CBI Product Factsheet:
Fresh Papayas in Europe
Introduction

The papaya is a typical exotic fruit within the European market, grown in tropical areas. It is not a common fruit in Europe, as it is in most tropical countries. For the first time in five years, EU imports in 2014 were considerably higher than the usual 30,000 tonnes. Innovation in marketing, advertising concerning the health benefits of the fruit and/or the introduction of sustainable varieties are areas that continue to offer potential for growth.

Product definition

The papaya (Carica papaya) is the pear-shaped fruit of a large tree-like plant. The plant is sensitive to frost, and it can be grown only in tropical regions. Two kinds of papayas are commonly grown. One has sweet, orange flesh, and the other has yellow flesh. Either kind is called a green papaya when picked green. The leading varieties of fresh papayas available on the EU market are Solo and Solo Sunrise, Golden and Formosa. Papayas are most frequently consumed fresh as slices or chunks, as well as in fruit compotes.

Table 1: CN commodity code for fresh papayas

<table>
<thead>
<tr>
<th>Number</th>
<th>Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>08072000</td>
<td>Fresh pawpaws ‘papayas’</td>
</tr>
</tbody>
</table>

Source: Eurostat Comext.

Product specification

Quality

Papayas are divided into three classes: Extra Class, Class I and Class II. Information on the quality requirements for each class is provided in the Codex Alimentarius (‘Food code’ of the World Health Organisation [WHO] and the Food and Agriculture Organisation [FAO] of the United Nations), as well as in the UNECE standards. The General Marketing Standards of Regulation (EC) No. 543/2011 apply. At the very least, papayas should be intact, clean, sound and practically free of pests, damage and abnormal external moisture, in addition to being firm and able to withstand transport and handling. Green papayas are not ripe; yellow/orange ones are.

The EU quality standards in Regulation (EC) No. 1580/2007 specify that imports of fresh fruits and vegetables from third countries to the EU must conform to EU General Marketing Standards or their equivalent.

Papayas are known to be difficult to handle, due to their relatively short shelf life and delicateness. The fruit bruises easily, and it should be maintained at 10 degrees Celsius to prevent over-ripening due to heat and decay due to cold temperatures.

Size and packaging

Papayas are classified according to Size Codes A to J, ranging in average weight from 200–300 grams (Size A) to over 2,000 grams (Size J). See the Codex Alimentarius Standard for Papayas.

Packaging requirements differ by customer and market segments. They must at least be packed in such a way as to ensure proper protection for the produce. The packaging should be new, clean and of sufficient quality to prevent damage to the product. Discuss preferred packaging requirements with your customers. The following are general characteristics:

- Wholesale packaging in cardboard boxes, which can vary in size
- Papayas should ideally be packed in single layers, with a protective lining to prevent bruising and damage.

See also the Recommended International Code of Practice for Packaging and Transport of Tropical Fresh Fruits and Vegetables (CAC/RCP 44-1995).

Labelling

Labelling on consumer packaging must comply with the rules and regulations applying to the European market. Labels may not contain any toxic ink or glue. See the Codex General Standard for the Labelling of Prepackaged Foods (CODEX STAN 1-1985) or Regulation (EU) No. 1169/2011 on the provision of food information to consumers, including the labelling of pre-packaged food sold on the EU market. If the nature of the produce is not visible from the outside, the package must be labelled with the name of the product and possibly the name of the variety and/or commercial name.
Labels for pre-packed or other fresh fruits should provide the following information:

- the name under which the product is sold;
- the product’s commercial identification: class, size (code), number of units, net weight;
- the name and address of the producer;
- the place/country of origin.

In addition, the label should include any certification logo (if applicable) and/or retailer logo (in the case of private-label products). A list of ingredients is not mandatory for fresh fruit, unless the container holds several different products, in which case the label should include a list of ingredients, as well as the quantities of each product.

For more information on labelling, packaging and quality, see also: Codex Alimentarius Standard for Papaya or read about food labelling in the EU Export Helpdesk.

**What is the demand for papayas in Europe?**

General information and figures about production and trade developments in the European market are provided in the CBI Trade Watch for Fresh Fruit and Vegetables on the CBI Market Intelligence Platform. This section provides detailed statistics on the trade and consumption of fresh papayas in Europe.

