

# Avocado Export Procedures Guide for SMEs in Rwanda



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# Rwanda



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# Acronyms

BRCGS	British Retail Consortium Global Standards
CAC	Codex Alimentarius Commission
CAPR	Corrective Action Plan
CBI	Centre for the Promotion of Imports from developing countries
DFQF	Duty Free Quota Free
EAC	East African Community
EAS	East African Standards
EASC	East African Standards Committee
EC	European Commission
ECS	Electronic Certification System
ENS	Entry Summary Declaration
EORI	Electronic Operator Registration Identification
ETA	Expected Time of Arrival
EU	European Union
EXS	Exit Summary Declaration
FAO	Food Agriculture Organization
GAP	Good Agricultural Practices
GHP	Good Hygiene Practices
GMP	Good Manufacturing Practices
GLOBAL G.A.P	Global Good Agricultural Practices
GSCP	Global Social Compliance Programme
GSP	Generalized System of Preferences
GSP	Good Storage Practices
HACCP	Hazard Analysis and Critical Control Point
ICS	Import Control System
IFPRI	International Food Policy Research Institute
ISO	International Organization for Standardization
ISPM	International Standards for Phytosanitary Measures
ITC	International Trade Centre
KIA	Kigali International Airport
MAR	Market Access Regulation
MINAGRI	Ministry of Agriculture
MRL	Maximum Residue Limits

NAEB	National Agriculture Export Board
RAB	Rwanda Agriculture and Animal Resources Development Board
RDB	Rwanda Development Board
RHODA	Rwanda Horticulture Development Authority
RHWG	Rwanda Horticulture Working Group
RICA	Rwanda Inspectorate, Competition and Consumer Protection Authority
RRA	Rwanda Revenue Authority
RoO	Rules of Origin
RSB	Rwanda Standards Board
SAD	Single Administrative Document
SPS	Sanitary and Phytosanitary
SME	Small and Medium-sized Enterprise
SMETA	Sedex Members Ethical Trade Audit
SQMT	Standardization, Quality Assurance, Metrology and Testing
TBT	Technical Barriers to Trade
TFA	Trade Facilitation Agreement
UCR	Unique Consignment Reference
UN	United Nations
UNECE	United Nations Economic Commission for Europe
VAT	Value Added Tax
WTO	World Trade Organization

## About This Guide

This *Avocado Export Procedures Guide for SMEs in Rwanda* is prepared under the European Union – East African Community Market Access Upgrade Programme (EU-EAC MARKUP), a regional development initiative implemented by the International Trade Centre (ITC) that aims to contribute to the economic growth of the EAC through supporting increased exports of agribusiness and horticultural products, promoting regional integration and access to the European market.

Horticulture has been a growing focus for the government of Rwanda, which has led to an increase in the importance of avocado farming in the country. The growth of avocado farming has also been fuelled by an increase in international demand, which has created a niche for avocado SMEs in Rwanda to exploit. **Even though smallholder farmers produce most avocados in Rwanda, SMEs often lack the technical knowledge, financial means and market information on export markets, opportunities in them and requirements and procedures necessary to support their exporting ventures.** It is this last challenge that this Avocado Export Procedures Guide seeks to address.

Targeted at SMEs that are ready to export or already exporting, the overall objective of the Avocado Export Procedures Guide is to **build knowledge and awareness on export market opportunities for avocados from Rwanda, especially in relation to the EU, the quality-related requirements (SPS, TBT, standards, rules of origin) to access the EU market and the step-by-step procedures for exporting the avocados.** While a lot of the information contained in this Guide is available on various sources on the internet, the Guide goes a step further to provide avocado SMEs with **a simplified and consolidated information pack.** Besides the SME exporters, the Guide is also a useful tool for Trade Support Institutions (TSIs) in Rwanda, such as Business Membership Organisations (BMOs) and public sector bodies who may use the information herein to support SMEs to take advantage of identified opportunities, including through facilitating the exporting process.

In terms of structure, the Avocado Export Procedures Guide is divided into five chapters. Chapter 1 introduces Rwanda's avocado trade, looking at its production, exports and imports. The Chapter also looks at Rwanda in the context of EAC's imports and exports. The chapter delves deeper into the EU as an export destination, looking at trends and analysing the export potential in the EU. Chapter 2 looks at import market requirements that an SME must meet before they export their avocado, in general and with a specific reference to the EU Market. In Chapter 3, the guide provides a summary as well as a step-by-step elaboration of the whole gamut of business processes and regulatory activities required to export avocados in Rwanda for a first-time exporter – from registering as an exporter, going through the various state entities to obtain various certifications and approvals, to releasing the avocados at the port for shipment. Chapter 4 looks at those key processes, requirements and procedures for importing avocados into the EU. Since the importer in the EU takes a lead in most of the required action, the Chapter narrows down on those actions and requirements where the input of the exporter is critical. In Chapter 5, the guide provides information on where SMEs may find additional information and help to support their exporting ambitions.



# Chapter 1: Rwanda Avocado Trade

## Overview and Objectives of Chapter 1:

This Chapter provides an overview of Rwanda's avocado trade, looking at its production, exports and imports, both existing and potential. The Chapter delves deeper into the EU as an export destination, looking at the size of the market, the trends, the export potential as well as the trading regime between Rwanda and the EU. Given the forthcoming African Continental Free Trade Area, the Chapter also elaborates the potential market for avocados across Africa.

The **key objectives** of this Chapter are:

- To build the knowledge and understanding of the Rwandan avocado sector SME of the global, EU and African markets for avocados and the export opportunities in them.
- To provide the avocado sector SMEs in Rwanda with a list of credible information and data sources on the avocado sector

## Overview of the Avocado Sector in Rwanda

There are more than 15 species of avocado grown in Rwanda, including Hass, Fuerte, Ettinger and many indigenous varieties<sup>1</sup> Avocado farming is done primarily by smallholder farmers and cooperatives throughout the country, especially in the Northern, Southern, Eastern and Western provinces, in the Gisagara, Huye, Nyagatare, Nyanza, Ruzizi Districts<sup>2</sup>. Though avocados are produced all year round, peak production usually occurs between the months of March and August. The Hass variety is grown mainly for the export market, which has a strong preference for Hass avocados.

According to the National Agricultural Export Board (NAEB), Rwanda produces approximately 10,000 MT of avocado each year, with most of it being of the Fuerte variety. Majority of the avocado produced is not of export grade. Based on data from the Food and Agricultural Organisation (FAO), production has increased from an estimated 3,500 tonnes in 2000, to 6601 tonnes in 2019<sup>3</sup>. Given the huge potential for avocados in global markets, the Government of Rwanda started, in 2012, programs to increase horticultural export, including the distribution of export-grade avocado seedlings<sup>4,5</sup>. As a result, horticultural exports have been growing, and avocado exports grew by from 337 MT in the fiscal year 2017/2018 to 841 MT in the 2019/2020 fiscal year<sup>6</sup>.

The main horticultural export regulatory body in Rwanda is the National Agriculture Export Board (NAEB). Established in 2011, NAEB took over the role of the Rwanda Horticulture Development Authority (RHODA) to improve and diversify horticultural exports from Rwanda<sup>7</sup>. The mandate of NAEB to avocado export is to increase exports by promoting appropriate production methods, improve post-harvest technology, create export compliance mechanisms, issue certificates of origin, support research and provide advisory services. Within NAEB is the Rwanda Horticulture Working Group (RHWG) which was established in 2015 as a platform for dialogue and collaboration between private and public stakeholders in the horticultural sector. NAEB also collaborates with the Rwanda Development Board (RDB) which promotes private sector growth by providing export and buyer facilitation.

1 NAEB, <https://naeb.gov.rw/index.php?id=104>

2 Ibid. See also USAID, 'ISP Rwanda: Commercial Investment Opportunities in Agriculture Value Chains', 2018.

3 <http://www.fao.org/faostat/en/#search/Avocados> Accessed 15th January 2020

4 NAEB, "The Business Case for Investing in the Export of Avocados in Rwanda", 2012.

5 NAEB, "ITC enhances Rwandan avocado exports", 2020.

6 National Institute of Statistics Rwanda, "Statistical Yearbook 2019", 2019.

7 NAEB, <https://naeb.gov.rw/>



## Rwanda's Export of Avocados

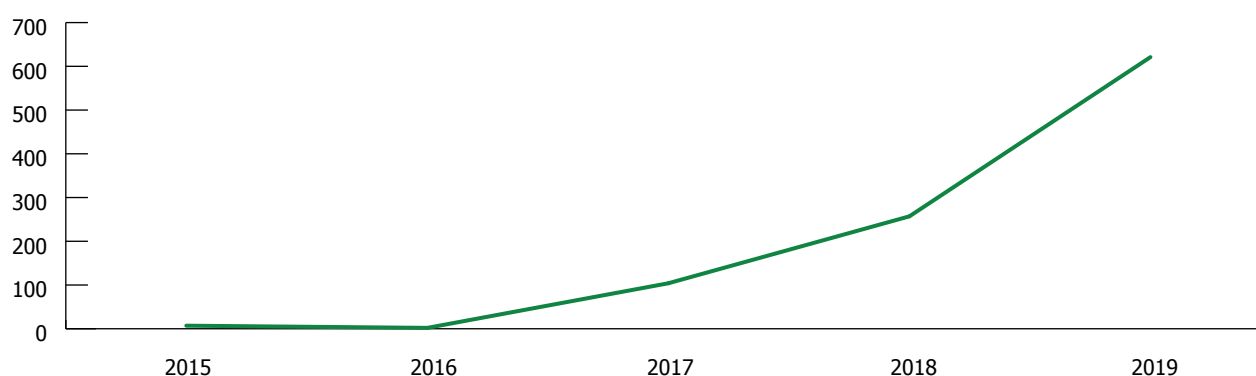
According to the ITC data, Rwanda was ranked as the 49<sup>th</sup> largest exporter of avocados, with **USD 621,000 worth of exports in 2019**. Rwanda's exports of avocado have registered a sharp increase during the period under review, registering an 8771% growth between 2015 and 2019. See Table 1 and Figure 1 below.

**Table 1, List of Exporters of Fresh or Dried Avocados, in '000 USD**

Exporters	2015	2016	2017	2018	2019
World	3,223,233	4,207,097	5,653,458	5,677,462	6,317,509
Mexico	1,662,366	2,050,763	2,827,913	2,562,387	2,912,587
Netherlands	322,518	481,611	631,390	730,303	886,300
Peru	303,779	396,583	581,229	722,310	751,330
Spain	221,402	272,677	348,130	353,580	384,646
Chile	161,881	297,326	391,115	273,628	300,699
United States of America	99,365	128,665	152,283	179,635	154,309
Kenya	52,695	63,901	78,011	118,289	102,397
France	46,569	58,280	70,921	61,602	91,569
Colombia	10,279	35,040	52,948	62,732	89,053
Israel	52,631	41,683	64,613	62,269	73,079
South Africa	71,112	72,443	64,205	116,245	70,756
New Zealand	62,727	87,514	87,051	71,385	69,579
Belgium	29,885	42,325	44,711	47,588	69,459
Dominican Republic	16,586	33,449	48,610	50,757	61,416
Morocco	16,779	16,928	46,161	55,968	51,441
Germany	31,006	40,503	43,241	53,251	45,940
Hong Kong, China	9,358	23,783	31,817	37,608	24,893
United Republic of Tanzania	1,293	2,147	4,603	8,579	21,373
Rwanda	7	2	104	257	621

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 20th January 2021.

**Figure 1, Rwanda's Exports of Avocado (2015 – 2019), in '000 USD**



Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14th March 2021

Looking at the destination for avocados exported by Rwanda, the main importing markets in 2019 were as follows: **The United Arab Emirates (UAE), which accounted for 90.7% of total exports, at USD 563,000, followed by United Kingdom, at 4.5% of all exports (or USD 28,000).** Other markets are Belgium; Kuwait, France and Germany, though the values are low. See Table 2 below.

**Table 2, Rwanda's Top Importing Markets for Avocados (2015-2019), in '000 USD**

Importers	Value in USD				
	2015	2016	2017	2018	2019
World	7	2	104	257	621
United Arab Emirates	1	2	79	214	563
United Kingdom	4	0	6	8	28
Belgium	1	0	14	25	15
Kuwait	0	0	0	0	9
France	0	0	4	2	4
Germany	0	0	0	0	1
China	0	0	0	8	0

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14th March 2021

Looking at **selected trade indicators**, Table 3 below shows that on average, the avocado from Rwanda **attracted an average unit value of USD 1,362**. In Belgium and the U.A.E, exports fetched a higher average price at USD 1,500 and USD 1,436 respectively. Exports to UAE grew the fastest, by 443%. All the destination markets applied a zero-tariff rate to Rwandan Avocado. See Table 3 below:

**Table 3, Selected Trade Indicators for Rwandan Exports of Avocado**

Importers	Selected Indicators						
	Value Exported In 2019 (USD Thousand)	Trade Balance 2019 (USD Thousand)	Unit Value (USD/Unit)	Growth in Exported Value Between 2015-2019 (% , P.A.)	Growth in Exported Quantity Between 2015-2019 (% , P.A.)	Share of Partner Countries In World Imports (%)	Average Tariff (Estimated) Faced by Rwanda (%)
World	621	596	1362	285	229	100	
United Arab Emirates	563	563	1436	443	441	0.6	0
United Kingdom	28	28	1217	79	40	4.8	0
Belgium	15	15	1500	142	90	1.4	0
Kuwait	9	9	375			0.2	0
France	4	4	800			7.3	0
Germany	1	1	500			4.9	0

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14 March 2021

## Exploring Opportunities in the European Union (EU)

The EU and the UK (hereafter the EU+UK)<sup>8</sup> are an important market for all avocado exporting countries. In 2019, the EU+UK combined accounted for **approx. USD 3 billion of all avocado exports in 2019, representing 42% of the total global avocado imports worth USD 7.1 billion**. Exports to the EU+UK have been on a **steady increase during the period under review, rising from USD 1.3 billion in 2015 to USD 3 billion in 2019, a 125% increase**. See Table 4 below.

