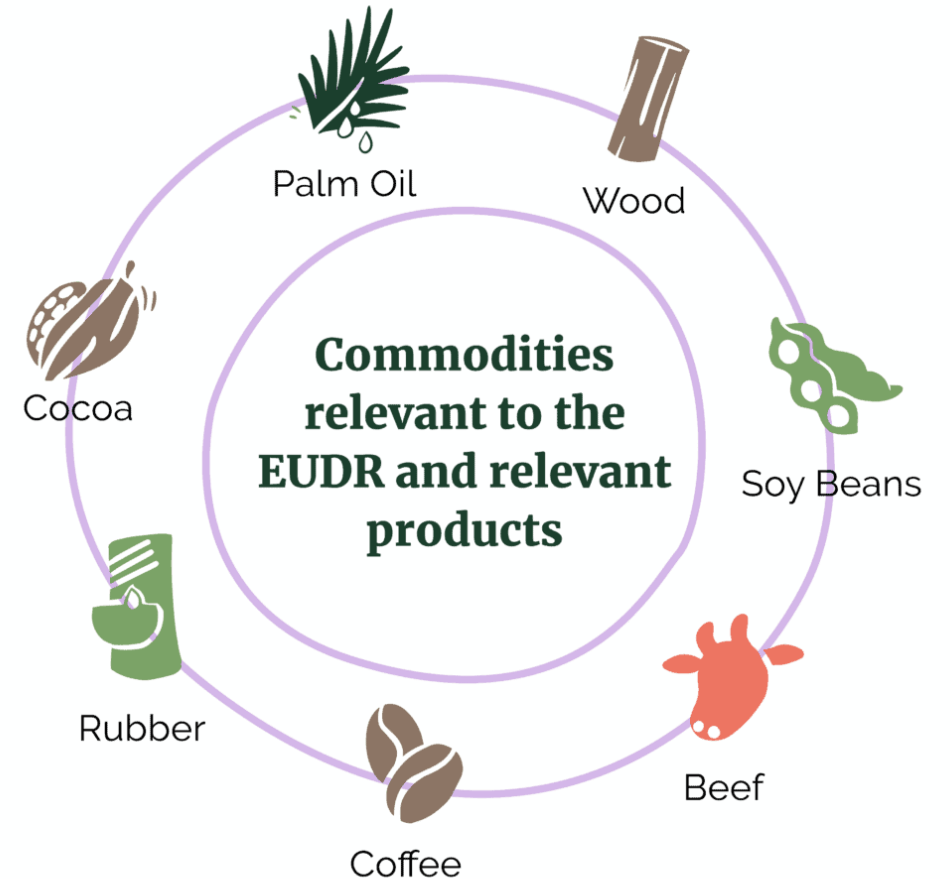
EUDR & SOCIAL RESPONSIBILITY

EU DEFORESTATION FREE REGULATION

Effective per 30 Dec 2025 for large companies
30 June 2026 for SMEs

4 elements

1. Traceability
 - Plotting the land, geolocation data
2. Risk assessment
 - Deforestation free – not on land deforested or degraded after 31 Dec 2020
 - Legally produced according to national legislation
3. Risk mitigation
 - In case of non-compliance, take mitigation actions to eliminate associated risks before trading on the EU market
4. Generate Due Diligence Statement



zerodeforestationhub.eu

EU DEFORESTATION FREE REGULATION

4 elements

1. Traceability
 - Plotting the land, geolocation data
2. Risk assessment
 - Deforestation free – not on land deforested or degraded after 31 Dec 2020
 - Legally produced according to national legislation
3. Risk mitigation
 - In case of non-compliance, take mitigation actions to eliminate associated risks before trading on the EU market
4. Generate Due Diligence Statement

YOUR PRIMARY
RESPONSIBILITY

SOCIAL RESPONSIBILITY & OCCUPATIONAL HEALTH AND SAFETY MANAGEMENT SYSTEMS, CODES AND GUIDANCE DOCUMENTS



Human rights

- Minimum age / Minimum wage
- Equal remuneration
- Forced labour / Non-discrimination
- Freedom of association



Working conditions

- Worker safety
- Hazardous substances / dangerous materials
- Facilities / Sanitation and Hygiene
- Light, air, noise
- Ergonomics



Impact on society

- Community involvement and development
- Employment, education, health and wealth
- Environment

Codes / Guidance

ISO26000

Amfori / BSCI

ETI

SMETA

Supplier codes
of conduct

Certifiable systems

GAP GRASP

Rainforest
Alliance

B Corp

ISO45001

Fair Trade

Fair for Life

CODES OF CONDUCT FOR SUPPLIERS | EXAMPLE

Example Ahold
Delhaize,
international
retailer

Effective date: 01.01.2024
Version: 4.0



AHOLD DELHAIZE STANDARDS OF ENGAGEMENT

Koninklijke Ahold Delhaize N.V. and its local brands (together hereinafter to be referred to as "Ahold Delhaize") are committed to our shared Values and Ethical Principles, as set out in our Code of Ethics. These Values and Ethical Principles are the foundation of our ethical culture and our commitment to conduct our business the right way, every day. This means that in every country where Ahold Delhaize operates, we respect human rights and the environment and comply with all applicable laws and regulations. We expect our suppliers to do the same. These Standards are designed to ensure that Ahold Delhaize has visibility into all aspects of its supply chain and to meet these objectives.

Definitions:

'High-risk country' – Any country that is NOT listed on the non-high-risk country list (based on amfori's Countries' Risk Classification) that can be found below.

'Standards' – Ahold Delhaize's Standards of Engagement are drafted in accordance with the UN Universal Declaration of Human Rights and the UN Guiding Principles on Business and Human Rights and further informed by the International Labor Organization's Declaration on Fundamental Principles and Rights at Work, the OECD Guidelines for Multinational Enterprises and the amfori BSCI Code of Conduct. The current version of the Standards of Engagement can be found [here](#).

'Subcontractor' – Entity appointed by the Supplier to produce final consumer products.

'Supplier' – Entity that Ahold Delhaize has signed an agreement with for the purpose of the sale of products to its customers.

- 2.3 In the event of 1) a significant breach (or an allegation of such a breach) of these Standards in Supplier's own operations or supply chain or 2) a serious compliance issue as identified by a social compliance audit involving child labor (including lack of protection for young workers), forced or bonded labor, or life-threatening health & safety situation:
- 2.3.1 Supplier will inform Ahold Delhaize immediately upon becoming aware of such breach or issue.
 - 2.3.2 Supplier will immediately perform a thorough investigation, take appropriate corrective measures, and develop an effective remediation plan.
 - 2.3.3 Supplier will fully cooperate with and provide all relevant information to Ahold Delhaize, enabling Ahold Delhaize to assess the actions taken by the Supplier.
 - 2.3.4 Ahold Delhaize has the right to suspend any and all relationships with the Supplier until such significant breach or compliance issue has been resolved to the satisfaction of Ahold Delhaize.

Ask AI Assistant

Summarise this document

MY MOST IMPORTANT LEARNINGS....



Session 4

LABELLING & PACKAGING COMPLIANCE



agenda

- 1 Packaging and labelling requirements
- 2 Checklist
- 3 Assignment: Label check in groups
- 4 Presentations and plenary discussion

MAIN BUILDING BLOCS OF EU FOOD LAW – REMEMBER?

HYGIENE AND TRACEABILITY

- Hygiene rules for food businesses from farm to fork
- Risk analysis, and traceability essential
- Hazard control (HACCP) to be in place

ADDITIVES, CONTAMINANTS AND RESIDUES

- Strict rules on food additives, flavourings, pesticide residues, and contaminants (like heavy metals)
- All authorized and within safe limits

NOVEL FOOD AND GMOs

- Foods not consumed significantly in EU before May 1997 require authorization
- GMOs are subject to thorough safety assessment

PACKAGING AND LABELING

- Contact materials should not endanger human health, alter food composition, or affect its taste or smell
- Clear labelling required
- Misleading information prohibited

PACKAGING MATERIAL

Legislation that covers food contact materials

- ▶ Plastics
- ▶ Paper and cardboard
- ▶ Glass
- ▶ Metals
- ▶ Printing inks
- ▶ Adhesives
- ▶ Coatings

FOOD
GRADE

REQUIREMENTS:

- Inertness (migration limits)
- GMP
- Traceability
- Authorized substances for plastic
and declaration of conformity

Regulation (EC) No 1935/2004

<https://eur-lex.europa.eu/eli/reg/2004/1935/2021-03-27>

LABELLING REQUIREMENTS

1. **Name of the Food**
2. List of **Ingredients** incl. **additives** and quantitative ingredient declaration (required when the ingredient is emphasized on the label (e.g., "Almond Chocolate" must show the percentage of almonds))
3. **Allergens** that the product contains must be included and highlighted with bold in the ingredient list.
4. **Nutrition**, energy value, amount of fat, saturates, carbohydrates, sugar, protein, salt per 100 g or per 100 ml and per portion
5. **Net Quantity** in weight (kg or g) or volume (l or ml)
6. **Date Marking**: *Use by*: For perishable foods | *Best before*
7. Lot **marking for traceability**
8. **Storage** Conditions & **Instructions** for use (where required)
9. **Name and address** of the manufacturer or distributor
10. **Country** of origin



In the language where the product is sold



Tips:

- Take all possible forms of allergen contamination into account for the allergen declaration on the label.
- See all 14 allergens [here](#)
- Ask your buyer to approve your concept before you print your labels.

HEALTH CLAIMS

- Any claims made on the packaging (e.g., "gluten-free," "low-fat," "high in vitamin C") must comply with EU regulations
- Claims must be **truthful** (backed by scientific evidence) and **authorized** by the European Food Safety Authority (EFSA)
- Applications for health claims not on the permitted list, go via the EU national competent bodies to the EFSA

More about authorisation procedure:



LIST OF PERMITTED HEALTH CLAIMS

← → ↺

eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02012R0432-20240819

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European Union

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EUR-Lex

Access to European Union law

EUROPA > EUR-Lex home > EUR-Lex - 02012R0432-20240819 - EN

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27/01/2015

Document 02012R0432-20240819

Consolidated text: Commission Regulation (EU) No 432/2012 of 16 May 2012 establishing a list of permitted health claims made on foods, other than those referring to the reduction of disease risk and to children's development and health (Text with EEA relevance)

Access initial legal act In force

ELI: <http://data.europa.eu/eli/reg/2012/432/2024-08-19>

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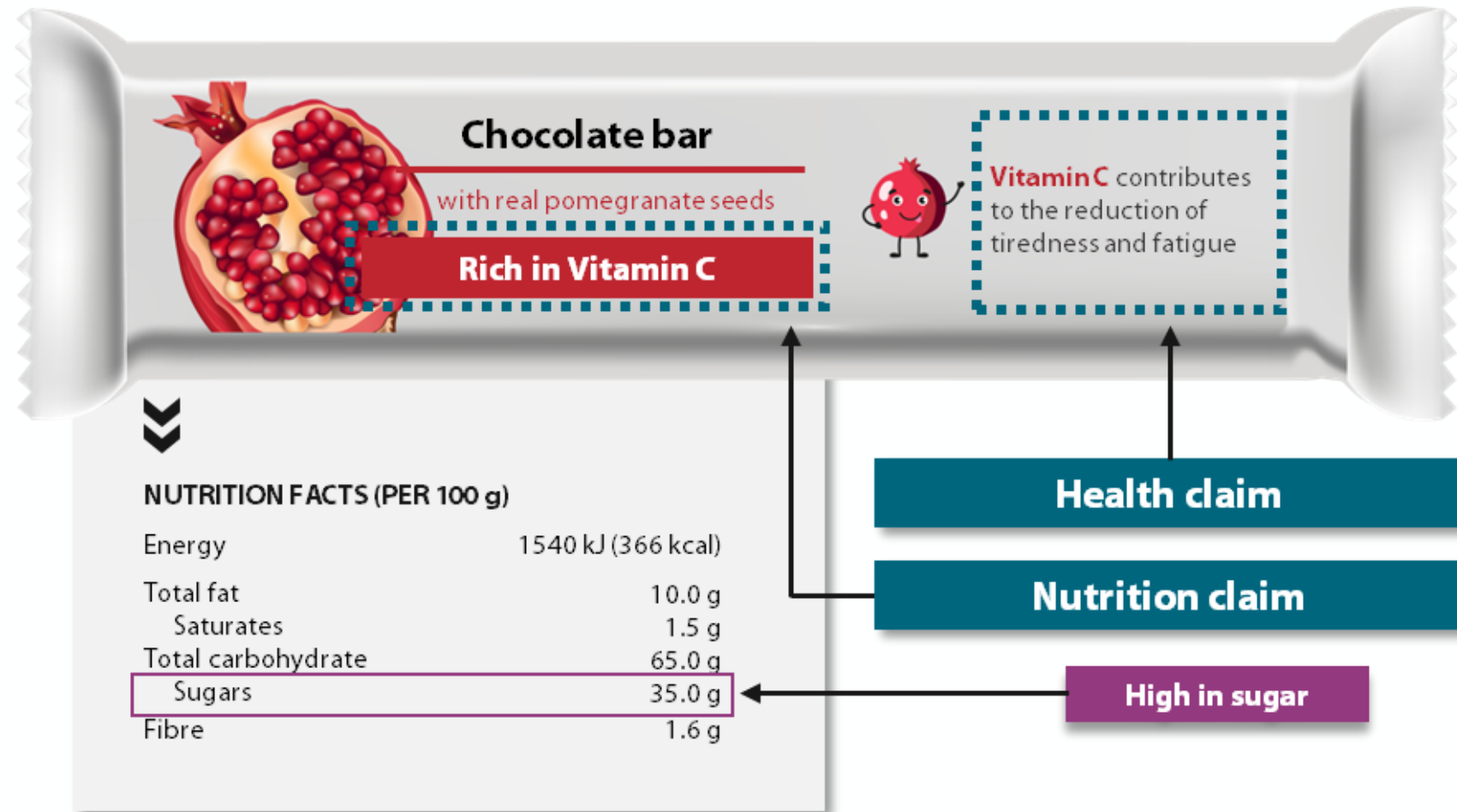
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<https://eur-lex.europa.eu/legal-content/EN/TXT/?uri=CELEX%3A02012R0432-20240819>