**Import**

**Figure 1: EU imports of fresh papayas in (1,000 tonnes)**

Source: Market Access Database

---

1 In this Product Factsheet, developing countries are defined as the countries mentioned on the OECD DAC list from 2012/2013.
Interpretations and opportunities

The average annual import of papaya into the EU for the past five years has been around 30,000 tonnes, although the figures for 2014 reflect positive growth to 36,000 tonnes. German imports increased by an estimated 60%. Almost all papaya imports into Europe (> 99%) originate from developing countries.

Fresh papayas on the European market are supplied primarily by Brazil (28,000 tonnes). Ecuador and Ghana supply smaller quantities.

Germany, the Netherlands and Portugal were the leading importers of fresh papayas in 2014, followed closely by the UK and Spain.

The Netherlands functions primarily as a trade hub. The largest portion of Dutch imports is re-exported, particularly to Germany.

Tips:
- Prepare well before entering the market. Only well-organised, certified, high-quality producers/exporters can compete sustainably in the European market.
- Find a European importer by presenting yourself at fairs (e.g. Fruit Logistica). Additional information is available at the following address: [http://www.fruitlogistica.de/en/](http://www.fruitlogistica.de/en/)
- The Netherlands is an important trade hub for papaya imports in the European market. Find a Dutch importer to supply the European market as a whole.
Export

Figure 3: EU exports of papayas (in 1,000 tonnes)

Source: Market Access Database

Figure 4: Export share of papayas per EU country; based on volume in 2014

Source: ITC Trademap, calculations by ICI Business

Interpretations and opportunities

In 2014, Europe exported slightly more than 11,000 tonnes of fresh papayas. Intra-EU trade accounted for most of the Europe's exports. The Netherlands is the leading re-exporting country, being responsible for 55% of Europe's re-export of papayas. The most significant destination for Dutch re-exports is Germany (about 3,400 tonnes or 59% of all Dutch exports in 2014). Spain and Portugal predominantly re-export Brazilian papayas. The Netherlands also trades papayas from origins other than Brazil. Greek export statistics are likely to be inaccurate.

Tip:
- Contact an importer in the Netherlands to supply the European market, or find one directly in one of the end markets (e.g. Germany, the UK or Portugal).
**Production**

*Figure 5: Global production of papaya (in million tonnes)*

<table>
<thead>
<tr>
<th>Year</th>
<th>Rest of the world</th>
<th>Thailand</th>
<th>DR Congo</th>
<th>Dominican Republic</th>
<th>Mexico</th>
<th>Nigeria</th>
<th>Indonesia</th>
<th>Brazil</th>
<th>India</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: [FAOSTAT](https://www.fao.org/faostat/en/

**Interpretations and opportunities**

With a worldwide papaya production of over 12 million tonnes in 2013, the fruit is produced on a relatively large scale, amounting to approximately half of the production of pineapple or melons (excl. watermelon). India is the largest producer of papayas in the world. Almost all of its production (about 5.5 million tonnes) is intended for its domestic market. Only 11,000 tonnes were exported in 2014, primarily to the Middle East. Brazil is the second largest producer of papayas in the world, with annual production of 1.5–2 million tonnes. As is the case in India, most of Brazil’s production is sold within the domestic market, with exports of about 34,000 tonnes. Most of these exports go to the EU, with Portugal, Spain, the Netherlands and the UK as the leading destinations. The largest exporter of papaya, Mexico, produces about 700,000 tonnes, about 17% is exported to the US. Harvesting at the right time, storage and cooling during transportation are important factors for successful export to Europe.