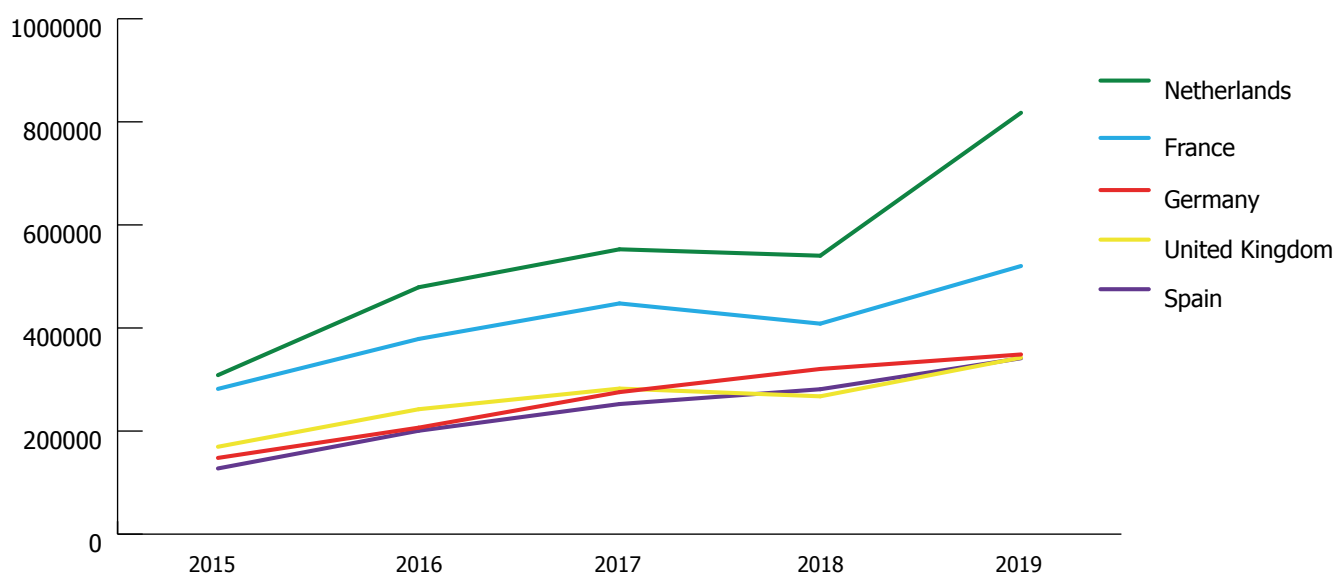
In terms of specific European countries, the main importing markets in 2019 were the **Netherlands (USD 818M), France (USD 520 M), Germany (USD 349M), UK (USD 343M) and Spain (USD 341M) as illustrated in the table below**. Exports to these top markets have been on a steady increase (except for UK which registered a short drop between 2017/18), as can be seen in Figure 2 below.

**Table 4, EU+UK Imports of Avocados (2015-2019), in '000 USD**

Importers	2015	2016	2017	2018	2019
World	3,764,033	4,828,283	6,130,984	6,047,155	7,112,994
EU+UK	1,326,200	1,893,264	2,285,248	2,342,398	2,985,140
Netherlands	308,534	479,047	552,680	540,220	817,596
France	281,828	378,742	447,673	408,383	520,249
Germany	147,892	206,613	275,557	320,473	348,635
United Kingdom	169,549	242,375	282,426	267,404	342,470
Spain	127,460	200,615	252,413	281,138	341,286
Belgium	44,015	70,940	82,356	78,453	96,664
Italy	27,137	39,358	50,100	54,128	80,172
Poland	22,571	27,204	40,774	52,384	72,045
Sweden	52,256	63,254	71,666	71,503	67,007
Denmark	43,058	46,031	51,783	62,927	65,820
Austria	17,612	26,799	31,794	37,716	40,263
Finland	21,720	26,271	30,193	28,856	28,421
Romania	7,326	9,929	15,941	20,691	23,339
Ireland	11,648	19,130	21,982	24,242	22,605
Czech Republic	6,666	10,807	13,146	18,432	18,189
Portugal	2,778	3,712	8,673	11,209	17,840
Lithuania	6,496	6,936	10,010	12,279	14,364
Latvia	5,148	5,870	7,360	8,340	9,862
Hungary	2,810	2,850	3,832	5,541	9,059
Greece	3,578	4,336	6,283	6,028	9,002
Slovenia	4,165	6,209	7,214	5,921	8,059
Slovakia	3,059	3,574	4,084	5,841	7,447
Bulgaria	1,813	2,877	4,552	5,398	6,410
Luxembourg	1,975	3,031	3,894	4,688	5,408
Estonia	2,464	3,329	4,124	4,453	5,381
Croatia	1,052	1,408	2,032	2,516	3,561
Cyprus	908	1,081	1,475	1,844	2,107
Malta	682	936	1,231	1,390	1,879

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 19th January 2021

**Figure 2, Top EU Importers of Avocados (2015-2019), Trends, in '000 USD**



Source: ITC calculations based on UN COMTRADE statistics. Accessed: 19th January 2021

Looking at the supplying markets for avocados imported by the EU+UK, the leading exporter has been **Peru, with USD 629M worth of exports in 2019, or 21% of the EU+UK market.** Other top supplying markets are Chile (USD 388.5M), Spain (USD 342M), Netherlands (USD 326M) and Mexico (USD 303.7M). **Rwanda is not a large exporter to the European market, with approx. USD 48,000 worth of exports in 2019.** See Table 5 below.

**Table 5, Selected Supplying Markets for Avocados Imported by EU+UK (2015-2019), in '000 USD**

Exporters	2015	2016	2017	2018	2019
Peru	291,352	424,083	533,453	583,929	629,172
Chile	153,631	298,341	326,914	232,615	388,480
Spain	197,326	230,219	302,169	315,264	341,940
Netherlands	171,577	220,108	256,368	288,804	326,071
Mexico	64,712	147,158	154,337	159,059	303,699
Israel	101,530	112,507	174,742	126,163	184,907
South Africa	117,391	135,080	119,922	160,399	148,044
Colombia	14,005	45,160	71,135	74,272	145,960
Kenya	45,712	63,454	72,951	89,082	97,961
Germany	35,568	46,960	65,140	66,965	93,392
Morocco	16,652	18,554	41,992	66,896	53,450
France	34,332	41,076	44,827	36,078	52,231
Belgium	13,020	18,147	17,374	21,004	31,080
United Kingdom	19,948	22,196	23,761	24,326	30,619
Brazil	7,867	9,695	18,312	20,581	25,670
United Republic of Tanzania	7,945	8,413	9,539	12,029	19,708
Zimbabwe	2,980	4,567	6,078	7,481	13,145
Rwanda	5	0	24	35	48

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14 March 2021

Looking specifically at Rwanda’s exports to the EU+UK, Table 6 below shows that only a small fraction of its exports are currently destined to the EU+UK (**7.7% in 2019**). The United Kingdom and Belgium make up the key destination markets for Rwanda’s exports of Avocado to the EU.

**Table 6, Supplying Markets for Avocados Imported by EU+UK (2015-2019), in '000 USD**

Importers	2015	2016	2017	2018	2019
World	7	2	104	257	621
EU+UK	5	0	24	35	48
United Kingdom	4	0	6	8	28
Belgium	1	0	14	25	15
France	0	0	4	2	4
Germany	0	0	0	0	1

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14 March 2021

The data in the *Table 7* below shows the existing and potential for trade in Avocado between Rwanda and the EU+UK. Where Rwanda exported avocado worth USD 48,000 to the EU+UK in 2019, the demand for avocado in the EU was at USD 2.9 billion in the same year.

**Table 7, Potential Trade on Avocado with the EU+UK**

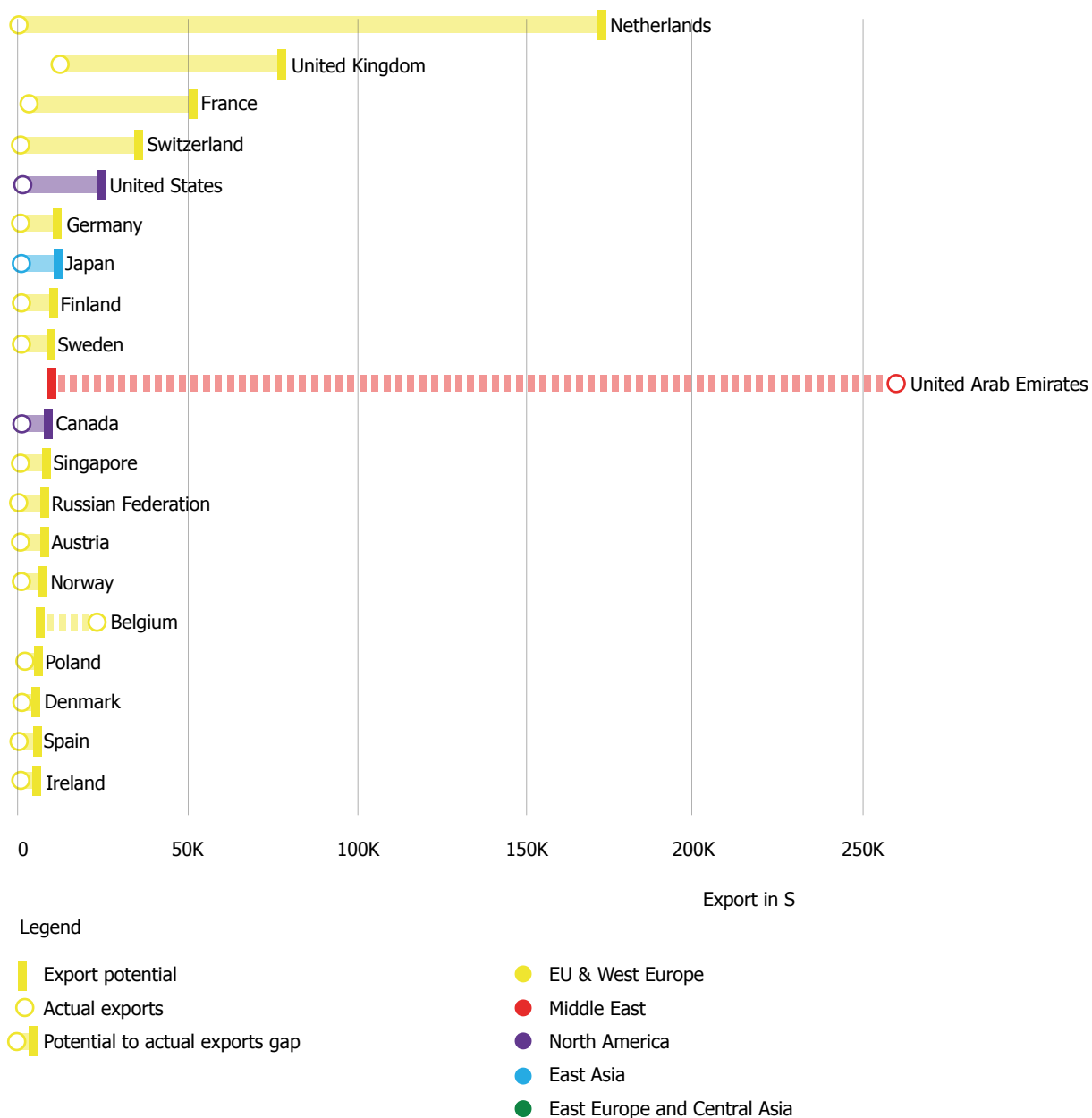
Rwanda’s exports to EU+UK					EU+UK imports from the World				
Value in US Dollar thousand					Value in US Dollar thousand				
2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
5	-	24	35	48	1,326,249	1,895,256	2,285,806	2,345,672	2,970,225

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14 March 2021

Furthermore, data from the ITC Export Potential tool reveals that the top three potential export markets for Rwanda avocados are in the EU, i.e. Netherlands, United Kingdom and France. **Netherlands shows the largest absolute difference between potential and actual exports in value terms, leaving room to realize additional exports worth USD 170,300,000.** See *Figure 3* below.

It is important however to note that tapping into this potential is subject to many factors, among them the market access requirements elaborated in Chapter 2 of this guide; the specific taste preferences of the EU consumers and Rwanda’s ability to keep pace with the constantly changing and improving sustainability requirements by leading destination markets.

**Figure 3, Top 20 potential export markets for Rwanda’s avocados<sup>9</sup>**



### Exploring Opportunities under the African Continental Free Trade Area (AfCFTA)

Africa is not a very large market for exported avocados, which may be explained by the fact that many countries grow them locally, mainly for local consumption only. **In 2019, Africa imported avocados worth USD 16.5M, or 0.2% of total world imports.**

Looking at the last five years, Africa’s avocado imports have been on the increase, rising from USD 12.7M in 2015 to USD 20.5M in 2018, before dropping slightly to USD 16.6M in 2019. Looking at the specific countries, the values imported are sporadic, with only Egypt showing consistent growth amongst the three top importers. In 2019, the main importer of avocados in Africa was **Morocco, at USD 4.9M; following by Egypt with USD 3.7M; and South Africa with USD 3.6M. Rwanda imported avocados worth USD 25,000 in 2019 from Ethiopia. This is the only import figure recorded for Rwanda.** See Table 7 and 8 below.

<sup>9</sup> <https://exportpotential.intracen.org/en/markets/gap-chart?fromMarker=i&exporter=646&whatMarker=k&what=080440&toMarker=j>

## Understanding the trading regime between the EU and Rwanda

The EAC and the EU agreed and initialed an Economic Partnership Agreement (EPA) on 16 October 2014. The EPA was expected to be signed by the EAC as a bloc by 30th September 2016, but due to differing opinions amongst partner states on the potential impact of the Agreement on EAC economies, it has not been signed and is therefore not yet in force.

As part of EAC's variable geometry, Kenya and Rwanda signed the EPA with the EU, but Rwanda has not ratified it. However, given its designation as a Least Developed Country (LDC), Rwanda has unrestricted market access to the EU through the Everything But Arms (EBA) initiative. EBA was introduced in 2001 under the EU's Generalised System of Preferences (GSP). It grants LDCs duty-and quota-free access for almost all products, except arms and ammunition. For the period until December 31, 2023, it is regulated by Regulation (EU) No 978/2012 of the European Parliament and of the Council. For countries falling under LDC status, access is automatic and countries do not have to apply to benefit from EBA. EBA preferences can however be withdrawn under exceptional circumstances, notably in case of serious and systematic violation of principles of human rights and labour rights conventions. The EBA initiative has no time-limit.