WARNING: CLAIMS
CAN BE MADE
WHILE PRODUCT
HAS A POOR
NUTRIENT PROFILE



ASSIGNMENT #3 EU LABEL COMPLIANCE CHECK

- 1 – Groups of 4-5
- 2 – Evaluate the labels with the Checklist
- 3 – Summarise findings
- 4 – Present findings to the other groups

LABELLING REQUIREMENTS | CHECKLIST

1. Name of the Food

2. List of **Ingredients** incl. **additives** and quantitative ingredient declaration (required when the ingredient is emphasized on the label (e.g., "Almond Chocolate" must show the percentage of almonds)
3. **Allergens** (nuts, milk, cereals that contain gluten) that the product contains must be included and highlighted with bold in the ingredient list.
4. **Nutrition**, energy value, amount of fat, saturates, carbohydrates, sugar, protein, salt
5. **Net Quantity** in weight (kg or g) or volume (l or ml)
6. **Date Marking**: *Use by*: For perishable foods | *Best before*:
7. Lot **marking for traceability**
8. **Storage** Conditions & **Instructions** for use (where required)
9. **Name and address** of the manufacturer or distributor
10. **Country** of origin



In the language where
the product is sold

MY MOST IMPORTANT LEARNINGS....



Session 5

ASSIGNMENT PRODUCT REQUIREMENTS, ADDITIVES & HEALTH CLAIMS



agenda

assignments

1

CBI

2

CODEX ALIMENTARIUS

3

EU FOOD LAW

MARKET INFORMATION FROM WWW.CBI.EU



Welcome to CBI

CBI supports the transition towards inclusive and sustainable economies. We help small and medium-sized enterprises (SMEs) strengthen their economic, social and environmental sustainability. We do this by helping them export products and services to Europe and regional markets.

Export to Europe

Do you want to export your product to Europe? We can help you with training and coaching.

[Learn more](#)

Market information

Read our market studies for information that helps you export to Europe.

[Learn more](#)

Import opportunities

Information and assistance for European importers who want to find opportunities in developing countries.

[Learn more](#)

Collaborate with us

Information for business support organisations and experts that want to work with CBI.

[Learn more](#)

Exporting processed fruit and vegetables and edible nuts to Europe

Find out about opportunities on the European market for exporters of processed fruit and vegetables and edible nuts. There are a few important European trends for this sector. They include sustainability, environmental issues, healthier diets, food safety, transparency and convenience.

Do you want to increase your chance of success on the European market? Invest in healthy and sustainable production. Also, partner with European buyers. They can help you develop and promote sustainable products.

Read our market information and tips carefully. They can help you export processed fruit and vegetables and edible nuts to the European market.

Find market research in our database

Stay informed

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Sector Studies

- › [What is the demand?](#)
- › [Which trends offer opportunities?](#)
- › [What requirements should your product comply with?](#)
- › [The impact of the war in Ukraine on exports of processed fruits and vegetables](#)

Processed Fruit & Vegetables

- › [Canned Beans](#)
- › [Canned Fruit and Vegetables](#)
- › [Citrus and Tropical Juices](#)
- › [Coconut Oil](#)
- › [Coconut Water](#)
- › [Dates](#)
- › [Desiccated Coconuts](#)
- › [Dried Grapes](#)
- › [Dried Mango](#)

Processed Fruit & Vegetables

- › [Dried Tropical Fruit](#)
- › [Frozen Berries](#)
- › [Frozen Vegetables](#)
- › [Mango Puree](#)
- › [Olive Oil](#)
- › [Pickled Cucumbers and Gherkins](#)
- › [Pineapple Juice](#)
- › [Preserved Chillies](#)

Dried Nuts

- › [Almonds](#)
- › [Cashew Nuts](#)
- › [Groundnuts](#)
- › [Macadamia Nuts](#)
- › [Pistachios](#)

Information for Specific Countries

- › [West Africa](#)



[Home](#) > [Market information](#) > [Processed Fruit and Vegetables and Edible Nuts](#) > [Preserved Chillies](#)

Exporting preserved chillies to Europe

The European market accounts for a large portion of the global demand for pickled chillies. Europe's cold climate meant vegetables needed to be pickled so seasonal vegetables could be eaten throughout the year, and this practice remains relevant today. Preserved chillies can be more convenient than fresh produce and are a versatile ingredient. They can be used in a number of ways to enhance flavour and add spice to dishes. Opportunities for suppliers from developing countries can be found in large markets such as Germany, Spain, the United Kingdom, the Netherlands, Poland and France.

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Market Potential

📅 Last updated: 19 February 2025

🕒 Takes 26 minutes to read

Pickled chillies are valued in European cuisine for their ability to add a sharp, spicy and tangy flavour. The popularity of international cuisine...

[Read study](#)

Market Entry

📅 Last updated: 19 February 2025

🕒 Takes 28 minutes to read

The European market is a very attractive market for exporters of preserved chillies from developing countries. Europe's emphasis on product quality,...

[Read study](#)

Entering the European market for preserved chillies

Last updated: 19 February 2025

Takes 28 minutes to read

The European market is a very attractive market for exporters of preserved chillies from developing countries. Europe’s emphasis on product quality, sustainability and traceability creates unique challenges. However, it also opens doors for exporters who can meet European standards and preferences. With Europe’s growing demand for healthy, tasty and ethically-sourced food products, exporters can find major opportunities. The focus should be on catering to the varied tastes and environmental expectations of European price-conscious consumers. Some markets may prefer different types of chilli peppers.

Contents of this page

1. What requirements and certifications must preserved chillies comply with to be allowed on the European market?

2. Through which channels can you get preserved chillies on the European market?

3. What competition do you face on the European preserved chillies market?

4. What are the prices of preserved chillies on the European market?

1. What requirements and certifications must preserved chillies comply with to be allowed on the European market?

General information on buyer requirements for processed fruit and vegetables can be found in our study on [buyer requirements on the European processed fruit and vegetable market](#). Here, the sector-level requirements are analysed further on the product level for preserved chillies.

What are mandatory requirements?

Preserved chill products sold in the European Union (EU), the European Free Trade Association (EFTA) countries and the United Kingdom (UK) must be safe. Only approved additives are allowed, and products must conform to maximum levels for harmful contaminants. The most common requirements regarding contaminants are related to microbiological organisms, preservatives and food additives.

Due to the high level of optimisation in processing lines and the sterilisation used in canning, microbiological

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Do you have questions about this research?

Ask your question

“Some buyers are only interested in certain chilli varieties or preserved formats (i.e. more or less spicy), so having a range of preserved chillies can work to your benefit. While conventional is still king, securing additional certifications and/or offering organic options often opens new doors and can help diversify risk.

Canned vegetables procurement manager,
Processed fruit and vegetable importer in Germany”

Related research

- › What is the demand for processed fruit and vegetables on the European market?
- › Which trends offer opportunities or pose

Assignment #4

- > In groups of 2
- > Go to WWW.CBI.EU
- > Use the [category search](#) or [keyword search](#)
- > Find the [market entry document](#) with information on requirements for preserved chillies
- > What [microbiological contaminant](#) is a serious concern for preserved chillies?
- > What does the market entry document say about [specific quality requirements](#) apply?

Answer Microbiological contaminant:

"Botulism is a serious concern when exporting preserved chili peppers. Botulism is caused by the Clostridium botulinum bacterium, which produces a strong neurotoxin. This bacterium thrives in low-oxygen environments, such as improperly preserved or canned foods."

Answer quality requirements:

"There are no specific quality standards for preserved chillies. The basic quality requirements for preserved chillies are contained in the wider [Codex Alimentarius Standard for Pickled Fruits and Vegetables \(PDF\)](#)."

CODEx ALIMENTARIUS

<https://www.fao.org/fao-who-codexalimentarius>



CODEX ALIMENTARIUS

- **Primary reference for food laws worldwide**
- Established by FAO and WHO in 1963 (188 members)
- Objective: To develop **harmonized international food standards** that protect consumer health and promote fair practices in the food trade
- Codex standards **ensure that food is safe and marketable** and include science-based recommendations for food safety and quality
- **Key issues:** Minimum quality requirements and grades (classes), packaging and labelling, food hygiene, maximum limits for food additives, pesticide residues, and veterinary drugs
- **Maximum limits and codes of practice** for the prevention of chemical and microbiological contamination

CODEX ALIMENTARIUS

INTERNATIONAL FOOD STANDARDS



Food and Agriculture
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codexalimentarius > Codex Texts



Codex Texts

Codex standards and related texts are **voluntary** in nature. They need to be translated into national legislation or regulations in order to be enforceable.



Codex standards can be general or specific.

📁 General Standards, Guidelines and Codes of Practice

These are the core Codex texts and apply to all products and product categories. These texts typically deal with hygienic practice, labelling, additives, inspection & certification, nutrition and residues of veterinary drugs and pesticides.

📁 Commodity standards

Codex commodity standards refer to a specific product although increasingly Codex now develops standards for food groups i.e. one general standard for fruit juices and nectars as opposed to one per fruit.

Standards

Popular

Latest

[CODEX STAN 193-1995](#)

General Standard for Contaminants and Toxins in Food and Feed

[CAC/RCP 1-1969](#)

General Principles of Food Hygiene

[CODEX STAN 1-1985](#)

General Standard for the Labelling of Prepackaged Foods

[CAC/GL 2-1985](#)

Guidelines on Nutrition Labelling

[CAC/MRL 2](#)

Maximum Residue Limits (MRLs) and Risk Management Recommendations (RMRs) for Residues of Veterinary Drugs in

 View the [COMPLETE](#) list of Codex

Texts

▶ Codex 8 step process

The process for developing a standard has eight steps.

Download this infographic describing the process.

CODEx ALIMENTARIUS

INTERNATIONAL FOOD STANDARDS



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Standards

more than 220 standards

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search function

download of pdf in
several languages

Reference	Title	Committee	Last modified	EN	FR	ES	AR	ZH	RU
CXS 1-1985	General Standard for the Labelling of Prepackaged Foods	CCFL	2018	✓	✓	✓	✓	✓	✓
CXS 3-1981	Standard for Canned Salmon	CCFFP	2013	✓	✓	✓	✓	✓	✓
CXS 12-1981	Standard for Honey	CCS	2019	✓	✓	✓	✓	✓	✓
CXS 13-1981	Standard for Preserved Tomatoes	CCPFV	2017	✓	✓	✓	✓	✓	✓
CXS 17-1981	Standard for Canned Applesauce	CCPFV	2017	✓	✓	✓	✓	✓	✓
CXS 19-1981	Standard for Edible Fats and Oils not Covered by Individual Standards	CCFO	2019	✓	✓	✓	✓	✓	✓
CXS 33-1981	Standard for Olive Oils and Olive Pomace Oils	CCFO	2017	✓	✓	✓	✓	✓	✓
CXS 36-1981	Standard for Quick Frozen Finfish, Uneviscerated and Eviscerated	CCFFP	2017	✓	✓	✓	✓	✓	✓

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Guidelines

almost 80 guidelines

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Reference	Title	Committee	Last modified	EN	FR	ES	AR	ZH	RU
CXG 1-1979	General Guidelines on Claims	CCFFP	2009	✓	✓	✓	✓	✓	✓
CXG 2-1985	Guidelines on Nutrition Labelling	CCFL	2017	✓	✓	✓	✓	✓	✓
CXG 3-1989	Guidelines for Simple Evaluation of Dietary Exposure to Food Additives	CCFA	2014	✓	✓	✓	⊗	⊗	⊗
CXG 4-1989	General Guidelines for the Utilization of Vegetable Protein Products (VPP) in Foods	CCVP	1989	✓	✓	✓	✓	✓	✓
CXG 8-1991	Guidelines on Formulated Complementary Foods for Older Infants and Young Children	CCNFSDU	2017	✓	✓	✓	✓	✓	⊗
CXG 9-1987	General Principles for the Addition of Essential Nutrients to Foods	CCNFSDU	2015	✓	✓	✓	✓	✓	✓
CXG 10-1979	Advisory Lists of Nutrient Compounds for Use in Foods for Special Dietary Uses intended for Infants and Young Children	CCNFSDU	2015	✓	✓	✓	✓	✓	✓