**Tip:**
- Additional information about the worldwide production of fresh papayas is available on the website of the Statistics Division of FAO ([FAOSTAT](https://www.fao.org/faostat/en/)).
Consumption

Figure 6: EU consumption of papayas (in 1,000 tonnes)

Sources: FAOSTAT, ITC Trademap, calculation by ICI Business

Figure 7: Consumption of EU countries per capita (in kilos)

Sources: FAOSTAT, ITC Trademap, Market Access Database, Worldbank, calculation by ICI Business

Interpretations and opportunities

Between 2013 and 2014, papaya consumption increased sharply, from 29,000 to 37,000 tonnes. In Germany alone, there was an increase of 4,000 tonnes. Nevertheless, papaya consumption in Europe is still very low in relation to global production, lagging far behind consumption in producing countries, as well as in the United States. In theory, there is much room for growth.
The main varieties on the European market are Solo Sunrise and Golden for small fruits up to 700 grams, and Formosa for large fruits above 1 kg. Consumers tend to prefer smaller papayas, particularly in North-Western Europe, although the Formosa variety is often sold as well, due to its longer shelf life and good flavour.

Papayas are delicate, and they are therefore difficult to handle and ship. New varieties and technical improvements to facilitate sea transport can lower the risks and further promote demand for papayas in Europe. Experience in ripening papayas may even develop into the next ready-to-eat concept. This would involve having European buyers facilitate the ripening process in the destination country before supplying the retailer.

Tips:
- Pay careful attention to handling and quality. The supply of papayas is relatively large compared to the European demand. The modest quantity of papayas entering the EU should be clean and of excellent quality.
- Join or look for initiatives that promote papayas from your country. Papayas are not yet very well known in Europe. Export promotion agencies and associations could therefore be important partners.

Which trends offer opportunities on the European market for papayas?

CBI Trend mapping provides information on general trends in the European market for fresh fruits and vegetables. This section provides details about specific trends in the market for fresh papayas.

Convenience fruit: Although papayas are not easy to handle, they fit well within the development of convenience fruit. Papayas are available in various sizes, including small individual sizes (baby papayas) and freshly cut fruit in consumer packages. Ready-to-eat papaya is still a niche product, but it could contribute to future growth in consumption. In 2015, a newly cultivated seedless papaya won the innovation award at the Fruit Logistica trade fair.

Tips:
- Make sure that your harvest and cold chain are perfectly managed. This is crucial to achieving the proper quality expected by European buyers.
- Monitor market trends and customer demands closely. Visit trade fairs (e.g., Fruit Logistica) in order to explore potential for new varieties and niches.

Flavour is important: Flavour is becoming increasingly important for European consumers, who prefer papayas to be ripe when bought, so the fruit can be eaten quickly after the purchase. The flavour should be sweet, and the texture of the fruit firm.

Tip:
- Make sure that supply-chain logistics and transportation do not affect the flavour of the product in any important way.

Growing interest in sustainable fruit: In Europe, trends in the consumption of fresh fruit are developing towards more sustainable approaches to production and processing. Environmental and social issues are becoming increasingly important. Social and environmental certification schemes include actions aimed at sharply reducing and registering the use of pesticides, taking action to ensure the safety of employees and/or even including price guarantees for producers. Certification schemes that are in line with the Global Social Compliance Program (GSCP) are more likely to be accepted by European supermarkets.

Tip:
- Consult the Global Social Compliance Program (GSCP) website for more information about social and environmental conduct.

Attention to health food: Consumers in Europe are becoming more aware of health-related issues, and they are paying greater attention to their diet. Papayas are known to be very nutritious and to help digestion. Highlighting these health benefits in the promotion of papayas could increases the likelihood of successful growth in papaya consumption in Europe.

Organic niche: The increased attention to health and the environment is also generating increased interest in organically produced fruits and vegetables. The demand for organic papayas is still very small, given their status as a typical exotic
and ‘small-scale’ fruit in Europe. Nevertheless, the current supply of organic papayas is likely to be insufficient for the small-scale demand. As volumes increase, the organic trade can be expected to become much more significant.

**Tip:**
- Read more about organic farming on the [Soil Association website](https://www.soilassociation.org).

**With which requirements should papayas comply in order to be allowed on the European market?**

Buyer requirements can be divided into (1) musts (e.g. legal requirements), which must be met in order to enter the market; (2) common requirements (which have been implemented by most competitors), with which you should comply in order to stay abreast of the market; and (3) niche market requirements for specific segments.

For general information see also the buyer requirements for fresh fruits and vegetables on the [CBI Market Intelligence Platform for fresh fruits and vegetables](https://marketintelligence.cbi.org.uk).