Under the EBA, Rwanda's avocado enters the EU on the following conditions:

- **Duty free, quarter free (DFQF)' basis:** meaning there are no duties paid, nor are there any quotas imposed.
- **Proof of Origin:** The avocado being exported needs to be accompanied by Proof of Origin – through a certificate of origin, currently issued by the Rwanda Revenue Authority (RRA). Since 2017, the EU has been applying the Registered Exporter system (the REX system), a system of certification of origin of goods based on a principle of self-certification. Under this system, the origin of goods is declared by economic operators themselves through 'statements on origin'. To be entitled to make out a statement on origin, an economic operator has to be registered in a database by his/her competent authorities (in this case RRA). Exporters apply to become registered exporters by filling in an application form and by returning it to RRA. Once registered, the exporter has the obligation to communicate to his competent authorities all changes on his registered data. The competent authorities then perform the modifications in the REX system for the registered exporter. It is important to note that the rules for determining the origin of goods in the GSP scheme of the EU remain unchanged with the application of the REX system. Only the **method to certify the origin of goods** is changed. To be entitled to make out a statement on origin, an economic operator needs to be registered in the REX system and to have a valid registration, i.e. a registration which is not revoked. Rwanda started implementing the REX system in 2018 and currently has 32 registered exporters.
- **For goods whose total value of the products does not exceed € 6,000:** a declaration on proof of origin can be given by an approved exporter or by any exporter, including those not registered on the REX system. The proof of origin is valid for ten months.
- **Exemption from proof of origin:** When the total value of the imported products does not exceed €500 in the case of small packages or €1,200 in the case of products forming part of personal luggage.
- **Determination of Origin:** For purposes of export, goods are originating in a country if a) they are wholly obtained in that country; b) they are not wholly obtained and they are sufficiently worked or processed products and c) the processing goes beyond a list of insufficient operations. Under the EU cumulation rules, Rwandan exporters may also export avocado from other EAC Partner States, as they benefit from DFQF access to the EU under EBA scheme and the Market Access Regulation No 1528/2007 which governs EU preferential market access regime for countries like Kenya that have negotiated EPAs with the EU.

Continues>>

- **Transport Provisions:** the goods imported in the EU should be the same as the ones exported from the beneficiary country. This means that the goods should not be subject to operations others than the ones necessary to preserve the goods in good condition. Other allowed operations include Adding or affixing of marks, labels, seals or any other documentation to ensure compliance with specific domestic requirements applicable in the Union; storage of products in a country of transit if they remain under customs supervision, as well as splitting of consignments in a country of transit if carried out by the exporter or under his responsibility and if the goods concerned remain under customs supervision.

**Specific requirements for avocado exports are elaborated in Chapter 2 of this Guide.**

**Note:** The 27 Members of the EU form a single territory for customs purposes. The United Kingdom withdrew from the EU and has been a third country as of 1 February 2020.

**Table 7, Africa's imports of Avocado (2015-2019), in '000 USD**

Importers	2016	2017	2018	2019
World	4,828,283	6,130,984	6,047,155	7,112,994
Africa Aggregation	12,517	16,228	20,472	16,592*
Morocco	5,561	5,197	8,711	4,908
Egypt	494	975	2,407	3,774
South Africa	4,633	7,159	6,474	3,639
Namibia	825	1,308	1,145	1,589
Botswana	326	385	494	650
Mauritius	165	184	362	509
United Republic of Tanzania	1	0	0	400
Libya	0		27	173
Sudan	1	1	0	163
Seychelles	55	84	82	111
Cabo Verde	29	76	92	107
Mozambique	46	52	50	83
Algeria	0	0		83
Lesotho	68	97	72	71
Eswatini	52	67	59	71
Tunisia	25	37	113	60
Nigeria	0	3	0	34
Djibouti	32	33	47	26
Rwanda	0	0	0	25
Burkina Faso	21	25	26	20
Malawi	19	22	17	17
Saint Helena	14	15	9	10
Kenya	0	254	65	9
Mali	24	64	57	9

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14 March



Looking at supplying markets for avocados imported by Africa is Spain, with USD 4M worth of exports in 2019, or 24% of total avocado imports by Africa. Kenya comes in second with USD 3.4M worth of exports (or 20.8% of total imports), followed by South Africa, with USD 3.1 million; Peru with USD 2.9M and Israel with USD 569,000. See Table 10 below. Although not a large import market, **it is instructive that over 44.8% of imported avocados come markets outside of Africa (Spain, Israel and Peru)**. See Table 8 below.

**Table 8, Top Supplying Markets for Avocados Imported by Africa (2015-2019), in '000 USD**

Exporters	2015	2016	2017	2018	2019
Spain	4,134	5,163	7,070	6,180	4,005
Kenya	1,424	456	1,333	3,097	3,449
South Africa	1,860	2,088	2,484	2,873	3,106
Peru	3,767	3,078	2,738	5,772	2,853
Israel	1,087	765	1,400	1,160	569
Lebanon	6	0	0	183	406
Burundi	-	-	-	-	400
Mozambique	0	0	0	252	397
Eswatini	90	204	227	107	221
Uganda	-	35	47	26	200
Rwanda	-	-	-	3	9

Source: ITC calculations based on UN COMTRADE statistics. Accessed: 14th March 2021

Looking at Rwanda specifically and based on 2018 and 2019 data, exports worth USD 3,000 in 2018 and USD 9,000 in 2019 were recorded, but the destination markets in Africa are not captured.

## Understanding the trading regime under the AfCFTA

The Agreement to establish the AfCFTA was signed by 44 Heads of State and Government of the 55 AU member states on 21 March 2018. **The AfCFTA entered into force on 30 May 2019 with 24 countries** having deposited their instruments of ratification, thereby fulfilling the Art. 2 of the AfCFTA Agreement that required 22 ratifications and deposits. **As at end of January 2021, 35 countries have both signed and ratified the AfCFTA Agreement. Of the 55 AU member states, only Eritrea has yet to sign to this ambitious initiative.** AfCFTA Agreement provides the framework for detailed negotiations on Trade in Goods, Trade in Services (5 priority sectors identified), and Phase II on other issues like Competition Policy, IPR and Investment. **The AfCFTA aims to doubling intra-African trade, which currently stands at 18% of total exports against 59% in Asia and 69% in Europe. It will cut tariffs on tariffs on 90% of goods traded within the continent as well as increase trade in more in value added products.** Once operational, the AfCFTA will bring together the economies of **55 African states under a pan-African free trade area comprising 1.2 billion people, in a market with a combined GDP of about \$2.5 trillion to \$6.4 trillion** (UNECA, WB).

Trading under the AfCFTA Agreement **commenced on 1st January 2021.** Despite this commencement, **it is important to note that a number of key aspects of trading are yet to be concluded. These include the schedules of tariff concessions and rules of origin (RoO), which are both critical to the free movement of goods.** While RoO is not likely to be an issue for avocados as they are wholly produced in Kenya, the issue of tariff liberalization is important. Member states have agreed to liberalise 90% of tariff lines within 5 years, with least developed countries having 10 years. A further 7% of tariff lines, designated 'sensitive products' will be subject to a more gradual liberalization. 3% of tariff lines shall be excluded from liberalization.

For the avocado sector, Africa should be seen as a growing market, given the projected growth of population: **by 2050 Africa's population is projected to reach 2 billion, with a predominantly young population and a rising middle class, that is increasingly health conscious,** factors that auger well for avocado consumption.

## Where to find additional / updated information

This Chapter has provided the Rwandan avocado sector SME with an overview the export market for Rwandan avocados, its size, the main buyers and the unexploited potential especially in Europe and Africa. Information on the latest developments in each of these markets can be found as follows:

- For more information on export guidelines, statistics and the horticultural sector in general, visit the NAEB website at <https://naeb.gov.rw/>
- Additional information on the RHWG, visit the NAEB website above, or the official Ministry of Agriculture website at <https://www.minagri.gov.rw/>
- Rwanda Development Board (RDB) which promotes private sector growth by providing export and buyer facilitation <https://rdb.rw/>
- For trade data to any market of interest as well as applicable tariffs and rules of origin, ITC Trade tools provide the most comprehensive data. Register on <https://www.trademap.org> to access TradeMap, Market Access Map and other market tools.
- For developments on **the AfCFTA**, the African Union continually updates stakeholders. See [www.au.int](http://www.au.int)



## Chapter 2: Meeting Eu Importing Market Requirements<sup>10</sup>

### Overview and Objectives of Chapter 2:

This Chapter provides an overview of the requirements for avocado destined for the EU market. It thus elaborates the mandatory and voluntary quality, health and safety, labelling and packaging related requirements as well as various market preferences and trends that existing and aspiring avocado exporters to the EU should be aware of.

The **key objectives** of this Chapter are:

- To provide the Rwandan avocado SME with a consolidated and simplified reference to the mandatory requirements for exporting avocado to the EU;
- To provide the Rwandan avocado SME with an overview of EU market preferences and trends that the SME may tap into;
- To provide Kenya's TSIs with a reference point for the requirement SMEs must fulfill in order to tap into the EU Market; and,
- To point the Rwandan avocado SMEs and TSIs to sources of credible information on requirements and market preferences for avocados exported to the EU.

Every importing market has in place mandatory (set in law) and voluntary requirements that all products wishing to enter and be sold in that market have to meet. These requirements serve many purposes: some of them are meant to protect the health and safety of the consumers in a given market, while others serve to ensure that they have all the necessary information about the products they are consuming, in a language they can understand. In addition, there may be other requirements that products that wish to target specific market segments (usually called niche markets) have to meet. These may be organic, fair-traded etc.

In the section that follows, we shall look at the key requirements for exports of avocado destined for the European Union.

### Sanitary and Phytosanitary Requirements for Avocado

Among the mandatory requirements are those meant to ensure that consumers in any importing market are being supplied with avocados that is safe to consume, by the measures deemed appropriate by their governments; as well as to ensure that that these measures are not such that they became a barrier / hindrance to businesses wishing to export to these markets, the world relies on the World Trade Organisation (WTO) 'Agreement on the Application of Sanitary and Phytosanitary Measures – (SPS Agreement)'. The Agreement sets out the basic rules for sanitary (human and animal health) and phytosanitary (plant health) measures and standards. It is important to note that these measures are not only targeted at imported products, but they also apply to domestically produced food or local animal and plant products.

The SPS Agreement allows countries to set their own SPS measures – meaning that countries may use different standards and different methods of inspecting products for them. Notably, these measures can take many forms, such as requiring products to come from a disease-free area, inspection of products, specific treatment or processing of products, setting of allowable maximum levels of pesticide residues or permitted use of only certain additives in food.

Given the possibility to use the agreement to favour or protect domestic producers or to protect against imports from some countries, the SPS Agreement provides checks for unjustified discrimination by requiring that these standards must be based on science; should be applied only to the extent necessary to protect human, animal or plant life or health and they should not arbitrarily or unjustifiably discriminate between

10 The bulk of this information is obtained from the EAC Quality Compass (<https://un-consulting.ch/eac/compass>); the EU Export Help Desk (<https://trade.ec.europa.eu/tradehelp/myexport#?product=090200000&partner=KE&reporter=DE&tab=3>);

countries where identical or similar conditions prevail.<sup>11</sup> Furthermore, member countries are encouraged to use international standards, guidelines and recommendations where they exist. However, members may use measures which result in higher standards if there is scientific justification. They can also set higher standards based on appropriate assessment of risks so long as the approach is consistent, not arbitrary. Sanitary (human and animal health) and phytosanitary (plant health) measures apply to domestically produced food or local animal and plant diseases, as well as to products coming from other countries.

The section that follows elaborates the **SPS requirements for avocados entering the EU market**.

## Food Safety

Agricultural products such as fruits and vegetables are susceptible to biological, chemical and physical hazards known as contaminants, which may include pesticide residues, heavy metals, microbiological pathogens, naturally occurring toxic substances such as mycotoxins, among others. These substances often result from environmental exposure during production, post-harvest handling, manufacturing, processing, packaging, transport or storage. To protect consumers, the EU has two overarching laws, and others specific to types of contaminants, as follows:

For all applicable exports, the **EU General Food Law - Regulation (EC) No 178/2002** provides the foundational rules on the safety of food and feed in the EU and establishes the European Food Safety Authority (EFSA), which provides support for the testing and evaluation of food and feed. The Food Law provides that a) food shall not be placed on the market if it is unsafe and b) food shall be deemed to be unsafe if it is considered to be either injurious to health or unfit for human consumption.

**Regulation (EC) No 852/2004 on the hygiene of foodstuffs** sets out applicable hygiene requirements on imported food. This legislation, based on Hazard Analysis Critical Control Point (HACCP) methodology, is legally binding for food processors, and is recommended for those involved in primary production (farmers). Processors must have in place a food safety management system based on HACCP principles, to ensure that food remains safe through all stages of production, all the way to the end consumer.