Codes of Practice

more than 50 codes

Reference	Title	Committee	Last modified	EN	FR	ES	AR	ZH	RU
CXC 1-1969	General Principles of Food Hygiene	CCFH	2003	✓	✓	✓	✓	✓	⊘
CXC 2-1969	Code of Hygienic Practice for Canned Fruit and Vegetable Products	CCPFV	2011	✓	✓	✓	⊘	⊘	✓
CXC 3-1969	Code of Hygienic Practice for Dried Fruits	CCPFV	2011	✓	✓	✓	⊘	⊘	✓
CXC 4-1971	Code of Hygienic Practice for Desiccated Coconut	CCPFV	2011	✓	✓	✓	⊘	⊘	✓
CXC 5-1971	Code of Hygienic Practice for Dehydrated Fruits and Vegetables including Edible Fungi	CCPFV	1971	✓	✓	✓	⊘	⊘	✓
CXC 6-1972	Code of Hygienic Practice for Tree Nuts	CCPFV	1972	✓	✓	✓	⊘	⊘	✓
CXC 8-1976	Code of Practice for the Processing and Handling of Quick Frozen Foods	TFPHQFF	2008	✓	✓	✓	⊘	✓	⊘
CXC 15-1976	Code of Hygienic Practice for Eggs and Egg Products	CCFH	2007	✓	✓	✓	✓	⊘	✓
CXC 19-1979	Code of Practice for Radiation Processing of Food	CCFH	2003	✓	✓	✓	✓	✓	✓
CXC 20-1979	Code of Ethics for International Trade in Food including Concessional and Food Aid Transactions.	CCGP	2010	✓	✓	✓	⊘	✓	⊘
CXC 22-1979	Code of Hygienic Practice for Groundnuts (Peanuts)	CCPFV	1979	✓	✓	✓	✓	✓	✓
CXC 23-1979	Code of Hygienic Practice for Low and Acidified Low Acid Canned Foods	CCFH	1993	✓	✓	✓	✓	⊘	⊘
CXC 30-1983	Code of Hygienic Practice for the Processing of Frog Legs	CCFH	1983	✓	✓	✓	✓	⊘	✓
CXC 33-1985	Code of Hygienic Practice for Collecting, Processing and Marketing of Natural Mineral Waters	CCFH	2011	✓	✓	✓	⊘	✓	✓
CXC 36-1987	Code of Practice for the Storage and Transport of Edible Fats and Oils in Bulk	CCFO	2015	✓	✓	✓	✓	✓	✓

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CODEX ALIMENTARIUS

INTERNATIONAL FOOD STANDARDS

 Food and Agriculture Organization of the United Nations World Health Organization

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Standards

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chilli

Reference	Title	Committee	Last modified	EN	FR	ES	AR	ZH	RU
CXS 306-2023	Standard for Chilli Sauce	CCPFV	2023	✓	✓	✓	✓	✓	✓
CXS 307-2011	Standard for Chilli Peppers	CCFFV	2011	✓	✓	✓	✓	✓	✓
CXS 353-2022	Standard for Dried or Dehydrated Chilli Pepper and Paprika	CCSCH	2022	✓	✓	✓	✓	✓	✓

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CODEX ALIMENTARIUS

INTERNATIONAL FOOD STANDARDS



 Food and Agriculture Organization of the United Nations

 World Health Organization

codexalimentarius > Codex Texts > Standards

Standards

Click on any column to order the list of standards. Use the yellow arrow to order the data ascending or descending.

Type any criteria in the search box to filter the data (e.g. a year, a committee code or a keyword). Download a standard by clicking on the green symbol in the available languages indicated.

 🔍

Reference	Title	Committee	Last modified	EN	FR	ES	AR	ZH	RU
CXS 86-1981	Standard for Cocoa Butter	CCCPC	2022	✓	✓	✓	✓	✓	✓
CXS 105-1981	Standard for Cocoa powders (cocoas) and dry mixtures of cocoa and sugars	CCCPC	2022	✓	🔄	✓	✓	✓	✓
CXS 141-1983	Standard for Cocoa (Cacao) Mass (Cocoa/Chocolate Liquor) and Cocoa Cake	CCCPC	2022	✓	✓	✓	✓	✓	✓

Showing 1 to 3 of 3 entries (filtered from 240 total entries)

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CODEx ALIMENTARIUS

INTERNATIONAL FOOD STANDARDS





Food and Agriculture
Organization of the
United Nations



World Health
Organization

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Standards

Click on any column to order the list of standards. Use the yellow arrow to order the data ascending or descending.

Type any criteria in the search box to filter the data (e.g. a year, a committee code or a keyword). Download a standard by clicking on the green symbol in the available languages indicated.



chocolate

Reference	Title	Committee	Last modified	EN	FR	ES	AR	ZH	RU
CXS 87-1981	Standard for Chocolate and Chocolate Products	CCCPC	2022	✓	✓	✓	✓	🔍	🔍
CXS 141-1983	Standard for Cocoa (Cacao) Mass (Cocoa/Chocolate Liquor) and Cocoa Cake	CCCPC	2022	✓	✓	✓	✓	✓	✓

Showing 1 to 2 of 2 entries (filtered from 240 total entries)

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GloballyCool



CARIBBEAN
EXPORT
DEVELOPMENT AGENCY

INTERNATIONAL BUSINESS MADE EASY

ASSIGNMENT #5

IN GROUPS OF 2

GO TO:

[HTTPS://WWW.FAO.ORG/FAO-WHO-CODEXALIMENTARIUS/CODEX-TEXTS/LIST-STANDARDS/EN/](https://www.fao.org/fao-who-codexalimentarius/codex-texts/list-standards/en/)



WHAT IS THE MAXIMUM PH? FOR CHILLI SAUCE



ANSWER:
PAGE 73 PARA 3.2.1 | PH 4.6

EU FOOD LAW

EU FOOD LAW WEBSITE

← → ↺

food.ec.europa.eu/food-safety_en

🔍 ☆ 🌐 📄 📥

Verify that it's you Relaunch to update

Food Safety

Food and Feed Information Portal database

This portal allows you to search multiple databased regarding the Food and Feed sectors

The Alert and Cooperation Network

ACN notifications
Members of the ACN network
ACN incidents
Monthly reports on EU Agri-Food Fraud suspicions

Rapid Alert System for Food and Feed (RASFF)

The history of RASFF
RASFF Window - Consumers' Portal
RASFF Window

The EU Agri-Food Fraud Network

Agri-Food fraud: What does it mean?
EU coordinated actions
Reports and publications

Administrative Assistance and Cooperation Network (AAC)

Animal Welfare Network
Pet Animals Network
Plant Health Network

Animal by-products

Approved establishments - ABP
EU rules
End Points in Animal By-Products Regulations
Scientific advice

Animal feed

Feed additives
Feed hygiene
Feed marketing
Genetically modified feed
Medicated feed
Undesirable substances

Food Waste

EU actions against food waste
Communications and campaigns
International Day of Awareness of Food Loss and Waste
Resources library
EU Food Loss and Waste Prevention Hub
Frequently Asked Questions: Reducing Food Waste in the EU

Biological safety

Crisis preparedness & management
Food hygiene
Food irradiation
Food-borne diseases (Zoonoses)

Food improvement agents

Additives
Common Authorisation Procedure
Enzymes
Extraction solvents
Flavourings

Chemical safety

Contaminants
Residues of veterinary medicinal products
Food Contact Materials
Hormones in meat

Labelling and nutrition

Food Labelling Information System (FLIS)
Nutrition and Health Claims
Food supplements
Addition of vitamins and minerals
Food information to consumers - legislation
Natural mineral waters and spring water
Foods for specific groups

Novel Food

Authorisations
Consultation process on novel food status
Decisions terminating the procedure
Legislation
Nanomaterials in food
Novel Food status Catalogue (New)
e-submission in accordance with the new Novel Foods regulation

https://food.ec.europa.eu/food-safety_en

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C A R I B B E A N
EXPORT
DEVELOPMENT AGENCY

INTERNATIONAL BUSINESS MADE EASY

CONTAMINANTS

Legislation that covers contaminants

- ▶ Nitrate
- ▶ Mycotoxins
- ▶ Metals
- ▶ Dioxine and PCB
- ▶ Polycyclic aromatic hydrocarbons
- ▶ Melamine
- ▶ Inherent plant toxins

<https://eur-lex.europa.eu/eli/reg/2006/1881/2015-05-21> (scroll down to the annex)



MAXIMUM LEVELS



ADDITIVES AND MRLs

Additives



Database with approved additives
and conditions of use



<https://ec.europa.eu/food/food-feed-portal/screen/food-additives/search>

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CARIBBEAN
EXPORT
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MRLs



Database with tolerance levels by
substance or food product



https://food.ec.europa.eu/plants/pesticides/eu-pesticides-database_en

INTERNATIONAL BUSINESS MADE EASY

Assignment #6

In groups of 4

---> Go to: <https://eur-lex.europa.eu/eli/reg/2006/1881/2015-05-21> (scroll down to the annexes)



- a) Find the Maximum level of Mycotoxin (Aflatoxin) for chillies (capsicum) or mixtures of spices
- b) Find a maximum level of contaminant for one of your own products

---> Go to: <https://ec.europa.eu/food/food-feed-portal/screen/food-additives/search>



- a) Is calcium chloride authorized as an additive for canned or bottled fruits and vegetables?
- b) Find out if additives you use for your own products are approved

---> Go to: https://food.ec.europa.eu/plants/pesticides/eu-pesticides-database_en



- a) What is the MRL of Amitraz in cassava products?
- b) Find relevant MRLs for your products/pesticides used

MY MOST IMPORTANT LEARNINGS....



Learning game

Kahoot!

ENTERING THE EU MARKET GET READY FOR CERTIFICATION



Globally Cool

The Program | Day 2

09:00 – 10:30	Session 6: Towards Sustainability Compliance: Useful tools (CBI, Standardsmap, ETI, BCorps, ESG checker) Assignment #7 – 9
10:30 – 11:00	Coffee Break
11:00 – 12:30	Session 7: Towards Food Safety certification Assignment #10 – 11
12:30 – 13:30	Lunch Break
13:30 - 14:30	Session 8: Leveraging Certification as Marketing Tool Practical tips Group discussion
14:30 - 15:00	Session 9: Action Planning: Turning gaps into action Assignment #12 Plenary discussion
15:00 – 15:30	Coffee Break
15:30 - 16:00	Session 10: Wrap-Up Kahoot Evaluation

Session 6

SUSTAINABILITY COMPLIANCE: USEFUL TOOLS



agenda

- 1 Webinar recap
- 2 CBI Intelligence, Tips and Tools
- 3 Standardsmap: Standards and certification processes
- 4 B Corp self assessment
- 5 ETI Base Code
- 6 ESG checker: GAP analysis