**Requirements that must be met**

**Pesticides**

Pesticide residues constitute a crucial issues for suppliers of fruits and vegetables. With the objective of avoiding health and environmental damage, the EU has imposed maximum residue levels (MRLs) for pesticides in and on food products. Products containing more pesticides than allowed will be withdrawn from the EU market. Note that buyers in several member states (e.g. the UK, Germany, the Netherlands and Austria) use MRLs that are stricter than those specified in EU legislation.

**Tips:**
- To identify the MRLs that are relevant for papayas, consult the EU [MRL database](https://ec.europa.eu/food/plant/phytosan/msat/index_en.php), which contains all harmonised MRLs. The database is searchable according to product or pesticide, and it provides lists of the MRLs associated to specific products and pesticides. Additional information about [MRLs is available in the EU Export Helpdesk](https://ec.europa.eu/food/plant/phytosan/msat/index_en.php).
- Reduce the amount of pesticides by applying [integrated pest management (IPM)](https://en.wikipedia.org/wiki/Integrated_pest_management) in production. IPM is an agricultural pest control strategy that includes growing practices and chemical management.
- Ask your buyers whether they have any additional requirements concerning MRLs and pesticide use.

**Plant health**

Fruits and vegetables exported to the EU must comply with EU legislation on plant health. The EU has imposed [phytosanitary requirements](https://en.wikipedia.org/wiki/Phytosanitary_requirements) in order to prevent the introduction and spread of organisms that could be harmful to plants and plant products within the EU. The following are the most important implications of these requirements:

- Certain listed organisms may not be imported into the EU, except under specific circumstances. EU control measures are subject to change.

**Tips:**
- Check with the relevant National Plant Protection Organisation (NPPO) or your EU importer to learn the requirements for your product. Click [here](https://www.cbi.org.uk/export/0010/nppos.htm) for a list of NPPOs. A model phytosanitary certificate is available through [Annex VII](https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32000L0029&from=EN) of the Plant Health Directive.
- Read more about [plant health in the EU Export Helpdesk](https://ec.europa.eu/food/plant/phytosan/msat/index_en.php).

**Contaminants**

Contaminants are substances that are not added to food intentionally, but which may be present as a result of the various stages of its production, packaging, transport or warehousing. With the objective of avoiding negative impact on the quality of food and risk to human health, the EU has set limits for several contaminants.
Control of food imported to the EU

To ensure food safety and avoid environmental damage, the EU has adopted several Regulations and Directives that restrict the use of certain chemicals. Your products will be subject to official inspections, which are performed in order to ensure that all foods marketed in the EU market are safe (i.e. in compliance with the applicable requirements). There are three types of inspections:

- Documentary inspections
- Identity inspections
- Physical inspections

In the event of repeated non-compliance of specific products originating from particular countries, the EU can decide to perform higher-level inspections or to impose emergency measures. Although inspections can be performed at all stages of import and marketing in the EU, most are performed at the points of entry.

Switzerland, Norway, Iceland and Liechtenstein are not EU member states, but they are part of the European Free Trade Association (EFTA). Their food laws are largely identical to EU legislation, although some aspects may differ. In Switzerland, import inspections are the responsibility of the Swiss Customs Administration and the Federal Office of Public Health.

Tips:

- Identify the relevant contaminant levels in the annex of Regulation (EC) 1881/2006. All contaminants are presented, and maximum levels are provided for each product or groups of products.
- Learn more about prevention and reduction of lead contamination in the Code of Practice published by the Codex Alimentarius.
- Consult the European Commission’s factsheet on food contaminants ‘Managing food contaminants: how the EU ensures that our food is safe’, and read more about contaminants in the EU Export Helpdesk.

Common buyer requirements

Certification as guarantee

Given the high priority assigned to food safety in all EU food sectors, you can expect most buyers to request additional guarantees in the form of certification. The most commonly requested food-safety certification scheme, GLOBALG.A.P., is essential for exporting papayas to the EU, especially through supermarkets. This pre-farm gate standard covers the entire agricultural production process, from before the plant is in the ground to the non-processed product (it does not extend to processing). Other food-safety management systems that can be required include the British Retail Consortium (BRC) and the International Food Standard (IFS), FSSC22000 or SQF. These management systems are in addition to GLOBALG.A.P., and they are recognised by the Global Food Safety Initiative (GFSI).