For specific types of contaminants, the following apply:

- **Maximum Residue Limits (MRLs):** this is the highest level of a pesticide residue legally tolerated in or on food or feed when pesticides are applied correctly. This limit provides reasonable assurance that no negative effects on consumer health will result over a lifetime of dietary exposure. Within the EU, regulations regarding MRLs for different pesticides are contained in **Regulation (EC) No 396/2005**. **For avocado entering the EU, there are 515 potential substances are subject to MRLs.** A comprehensive list of these substances and their limits is available on <https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/mrls/?event=search.pr>. (The reference number for **avocados is 0163010**). Any pesticide not listed on the site should NOT be used as it has not been approved by EU authorities. Such pesticides (that have not been approved) have a default value set at the 'limit of detection', which is 0.01 mg/kg. Avocados that exceed the MRL or have banned substances are not allowed on the European market, which may result in costly withdrawals from the market. Important to note is that some buyers and retailers have set MRLs that are stricter than those of EU regulations. It is therefore important to check with buyers to ensure that their requirements are met.
- **Microbiological Contaminants:** Commission Regulation (EC) No. 2073/2005 establishes the microbiological criteria for food products. According to (EC) No. 2073/2005, testing fresh uncut unprocessed fruits for microbiological contamination is not useful unless the fruit is intended for a processor supplying the EU that is having microbial contamination challenges as a result of unprocessed fruit contamination.<sup>12</sup>

<sup>11</sup> [https://www.wto.org/english/tratop\\_e/sps\\_e/spsund\\_e.htm](https://www.wto.org/english/tratop_e/sps_e/spsund_e.htm)

<sup>12</sup> EU legal requirements for imports of fruits and vegetables

- **Heavy metals:** limits on heavy metal contaminants are set within **Commission Regulation (EC) 1881/2006** on setting maximum levels for certain contaminants in foodstuff, usually measured in milligrams per kilogram of weight (mg/kg) or parts per million (ppm). Based on this regulation, the maximum levels of lead in avocados should be below 0.10mg/kg while cadmium levels should be below 0.050mg/kg. It should be noted that the EU Food law mandates that all food products entering the EU market must be deemed safe and the presence of metal contaminants such as tin, lead, cadmium, arsenic and mercury at excessive levels renders food unsafe.
- **Mycotoxins:** this is a naturally occurring toxic substance for which limits exist as set in **Commission Regulation (EC) 1881/2006 on setting maximum levels for certain contaminants in foodstuffs**. Based on this regulation, **there are currently no established limits specifically for unprocessed fruits like avocados**.
- **Food Additives:** Regulation (EC) No 1333/2008 contains a list of food additives permitted for use in the European Union at certain levels and on certain foods. According to EU Law, food additives shall not be used in unprocessed food or food for young children. However, surface treatment of avocados with beeswax, carnauba wax, microcrystalline wax and shellac to delay ripening is allowed. The European Commission has created a Food Additives Database that provides detailed information on which additives can be used in different food categories, found on the following link: [https://ec.europa.eu/food/safety/food\\_improvement\\_agents/additives\\_en](https://ec.europa.eu/food/safety/food_improvement_agents/additives_en)

To avoid the above types of food safety issues in avocado products, SMEs must put in place policies and controls to prevent contamination in the first place. Good Agricultural Practices (GAP), Good Hygiene Practices (GHP) and Good Manufacturing Practices (GMP) must be adopted to minimize and mitigate related risks.

## Plant Health

Plant-based food product consignments can introduce pests, weeds or diseases that could harm humans, plants, or animals in the importing country. Phytosanitary or plant health requirements are thus put in place to prevent the introduction and spread of harmful organisms, which can be introduced not only by the product itself, but also through any wood packaging that may accompany it. Therefore, all consignments must be verified free of bacteria, viruses, pests and diseases that can harm animals or plants in the country. The occurrence of pests can be minimized through using appropriate planting material, good growing practices, good sanitation practices, appropriate use of approved pesticides, and good practices in storage and transport.

An authorised official in the country of origin must issue the **phytosanitary certificate** guaranteeing that consignments are free from pests, weeds and disease, and that they meet the phytosanitary requirements of the EU market. In Rwanda, the **Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA)** is responsible for issuing phytosanitary certificates. If a phytosanitary certificate does not accompany a consignment, or if pests, weeds or diseases are detected during quarantine inspection, the consignment may be returned, destroyed or in some cases undergo treatment that renders it fit for release.

Hass avocados in Rwanda are susceptible to **pests like mites, insect-borers, thrips, caterpillars and lace bugs**. **Avocados are also susceptible to plant diseases like bacterial soft rot, scab, avocado root rot, anthracnose and black streak**.

On 14 December 2019, new EU Plant Health Rules that seek to improve the protection of the EU territory and its plants came into force. According to **EU Regulation (EU) 2016/2031**, all plants (including living parts of plants) entering the EU must be accompanied by a phytosanitary certificate that certifies the consignment complies with the law's requirements, unless the product is listed in Commission Implementing Regulation (EU) 2018/2019 as exempt from this general requirement, which avocado is not.

The phytosanitary certificate must be issued by an authorized body in the country of origin **after a plant health inspection has taken place**. On the phytosanitary certificate, an Additional Declaration must be completed, which includes the **full wording of the treatment/systems approach used**.

In addition, **Commission Delegated Regulation (EU) 2019/1702** establishes a list of priority pests which constitute significant economic, environmental and social impact on EU territory. Currently the list is composed of 20 quarantine pests, including **Xylella fastidiosa**, false codling moth, the Japanese beetle, the Asian long-horned beetle, Citrus greening and Citrus Black Spot.

The format of a phytosanitary certificate must be in line with the International Standard for Phytosanitary Measures No. 12 (ISPM-12) guidelines. Exporters should ensure that any additional declarations required are reflected accurately on the phytosanitary certificate. Documents must be consistent and accurate, for example indicate the correct product, date, and quantities, and ensure the integrity of the consignment by sending what is indicated on the phytosanitary certificate. Specific conditions apply to the compilation of a phytosanitary certificate, and any violations will render the consignment unacceptable and processing will be rejected:

- The name and full address of the consignee must be clearly stated.
- The correct Botanical name of the genus and species must be declared in the appropriate box.
- Each shipment must be accompanied by a phytosanitary certificate.
- Inspection of the products referred to in the certificate and the signing of the certificate must have occurred no more than 14 days before dispatch.
- The certificates must be issued by the official plant protection service of the country.
- Provincial, regional, state or local government certificates are not acceptable.
- The certificates must be signed by an authorized officer of the plant protection service in the country of origin.
- Certificates issued in a language other than English MUST be accompanied by a translation signed by the authorized officer.

An export health certificate is required for the export of all commodities that are for human consumption. Issuance of the certificate is regulated by Port Health Services and is required for each consignment for export. In Rwanda, the relevant authority is the **Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA)**.

## Traceability

Traceability refers to as the ability to follow the movement of a food through specific stages of production, processing and distribution (according to the Codex Alimentarius Commission). Also known as the 'one-step-back-one-step-forward' principle, traceability allows identification of the origin of food and feed ingredients and food sources, particularly when products are found to be faulty. Putting in place a traceability system allows a company to document and/or to locate a product through the stages and operations involved in the manufacture, processing, distribution and handling of feed and food, from primary production to consumption. In case of a health issue with a consignment, traceability provides for more rapid access to relevant and reliable information that helps determine the source of the outbreak as well as the location of implicated products.

In general, a food business should not receive any food or food ingredient unless it can identify the name of the food/ingredient and the name and contact information of the supplier. Traceability systems, already mandatory for food businesses operating in certain developed countries, are becoming increasingly common worldwide.



As per **Regulation (EC) No 178/2002, Article 18**, all food products must be traceable within the European Union. While exporters in trading partner countries cannot be legally required to fulfill traceability requirements imposed within the European Union, the requirement extends to the European importer who must be able to identify who in Rwanda supplied the avocado to them. Thus, records must be kept of a) names and business addresses of anyone that supplies avocados and b) names and business addresses of anyone to whom avocados is sold.

Avocados should not be received or sold unless the name and business address of the supplier/buyer has been identified and recorded. Each lot/batch of avocados supplied should be associated with its supplier, and records should indicate/track this. A system should be in place whereby this information can be provided to authorities in the event it is requested. This record may be either electronic or hard copy, but it must be kept at each step (i.e. the farm, the packhouse, exporter). At the small-scale farmer's level, handwritten records may be used if resources do not allow for other forms of record keeping.

It is common practice for EU buyers to ask trading partners to meet the traceability requirements even beyond the one step back-one step forward principle. However, these requests are part of contractual arrangements and are not legally required.

## Standards for Avocados

By nature, standards are voluntary. They provide rules, guidelines or specifications for activities or their results and may have one or more specific objectives. Compliance with standards can offer buyers and consumers across markets assurances that a product will meet or exceed their needs in terms of safety, fitness for purpose, compatibility or interchangeability. Standards can be public or private, national, regional or international in scope. In this way, standards are major facilitators of trade. Standards can benefit companies in many ways depending on their use including: increased market opportunities, competitive advantages, improved risk management and cost reduction. Applying standards can help to establish credibility and a good reputation in an industry.

Standards are also used as the **basis for technical regulations**. For example, when a standard is referenced by or incorporated into a country's food safety law it becomes a technical regulation and is no longer voluntary for that particular market. By making effective use of standards, it is possible to 'stay ahead of the curve' in terms of potential future regulations.

Some standards are specific to certain products and may cover the areas of food safety, product quality, labelling, packaging, etc., and may be regional, national or international in scope. Quality specifications are generally verified at the time of shipment with documentation provided by the supplier to verify that the product is in conformity with the specification. In order to meet the standard, the manufacturer or supplier must present a product in conformity with each of the characteristics laid down in the standard document. Each one can be tested and verified on delivery of the product.

It is important to note that many buyers have developed their own unique set of specifications for any avocados that they purchase. Often these requirements are set forth in a 'technical sheet' that describes chemical/physical analysis parameters, sensory characteristics, etc. Sometimes these buyer standards have higher quality requirements than those in national or international product-specific standards. They may also specify different testing methods for determining the quality parameters.

Below are some of the **most common product standards for avocados relevant for the EU market:**

### International Avocado Standards

These are standards developed by the International Organization for Standardization (ISO – [www.iso.org](http://www.iso.org)). For **avocados**, there is only one specific standard, while the rest are standards applying to fruits and vegetables. Point of **Note: These standards are purchasable from the ISO.**

Title of Standard	Description of standard (via iso.org)
ISO 2295:1974	Avocado - Guide for storage and transport
ISO 3659:1977	Fruits and vegetables — Ripening after cold storage
ISO 2169:1981	Fruits and vegetables — Physical conditions in cold stores — Definitions and measurement
ISO 874:1980	Fresh fruits and vegetables — Sampling
ISO 7563:1998	Fresh fruits and vegetables — Vocabulary
ISO 6661:1983	Fresh fruits and vegetables — Arrangement of parallelepipedic packages in land transport vehicles

### EAC Regional Avocado Standards

The EAC Treaty provides for cooperation in the areas of Standardization, Quality Assurance, Metrology and Testing (SQMT). Under this cooperation, the SQMT Act was enacted in 2006, which among others, sets out the objectives of harmonization of standards, including to protect and improve the health and safety of consumers; facilitate regional and international trade as well as increase opportunities for companies within the community to participate in international technology transfer. The East African Standards (EAS) EAC standards are developed by the East African Standards Committee (EASC), a policy organ established by the SQMT Act. Their aim is to harmonize quality requirements across the EAC in order to facilitate trade.

For avocados, the relevant standard is:

- **EAS 19:2017- Fresh avocado – Specification:** This East African Standard specifies requirements and test methods for avocados (*Persea americana*, Gartner or *P. Grattisima* mill) fruits of the family Lauraceae to be supplied fresh to the consumer. This standard does not apply to avocados for industrial processing.

### Rwanda Avocado Standards

The following are the Rwandan Avocado Standards, which can be purchased from the Rwanda Standards Board (RSB).

Title of Standard	Description of Standard (via RSB)
RS EAS 19: 2017	Fresh avocado – Specification

## Avocado Size and Product Quality

The EU has set minimum quality standards as per the United Nations Economic Commission for Europe (UNECE) standards for avocados. The minimum requirements may differ per country. The following are the minimum standards for avocados entering Europe:








- The avocados must be at a development stage that allows further ripening.
- The minimum dry matter for the Hass variety should be 23%.
- Avocados of all classes should be;
  - Intact
  - Sound; produce affected by rotting or deterioration such as to make it unfit for consumption is excluded
  - Clean, practically free of any visible foreign matter
  - Practically free from pests
  - Free from damage caused by pests affecting the flesh
  - Free from damage caused by low temperature
  - Have a stalk not more than 10 mm in length which must be cut off cleanly.
  - However, its absence is not considered a defect on condition that the place of the stalk attachment is dry and intact
  - Free of abnormal external moisture
  - Free of any foreign smell and/or taste<sup>1</sup>.
  - The development and condition of the avocados must be such as to enable them:
    - To withstand transportation and handling
    - To arrive in satisfactory condition at the place of destination.
- Avocados should be at least of Class I quality to be accepted into the EU.









### UNECE Avocado classes

Class	Defects Allowed
Extra Class	Free from all defects except slight superficial defects that do not affect quality, keeping quality and presentation in the package. If such a defect is present, the stalk must be intact.
Class I	These defects are allowed provided they do not affect the fruit flesh and do not affect quality, keeping quality and presentation in the package. <ul style="list-style-type: none"> <li>■ Slight defect in shape</li> <li>■ Slight defects in coloring</li> <li>■ Slight skin defects (corkiness, healed lenticels) and sunburn, provided they are not progressive; the maximum total area should not exceed 4 cm<sup>2</sup></li> <li>■ The stalk, if present may be slightly damaged</li> </ul>
Class II	These defects are allowed as long as the avocados retain their essential characteristics in regards to quality, keeping quality and presentation. <ul style="list-style-type: none"> <li>■ Defects in shape</li> <li>■ Defects in coloring</li> <li>■ Skin defects (corkiness, healed lenticels) and sunburn, provided they are not progressive; the maximum total area should not exceed 6 cm<sup>2</sup></li> <li>■ The stalk, if present may be slightly damaged</li> </ul> The defects must not affect the fruit flesh

UNECE classifies avocados according to Size Codes 1 to 30, with a minimum weight of 123 grams. In the EU, the preferred size for Hass avocados is between 16 and 20, and between 14 and 16 for Fuerte.

### Avocado Size Codes

Size Code	4	6	8	10	12	14	16
Weight range (g)							
	781 to 1220	576 to 780	456 to 576	364 to 462	300 to 371	258 to 313	227 to 274

Size Code	18	20	22	24	26	28	30	*S
Weight range (g)								
	203 to 243	184 to 217	165 to 196	151 to 175	144 to 157	134 to 147	123 to 137	Less than 123

The difference between the smallest and largest avocado in a package should not exceed 25g.

### Packaging

Packaging is a vital component of export success and includes not only the materials used to package the product, but also all of the packaging-related processes along the supply chain. Packaging machines and equipment, transportation and storage, whether at a production centre, distribution centre or at the point of sale, all influence the success of a packaging system. Moreover, the disposal of packaging material after final use or consumption of the product must also be considered.