1. WEBINAR RECAP



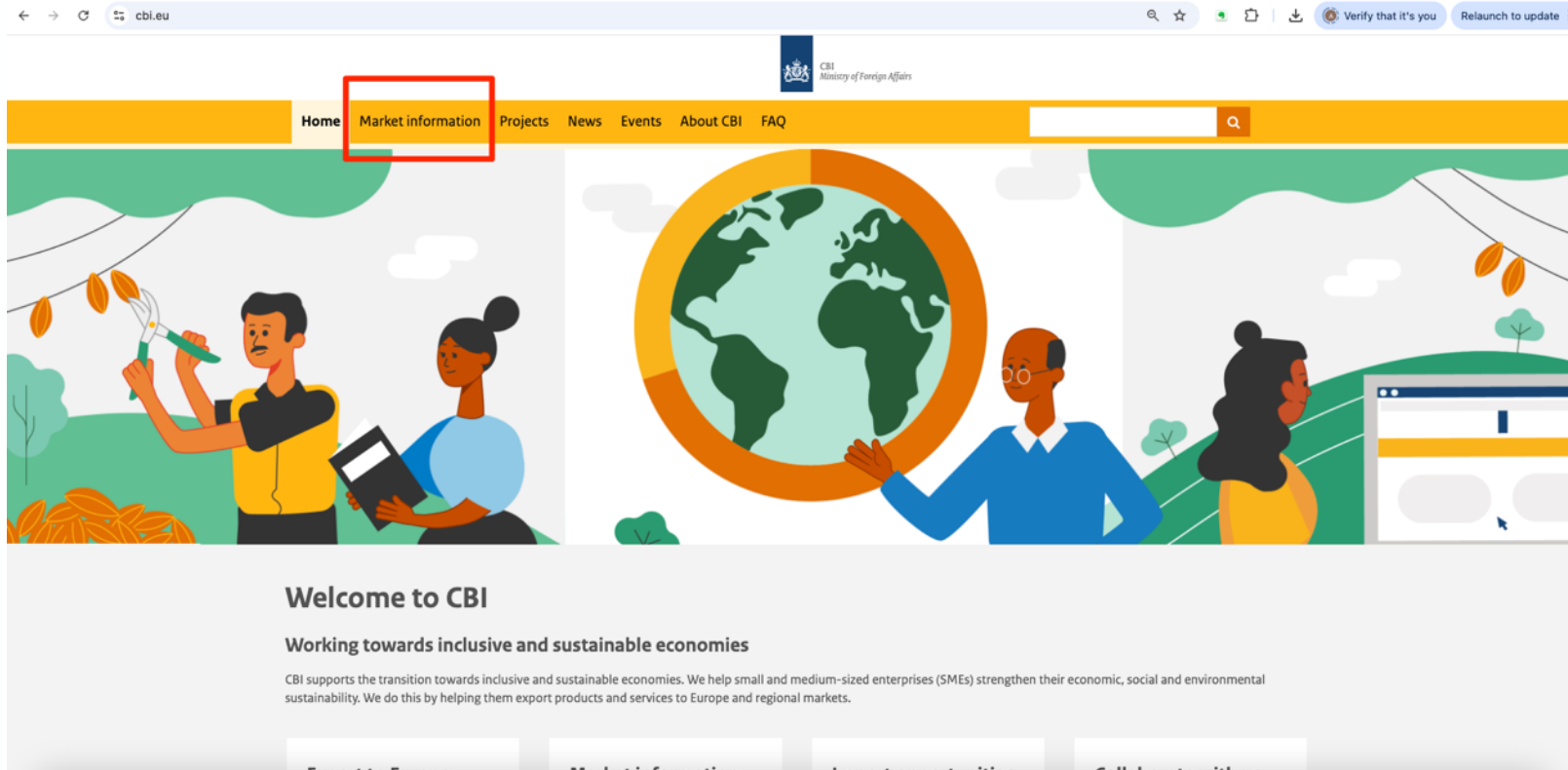
RECAP

- ▶ More than 250 sustainability standards
- ▶ **Environment, Social and Governance** focus with lots of **overlap** between standards
- ▶ **Buyers** apply **Codes of Conduct** to their suppliers and refer to **standards**
- ▶ **Rainforest Alliance, Fair Trade, SMETA and Ethical Trade Initiative (ETI)** are most widely recognized
- ▶ EU enforces **EUDR, Due Diligence and Corporate Sustainability Reporting legislation**
- ▶ EU Importers will transpose **sustainability responsibilities** to their suppliers
- ▶ EUDR has immediate impact for coffee and cocoa producers

2. CBI INTELLIGENCE



CBI



Free Market Intelligence on the EU market

- Annually updated
- Sustainability requirements
- Tips to go Green and become socially responsible
- Links to company codes of conduct
- EUDR tools



<https://www.cbi.eu/>

Search

Enter search terms to find market research

Stay informed

Want to be the first to know about new publications?

 Apparel

 Coffee

 Honey

 Grains, Pulses and Oilseeds

 Natural Ingredients for Cosmetics

 Outsourcing (ITO/BPO)

 Spices and Herbs

 Cocoa and Cocoa Products

 Fresh Fruit and Vegetables

 Home Decoration and Home Textiles

 Natural Food Additives

 Natural Ingredients for Health Products

 Processed Fruit and Vegetables and Edible Nuts

 Tourism

Featured market research

Sector Studies

- › What is the demand?
- › Which trends offer opportunities?
- › What requirements should your product comply with?
- › The impact of the war in Ukraine on exports of processed fruits and vegetables

Processed Fruit & Vegetables

- › Canned Beans
- › Canned Fruit and Vegetables
- › Citrus and Tropical Juices
- › Coconut Oil
- › Coconut Water
- › Dates
- › Desiccated Coconuts
- › Dried Grapes
- › Dried Mango
- › Dried Mushrooms
- › Dried Pineapple

Processed Fruit & Vegetables

- › Dried Tropical Fruit
- › Frozen Berries
- › Frozen Vegetables
- › Mango Puree
- › Olive Oil
- › Pickled Cucumbers and Gherkins
- › Pineapple Juice
- › Preserved Chillies
- › Table Olives
- › Tropical Frozen Fruit

Dried Nuts

- › Almonds
- › Cashew Nuts
- › Groundnuts
- › Macadamia Nuts
- › Pistachios

Information for Specific Countries

- › West Africa

Sustainability and Social Responsibility

- › Tips to go green
- › The impact of the EU Green Deal
- › Tips to become socially responsible
- › Relevant social certifications

Building your Business

- › Tips to find buyers
- › Tips to go digital
- › Tips to do business
- › Tips to organise your export

Sector Studies

- › What is the demand?
- › Which trends offer opportunities?
- › What requirements should your product comply with?

Cocoa Products

- › Bulk Cocoa
- › Certified Cocoa
- › Joint Product Development
- › Organic Cocoa
- › Semi-Finished Cocoa Products
- › Speciality Cocoa
- › Tree to Bar

Interesting Export Markets

- › Belgium
- › Eastern Europe
- › France
- › Germany
- › Italy
- › Netherlands
- › Scandinavia
- › Spain
- › Switzerland
- › United Kingdom

Sustainability and Social Responsibility

- › Tips to go green
- › Tips to become socially responsible
- › Tips to become EUDR compliant
- › The impact of the EU Green Deal
- › Relevant social certifications

Building your Business

- › Tips to find buyers
- › Tips to do business
- › Tips to go digital
- › Tips to organise your export
- › How to make organic fertilisers for cocoa

Latest Webinar

EU Deforestation Regulation (EUDR) in the cocoa sector



All Webinars

View all webinars in the cocoa and cocoa products sector on our YouTube channel 📺.

[Meeting sustainability requirements for the European cocoa market 📺](#)

[Success stories and best practices on exporting cocoa to Europe 📺](#)

[Doing business with European cocoa buyers 📺](#)

[Online tools and resources in the cocoa and chocolate sector 📺](#)

Processed Fruit & Vegetables

- › Canned Beans
- › Canned Fruit and Vegetables
- › Citrus and Tropical Juices
- › Coconut Oil
- › Coconut Water
- › Dates
- › Desiccated Coconuts
- › Dried Grapes
- › Dried Mango
- › Dried Mushrooms
- › Dried Pineapple

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- › Tips to go digital
- › Tips to do business
- › Tips to organise your export

Latest Webinar

Entering the European macadamia market



All Webinars

View all webinars in the processed fruit and vegetables and edible nuts sector on our [YouTube channel](#) .

Assignment #7

1. Go to CBI.eu
2. Find the document: “[Entering the EU market for preserved chillies](#)”
3. What requirements (standards/certification) do European importers usually require when it comes to sustainability?



Entering the European market for preserved chillies

📅 Last updated: 19 February 2025

🕒 Takes 28 minutes to read

The European market is a very attractive market for exporters of preserved chillies from developing countries. Europe's emphasis on product quality, sustainability and traceability creates unique challenges. However, it also opens doors for exporters who can meet European standards and preferences. With Europe's growing demand for healthy, tasty and ethically-sourced food products, exporters can find major opportunities. The focus should be on catering to the varied tastes and environmental expectations of European price-conscious consumers. Some markets may prefer different types of chilli peppers.

Contents of this page

- 
1. What requirements and certifications must preserved chillies comply with to be allowed on the European market?
 2. Through which channels can you get preserved chillies on the European market?
 3. What competition do you face on the European preserved chillies market?
 4. What are the prices of preserved chillies on the European market?



1. What requirements and certifications must preserved chillies comply with to be allowed on the European market?

General information on buyer requirements for processed fruit and vegetables can be found in our study on [buyer requirements on the European processed fruit and vegetable market](#). Here, the sector-level requirements are analysed

Share this on:



Search

Enter search terms to find market research

[Download this research](#)

Do you have questions about this research?

[Ask your question](#)

“

Some buyers are only interested in certain chilli varieties or preserved formats (i.e. more or less spicy), so having a range of preserved chillies can work to your benefit. While conventional is still king, securing additional certifications and/or offering organic options often opens new doors and can help diversify risk.

Canned vegetables procurement manager,
Processed fruit and vegetable importer in Germany 🇩🇪

- [International Featured Standards](#) (IFS)
- [British Retail Consortium Global Standards](#) (BRCGS)
- [Food Safety System Certification](#) (FSSC 22000)
- [Safe Quality Food Certification](#) (SQF)

Check which certifications are currently recognised against [the latest version of the GFSI benchmarking requirements](#).

The EU, UK and EFTA generally recognise the same food safety standards and certifications due to their mutual recognition agreements. However, certain retailers may prefer one certification over another. They may ask for other certifications based on their own internal policies. Major buyers will also usually visit or audit production facilities before starting a business relationship.

Türkiye's ekoFood offers [preserved chillies](#) in many formats from its BRCGS-certified unit, ensuring compliance with food safety standards. The company also has a system that regulates its social responsibility. It uses the SMETA 4 Pillar (SEDEX Members Ethical Trade Audit) for social certification (see below).

Corporate social responsibility (CSR) certification

Companies have different requirements for CSR. Many importers will ask preserved chilli suppliers to follow a specific CSR code of conduct. Most European retailers have their own codes of conduct, such as Lidl and Kaufland, that are part of [Schwarz Group](#) (pdf), [Rewe](#), [Carrefour](#) (PDF), [Tesco](#) and [Ahold Delhaize](#).

Other companies may insist on following common standards such as the [Sedex Members Ethical Trade Audit](#) (SMETA) standard. SEDEX membership alone (without an audit) is not very complicated and not very expensive. Other CSR alternatives include [Ethical Trading Initiative's Base Code](#) (ETI), the [amfori Business Social Compliance Initiative](#) code of conduct (amfori BSCI) and [BCorp certification](#).

Packaging requirements

Preserved chilli packaging must:

- Protect the product's taste, colour and other quality characteristics.
- Protect the product from contamination (including contamination from the packaging material itself).
- Not pass on any odour, taste, colour or other characteristics foreign to the product.
- Be corrosion-resistant (in case of tins).

3. STANDARDSMAP

A close-up photograph of a person's hand holding a small, round, green moss ball. The hand is positioned in the lower left, with fingers slightly curled around the ball. The moss ball is a vibrant green with some darker, brownish-green patches. The background is a soft, out-of-focus green field under a bright sky. The text '3. STANDARDSMAP' is overlaid in white, bold, sans-serif font across the middle of the image.

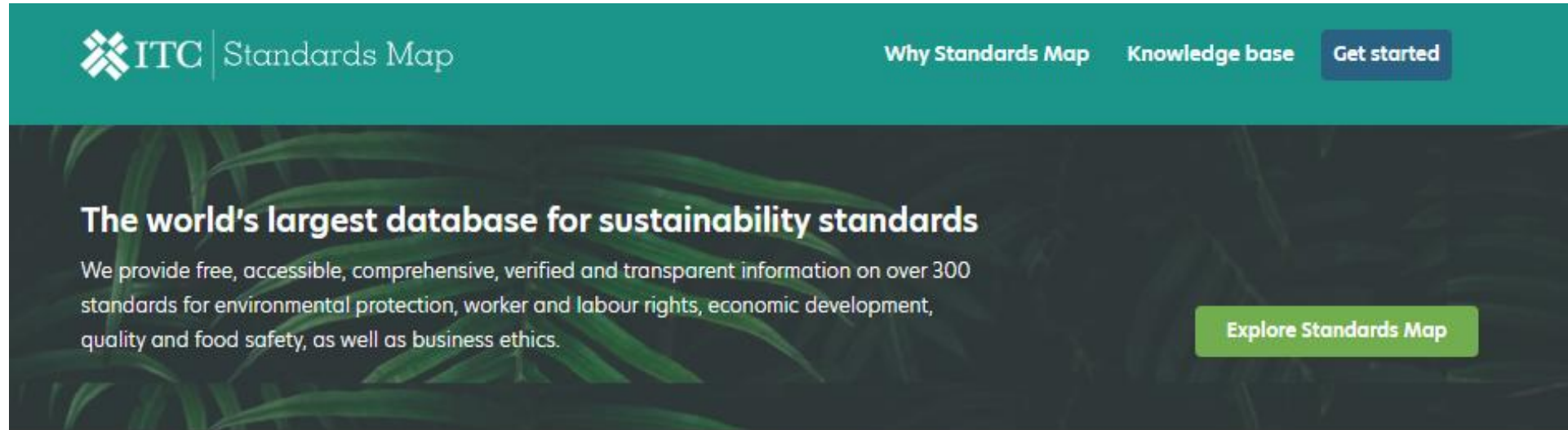
IDENTIFY & COMPARE RELEVANT STANDARDS & VERIFICATION PROTOCOLS



www.standardsmap.org

HOW TO IDENTIFY STANDARDS?

Standardsmap.org



The screenshot shows the top portion of the ITC Standards Map website. The header is a teal bar with the ITC logo and 'Standards Map' text on the left, and navigation links 'Why Standards Map', 'Knowledge base', and a 'Get started' button on the right. Below the header is a hero section with a dark background and green foliage. It features the headline 'The world's largest database for sustainability standards', a paragraph describing the database's scope, and a green 'Explore Standards Map' button.