Tips:

- Become familiar with the procedures. Failure to follow the proper procedures could result in decreased and delayed orders, increased costs and actions by EU enforcement authorities.
- Make sure that the accompanying documents correspond exactly to the food products contained in the consignment.
- Check to determine whether any increased levels of control apply.
- Read more about health control in the EU Export Helpdesk.
- Consult the EU Export Helpdesk for a full list of requirements for papayas, selecting the product code for papayas: 08072000.

- Identify the food-safety management systems that are most commonly requested in your target market. Expect GLOBALG.A.P. to be one of them.
- Read more on the different Food-Safety Management Systems at the Standards Map.
- Be aware that food safety is a major issue. Work proactively with buyers to improve food safety, taking care to be transparent and current with buyer requirements and regulations.
Quality standards

The General EU Marketing Standards also apply to fresh papayas. Many EU buyers require compliance with the standards of the United Nations Economic Commission for Europe (UNECE) or the Codex Alimentarius Commission (CAC). It should be noted that quality refers to both the safety and quality of food.

**Tip:**
- Make sure to supply the level of quality agreed upon in the product specifications.

Niche markets: Organic and Fair trade

Organic: A growing niche market

The market for organic papayas is still very small. Nevertheless, consumers in the EU are increasingly expressing a preference for food products that have been produced and processed by natural methods. In order to market organic products in the EU, you must use organic production methods, as specified in EU legislation. Furthermore, you must have used these production methods for at least two years before you will be allowed to market the fruits and vegetables as organic. In addition, you (or your EU importer) must apply for import authorisation from EU organic control bodies. After being audited by an accredited certifier, you will be eligible to use the EU organic logo on your products, as along with the logo of the standard holder (e.g. Soil Association [especially relevant in the UK], Naturland [Germany] or Bio Suisse [Switzerland]). Regardless of several minor differences, all of these standards comply with the EU legislation on organic production and labelling.

**Tips:**
- Implementing organic production and becoming certified can be expensive. You should therefore assess the market potential before making any investments.
- Consult the Standards Map database for the different organic certifications.
- For the export of organic papayas into the European market, use a competent and specialised importer who understands the market and who is familiar with the particular requirements and means of access for niche markets.

Fair and sustainable

A small, but growing, niche market developing for fresh products that have been produced with greater attention to social and/or environmental conditions in the producing areas. For papayas, social compliance is important, although product quality remains the highest priority.

The existing social and sustainability labels for fresh fruits and vegetables include Fairtrade, Fair for Life and the Rainforest Alliance Certification Scheme. Importers may also adopt other initiatives, which may also affect suppliers. Examples include such retailer initiatives as the Ethical Trading Initiative (ETI) in the UK and the Business Social Compliance Initiative (BSCI) in North-Western Europe.

**Tips:**
- Examine your company’s current performance (e.g. by completing a self-assessment on the BSCI website).
- Consult the Standards Map database for additional information and to learn about differences between fair trade labels.

What competition do I face on the European market for papayas?

For general information about market competitiveness for fresh fruits and vegetables, consult the Market Competitiveness information available at the CBI market intelligence platform. The platform also includes Tips for doing business with European buyers.

This section provides information on market-entry opportunities and barriers, as well as on competition at the company and product level regarding papayas.
**Buyer power:**

The majority of fresh papayas in the North-Western European market are sold through large supermarket chains, while the market in Southern Europe is dominated by specialist shops and markets. The buyer power of large supermarkets is very strong, and buyer requirements are highly important. For papayas, quality, ready-to-eat possibilities and Corporate Social Responsibility (CSR) are becoming increasingly important, as are supply-chain transparency and information sharing. Many EU buyers prefer long-term partnerships as a means of ensuring the supply and quality of products.

**Degree of competition:**

In Europe, papayas constitute an exotic product with potential for growth. At the global level, however, papayas are produced extensively, and the competition is never far behind.

**Threat of new entrants:**

Certification and the need to fulfil both legal and non-legal requirements pose major obstacles to producers and exporters entering the market. The necessity of supplying high-quality fruit and maintaining a perfect supply chain can make it even more difficult for new competitors to enter the market.