Packaging serves two main purposes – to ensure the integrity of the product until sale and to entice consumers to purchase the product over other options. Packaging protects its contents from external threats including spoilage, breakage and damage from external environmental conditions until the product reaches the end user. Non-compliance with regulations such as those pertaining to food contact materials can result in outright rejection of goods at the port of entry in the destination market.

There are generally three layers of packaging that need to be considered for most products: primary, secondary and tertiary:

- Primary packaging is that which comes into immediate contact with the product and is the smallest unit of distribution.
- Secondary packaging envelops the primary packages and serves as an added layer of protection, such as a case or carton.
- Tertiary packaging is the third layer of packaging, which is generally used during transportation or shipping, such as a palletized load of secondary packages.

Different importers/buyers will have different packaging requirements, depending on their point in the supply chain. The exporter must thus ensure that their packaging systems fit the market expectations and requirements.

For the avocado sector, no product-specific packaging requirements exist for avocados within EU regulations. Packaging should adhere to provisions designed to protect the environment, customer health and protect the product from contamination, leakage and dehydration. Different importers/buyers will have different requirements regarding what they expect in terms of packaging. The following should however be borne in mind:

- **Food contact materials** - Regulation (EC) No 1935/2004 lays out rules regarding materials that come into contact with food products, such as packaging. Thus, only materials which are suitable for contact with food are used and that they will not endanger human health, cause an unacceptable change in the composition of the food or cause deterioration in the sensory characteristics of the food. The packaging must be free from substances that could damage the food, fungal contamination, insect infestation and undesirable or bad odours.
- **Specific packaging** requirements for avocados will vary depending on the target market. However, all packaging material must be new, clean and quality packaging to prevent damage. General characteristics of packaging are;
  - 4 kg cardboard boxes for wholesale
  - 10kg plastic or cardboard crates for importers to ripen and re-pack
- Transport from KIA to the EU should be done while maintaining a perfect cold chain.

## Labelling

Labelling is one of the main reasons that export food consignments are rejected at the point of entry. When the labelling does not comply with international requirements or requirements of the importing country, the goods may be rejected outrightly, or there may be delays in its release until corrective action is taken or new labelling is applied. In either case, trade is disrupted and could even lead to spoilage of the whole consignment if the conditions are not ideal, incurring significant financial losses. Most countries have laws stipulating how foods are to be labelled and what information labels must contain. It is therefore essential that exporters familiarize themselves with the food labelling requirements of importing countries.

The Codex Alimentarius Commission has deemed eight key elements as mandatory for consumer-ready packaged foods within Codex Standard 1-1985 (General Standard for the Labelling of Pre-packaged Foods). These elements serve as the basis for many national regulations on labelling; however, they are only a starting point, as there are many other factors to consider. For example, labels will differ for primary, secondary and tertiary packaging. There will also be different barcodes used for primary, secondary and tertiary packaging. Requirements will also vary from one region of the globe to another and will differ depending on if the product is to be sold in bulk or retail format.

Effective retail labelling goes beyond the mandatory particulars and also serves to differentiate a product and appeal to the customer. Its success depends on many other factors such as materials, design elements, different bar codes and QR codes that provide additional information to the consumer. As a rule of thumb, the labelling information must be easy to understand, easily visible, clearly legible and indelible, using a minimum font size. Labelling information must appear in the official language(s) of the Member State where the product is marketed. English is often used for transportation labels when shipping internationally. In addition, labels or any direct printing must not contain any toxic ink or glue. EU labelling legislation forbids misleading consumers with false claims about the product. This includes mandatory information as well as any voluntary information that is included on the label.

According to a CBI report, the labelling requirements for avocados are as follows:

- **Trade packages and cartons of fresh fruit;**
  - Name and address of the packer or dispatcher;
  - Name and variety of the produce (if the produce is not visible from the outside of the packaging);
  - Country of origin;
  - Class and size (referring to the marketing standards);
  - Lot number for traceability or GGN if certified GLOBALG.A.P. (recommended);
  - Official control mark to replace name and address of the packer (optional);
  - Post-harvest treatment; for example, anti-moulding agents added in a post-harvest treatment of citrus fruits must be mentioned on the trade package;
  - Organic certification, including name of inspection body and certification number (if applicable).
- **Fruits processed or directly packed for consumption;**
  - Name and address of the packer or dispatcher;
  - Name and variety of the produce (if the produce is not visible from the outside of the packaging);
  - Country of origin;
  - Class and size (referring to the marketing standards);
  - Lot number for traceability or GGN if certified GLOBALG.A.P. (recommended);
  - Official control mark to replace name and address of the packer (optional);
  - Post-harvest treatment; for example, anti-moulding agents added in a post-harvest treatment of citrus fruits must be mentioned on the trade package;
  - Organic certification, including name of inspection body and certification number (if applicable).
- **Labelling of food contact materials**

According to Regulation (EC) No 1935/2004, articles intended to come into contact with foodstuffs, including packaging materials and containers shall be labelled 'for food contact' or shall bear the symbol with a glass and fork.
- **Labelling of food additives and flavourings**

If food additives and/or flavourings are used in food products, they must always be labelled on the packaging by their category (anti-oxidant, preservative, colour, etc.) along with their name or E-number. Other provisions on labelling of additives sold as such to food producers and consumers are laid down in Regulation (EC) No 1333/2008 and Regulation (EC) No 1334/2008.

## Market Preferences / Trends

According to various reports, there is a noticeable shift in fruits and vegetables consumption trends. The following are trends relevant to export of fresh avocados;

- There is an **increasing demand for convenience fruit**. This trend has been promoted by the sale of ready to eat avocados and frozen avocados. Such fruit has to be picked when mature but not ripe, with a dry matter not below 23% and uniform throughout the parcel. Customers are prepared to pay premium prices for the added value of taste and ripening fruit.

- The relationship between food and health has received more recognition in recent years, which has led to **an increase in the demand for healthy foods**. Avocados, which are rich in good fats, fiber, vitamins and minerals have grown in popularity as a result, leading to increased consumption throughout Europe.
- Due to the growing interest in **sustainable and ethical farming practices**, the demand for certified avocados has increased significantly in the EU market. For avocados, there have been concerns about excessive use of water in avocado farming in Africa, Peru and Chile and deforestation in Mexico. Certification schemes that adhere to the Global Social Compliance Programme (GSCP) are more likely to be accepted in retail stores like supermarkets.
- As a consequence of the increased demand for healthy foods, there is an **increase in the demand for organic avocados** in the EU market. The current supply does not meet the demand for organic avocados making this a niche that SMEs in Rwanda can occupy. For avocados to be marketed as organic products in Europe, they must be produced using organic methods stipulated in European legislation and get certified by an accredited certifier. Information on the organic methods required is available here: <https://www.ifoam-eu.org/fr/organic-regulations/list-eu-organic-regulations>. It is important to note that the process of implementing organic requirements and getting certified can be expensive. A cost benefit analysis of organic certification should be done by SMEs as organic certification is not compulsory.
- In addition to the food safety requirements stipulated in EU legislation, buyers may require **additional guarantees of food safety**. The most common certification is the GLOBAL G.A.P which covers the entire agricultural process up to the final non-processed product. The GLOBAL G.A.P certification is especially important for exporters to Northern Europe as most supermarkets require it.
- The **Hass variety is currently the most soughtafter variety of avocados in Europe**. Green skin avocados are going down in demand but still have demand in some markets like in Italy because of their colour and low price. Pinkerton avocados (pseudo Hass) have timed demand because it is a late variety.

The section below highlights the main certification schemes in Rwanda:

- **GLOBAL G.A.P:** This is the most common certificate required for avocados sold in EU supermarkets. GLOBAL.G.A.P sets to establish common Good Agricultural Practices (GAP) for agricultural products around the world, ensuring food safety, sustainability, environmental conservation, traceability and worker safety and welfare. It is a pre-farm-gate standard, which means it covers all stages of the agricultural production process, from planting to post-harvest handling, packing and storing of the unprocessed produce. The focus of this certification is food safety, environmental conservation, high product quality and good labour conditions.

There are over 100 GLOBAL G.A.P certification bodies around the world. A GLOBAL.G.A.P certification body in Rwanda is Safari Prudent, [https://www.globalgap.org/uk\\_en/Profiles/Prudent/](https://www.globalgap.org/uk_en/Profiles/Prudent/). It is recommended to read the GLOBAL G.A.P general requirements available on their website ([https://www.globalgap.org/uk\\_en/what-we-do/globalg.a.p-certification/five-steps-to-get-certified/](https://www.globalgap.org/uk_en/what-we-do/globalg.a.p-certification/five-steps-to-get-certified/)) before contacting a certification body.

■ **Sedex Members Ethical Trade Audit (SMETA):**

This certification helps SMEs adhere to ethical trading requirements through social audits to assess working conditions at the supplier site. An auditor goes to the workplace and assesses the health and safety of workers and adherence to international human rights like zero tolerance to child labour. Any issues found are addressed based on a Corrective Action Plan (CAPR). SMETA audits are conducted in Rwanda by Partner Africa: <https://www.partnerafrica.org/>

- **Organic Certification:** To become an organic farmer with certification to supply EU countries with organic avocados, you must be certified by an EU recognized control agency. The process of acquiring organic certification is long, taking 2 to 3 years, during which the farmer is expected to transition the farm into being fully organic. Organic farms are subjected to yearly inspections to check for compliance. It is recommended to make yourself familiar with EU legislation on organic farming before embarking on the process.

**Key features of SMETA**

- SMETA provides best practice guidance related to the number of auditor days, the audit timetable, number of workers' interviews depending on the size of company, training and experience requirements for auditors, pre-audit communication and detailed audit execution step-by-step.
- SMETA best practice guidance provides guidance for auditing against the Ethical Trade Initiative (ETI) Base Code and local laws.
- SMETA best practice guidance is not intended as a stand-alone description of how to conduct an audit. Instead, it sets out to establish a common set of criteria to supplement auditors' own systems.

Source: [https://www.standardsmap.org/review-standards?short\\_list=128,60](https://www.standardsmap.org/review-standards?short_list=128,60)



## Where to find additional / updated information

Additional information on the requirements to export to the EU or to any other market, can be found from the following organisations:

- NAEB: a government body which promotes and facilitates agricultural exports and provides support to private agricultural stakeholders. <https://naeb.gov.rw/index.php?id=1>
- RDB: a government institution which promotes economic growth by promoting growth within the private sector. <https://rdb.rw/about-rdb/>
- Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA): entity responsible for assessing the phytosanitary condition of agricultural products for export. <http://www.minagri.gov.rw/index.php?id=613>
- EU Pesticide Database: the database contains details of all allowed pesticides, as well as those that are banned. <https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/public/?event=homepage&language=EN>
- The Codex Alimentarius Commission (CAC): also maintains a pesticide database that outlines MRLs for different foods and food categories. Countries sometimes refer to this database in lieu of establishing their own MRLs within food safety regulations.
- ITC Quality Compass: provides comprehensive and very detailed requirements about the quality requirements for exporting avocados to the EU, both mandatory and voluntary.
- EU Export Health Desk: provides product specific requirements, as well as import related procedures.
- For a comprehensive list of certifications that may be required for exporting avocados to the EU, visit the ITC Standards Map here: [https://www.standardsmap.org/standards\\_intro](https://www.standardsmap.org/standards_intro)
- To learn more about the certification schemes in Rwanda, visit their official websites below;
  - GLOBAL G.A.P - [https://www.globalgap.org/uk\\_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/](https://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/)
  - SMETA - <https://www.sedex.com/our-services/smeta-audit/>
  - BRCGS - <https://www.brcgs.com/>
  - Organic certificate - [https://ec.europa.eu/info/food-farming-fisheries/farming/organic-farming/organics-glance\\_en](https://ec.europa.eu/info/food-farming-fisheries/farming/organic-farming/organics-glance_en)



# Chapter 3: Step By Step Procedures For Exporting Avocados in Rwanda

## Overview and Objectives of Chapter 3:

This Chapter presents the whole gamut of business processes and regulatory activities required to export avocados in Rwanda for a first time exporter – from registering as an exporter, going through the various state entities to obtain various certifications and approvals, to releasing the avocados at the port for shipment.

Several important points to note in reading this chapter:

- As part of implementing the WTO Trade Facilitation Agreement (WTO-TFA), these measures have been mapped and documented as part of the EAC Regional Information Trade Portal, which brings together National Trade Portals. The information in the chapter is drawn from the Rwanda Trade Portal (<https://rwandatrade.rw/>)
- As part of implementing the WTO TFA, which calls for simplifications of trade procedures, as well as other measures meant to regulate the sector, these procedures may change from time to time. It is therefore important that exporters regularly check the Rwanda Trade Portal to ensure they are well acquainted with the current procedures at the time of exporting.
- The chapter currently maps procedures as at 10th July 2020. It presents ALL the procedures a first-time exporter would go through, meaning that for SMEs that are already established, some of the steps may not be necessary.