ITC | Standards Map

Why Standards Map Knowledge base Get started

The world's largest database for sustainability standards

We provide free, accessible, comprehensive, verified and transparent information on over 300 standards for environmental protection, worker and labour rights, economic development, quality and food safety, as well as business ethics.

Explore Standards Map

Standards Map free toolkit

Our free tools help you to find trusted and neutral information about voluntary sustainability standards (VSS), codes of conduct, audit protocols, reporting frameworks and company programs on sustainability.



Identify standards

Review 300+ standards by product, sector, area or focus and more



Compare

Compare up to 4 standards side by side across 1650+ criteria



Monitor trends

Make informed decisions regarding production trends among standards



Self-assess

See where you're at in your standard compliance process and assess your business for sustainability readiness

How this works →

Identify

Find the right standards for you by mixing and matching filters.

Tutorial

Guided tour

Search by

Name

Rainforest Alliance - 2020

rainforest

Rainforest Alliance - 2020

Theme

Pillar

Human and labour rights

Due Diligence

Environment and Climate change

Gender

Active Filters

name : Rainforest Alliance - 2020

Clear Filters

Showing 1 of 357 standards

sort by Alphabetical order



Rainforest Alliance - 2020

See more

Profile

Compare

Showing 1 to 1 of 1 standards



Standard profile for

Rainforest Alliance - 2020

Tutorial

Share

Generate PDF

Overview

Requirements

How to comply

Governance

Resources

Key facts and presentation for the standard.

The Rainforest Alliance 2020 Certification Program provides the foundation for the approach to “reimagining certification”- vision for the future of certification. The new standard, assurance system and related data and technology systems are designed to deliver more value to the many people and businesses around the world that use...

[Read more](#)

Sector(s)



Agriculture



Floriculture & Horticulture

Product(s)

Bananas, Cereals, Cocoa, Coconut (Fresh), Coffee, Flowers [see 6 more](#)



Both

Purpose

Verification / Certification

Typology

Private Standard

Recognitions & certifications



ISEAL

Facts & figures

Latest highlights

The Sustainable Agriculture Standard includes a number of new approaches designed to improve the impact of the certification program. For instance a new chapter around the approach of Shared Responsibility designed to better balance the costs of sustainable production between Farm and Supply chain certificate holders. In the Social Chapter an Assess and Address approach is introduced for four key human rights issues including child labor and forced labor. Climate Smart Agriculture is integrated in a range of requirements throughout the Standard. The new certification program has also created Smart Meter indicators to allow producers to set their own performance targets that fit their needs and situation, to gain better insight in performance as well as to stimulate continuous improvement over time.

Interesting facts

2 million+ certified farmers following our standards, designed to improve livelihoods and protect the environment 5 million+ hectares of farmland certified against the sustainability standards globally 170+ countries where you can buy products with the Rainforest Alliance Certified™ seal or UTZ label 5,000+ companies that work...

[Read more](#)

The year it was established

1987

This standard potentially contributes to the following Sustainable Development Goals





Standard profile for

Rainforest Alliance - 2020

Tutorial

Share

Generate PDF

Overview

Requirements

How to comply

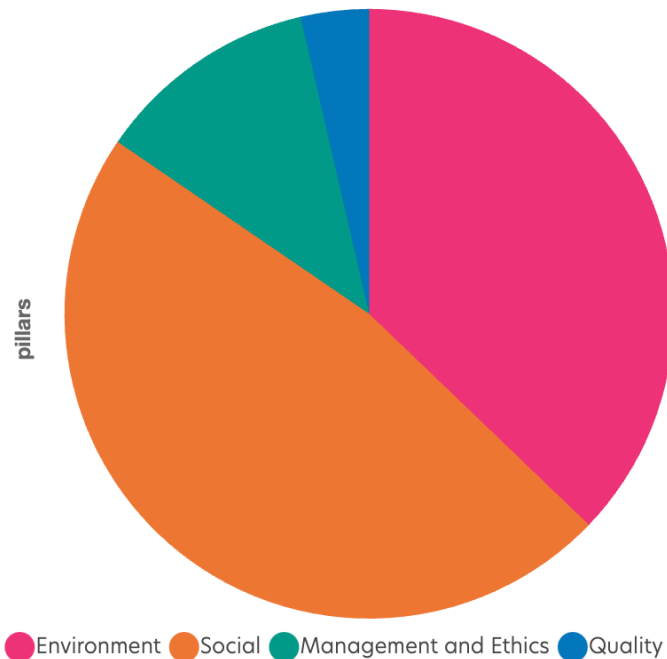
Governance

Resources

Explore the standard's performance and compliance framework. Remember, it's crucial to review how to comply to the standard, its governance and resources for a comprehensive understanding.

Overview

Show Sustainability pillars by Area



Area

Standards have different sustainability focus. The shares are calculated based on the number of criteria referenced in the Standards Map database that are addressed by the standard's requirements. For more information on our methodology, go to our [Knowledge Centre](#).

Details

Environment → +	 Time to comply	 Criticality	Explicit	More information / Notes
Social → +	 Time to comply	 Criticality	Explicit	More information / Notes
Management and Ethics → +	 Time to comply	 Criticality	Explicit	More information / Notes
Quality → +	 Time to comply	 Criticality	Explicit	More information / Notes

Standards Map App					
Identify Compare Self-Assess Trends Registry					
Human Rights		Time to comply	Criticality	Explicit	More information / Notes
	Criteria on policies and procedures addressing human rights	Immediate	Major	yes	Excerpt 5.1.1 Management commits to assess-and-address child labor, forced labor,... More Info
	Criteria on ongoing processes for human rights due diligence	Immediate	Major	yes	Excerpt Not only is management expected to monitor if there are cases of HR violations,... More Info
	Criteria on human rights due diligence in conflict-affected areas	Within 3 years	Major	yes	Excerpt The Rainforest Alliance, upon registration of members, applies risk maps on the subject... More Info
	Criteria on human rights policy endorsed at appropriate level (seniority& budget)	Immediate	Major	yes	Excerpt Core - 1.3.1: Management conducts a risk assessment in relation to the requirements... More Info
	Criteria on human rights violations grievance mechanism	Immediate	Major	yes	Excerpt 1.5.1 A grievance mechanism is in place that enables individuals, workers, communities... More Info
	Criteria on grievance committee being gender balanced in its composition	Immediate	Major	yes	Excerpt 1.5.1 A grievance mechanism is in place that enables individuals, workers, communities... More Info
	Criteria on grievance	Immediate	Major	yes	Excerpt

Overview

Minimum level of conformity assessment of the standard is: 3rd party and the verification cycle is of: 1 year or less

Are the verification costs available? Yes publicly available

What is being checked: Farm, through: Field visit (incl. office visit & doc. review)

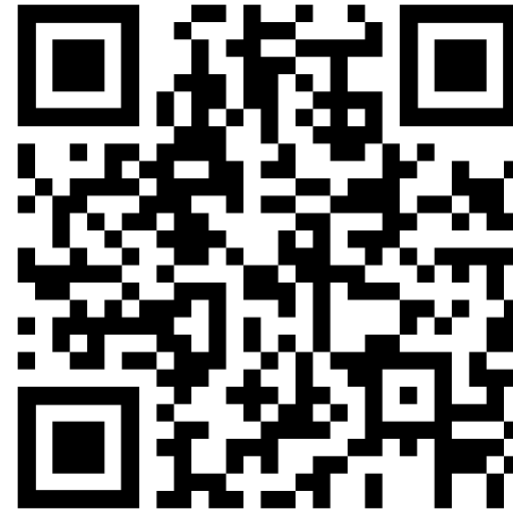
Details

Verification System	+
Click here to know what level of verification is required, and how much it costs	
Compliance Assessment	+
Click here to know how often are operations verified and what qualifies as non-compliance	
Audit Process	+
Click here to know what is the audit process and what is being checked	
Auditing Entity	+



Assignment #8A

1. Go to standardsmap.org
2. Search for **Rainforest Alliance**
3. Go to **Profile** and check **How to Comply**
4. Is there 3rd part verification required?
5. How about audit frequency and consequence of major violations?

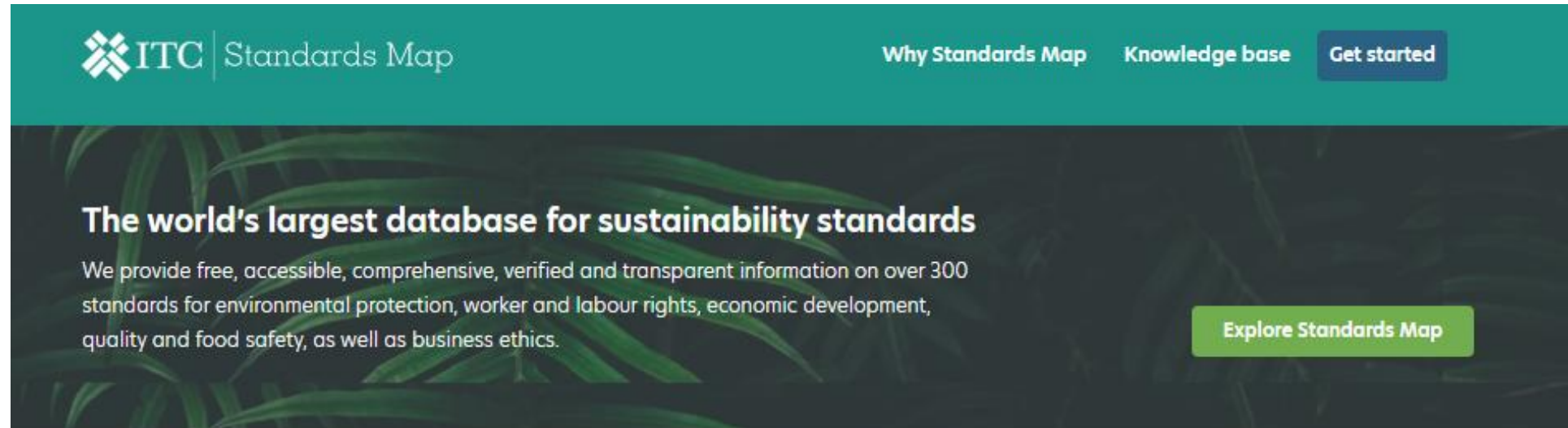


www.standardsmap.org

HOW TO COMPARE STANDARDS?

Standardsmap.org

Many standards overlap, but there are also marked differences. An indication is given in StandardsMap



Standards Map free toolkit

Our free tools help you to find trusted and neutral information about voluntary sustainability standards (VSS), codes of conduct, audit protocols, reporting frameworks and company programs on sustainability.



Identify standards

Review 300+ standards by product, sector, area or focus and more



Compare

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Monitor trends

Make informed decisions regarding production trends among standards



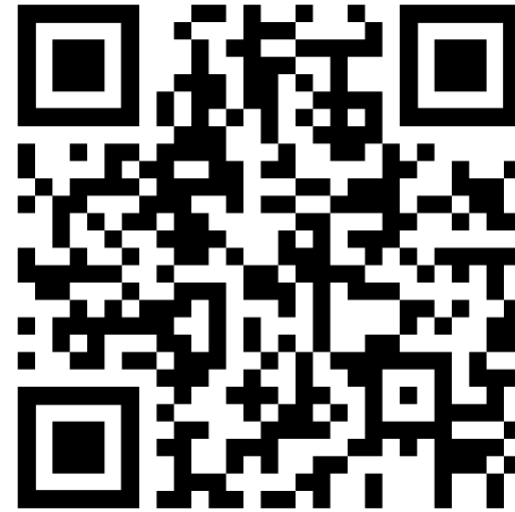
Self-assess

See where you're at in your standard compliance process and assess your business for sustainability readiness

How this works →

Assignment #8B

1. Go to standardsmap.org
2. Select the Compare function
3. Compare Rainforest Alliance, Fair Trade International and Amfori BSCI
4. What do you observe in terms of relative importance of the themes covered?



www.standardsmap.org

Compare

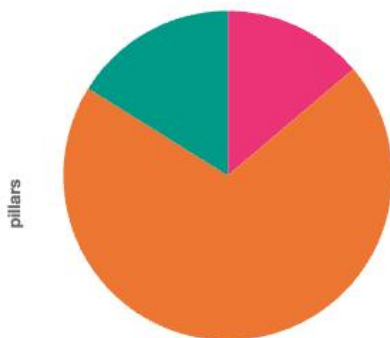
Select at least one standard ...

amfori BSCI (x) Fairtrade International - Agricultural Standards (x) ...

What would you like to compare?