**Substitute products:**

Papayas are less known than are other tropical fruits (e.g. mangoes and pineapples). Their novelty can entice curious consumers to buy them. Because most papayas are consumed as snacks, in smoothies or in fruit salads, they can be easily substituted by or combined with other tropical or regular fruits.

<table>
<thead>
<tr>
<th>Tips</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Become part of a long-term retail programme, and improve your company’s performance by building relationships with experienced buyers.</td>
</tr>
<tr>
<td>• Try not to compete on price alone, instead building partnerships with buyers/ripening facilities and striving for excellence in product quality and handling.</td>
</tr>
<tr>
<td>• Establish a credible track record of providing transparent information on your company and product quality. Being part of a stable partnership and being a trustworthy supplier can help you to establish and maintain your position on the market.</td>
</tr>
<tr>
<td>• Use storytelling (e.g. highlight the origin and producer of your products), novel packaging, promotion of health benefits and premium quality as methods for setting your product apart from the rest of the field.</td>
</tr>
</tbody>
</table>

**What do the trade channels and interesting market segments for papayas look like in Europe?**

For general information about market channels and segments, consult the [Market Channels and Segments](#) document available at the CBI market intelligence platform. This section provides information about the various channels through which fresh fruit and vegetables are marketed in Europe.
Papayas are considered an exotic fruit in Europe. Import quantities are much lower than is the case for other products, making the papaya trade suitable for specialised importers.

**Supermarket versus specialist**

It is important to distinguish between the supermarket channel and the specialist retail channel, which includes street markets. Supermarkets are dominant in North-Western Europe, while specialised retail is more important in Southern Europe. Most papayas are sold in retail settings, with lower sales through food service channels (e.g. caterers and restaurants).

**Logistics**

Papayas are usually transported by air, although they are also shipped by sea from South America (primarily from Ecuador and Brazil). Although sea transport is less expensive, of the longer transport time raises challenges with regard to product quality. Some exporters might benefit from exploring the potential of sea transport.

**Tips:**

- If you would like to export to supermarket customers, explore the option of sea freight and, if possible, find an importer with ripening facilities.
- Work with trusted partners or intermediary shipping or forwarding companies in order to reduce the risk of diminished product quality.

**What are end-market prices for papayas?**

This price breakdown is indicative. In the case of air freight, transport costs can account for up to 20% of the consumer price.
Consumer prices for papaya are generally high. The exotic and difficult nature of the papaya make it a relatively expensive fruit. Moreover, papayas are often transported by air, which increases the retail price. Small papayas (e.g. the Solo variety) are sold at retail for a minimum of €1.50 and ranging up to €3 or €4. The larger varieties (e.g. Formosa) are not usually sold in regular supermarkets, but are available at wholesale retailers, discounters, ethnic shops or street markets. The price-weight ratio for larger papayas is similar to that of the smaller varieties.

**Tip:**
- For consumer prices, consult the online shops or assortments of supermarket chains (e.g. Tesco, Albert Heijn, Carrefour).

**Useful Sources**

**Export and market-entry support:**
- CBI - [http://www.cbi.eu/](http://www.cbi.eu/)
- CBI information about EU Buyer Requirements - [http://www.cbi.eu/marketintel_platform/fresh-fruit-vegetables/136122/buyerrequirements](http://www.cbi.eu/marketintel_platform/fresh-fruit-vegetables/136122/buyerrequirements)

**Certification schemes:**
- British Retail Consortium (BRC) - [http://www.brcglobalstandards.com/](http://www.brcglobalstandards.com/)
- FAIRTRADE - [http://www.fairtrade.net/](http://www.fairtrade.net/)
- GLOBALG.A.P - [http://www.globalgap.org/uk_en/](http://www.globalgap.org/uk_en/)

**Marketing and trade standards:**

**Statistics and sector information:**
- Fruitrop - [http://www.fruitrop.com](http://www.fruitrop.com) (publication of CIRAD)
- Freshfel - [http://www.freshfel.org](http://www.freshfel.org)
- Freshplaza - [http://www.freshplaza.com](http://www.freshplaza.com)