The **key objectives** of this Chapter are:

- To provide the Rwanda avocado SME with both a summary and an elaboration of the whole avocado export process in Rwanda; from the document requirements, involved institutions, the costs and the time to meet all the requirements.
- To provide Rwanda TSIs with an understanding of the overall regulatory burden for avocado exporters
- To point the Rwanda avocado SMEs and TSIs to sources of credible information on the avocado exporting process in Rwanda

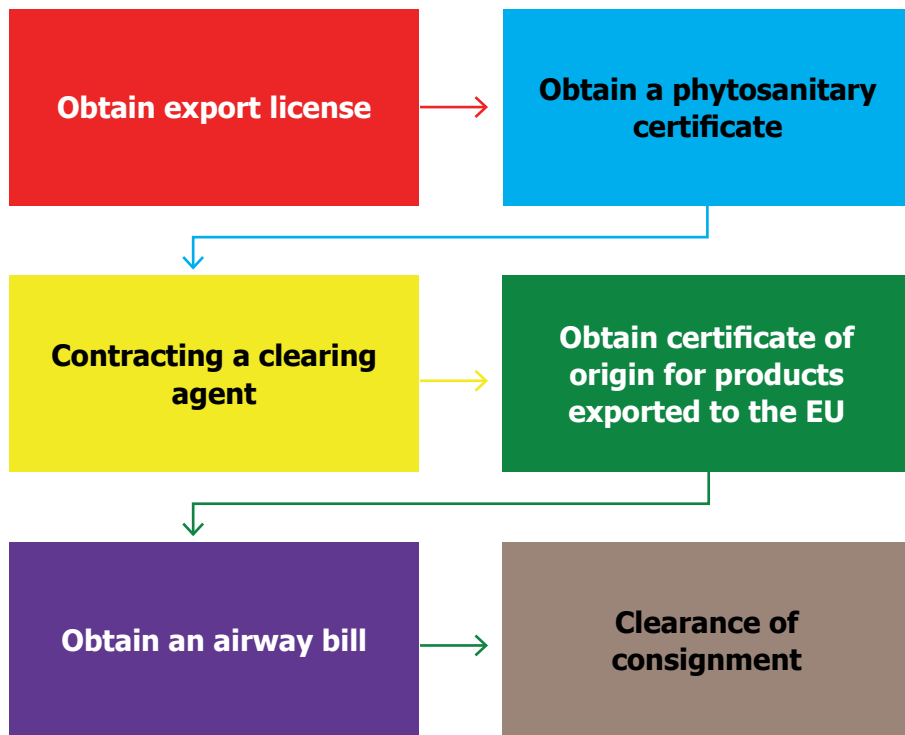
## Summary of Procedures for Avocado Exports from Rwanda through the Kigali International Airport

The export of avocados in Rwanda through Kigali International Airport involves 18 different steps, that fall into 6 broad procedures. Overall, 13 documents are required at various parts of the export process, which are obtained from 10 institutions. To complete all the procedures, a first-time exporter would require about 6 to 16 days to complete the entire process. The cost of all the government processes is about RWF 151,799.57.

**Figure 5, Summary of procedures and required documents, institutions, time and cost to export avocados in Rwanda**

<b>Overall number of Tasks</b>	6 overall Procedures, comprising 18 different steps
<b>Documents Required</b>	13 documents required
<b>Institutions Involved</b>	10 institutions
<b>Legislations</b>	13 laws
<b>Estimated time</b>	6 days minimum to 16 days maximum
<b>Estimated Cost</b>	RWF151,799.57

**Figure 6 below summarises the 6 procedures that a trader must complete to export avocados.**  
Figure 6, Procedures to export avocados through Kigali International Airport



## Step by Step Procedure for Avocado Exports from Rwanda through the Kigali International Airport

### Procedure 1: Obtain export license

What are the steps involved	There are <b>3 steps required to obtain an export license</b> , as follows: <ol style="list-style-type: none"> <li>1. Submit application for export license</li> <li>2. Field visit</li> <li>3. Obtain export license</li> </ol>
Which Institutions do you go to	<ul style="list-style-type: none"> <li>■ National Agricultural Export Development Board (NAEB)            KK 530 St , Kigali            Tel: 3800 / +250 252 575 600            Email: <a href="mailto:info@naeb.gov.rw">info@naeb.gov.rw</a>            Website: <a href="http://www.naeb.gov.rw/">http://www.naeb.gov.rw/</a></li> </ul>
Which documents are needed	<p><i>To submit application for export license:</i></p> <ul style="list-style-type: none"> <li>■ Application form - hort export license (original + Simple copy) signed by the managing director and stamped</li> <li>■ Certificate of domestic company registration (Simple copy)</li> <li>■ National ID card (Simple copy) of the managing director</li> <li>■ 4.Export contract (Simple copy) or Purchase order (original)</li> </ul> <p><i>For field visit:</i></p> <ul style="list-style-type: none"> <li>■ None. Just the physical presence of the exporter or their representative</li> </ul> <p><i>To obtain export license:</i></p> <ul style="list-style-type: none"> <li>■ None. Just the physical presence of the applicant or their representative</li> </ul>
What is the legal basis for these requirements	N° 13/2017 of 14/04/2017 establishing National Agricultural Export Development Board (NAEB) and determining its mission, organisation and functioning Article 5 Requirements to be licensed as a horticulture exporter in Rwanda
Fees	
Processing time for full task	Min. 5 days – Max. 12 days
Contact info	<b>National Agricultural Export Development Board (NAEB)</b> KK 530 St, Kigali Tel: 3800 / +250 252 575 600 Email: <a href="mailto:info@naeb.gov.rw">info@naeb.gov.rw</a> Website: <a href="http://www.naeb.gov.rw/">http://www.naeb.gov.rw/</a>
What document do you receive	<p><i>After submitting application for export license:</i></p> <ul style="list-style-type: none"> <li>■ Copy of application form with stamp for reception (hort)</li> </ul> <p><i>After field visit:</i></p> <ul style="list-style-type: none"> <li>■ Field code(s)</li> </ul> <p><i>After obtaining export license:</i></p> <ul style="list-style-type: none"> <li>■ Export license (NAEB)</li> </ul>
Additional information	<ul style="list-style-type: none"> <li>■ Prior to issuing the license, NAEB staff ensures to visit all fields / farms owned where the export commodity is grown to ensure it's up to standards. Keys observed elements are farming system, farming history, commodity, location and size.</li> <li>■ The export license is valid for a year and renewable up on request.</li> </ul>

## Procedure 2: Obtain a phytosanitary certificate

What are the steps involved	<p>There are <b>5 steps required to obtain a phytosanitary certificate</b>, as follows:</p> <ol style="list-style-type: none"> <li>4. Obtain payment advice ticket (phyto)</li> <li>5. Pay application fee, Register as an eRalis user (optional)</li> <li>6. Submit application for phytosanitary certificate</li> <li>7. Pack house inspection</li> <li>8. Obtain phytosanitary certificate</li> </ol>
Which Institutions do you go to	<p><b>RRA Non Fiscal Revenue Services</b>            Tel: 3004 / +250 788 185 500            Email: <a href="mailto:info@rra.gov.rw">info@rra.gov.rw</a>            Website: <a href="https://nonfiscal.rra.gov.rw/citizenreceiptGeneration?flag=C#">https://nonfiscal.rra.gov.rw/citizenreceiptGeneration?flag=C#</a></p> <p><i>To pay application fee:</i>            Bank. The list of licensed banks is available here: <a href="https://www.bnr.rw/financial-stability/bank-supervision/licensed-banks/">https://www.bnr.rw/financial-stability/bank-supervision/licensed-banks/</a></p> <p><i>To register as an eRalis user, to submit application for phytosanitary certificate:</i>  <b>eRalis Portal</b>            Tel: +250 788 154 500            Email: <a href="mailto:info@rica.gov.rw">info@rica.gov.rw</a>            Website: <a href="https://www.eralis.minagri.gov.rw/">https://www.eralis.minagri.gov.rw/</a></p> <p><i>For packhouse inspection, to obtain phytosanitary certificate:</i>  <b>Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA)</b>            P.O Box 621, Kigali            Tel: +250 788 154 500            Email: <a href="mailto:info@rica.gov.rw">info@rica.gov.rw</a>            Website: <a href="http://www.rica.gov.rw">http://www.rica.gov.rw</a></p>
Which documents are needed	<p><i>To pay application fees:</i></p> <ul style="list-style-type: none"> <li>■ Payment advice ticket (phyto) (original)</li> </ul> <p><i>To register as an eRalis user:</i></p> <ul style="list-style-type: none"> <li>■ Email address</li> <li>■ National ID card number</li> <li>■ TIN number</li> </ul> <p><i>To submit application for phytosanitary certificate:</i></p> <ul style="list-style-type: none"> <li>■ Phytosanitary certificate fee payment receipt (Simple copy)</li> <li>■ Export contract (Simple copy)</li> <li>■ Import permit from destination country (Simple copy)</li> </ul> <p><i>For packhouse inspection:</i></p> <ul style="list-style-type: none"> <li>■ None. Just the physical presence of the applicant or their representative</li> </ul> <p><i>To obtain phytosanitary certificate:</i></p> <ul style="list-style-type: none"> <li>■ Phytosanitary certificate fee payment receipt (original)</li> </ul>
What is the legal basis for these requirements	<ul style="list-style-type: none"> <li>■ Arrêté ministériel n° 4/76. Taxe rémunératoire pour tout contrôle phytosanitaire, délivrance de certificats phytosanitaires et constat de qualité ou d'avarie. (J.O., 1976, p. 757) Article 1</li> <li>■ Law N° 16/2016 du 10/05/2016 on plant health protection in Rwanda Article 10, 31</li> <li>■ RALIS portal user guide</li> <li>■ RALIS communique 04-04-2020</li> </ul>
Fees	<p>RWF 200</p> <p><b>Payment methods:</b> cash, credit cards, check, bank transfer            Payment is made on RRA "non fiscal" account at the bank of your choice or online for the banks that provide that service.</p>
Processing time for full task	Max. 1.5 days

Continues>>

Contact info	<p><b>Rwanda Revenue Authority (RRA)</b>  P. O. Box 3987, Kigali  Tel: 3004 / +250 788 185 500  Email: <a href="mailto:info@rra.gov.rw">info@rra.gov.rw</a>  Website: <a href="http://www.rra.gov.rw/">http://www.rra.gov.rw/</a></p> <p><i>For eRalis, for submission of application for phytosanitary certificate, pack house inspection, for packhouse inspection:</i>  <b>Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA)</b>  P.O Box 621, Kigali  Tel: +250 788 154 500  Email: <a href="mailto:info@rica.gov.rw">info@rica.gov.rw</a>  Website: <a href="http://www.rica.gov.rw">http://www.rica.gov.rw</a></p>
What document do you receive	<p><i>After obtaining payment advice ticket (phyto):</i></p> <ul style="list-style-type: none"> <li>■ Payment advice ticket (phyto)</li> </ul> <p><i>After paying application fees:</i></p> <ul style="list-style-type: none"> <li>■ Phytosanitary certificate fee payment receipt</li> </ul> <p><i>After registering as an eRalis user:</i></p> <ul style="list-style-type: none"> <li>■ Confirmation email</li> </ul> <p><i>After submitting application for phytosanitary certificate:</i></p> <ul style="list-style-type: none"> <li>■ Application submitted notification</li> </ul> <p><i>After packhouse inspection:</i></p> <ul style="list-style-type: none"> <li>■ None. Appointment</li> </ul> <p><i>After completing procedure:</i></p> <ul style="list-style-type: none"> <li>■ Phytosanitary certificate</li> </ul>
Additional information	<ul style="list-style-type: none"> <li>■ Once on the non fiscal revenue services page click on the "services to public" menu and fill in the required information. In the service provider box, select: "MINAGRI" and in the service box: "Plant health certificate".</li> <li>■ The Rwanda Revenue Authority non fiscal payment advice ticket is used as a payment reference at the bank.</li> <li>■ After successful registration, the exporter receives an email authorising him / her to set a new password to be used anytime logging in on eRalis to submit an application.</li> <li>■ The link to online application can also be accessed through: MINAGRI website, by clicking on "eRalis" in important links.</li> <li>■ If you do not have a user account you will be requested to create one by entering your contact details, email address and a password to be used while logging in the future.</li> <li>■ The source of the product (i.e. full contact details of the producer) should be well known to ensure traceability. The product should be free from any physical defects, pests &amp; diseases and well packaged according to the international standards.</li> <li>■ It is important to specify where your consignment will be packaged from so that the inspector knows the directions.</li> <li>■ To increase the chances of obtaining a phytosanitary certificate, keep your products free of any pests or diseases and be aware of which fertilizers and pesticides are prohibited in Rwanda and in your export destination.</li> <li>■ The inspector contacts the exporter by phone or through the eRalis system to organise the appointment for inspection. Inspection takes place at the pack house while products are being sorted or before packing. For products that have to be kept in a cold room, inspection takes place at the airport cold room. The inspector leaves after closing the boxes / bags.</li> <li>■ You will usually be provided with an answer right after inspection. If your products fail to comply with applicable standards, you will receive recommendation on how your products can attain necessary standards in the future.</li> </ul>

### Procedure 3: Contracting a clearing agent

What are the steps involved	There is <b>1 step required to contract a clearing agent</b> , as follows: 9. Contract a clearing agent
Which Institutions do you go to	Clearing agent
Which documents are needed	<ul style="list-style-type: none"> <li>■ Certificate of domestic company registration (simple copy)</li> </ul>
What is the legal basis for these requirements	<ul style="list-style-type: none"> <li>■ East African Community Customs Management Act, 2004 (Revised 30th June 2019) Sections 147, 148</li> <li>■ Regional local clearing tariff</li> </ul>
Fees	Approximately USD 150  <b>Payment methods:</b> cash, check, invoice The fee charged by the clearing agent is negotiable.
Processing time for full task	
Contact info	<b>Rwanda Freight Forwarders Association</b> P.O Box 4976 , Kigali Tel: +250 788 495 208 Email: <a href="mailto:info@adrwanda.com">info@adrwanda.com</a> Website: <a href="http://www.adrwanda.com/">http://www.adrwanda.com/</a>
What document do you receive	<ul style="list-style-type: none"> <li>■ Contract</li> </ul>
Additional information	<ul style="list-style-type: none"> <li>■ A clearing agent is a professional who can handle all customs clearance processes and steps involved with getting your goods onto their way. Their services usually include getting appropriate certificates, booking storage space at warehouses, arranging for payment of any applicable fees and communication with customs, border and logistics personnel at the border post, airport or port.</li> <li>■ Most clearing agents can also arrange for your goods to be picked up from your factory and arrange transport on your behalf. For these services additional charges apply.</li> <li>■ The List of clearing agents approved by RRA can also be found on RRA website / customs services / licensing of agents / updated list of clearing agencies.</li> </ul>