Requirements

Show Pillars (v) View Chart (simplified) (v) Criteria coverage Not applicable Criteria proportion by Sustainability Area (v)

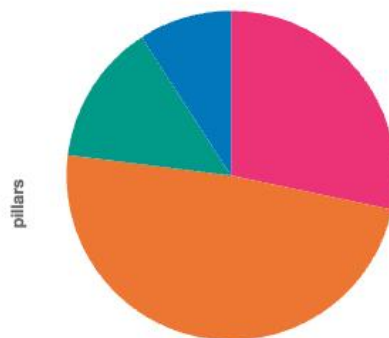


Environment Social
Management and Ethics Quality

Generated by ITC Standards Map [Source](#)



Fairtrade International -
Agricultural Standards

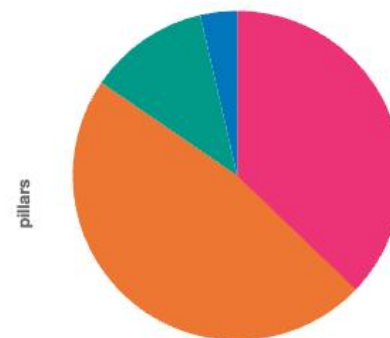


Environment Social
Management and Ethics Quality

Generated by ITC Standards Map [Source](#)



Rainforest Alliance - 2020



Environment Social
Management and Ethics Quality

Generated by ITC Standards Map [Source](#)

Compare the full criteria list and access in-depth information

Switch to Table (advanced)

	 amfori.BSCI	 Fairtrade International - Agricultural Standards	 Rainforest Alliance - 2020
Environment 			
Biodiversity 			
Criteria and practices on the clearing of land with fire or explosives	 Not covered	 Not covered	 Time to comply: Immediate Criticality: Major Explicit: yes Excerpt 6.4.6 Fire is not used for preparing or cleaning fields, except when specifically justified in the IPM plan. More Info +
Other criteria on biodiversity	 Not covered	 Time to comply: Within 3 years Criticality: Minor Explicit: yes Excerpt HL: 4.6 Biodiversity 4.6.5 NEW 2011 Biodiversity plan (Within 3 years/ Minor) Your company participates... More Info +	 Time to comply: Immediate Criticality: Major Explicit: yes Excerpt 6.4.3 Producers do not intentionally introduce or release invasive species. Producers do not dispose of... More Info +
Forest 			
Forestry issues: general principle	 Time to comply: Within 1 year Criticality: Major	 Not covered	 Time to comply: Immediate Criticality: Deal-breaker

4. B CORP SELF ASSESSMENT



B CORP SELF ASSESSMENT

- > Free self assessment
- > Comprehensive:
Approx 150 questions
- > The first step to
certification



www.bcorporation.net/en-us/programs-and-tools/b-impact-assessment/

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BUSINESS
AS A
FORCE FOR GOOD

→ [bcorporation.net/en-us/programs-and-tools/b-impact-assessment/](https://www.bcorporation.net/en-us/programs-and-tools/b-impact-assessment/)    [Verify that it's you](#) [Relaunch to update](#)

 [The Movement](#) [Standards](#) [Programs & Tools](#) [About B Corps](#) [Find a B Corp](#) [News](#) [Donate](#) [Sign in](#)

B Impact Assessment

Business needs comprehensive, credible, comparable impact standards to support economic systems change.

Used by more than 150,000 businesses, the B Impact Assessment is a digital tool that can help measure, manage, and improve positive impact performance for environment, communities, customers, suppliers, employees, and shareholders; receiving a minimum verified score of 80 points on the assessment is also the first step towards B Corp Certification.

[Start Your Assessment](#)

[Already have an account? Sign In](#)



[Get Help](#)

5. ETI BASE CODE

A close-up photograph of a person's hand holding a small, spherical object covered in green moss. The hand is positioned in the lower-left foreground, with fingers gently cupping the moss ball. The background is a soft-focus green field under bright, natural light. The text '5. ETI BASE CODE' is overlaid in white, bold, sans-serif font across the middle of the image.

ETI Base Code

- Foundation for many other social standards and company codes of conduct
- Based on ILO Conventions
- Covers 9 labour standards
- Free download



www.ethicaltrade.org/eti-base-code

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CARIBBEAN
EXPORT
DEVELOPMENT AGENCY

ETI Base Code



The ETI Base Code is an internationally recognised set of labour standards based on ILO conventions. It is used by ETI members and others to drive improvements in working conditions around the world.

www.ethicaltrade.org



Employment is freely chosen



Freedom of association and the right to collective bargaining are respected



Working conditions are safe and hygienic



Child labour shall not be used



Living wages are paid



Working hours are not excessive



No discrimination is practised



Regular employment is provided



No harsh or inhumane treatment is allowed

Source: ETI



Search...

ETI Base Code

The ETI Base Code is founded on the conventions of the International Labour Organisation (ILO) and is an internationally recognised code of labour practice.

[Download the Base Code](#)

[Poster of the ETI Base Code](#)

1: Employment is freely chosen



- 1.1 There is no forced, bonded or involuntary prison labour.
- 1.2 Workers are not required to lodge "deposits" or their identity papers with their employer and are free to leave their employer after reasonable notice.

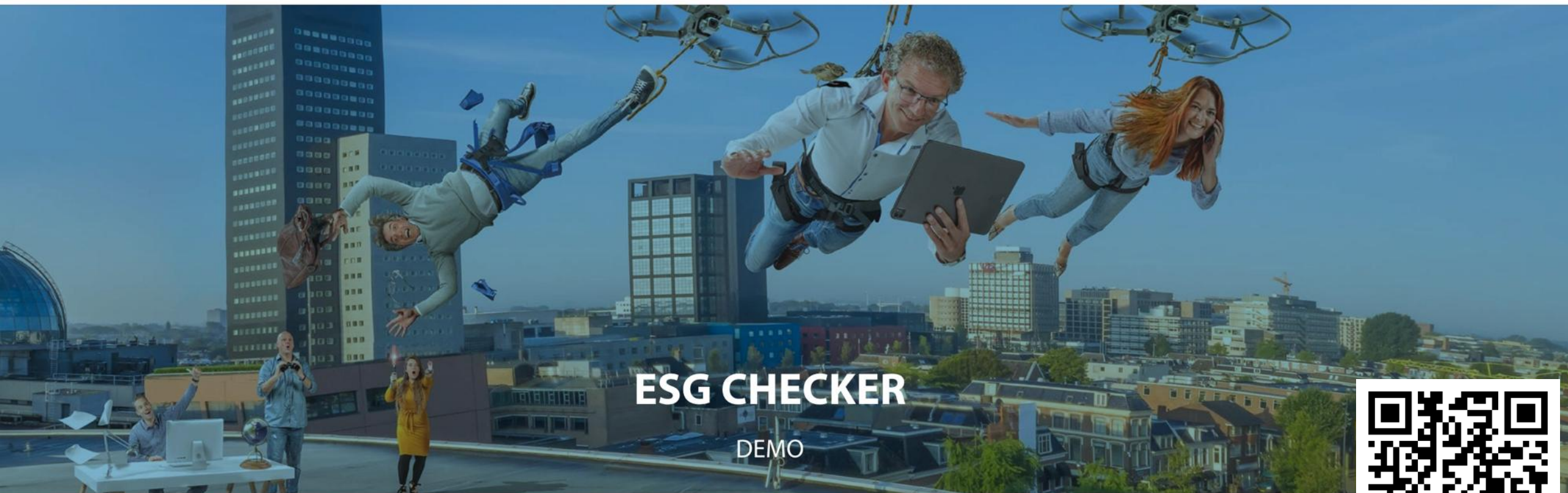
Guidance & resources

ETI Base Code

1. Employment is freely chosen
2. Freedom of association
3. Working conditions are safe and hygienic
4. Child labour shall not be used
5. Living wages are paid
6. Working hours are not excessive
7. No discrimination is practiced
8. Regular employment is provided
9. No harsh or inhumane treatment is allowed

6. ESG CHECKER





Unlock Your ESG Potential with Our ESG Checker

Sustainability and responsible business practices are no longer optional—they are essential. **ESG (Environmental, Social, and Governance)** criteria help organizations assess their impact on the planet, society, and corporate ethics. But where does your company stand?

Our **ESG Checker** is a simple yet powerful tool designed to help you evaluate your ESG performance.

By answering 22 **yes-or-no** questions, you'll receive:

- ✓ A personalized overview of your responses
- ✓ Insights into key ESG topics
- ✓ Practical recommendations for improvement
- ✓ Sector-specific priority areas
- ✓ A suggested KPI to track your progress



Start your ESG journey today and take the first step toward a more sustainable future!

3. Do you have a strategy for biodiversity conservation?

Your answer: No

Why it matters: Protecting biodiversity ensures ecosystem services and contributes to regulatory compliance for example with the EUDR for 7 agricultural and forestry commodities. This impacts both EU operators and suppliers to the EU market.

Recommendation: Implement biodiversity impact assessments and restoration plans.

Priority (sector-specific): High for agriculture, forestry, mining. In particular the commodities affected by EUDR

Suggested KPIs: % of land with biodiversity protection measures

4. Does your company have a deforestation policy and traceability system?

Your answer: Yes

Why it matters: Deforestation is a critical issue and high on the international agenda. The EU has established a deforestation-free legislation. Compliance with the EUDR is mandatory for 7 agricultural commodities. This impacts both EU operators as well as suppliers to the EU market.

Recommendation: Implement deforestation-free sourcing policies and traceability tools.

Priority (sector-specific): High for agriculture, food, textiles, timber.

Suggested KPIs: % of supply chain products traceable to deforestation-free sources

5. Do you measure and actively reduce energy consumption?

Your answer: Yes

Why it matters: Energy efficiency reduces operational costs, carbon footprint, and regulatory risks.

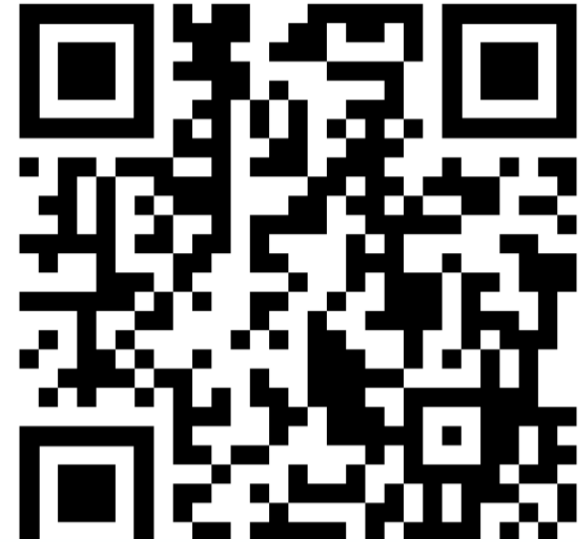
Recommendation: Conduct an energy audit and invest in renewable energy sources.

Priority (sector-specific): High for manufacturing, logistics, real estate, IT.

Suggested KPIs: % of energy from renewable sources, energy intensity (kWh/unit produced)

Assignment 9

- ▶ Go to: <https://globallycool.nl/esg-demo>
- ▶ Do the check and identify your ESG gaps
- ▶ What are the main areas that require attention?



<https://globallycool.nl/esg-demo/>

MY MOST IMPORTANT LEARNINGS....



Session 7

TOWARDS FOOD SAFETY CERTIFICATION



agenda

- 1 The pillars of food safety
- 2 Challenges and how to mitigate
- 3 Food safety management systems:
What are the differences?
- 4 Success stories
- 5 A roadmap towards certification

THE PILLARS OF FOOD SAFETY

Core Pillars of Food Safety

PREREQUISITE PROGRAMS (PRPS)

- Good Manufacturing & **Hygiene Practices** (GMP & GHP):
- Facility lay-out, storage, waste
- Equipment maintenance,
- staff **hygiene**
- Supplier control
- Incoming material inspection
- Sanitation SOPs,
- allergens
- pest controls

HACCP PRINCIPLES

- 7-step preventive framework:
- Hazard analysis
- Critical control points (CCPs)
- Critical limits
- Monitoring
- Corrective actions
- Verification
- Record-keeping

FSMS FRAMEWORK

- Plan-Do-Check-Act cycle
- Defined roles, documented procedures, regular reviews

TRACEABILITY SYSTEMS

- **“One-step back/one-step forward” tracking**
- **Lot codes, production logs for rapid recalls**

FOOD-SAFETY CULTURE

- Leadership commitment & clear policy
- Ongoing staff training & accountability
- Recognition of safe practices as core value

Assignment #10

1. Individually

- ▶ Place a sticker on the flipchart of the respective pillars where you face a gap or a challenge [PINK] and where you feel comfortable [BLUE]

2. In groups of 4

- a) Discuss what are the common food safety challenges (contamination risks) you face in your business
- b) Discuss for each challenge how to mitigate. What do you need to do?
- c) What element of the food safety pillar can help you address the challenge?