## Procedure 4: Obtain certificate of origin for products exported to EU

What are the steps involved	There are <b>2 steps to obtain certificate of origin for products exported to EU</b> , as follows: 10. Submit application for certificate of origin 11. Obtain certificate of origin
Which Institutions do you go to	<b>e-Single Window</b> Tel: +250 788 185 611 Email: <a href="mailto:reswteam@rra.gov.rw">reswteam@rra.gov.rw</a> Website: <a href="https://sw.gov.rw">https://sw.gov.rw</a>
Which documents are needed	<i>To submit application for certificate of origin:</i> <ul style="list-style-type: none"> <li>■ Invoice (original)</li> <li>■ Packing list (original) optional</li> </ul> <i>To obtain certificate of origin:</i> <ul style="list-style-type: none"> <li>■ Online notification (applicants can track the status of their applications online)</li> </ul>
What is the legal basis for these requirements	Cotonou Agreement
Fees	
Processing time for full task	Max. 0.5 day
Contact info	Customs Service Department - Gikondo Office KK 532 St P.O Box 3987 Kigali, Kigali Tel: +250 788 185 712 Email: <a href="mailto:customs@rra.gov.rw">customs@rra.gov.rw</a> Website: <a href="http://www.rra.gov.rw">www.rra.gov.rw</a>
What document do you receive	<i>After submitting application for certificate of origin:</i> <ul style="list-style-type: none"> <li>■ Application submitted notification</li> </ul> <i>After completing procedure:</i> <ul style="list-style-type: none"> <li>■ EU certificate of origin</li> </ul>
Additional information	<ul style="list-style-type: none"> <li>■ Applicants should find out about the particular rules of origin that apply to the specific product and export market. Find out more by consulting RRA's customs unit: Tel.: + 250 252595512 Hotline: 3004 (free of charge) E-mail: <a href="mailto:customs@rra.gov.rw">customs@rra.gov.rw</a></li> <li>■ The EU accepts certificates of origin only up to 10 months after their issuance. At least 10% of the weight of an unprocessed or 10% of the value of a processed/manufactured export product must have been produced in Rwanda for the agreement to apply.</li> </ul>

## Procedure 5: Obtain an airway bill

What are the steps involved	<p>There are <b>5 steps required to obtain an airway bill</b>, as follows:</p> <ol style="list-style-type: none"> <li>12. Contact the airline to book cargo space</li> <li>13. Cargo scanning at airport warehouse</li> <li>14. Weighing of consignment</li> <li>15. Obtain airway bill</li> <li>16. Pay prescribed fee</li> </ol>
Which Institutions do you go to	<p><i>To contract the airline to book cargo space, cargo scanning at airport warehouse:</i> Airline</p> <p><i>For weighing of consignment, to obtain airway bill:</i> <b>Kigali International Airport</b> KN 5 Rd , Kigali Tel: +250 252 585 845 Email: <a href="mailto:info@caa.gov.rw">info@caa.gov.rw</a> Website: <a href="http://www.caa.gov.rw">www.caa.gov.rw</a></p> <p><i>To pay prescribed fee:</i> Bank</p>
Which documents are needed	<p><i>To contract the airline to book cargo space:</i></p> <ul style="list-style-type: none"> <li>■ Export contract (simple copy)</li> </ul> <p><i>For cargo scanning at airport warehouse:</i></p> <ul style="list-style-type: none"> <li>■ Invoice (export) (original)</li> <li>■ Packing list (original)</li> </ul> <p><i>For weighing the consignment:</i></p> <ul style="list-style-type: none"> <li>■ None. Just the physical presence of the exporter or their representative.</li> </ul> <p><i>To obtain airway bill:</i></p> <ul style="list-style-type: none"> <li>■ Export contract (simple copy)</li> <li>■ Packing list (simple copy)</li> </ul> <p><i>To pay prescribed fee:</i></p> <ul style="list-style-type: none"> <li>■ Payment slip (original)</li> </ul>
What is the legal basis for these requirements	<ul style="list-style-type: none"> <li>■ Law no 42/2011 of 31/10/2011 relating to Civil Aviation Security articles 26, 27</li> <li>■ Magerwa fee list - KIA</li> </ul>
Fees	<ul style="list-style-type: none"> <li>■ RWF 0 - RWF 10 per kilogram handling fee for general cargo</li> <li>■ or RWF 0 - RWF 20 per kilogram handling fee for high value or sensitive goods, including those that must be kept in the cold room</li> <li>■ USD 0 - USD 1.5 per kilogram average air freight cargo fee per kilogram, negotiable depending on the airline and size of the consignment</li> </ul> <p><b>Payment methods:</b> cash, credit cards, check, bank transfer MAGERWA bank accounts: I&amp;M Bank: 010-0000210-02-34 RWF and 010-0000210-03-35 USD Bank of Kigali: 040-0000808065 RWF</p>
Processing time for full task	Min 1 hr 25 min – Max 2 hr 25 min
Contact info	<p><b>Kigali International Airport</b> KN 5 Rd, Kigali Tel: +250 252 585 845 Email: <a href="mailto:info@caa.gov.rw">info@caa.gov.rw</a> Website: <a href="http://www.caa.gov.rw">www.caa.gov.rw</a></p>

Continues>>

<p>What document do you receive</p>	<p><i>After contacting the airline to book cargo space:</i></p> <ul style="list-style-type: none"> <li>■ Export contract (Simple copy)</li> </ul> <p><i>After cargo scanning at airport warehouse:</i></p> <ul style="list-style-type: none"> <li>■ Appointment</li> </ul> <p><i>After weighing of consignment:</i></p> <ul style="list-style-type: none"> <li>■ None. Sealed container</li> </ul> <p><i>After obtaining airway bill:</i></p> <ul style="list-style-type: none"> <li>■ Airway bill (RwandAir)</li> </ul> <p><i>After paying prescribed fee:</i></p> <ul style="list-style-type: none"> <li>■ Storage fee payment receipt</li> </ul>
<p>Additional information</p>	<ul style="list-style-type: none"> <li>■ The booking must be done at least 24 hours prior to direct flights and 48 hours prior to transiting flights. The air freight cargo cost is negotiable with the airline, with an average fee of \$ 1.5 per kilogram.</li> <li>■ RwandAir handles cargo services for other airlines that operate in Rwanda i.e. KENYA AIRWAYS, KLM, MARTINAIR, QATAR, TURKISH AIRLINES. All the documents are received in RwandAir office and booking can be done per email on cargo@rwandair.com.</li> <li>■ Cargo must be brought to the warehouse at least 6 hours before flight. Each consignment is checked for security purposes at the entry of the warehouse, in presence of a police officer.</li> <li>■ Approximately RWF 2 per kilogram are charged for storing goods in airport warehouses. Goods that need to be stored in the cold chain or goods classified as dangerous will face a surcharge depending on the exact type of product and duration of storage. Your clearing agent and the RRA customs unit located at the airport can inform you about the exact costs. After this step, the goods will be handled by the cargo officer.</li> <li>■ Over 10 international airlines currently operating from Kigali International Airport, serving multiple markets, including: <ul style="list-style-type: none"> <li>- Europe: Rwandair to London and Brussels daily, KLM to Amsterdam daily, SN Brussels to Brussels daily</li> <li>- Middle East: Rwandair to Dubai daily, Qatar to Doha daily, Turkish Airways to Istanbul daily</li> <li>- Africa: Multiple countries with Rwandair, Ethiopian Airlines &amp; Kenya Airways daily</li> <li>- Asia: Multiple onward connections from Dubai, Nairobi &amp; Addis Ababa</li> </ul> </li> <li>■ Average cargo capacity: 4-5 tons for intercontinental flights (e.g. Rwandair, SN Brussels, Turkish, Qatar, KLM); 2-3 tons for regional flights (Rwandair, Kenyan Airways, Ethiopian Airlines). Dedicated cargo capacity also provided by MartinAir.</li> </ul>

## Procedure 6: Clearance of consignment

What are the steps involved	There is <b>2 steps required for clearance of consignment</b> , as follows: 17. Declare cargo & pay fees 18. Obtain release documents
Which Institutions do you go to	<i>To declare cargo &amp; pay fees:</i> <b>e-Single Window</b> Tel: +250 788 185 611 Email: <a href="mailto:reswteam@rra.gov.rw">reswteam@rra.gov.rw</a> Website: <a href="https://sw.gov.rw">https://sw.gov.rw</a>  <i>To obtain release documents:</i> <b>Customs Services Department - Kigali International Airport</b> KN 5 Rd, Kigali Tel: +250 788 185 602 Email: <a href="mailto:customs@rra.gov.rw">customs@rra.gov.rw</a> Website: <a href="http://www.rra.gov.rw/">http://www.rra.gov.rw/</a>
Which documents are needed	<i>To declare cargo and pay fees:</i> <ul style="list-style-type: none"> <li>■ Invoice (export) (original)</li> <li>■ Packing list (original)</li> <li>■ EU certificate of origin (original)</li> <li>■ Airway bill (RwandAir) (original)</li> <li>■ Phytosanitary certificate (original)</li> </ul> <i>To obtain release documents:</i> <ul style="list-style-type: none"> <li>■ Customs reference</li> </ul>
What is the legal basis for these requirements	<ul style="list-style-type: none"> <li>■ East African Community Customs Management Act, 2004 (Revised 30th June 2019) Section 73-75</li> <li>■ The East African Community Customs Management Regulations, 2010 Section 88-89</li> <li>■ East African Community Common External Tariff 2017</li> </ul>
Fees	RWF 3,000. An estimate which can be modified to calculate your costs.  <b>Payment methods:</b> cash, credit cards, check, bank transfer Payment can be made online on Rwanda Revenue Authority account at any of the commercial banks that provide that service, and via MTN Mobile Money, by selecting payment (#3) and Rwanda Revenue (#6). Once the payment is made, the Customs office gets an automatic notification in the electronic single window system so they can produce the release documents right away.
Processing time for full task	Min 5 min – Max 20 min
Contact info	<b>Customs Services Department - Kigali International Airport</b> KN 5 Rd , Kigali Tel: +250 788 185 602 Email: <a href="mailto:customs@rra.gov.rw">customs@rra.gov.rw</a> Website: <a href="http://www.rra.gov.rw/">http://www.rra.gov.rw/</a>
What document do you receive	<i>After declaring cargo and paying fees:</i> <ul style="list-style-type: none"> <li>■ Export declaration</li> <li>■ Assessment notice – EX 1</li> <li>■ Payment confirmation – export declaration</li> </ul> <i>After obtaining release documents:</i> <ul style="list-style-type: none"> <li>■ Release order</li> <li>■ Exit note - export</li> </ul>
Additional information	<ul style="list-style-type: none"> <li>■ Since 2012 Rwanda Revenue Authority uses the Electronic Single Window (ESW) for creating, validating, modifying export, import and transit declarations. Ideally, information on custom declarations is shared between all EAC members since ESW is connected to all EAC partner states online clearing systems. Check with RRA customs unit for an update on the current status of integration.</li> <li>■ Currently, only accredited clearing agents are able to access the ESW. The exporter submits all necessary documents to the clearing agent. The clearing agent prepares and submits online export declaration together with supporting documents. The customs officer verifies both the customs entry and the attached supporting documents.</li> <li>■ Release order serves as confirmation that cargo declaration is complete and payment of the processing fee is done. It is produced by the customs officer after verification of declaration and payment in the electronic single window.</li> </ul>



# Chapter 4: Avocado Import Procedures in the EU

## Overview and Objectives of Chapter 4:

This chapter discusses some of the import procedures in the European Union. While the importer in the EU member country is ultimately responsible for ensuring that the importing requirements have been met, in this Chapter we shall discuss some of the key procedures and requirements where the exporter has a role to play.

Several important points to note in reading this chapter:

- The Chapter assumes that the importing company is already registered in the given EU Member country and has the 'Economic Operator Registration and Identification (EORI) number that required by the Customs Authority in the EU to among others, lodge a customs declaration and make an entry summary declaration (ENS) and an exit summary declaration (EXS)
- The information in the chapter is mainly drawn from the EU Help Desk; based on export to Belgium from Rwanda: <https://trade.ec.europa.eu/access-to-markets/en/search?product=Avocado%20&origin=RW&destination=BE>
- The chapter contains information that is valid as at 19th January 2021. Procedures and requirements however change. As a rule of thumb, the exporting SME should always check with the importer the current requirements before any shipment is done.

The **key objectives** of this Chapter are:

- To provide the Rwanda avocado SME with a consolidated and simplified reference to the mandatory requirements for exporting avocados to the EU;
- To provide the Rwanda avocado SME with an overview of EU avocado market preferences and trends that the SME may tap into;
- To provide Rwanda's TSIs with a reference point for the requirement SMEs must fulfill in order to tap into the EU Market; and,
- To point the Rwanda avocado SMEs and TSIs to sources of credible information on requirements and market preferences for avocado exported to the EU.

## Summary of Procedures for Avocado Imports into the EU from Rwanda

The figure below depicts the procedures for importing goods into the EU.



Below we elaborate the steps further:

## Step 1: Entry Summary Declaration (ENS)

The ENS is lodged by the carrier of goods entering the customs territory of the EU, in advance of the goods arriving in the EU. For container marine cargo, the ENS should be launched 24 hours before commencement of loading in the foreign load port, while for bulk marine cargo, at least 4 hours before arrival. The ENS can also be lodged by the importer -consignee or a representative of the carrier or importer.

Part of the information that the carrier must include in the ENS **comes from documents originated by the exporter: bill of lading and commercial invoices, so it is crucial that these reach the party responsible for the lodging of the ENS in a timely and accurate manner.** As earlier noted, the **statement of origin must be indicated on the commercial invoice**, as well as the delivery note, a packing list, or any other commercial document allowing to identify the goods and the exporter.

The ENS declaration falls within the scope of the Import Control System (ICS) which became fully operational on 1 January 2011, as part of the Security Amendment laid down by Regulation (EC) No 648/2005 of the European Parliament and of the Council.

## Step 2: Customs declaration - SAD (Single Administrative Document)

The placing of the goods under any customs approved treatment or use is done using the Single Administrative Document (SAD), which is a common form for all the EU Member States according to the Union Customs Code and the Transitional Delegated Act (Commission Regulation (EU) 2016/341) whereas a fully electronic customs environment is created.

The SAD can be presented to the customs authorities by the importer or his representative. The representation may be direct, where the representatives act in the name of, and on behalf of, another person; or indirect, where representatives act in their own name but on behalf of another person.