Most overlooked PRP

- ▶ Hygiene guidelines often in place but... , consistent compliance missing
 - ▶ proper handwashing
 - ▶ clean uniforms
 - ▶ removing jewellery
- ▶ Frequently neglected in busy or understaffed environments
- ▶ Employees may become complacent
- ▶ Need for regular training | Visual Aids | Checklists |

Personal Hygiene



Frozen Fruit Pulp & Purees Key Challenges

Common Hazard	Most Common Entry Point	Control
<i>Norovirus, E. coli</i>	Use of contaminated water during washing or blending	Use potable water, test supply sources, hygiene protocols
<i>Listeria monocytogenes</i>	Dripping condensation from ceilings or pipes onto pulp after blending	Control condensation, clean ceilings, environmental swabbing
Plastic fragments, stem pieces	Torn packaging film or incomplete removal of fruit parts during sorting	Visual sorting, sieving, packaging material inspection



Seasonings & Spices Key Challenges

Common Hazard	Most Common Entry Point	Control
Aflatoxins, Ochratoxin A	Mold growth during slow or improper drying, or humid storage after harvest	Rapid drying post-harvest, moisture control (<10%), mycotoxin testing
<i>Salmonella</i>	Cross-contamination during sun drying on bare ground or contact with animal feces	Use raised drying beds, GMP during handling, pathogen testing
Stones, stems, metal fragments	Incomplete cleaning, soil contamination, or equipment wear during milling	Destoning, magnets, metal detection, visual inspection



Organic Teas & Herbal Infusions Key Challenges

Common Hazard	Most Common Entry Point	Control
Pesticide residues	Use of unscreened herbs with high agrochemical application	Source from certified suppliers, pesticide residue testing
Stones, insect parts	Field contamination or poor cleaning during sieving and milling	Sieving, destoning, optical sorting, good agricultural practices
<i>Salmonella</i> , spore-forming bacteria	Poor drying or high humidity during storage enabling pathogen survival/multiplication	Controlled drying ($\leq 10\%$ moisture), humidity-controlled storage, periodic testing



KEY FOOD SAFETY MANAGEMENT SYSTEMS

Key Food Safety Management Systems

Fresh produce



OK for EU regulatory compliance + private requirements

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Processed foods



OK for EU regulatory compliance

OK for EU regulatory compliance + private requirements



INTERNATIONAL BUSINESS MADE EASY

Key Food Safety Management Systems



Control points and compliance criteria on:

- Traceability
- Integrated Pest Management
- Site management
- Workers health & safety
- Waste management
- more



Guidelines for quality assurance and hygiene Incl.

Process control

- Incoming materials
- Premises
- Equipment
- Measurement tools

Documentation

- SOPs
- Records

Traceability & recall

Hygiene practices

Training of personnel



Baseline hazard control system to prevent biological, physical and chemical contamination
Based on 7 principles



Comprehensive FSMS (ISO-aligned)



ISO 22000 + PRPs. GFSI-approved



GFSI-benchmark, prescriptive

HACCP 7 Core Principles

1. Hazard Analysis

- ▶ Identify biological, chemical & physical hazards in each step in your process

2. Critical Control Points (CCPs)

- ▶ Pinpoint steps where controls prevent or eliminate hazards

3. Critical Limits

- ▶ Define maximum/minimum values (e.g. time, temperature, pH) for each CCP

4. Monitoring Procedures

- ▶ Establish how and by whom each CCP is measured or observed

5. Corrective Actions

- ▶ Pre-defined steps when monitoring shows a CCP is out of limits

6. Verification

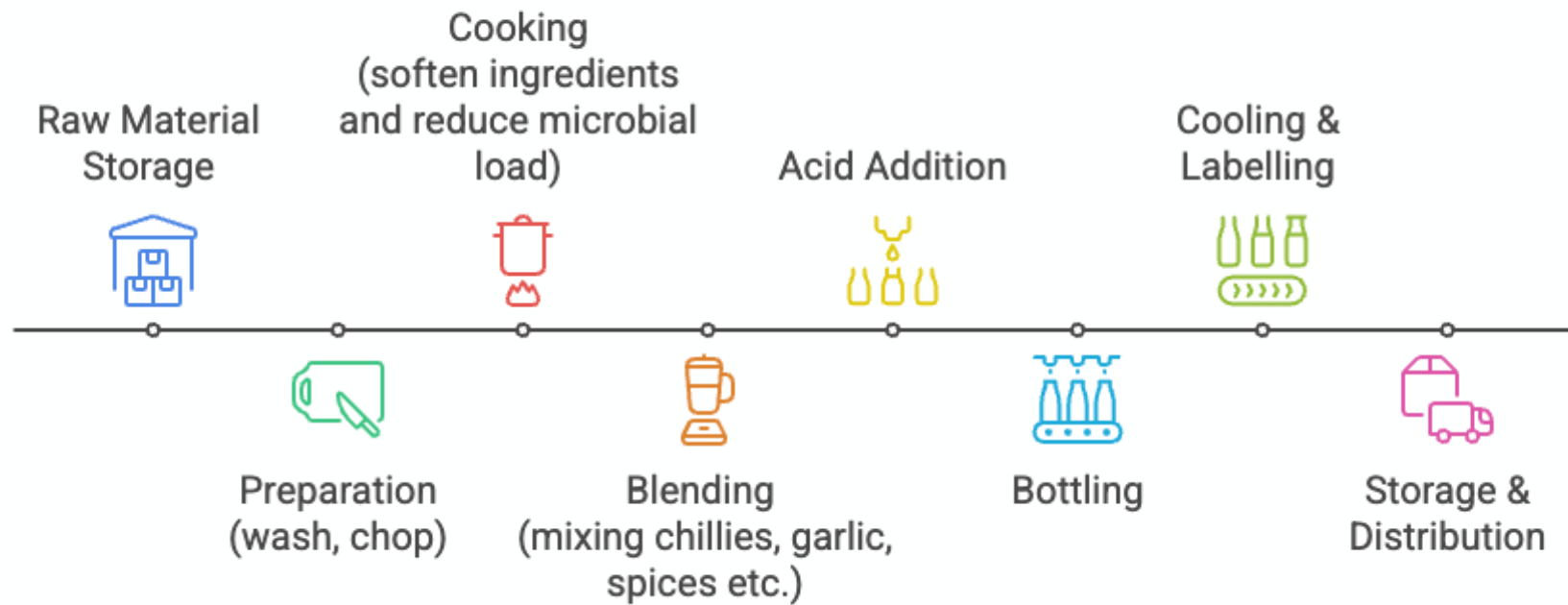
- ▶ Confirm the system works (audits, tests, records review)

7. Record-Keeping & Documentation

- ▶ Maintain logs of analyses, limits, monitoring, corrections & verifications

Typical process flow

► Example: Hot chili sauce



Typical CCPs

► Example: Hot chili sauce

► Cooking:

- Internal temperature must reach $\geq 85^{\circ}\text{C}$ for a specified time (5–10 minutes) to reduce microbial load

► Acid Addition:

- Final product pH must be ≤ 4.6 to prevent botulism

► Bottling:

- Bottle must be filled while sauce is hot ($\geq 80^{\circ}\text{C}$), and sealed immediately to ensure a sterile environment to avoid recontamination



Is MRL testing part of a HACCP plan?

NO. It is a chemical hazard BUT not part of YOUR production process and has no CCP. It is part of **PRP** programme, **supplier control and inspection of incoming material**.

How you can manage it:

- **Approved supplier list:** Only source from growers who follow good agricultural practices.
- **Request residue test results** or certificates from suppliers.
- **Periodic lab testing** of incoming chillies (random sampling).
- **Define MRL compliance** as a requirement in purchase agreements.



Is storage of raw materials part of a HACCP plan?

Yes/No. Whether storage is classified as a CCP depends on the nature of the product and the overall process flow.

- If a validated kill step (e.g., thermal processing) follows, the storage of raw materials might be handled through GMPs/PRPs — focusing on temperature, humidity, pest control, and separation from contaminants.
- However, for ingredients like dried chilies, where mycotoxins can form during storage and there is no subsequent kill step, monitoring moisture and temperature may become a CCP.



Assignment #11 : Process and hazard mapping

► Process Mapping (15 minutes)

- **Step 1:** List the major steps from raw-material receipt to final product
- **Step 2:** For each step, note **one** key hazard (biological, chemical, or physical)

Process Step	Key Hazard	How to mitigate	CCP? (Yes/No)
1. _____	_____	_____	☐ Yes ☐ No
2. _____	_____	_____	☐ Yes ☐ No
3. _____	_____	_____	☐ Yes ☐ No
...			

Which Food safety Management System to choose

▶ Regulatory vs. Market

- ▶ **HACCP** gives you legal compliance. Starting point for **small** companies.
- ▶ **GFSI schemes** (FSSC, BRCGS) give you market access to global retailers and food service

▶ Integration with existing systems

- ▶ If you already run ISO 9001/14001, adding **ISO 22000** (or **FSSC 22000**) feels most native

▶ Audit style & frequency

- ▶ **Unannounced options**: BRCGS
- ▶ **Announced, predictable** audits: ISO 22000 / FSSC 22000

▶ Cost vs. Depth

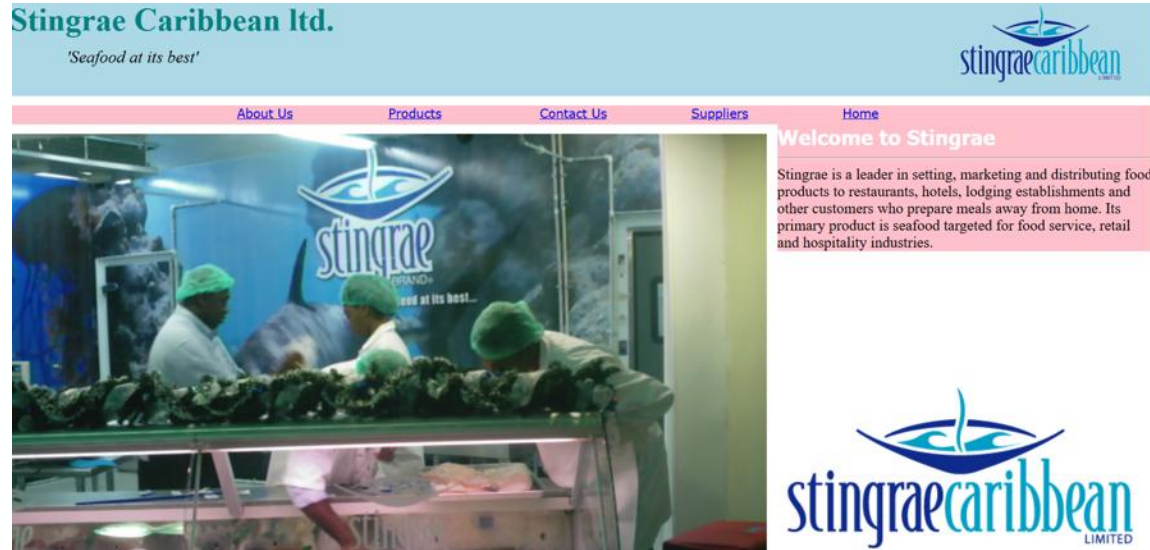
- ▶ **Lowest cost**: HACCP
- ▶ **Most prescriptive** (higher audit days, more detailed 'how to' checklists) → BRCGS
- ▶ **More flexible/adaptable** → ISO 22000 followed by FSSC (least prescriptive, more control on 'how to')

Obtain the standard

- ▶ FSSC 22000 Standard
- ▶ ISO 22000 \$
- ▶ IFS
- ▶ EU Organic
- ▶ Global GAP
- ▶ BRCGS \$

SUCCESS STORIES

Stingrae Caribbean Ltd. (T&T seafood processor)



- ▶ **Action:**
- ▶ Staff HACCP training
- ▶ Upgraded prerequisite programs (hygiene & process controls)
- ▶ Secured HACCP certification & local health licenses

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- ▶ **Results (within 1 year):**
- ▶ Entered 4 new Caribbean export markets
- ▶ Sales volume ↑ 80–90%
- ▶ Hired 15 new employees
- ▶ Launched value-added products (e.g. snapper burgers)
- ▶ **Lesson:** HACCP certification catalyzes growth by validating safety, building buyer trust, and unlocking regional opportunities.

INTERNATIONAL BUSINESS MADE EASY

Pure Chocolate (Jamaica)

- ▶ **Who:** Pure Chocolate, artisan bean-to-bar maker
- ▶ **Challenge:** Needed food-safety proof to win international distributors
- ▶ **Action:** Secured HACCP certification for its facility in 2024
- ▶ **Outcome:**
 - ▶ Gained credibility with overseas buyers
 - ▶ Expanded into US specialty stores & duty-free outlets
 - ▶ Strengthened consumer trust and partner loyalty
 - ▶ **Lesson:** Even small artisan SMEs can accelerate global growth by investing in recognized food-safety standards.

With every decision we take,
we always keep one thing in mind

Is what we do honest, sustainable and
PURE?