The SAD may be presented either by electronic means directly linked to the customs authorities (each Member State may have its own system); or by lodging it with the designated customs office premises. The declaration must be drawn up in one of the official languages of the EU, which is acceptable to the customs authorities of the Member State where the formalities are carried out.

The main information that shall be declared is:

- Identifying data of the parties involved in the operation (importer, exporter, representative, etc.)
- Custom approved treatment (release for free circulation, release for consumption, temporary importation, transit, etc.)
- Identifying data of the goods (Taric code, weight, units), location and packaging
- Information referred to the means of transport
- Data about country of origin, country of export and destination
- Commercial and financial information (Incoterms, invoice value, invoice currency, exchange rate, insurance etc.)
- List of documents associated to the SAD (Import licenses, inspection certificates, document of origin, transport document, commercial invoice etc.)
- Declaration and method of payment of import taxes (tariff duties, VAT, Excises, etc)

The SAD set consists of eight copies; the operator completes all or part of the sheets depending on the type of operation. In the case of importation generally three copies shall be used: one is to be retained by the authorities of the Member State in which arrival formalities are completed, other is used for statistical purposes by the Member State of destination and the last one is returned to the consignee after being stamped by the customs authority.

### **Documents associated to the SAD**

For avocados, the documents that need to be presented together with the SAD are include:

- Documentary proof of origin (Through the certificate of origin)
- Certificate confirming the special nature of the product
- Transport Document
- Commercial Invoice
- Customs Value Declaration
- Inspections Certificates (Health, Plant Health certificates)
- Import Licenses (if applicable)

### **Step 3: Goods are placed under temporary storage situation**

Goods imported into the EU customs territory must be accompanied by a summary declaration, which is presented to the customs authorities of the place where they are to be unloaded. Goods are then placed under the temporary storage situation (not exceeding 90 days in any case), which means that they are stored under customs supervision until they are placed under any of the following customs procedures or re-exported:

#### **Release for free circulation**

Goods are 'released for free circulation' when the conditions relating to importation into the EU have been duly fulfilled (payment of tariff duties and other charges, as appropriate, application of non-tariff commercial policy measures and completion of the other formalities related the import of the goods). Release for free circulation confers on non-Union goods the customs status of 'Union goods'.

Once the mentioned duties as well as the value added tax (VAT) and any applicable excise duties have been paid, goods are 'released for consumption', as they have satisfied the conditions for consumption in the Member State of destination.

#### **Special procedures**

Goods may be placed under any of the following categories of special procedures:

- Transit, which comprises external and internal transit:
  - External transit: non-Union goods may be moved from one point to another within the customs territory of the Union without being subject to import duties, other charges related to the import of the goods (i.e. internal taxes) and commercial policy measures, thereby transferring customs clearance formalities to the customs office of destination.
  - Internal transit: Union goods may be moved from one point to another within the customs territory of the Union, passing through a country or territory outside that customs territory, without any change in their customs status.



- Storage, which comprises customs warehousing and free zones:
  - Customs warehousing: non-Union goods may be stored in premises or any other location authorised by the customs authorities and under customs supervision ('customs warehouses') without being subject to import duties, other charges related to the import of the goods and commercial policy measures.
  - Free zones: Member States may designate parts of the customs territory of the Union as free zones. They are special areas within the customs territory of the Union where goods can be introduced free of import duties, other charges (i.e. internal taxes) and commercial policy measures, until they are either assigned another approved customs procedure or re-exported. Goods may also undergo simple operations such as processing and re-packing.
- Specific use, which comprises temporary admission and end-use:
  - Temporary admission: non-Union goods intended for re-export may be subject to specific use in the customs territory of the Union, with total or partial relief from import duty, and without being subject to other charges like internal taxes and commercial policy measures. This procedure may only be used provided that the goods are not intended to undergo any change. The maximum period during which goods may remain under this procedure is 2 years.
  - End-use: goods may be released for free circulation under a duty exemption or at a reduced rate of duty on account of their specific use.
- Processing, which comprises inward and outward processing:
  - Inward processing: goods are imported into the Union in order to be used in the customs territory of the Union in one or more processing operations, without being subject to import duties, taxes and commercial policy measures. The customs authorities shall specify the period within which the inward processing procedure is to be discharged. Where finished products are not finally exported, these shall be subject to the appropriate duties and measures
  - Outward processing: Union goods may be temporarily exported from the customs territory of the Union in order to undergo processing operations. The processed products resulting from those goods may be released for free circulation with total or partial relief from import duties.

#### Step 4: Inspection of goods under Temporary Storage:

This is a control measure at the point of entry. In addition to undergoing inspections prior to export in the origin country, according to **Regulation (EU) 2017/625**, food imported into the European Union is subject to potential controls at points of entry. These are performed to ensure that all food introduced into the EU market is safe and complies with all regulations. There are different types of official controls:

- Documentary controls: These are geared towards verifying that all the required documents (Health Certificate, bill of lading, etc.) are present. In terms of frequency, this is always done, for all consignments.
- Identity controls: undertaken to verify that the content and labelling of the consignment tally with the documents presented. In terms of frequency, this is systematic for plant health and random for food safety (except in case of increased controls)

Physical controls: undertaken to verify that the imported goods are meeting the applicable requirements of the EU food legislation and may include inspections of packaging or sampling the product for laboratory analysis. In terms of frequency, they are systematic for plant health and random for food safety (except in case of increased controls).

These controls may happen at EU borders or even once on the market, but most frequently occur at the point of entry. The laboratory analyses may target pesticide residues, heavy metals or other contaminants. If a shipment is refused for non-compliance with EU legislation, the responsible party of the shipment has three options: a) Destroy the products in question; b) Re-dispatch these products to a non-EU country; or c) Return the products to the originating country. The latter 2 must happen within 60 days. Where the non-compliance implies a food safety concern, a RASFF notification must be issued. Where the non-compliance implies a plant health concern, a Europhyt notification must be issued.

In certain situation, there may be a temporary increase of import control may be necessary for the following reasons:

- due to a known or emerging risk (e.g. high number of RASFF alerts),
- or because there is evidence of widespread serious non-compliance with the EU agri-food chain legislation (e.g. as highlighted in an audit report from DG SANTE-F) concerning certain goods, from certain non-EU countries, and in relation to a specific risk (hazard).

The temporary increases are laid down in Annex I of Regulation EU 2019/1793 and they concern the identity checks, and the physical checks.

Emergency control measures may also be applied as laid out under Annex II of Regulation EU 2019/1793 that lays down special conditions governing the entry of such goods in the EU. These may include certain food, originating from certain non-EU countries may present a high risk for human health because of:

- contamination by mycotoxins, in particular aflatoxins, and OTA
- contamination by pesticide residues, contamination by pentachlorophenol and dioxins, or
- microbiological contamination from Salmonella.

In cases of emergency control, each consignment of the food under emergency control must be accompanied by an additional form that gives that consignment an **identification code**, accompanied by the **results of sampling and analyses performed by the relevant competent authorities, and an official certificate**.

## Documents for Customs Clearance

### Commercial Invoice:

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. Once the goods are available, the exporter issues a commercial invoice to the importer in order to charge him for the goods. The commercial invoice contains the basic information on the transaction and it is always required for customs clearance.

Although some entries specific to the export-import trade are added, it is similar to an ordinary sales invoice. The minimum data generally included are the following:

- Information on the exporter and the importer (name and address)
- Date of issue
- Invoice number
- Description of the goods (name, quality, etc.)
- Unit of measure
- Quantity of goods

- Unit value
- Total item value
- Total invoice value and currency of payment. The equivalent amount must be indicated in a currency freely convertible to Euro or other legal tender in the importing Member State
- The terms of payment (method and date of payment, discounts, etc.)
- The terms of delivery according to the appropriate Incoterm
- Means of transport

No specific form is required. **The commercial invoice is prepared by the exporter according to standard business practice and it must be submitted in the original along with at least one copy.** In general, there is no need for the invoice to be signed. In practice, both the original and the copy of the commercial invoice are often signed. The commercial invoice may be prepared in any language. However, a translation into English is recommended.

## Customs Value Declaration

The Customs Value Declaration is a document, which must be presented to the customs authorities where the value of the imported goods exceeds EUR 20 000. This form must be presented with the Single Administrative Document (SAD). The main purpose of this requirement is to assess the value of the transaction in order to fix the customs value (taxable value) to apply the tariff duties.

The customs value corresponds to the value of the goods including all the costs incurred (e.g.: commercial price, transport, insurance) until the first point of entry in the European Union. The usual method to establish the Customs value is using the transaction value (the price paid or payable for the imported goods).

In certain cases, the transaction value of the imported goods may be subject to an adjustment, which involves additions or deductions. For instance, the internal transport (from the entry point to the final destination in the Community Customs Territory) must be deducted. The customs authorities shall waive the requirement of all or part of the customs value declaration where:

- the customs value of the imported goods in a consignment does not exceed EUR 20 000, provided that they do not constitute split or multiple consignments from the same consignor to the same consignee, or
- the importations involved are of a non-commercial nature; or
- the submission of the particulars in question is not necessary for the application of the Customs Tariff of the European Communities or where the customs duties provided for in the Tariff are not chargeable pursuant to specific customs provisions.

## Freight Documents (Transport Documentation)

Depending on the means of transport used, transport documents are filled in and presented to the customs authorities of the importing European Union (EU) Member State upon importation in order for the goods to be cleared.

For goods transported by sea, the transport document is the Bill of Lading, which is a document issued by the shipping company to the operating shipper, which acknowledges that the goods have been received on board. In this way the Bill of Lading serves **as proof of receipt of the goods by the carrier obliging him to deliver the goods to the consignee.** It contains the details of the goods, the vessel and the port of destination. It **evidences the contract** of carriage and conveys title to the goods, meaning that the bearer of the Bill of Lading is the owner of the goods.

## Freight Insurance

The insurance is an agreement by which the insured is indemnified in the event of damages caused by a risk covered in the policy. Insurance is all-important in the transport of goods because of their exposure to more common risks during handling, storing, loading or transporting cargo, but also to other rare risks, such as riots, strikes or terrorism.

There is a difference between the goods transport insurance and the carrier's responsibility insurance. The covered risks, fixed compensation and indemnity of the contract of transport insurance are left to the holder's choice. Nevertheless, the hauler's responsibility insurance is determined by different regulations. Depending on the means of transport, indemnity is limited by the weight and value of the goods and is only given in case the transporter has been unable to evade responsibility.

The insurance invoice is required for customs clearance only when the relevant data do not appear in the commercial invoice indicating the premium paid to insure the merchandise.

## Packing List

The packing list (P/L) is a commercial document accompanying the commercial invoice and the transport documents. It provides information on the imported items and the packaging details of each shipment (weight, dimensions, handling issues, etc.) It is required for customs clearance as an inventory of the incoming cargo. The generally included data are:

- Information on the exporter, the importer and the transport company
- Date of issue
- Number of the freight invoice
- Type of packaging (drum, crate, carton, box, barrel, bag, etc.)
- Number of packages
- Content of each package (description of the goods and number of items per package)
- Marks and numbers
- Net weight, gross weight and measurement of the packages

No specific form is required. The packing list is to be **prepared by the exporter according to standard business practice and the original along with at least one copy must be submitted.** Generally, there is no need to be signed. However, in practice, the original and the copy of the packing list are often signed. The packing list may be prepared in any language. However, a translation into English is recommended.



## Chapter 5: Export Support Facilities

In this Chapter, we shall list organisations in Rwanda, as well as those outside of Rwanda that may be of interest to an SME.

### Key Export Support Facilities in Rwanda

- **NAEB:** a government body which promotes and facilitates agricultural exports and provides support to private agricultural stakeholders. <https://naeb.gov.rw/index.php?id=1>
- **RDB:** a government institution which promotes economic growth by promoting growth within the private sector. <https://rdb.rw/about-rdb/>
- **Rwanda Inspectorate, Competition and Consumer Protection Authority (RICA):** entity responsible for assessing the phytosanitary condition of agricultural products for export. <http://www.minagri.gov.rw/index.php?id=613>
- **Rwanda Agriculture and Animal Resources Development Board (RAB):** promotes growth of the agricultural sector to a science, technology and market driven industry, with modern methods of agricultural and animal produce production. <http://rab.gov.rw/index.php?id=158>
- **ITC Quality Compass:** provides comprehensive and very detailed requirements about the quality requirements for exporting avocados to the EU, both mandatory and voluntary. <https://www.intracen.org/news/Trade-Compass-Moroccans-model-good-trade/>

### Key Support Facilities in Importing Markets

- **International Trade Centre:** a UN agency dedicated to supporting SMEs to export, the ITC provides market analysis tools; builds capacity of SMEs and supports policy advocacy among a host of other SME focused services. ITC also runs several programmes that SMES may be interested in joining, among them SheTrades and WEDF. <https://www.intracen.org/>
- **CBI:** the Centre for the Promotion of Imports from developing countries, is part of the Netherlands Enterprise Agency and is funded by the Netherlands Ministry of Foreign Affairs dedicated to increasing exports to the EU. CBI produces regular market reports on specific markets in the EU and specific products. CBI also works with trade promotion organisations. <https://www.cbi.eu/>
- **EU Pesticide Database:** the database contains details of all allowed pesticides, as well as those that are banned. <https://ec.europa.eu/food/plant/pesticides/eu-pesticides-database/public/?event=homepage&language=EN>
- **The Codex Alimentarius Commission (CAC):** also maintains a pesticide database that outlines MRLs for different foods and food categories. Countries sometimes refer to this database in lieu of establishing their own MRLs within food safety regulations.
- **EU Export Health Desk:** provides product specific requirements, as well as import related procedures. [https://trade.ec.europa.eu/doclib/docs/2016/september/tradoc\\_154923.pdf](https://trade.ec.europa.eu/doclib/docs/2016/september/tradoc_154923.pdf)
- For additional EU certification standards:
  - **GLOBAL G.A.P:** [https://www.globalgap.org/uk\\_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/](https://www.globalgap.org/uk_en/what-we-do/globalg.a.p.-certification/five-steps-to-get-certified/)
  - **SMETA:** <https://www.sedex.com/our-services/smeta-audit/>
  - **BRCGS:** <https://www.brcgs.com/>