PURE
CHOCOLATE
JAMAICA

[Read our story](#)



PROUDLY JAMAICAN



Locally
grown



Locally
blended



Locally
designed

Baron Foods (St. Lucia)



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► Journey:

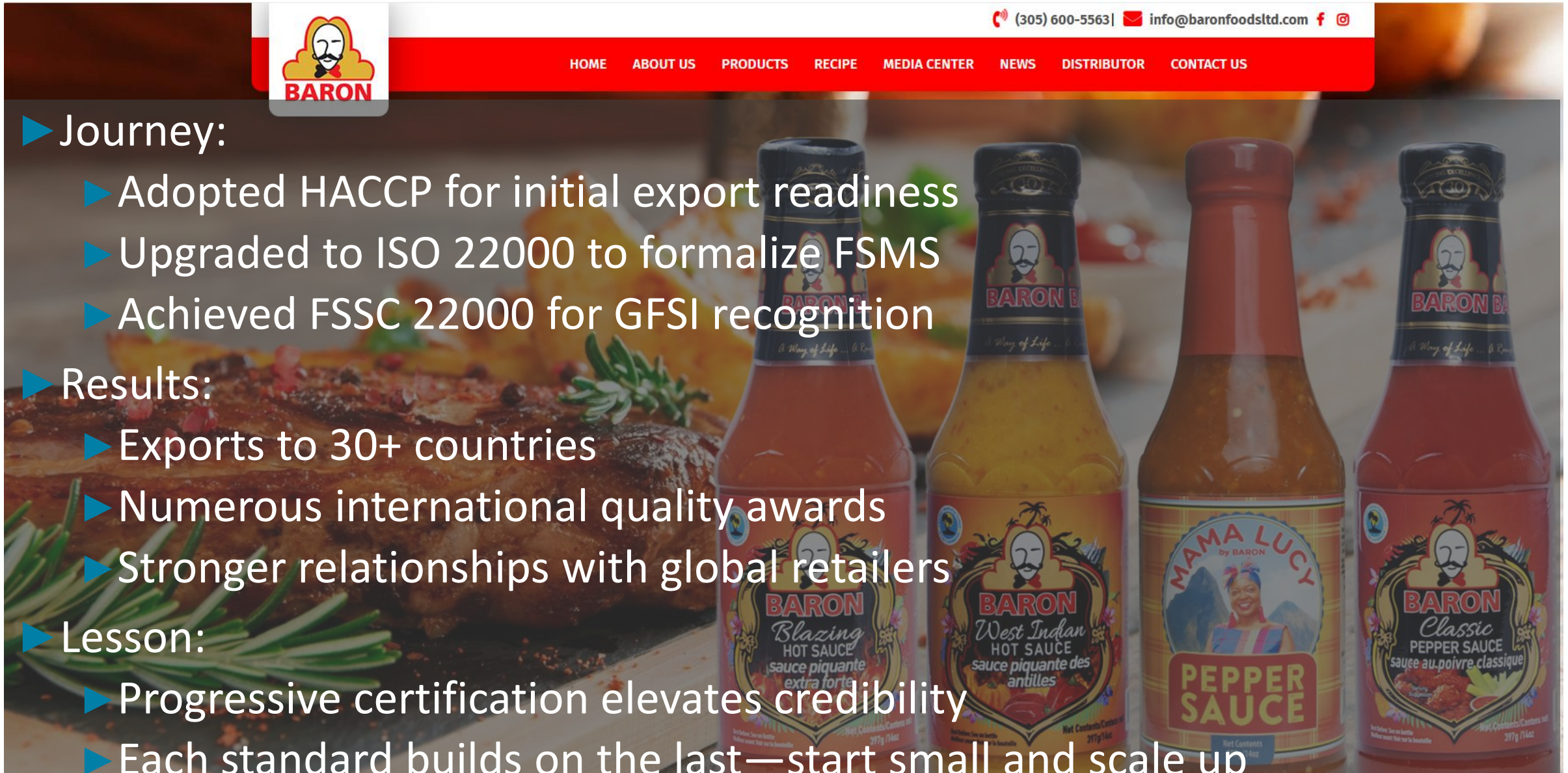
- Adopted HACCP for initial export readiness
- Upgraded to ISO 22000 to formalize FSMS
- Achieved FSSC 22000 for GFSI recognition

► Results:

- Exports to 30+ countries
- Numerous international quality awards
- Stronger relationships with global retailers

► Lesson:

- Progressive certification elevates credibility
- Each standard builds on the last—start small and scale up



TOWARDS A ROADMAP FOR CERTIFICATION

SME Food-Safety Certification Roadmap

1. **Strengthen** prerequisite programs & HACCP foundation
2. **Implement HACCP**
3. **Choose** the simplest GFSI-recognized scheme buyers require (e.g. FSSC)
4. **Do** a gap analysis (internal or 3rd-party pre-audit) & fix any issues
5. **Apply** to a certification body (submit docs, pay fees)
6. **Plan** for audits, documentation, and culture building—leverage regional support (Caribbean Export, CROSQ, IICA)
7. **Undergo** Stage 1 (documentation review) and Stage 2 (on-site) audits; close findings
8. **Maintain** certification with annual surveillance audits and periodic recertification

Rough budget indication for SME certification

Cost Item	ISO 22000	FSSC 22000	BRCGS
• Pre-audit / Gap Assessment	€1,000	€1,000	€1,500
• Consultant/Training	€2,000	€3,000	€4,000
• Audit (cert body)	€3,000	€4,000	€6,000
• Scheme/Logo License Fee	—	€400	€700
• Annual Surveillance	€1,500	€2,000	€3,000
First Year Total	€6–9k	€8–12k	€10–18k

Assignment Self Assessment

Module	Standard	Question	Reference	Compliant	
				Yes	No
Facility Design	PRP	Does facility layout prevent cross-contamination between raw, in-process, and finished goods?	ISO/TS 22002-1 Clause 4		
Facility Design	PRP	Is ventilation adequate to control condensation and airflow?	ISO/TS 22002-1 Clause 4.3		
Facility Design	PRP	Is lighting adequate and protected to prevent contamination?	ISO/TS 22002-1 Clause 4.4		
Facility Design	PRP	Are materials used in construction and maintenance non-toxic and easy to clean?	ISO/TS 22002-1 Clause 4.2		
Facility Design	PRP	Are walls, floors, and ceilings cleanable, intact and constructed of non-absorbent materials?	ISO/TS 22002-1 Clause 4.2		
Facility Design	HACCP	Has facility layout been considered during hazard analysis?	Codex Step 6		
Facility Design	FSSC	Is zoning for hygiene areas documented and enforced?	FSSC 22000 Clause 2.5.4		
Hygiene	PRP	Are handwashing stations located at all entrances to production areas?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are soap, hand sanitizers, and hand-drying materials available and replenished regularly?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are hand hygiene instructions displayed visibly?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are sinks equipped with non-hand operated taps (e.g., foot pedal, sensor)?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are staff observed following correct handwashing procedures?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are protective clothing policies in place and enforced?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are uniforms clean and changed regularly?	ISO/TS 22002-1 Clause 10		
Hygiene	PRP	Are separate lockers or changing areas provided for personal clothing?	ISO/TS 22002-1 Clause 10		
Hygiene	HACCP	Is hygiene verification part of monitoring of OPRPs?	Codex Step 7		



Download checklist

<https://we.tl/t-7pbzv1Z49e>

Available until July 11

MY MOST IMPORTANT LEARNINGS....



Session 8

LEVERAGING CERTIFICATION AS MARKETING TOOL



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agenda

- 1 Why certification is more than compliance
- 2 Good Practices
- 3 Group discussion

WHY CERTIFICATION IS MORE THAN COMPLIANCE

WHY CERTIFICATION IS MORE THAN COMPLIANCE

- ▶ Builds trust with European buyers
- ▶ Acts as a quality assurance signal for end consumers
- ▶ Unlocks access to premium segments (e.g., organic, clean label)
- ▶ Aligns with buyer procurement policies (CSR, sustainability goals)
- ▶ “Certified products often move faster on shelves because trust is already built.”

WHAT CERTIFICATION SIGNALS TO THE MARKET

Examples of certifications and their market relevance:

- ▶ FSSC 22000
- ▶ EU Organic
- ▶ Fairtrade
- ▶ Rainforest Alliance
- ▶ BCorp



WHAT CERTIFICATION SIGNALS TO THE MARKET

FSSC22000

- ▶ Global Food Safety Standard recognized by GFSI
- ▶ Covers food production, packaging, and transport
- ▶ Based on ISO methodology
- ▶ Essential for supplying major EU food retailers and distributors
- ▶ Limited meaning to consumers.



WHAT CERTIFICATION SIGNALS TO THE MARKET

EU Organic

- ▶ No synthetic pesticides or fertilizers
- ▶ No GMOs or irradiation
- ▶ Requires sustainable agriculture
- ▶ Appeals to health-conscious and eco-aware consumers



WHAT CERTIFICATION SIGNALS TO THE MARKET

Rainforest Alliance

- ▶ Eco-conscious, forest-friendly, climate-smart
- ▶ Respect for workers and community welfare
- ▶ Traceable sourcing
- ▶ Audited and Verified by 3rd party
- ▶ Market Value - Aligns with EU brand ethics and consumer demand



WHAT CERTIFICATION SIGNALS TO THE MARKET

Fairtrade

- ▶ Ethical sourcing and fair wages for farmers
- ▶ No forced or child labor
- ▶ Strong environmental sustainability practices
- ▶ Signals social responsibility and transparency to EU buyers
- ▶ Audited and verified by 3rd party
- ▶ Appeals to ethically-engaged consumers



WHAT CERTIFICATION SIGNALS TO THE MARKET

B Corp

- ▶ “A force for Good”
- ▶ Front runners in integrated sustainability strategy with social, environmental, and governance practices
- ▶ Certified companies are sustainability ambassadors
- ▶ Preferred by value-driven EU buyers and modern retail brands
- ▶ Awareness under customers is growing, but still in early phase of development.



HOW TO COMMUNICATE YOUR CERTIFICATION

- ▶ **Label integration**: Ensure certification logo's are well visible
- ▶ Use **storytelling**: Share 'Why we got certified' online
- ▶ **Everywhere...**: email signatures, brochures, social media posts, exhibitions

Certification
=
**Proof
&
Promotion**

GOOD PRACTICE

EXAMPLE 1: PACARI FROM ECUADOR

Pacari Chocolate's Beginnings

- ▶ **Small-scale beginnings:** Pacari started as a small, family-owned chocolate business in Ecuador, emphasizing direct relationships with local cacao farmers.
- ▶ **Limited market reach:** Operations were focused on local and regional markets, without international exposure or formal certifications.
- ▶ **Unrecognised quality:** Despite high-quality cacao sourcing, the brand lacked global visibility and premium positioning.



EXAMPLE 1: PACARI FROM ECUADOR

Strategic transformation - Investments in certifications and product innovation



Certification investments

Pacari pursued multiple global certifications: EU Organic, Fairtrade, B Corp, and Biodynamic (Demeter)



Health-focused innovation

Launched high-end chocolate bars with no refined sugars, vegan-friendly and targeted to health-conscious



Multilingual packaging with certification logo's
Packaging redesigned to include certification logos and European languages for international appeal



PACARI FROM ECUADOR

Zooming in on the package

Minimalist black background conveys luxury, purity, premium feel

Appeals to buyers interested in traceability, authenticity



stylized tree with roots, represents natural origin, sustainability, and rootedness in Ecuadorean heritage.

Appeals to buyers interested in traceability, and top quality

Certifications displayed clearly. European buyers/consumers recognise and trust them

EXAMPLE 1: PACARI FROM ECUADOR

Global success – Recognition, expansion, and premium positioning

- ▶ **Global expansion:** Pacari expanded to over 40 countries, gaining strong presence in Germany, France, and Scandinavia.
- ▶ **Strategic partnerships:** Formed alliances with luxury chocolate boutiques and ethical distributors across Europe.
- ▶ **Award-winning brand:** Received international accolades like the International chocolate Awards, boosting marketing credibility.



[Watch Pacari Presentation](#)

GROUP DISCUSSION | PART 1

- ▶ Which certifications do you already have or are you considering? Why?
- ▶ How do your current buyers respond to certifications?
- ▶ Do you see certification as compliance or a marketing advantage? Why?
- ▶ How can you better tell your origin and sustainability story to EU buyers?

GROUP DISCUSSION | PART 2

- ▶ What elements of Pacari's strategy do you find most inspiring?
- ▶ What would it take to replicate parts of their success?
- ▶ If you were to redesign your packaging, what design elements would you do different or add?

MY MOST IMPORTANT LEARNINGS....



Session 9

ACTION PLANNING



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ASSIGNMENT #12 INDIVIDUAL ACTION PLANNING

1. IDENTIFY YOUR MOST RELEVANT CERTIFICATION GAP(S)

Which certification would most benefit your export goals?

2. THINK ABOUT WHAT STEPS ARE NEEDED TO CLOSE THE GAP

What internal improvements are needed (process adaptation, suppliers due diligence, documentation, training, internal audits etc.)?

3. CONSIDER WHO CAN SUPPORT YOU (CERTIFIERS, CONSULTANTS, BUYERS)

What external support do you need to succeed?

4. WRITE DOWN YOUR TOP 2–3 CONCRETE ACTIONS TO TAKE IN 3 MONTHS

What are the first small but meaningful steps you can take?

Session 10

WRAP-UP | KAHOOT| EVALUATION



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Learning game

Kahoot!

Evaluation



STAY TUNED



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