



CBI Product Factsheet: Canned palm hearts in France

'Practical market insights for your product'

France is the largest importer of canned palm hearts in the world. France accounts for 76% of all European Union imports and 27% of total world imports (in volume). France imported 13,000 tonnes of palm hearts in 2015.

This report provides information on product specifications, statistics, trends, market channels and segments and competitiveness in relation to canned palm hearts in the French processed fruit and vegetables market.

Product description

Product Definition

Canned palm hearts (or heart of palm) is a product which is prepared from the edible part of palms, usually of the Coconut palm (*Cocos nucifera*), Palmito Juçara (*Euterpe edulis*), Açai palm (*Euterpe oleracea*), sabal (*Sabal spp.*) and pejibaye (*Bactris gasipaes*) (wild and domesticated palms). They are packed with water or other suitable medium, seasonings and other ingredients appropriate to the product and then processed (acidified and heat pasteurised or heat sterilised) in an appropriate manner, before and/or after being sealed in a container to prevent spoilage. Please see the Annex for the full table of products and product codes for palm heart.

Product Specification

Quality: Canned palm hearts containing permitted ingredients and additives are considered to be of a characteristic colour when there is no abnormal discolouration, considering the different ingredients. Uniformity in size requirements depend on the cutting style and should be substantially free from defects. See also the information on size quality requirements for canned palm hearts in the [Codex Alimentarius](#) ('Food code' of WHO and FAO): Standard for Canned Palmito (CODEX STAN 144-1985).

Labelling: general labelling standards are compulsory for palm hearts. Consumer package labelling comply with the rules and regulations that apply to the market. Labels cannot contain any toxic



Source: Innova database

ink or glue. See [Regulation \(EU\) No 1169/2011](#), which lays down the general rules on labelling of pre-packaged food sold on the European market. Canned palm hearts sold in retail or used in industrial and catering markets must be marked with the following information:

- Name under which the product is sold. For canned palm hearts in French generally "cœurs de palmiers..." The name "hearts of palm/palmito" may be complemented by the common name of the palm used.
- List of ingredients;
- Quantity of ingredients or categories of ingredients;
- Net quantity. Often both the total gross and net contents are mentioned. As palm hearts are a solid product the quantity is given as a unit of weight (g).
- "Use by" date consisting of day, month and year in that order and preceded by the words "best before..." or "best before end:..." (in French: "À consommer de préférence avant le" or "À consommer de préférence avant fin") date.
- Any special storage conditions or conditions of use;
- The name or business name and address of the manufacturer or packager, or of a seller established within the Community;
- The place of origin or provenance if failure to give such particulars might mislead the consumer;
- Instructions for use should be included to enable appropriate use of the foodstuff.

The information should appear in a language that is easily understood by the consumers in the European Union Member States in which the products are traded. The mandatory language in France is French. All information, without exception, must be translated.

Packaging: The container should be properly filled with the product (including packing medium) which should occupy not less than 90% (minus any necessary head space in accordance with good manufacturing practices) of the water capacity of the container. See the [Codex Alimentarius](#) standards for individual fruits and vegetables for fill and weight requirements.

Marketing requirements for packaging differ widely among customers and market segments. Therefore, it is crucial that you discuss with your customers their preferred packaging requirements. Some general characteristics are:

- Size: large size for catering market, portion-size for consumer market. Industrial jars of palm hearts (to be repacked or reused later) are packed in 1 litre containers. Consumer palm hearts are packed in containers of 300 ml to 1l.
- Material: glass jars and tin/aluminium cans are common. The possibility of visually examining the products if they are packed in glass increases the value of these products.
- Innovation: innovative packaging which is easy-to-open and new, attractive colourful designs stimulate new demand.
- Minimum drained weight: 50% for canned palm hearts or 52% for other styles (pieces of palms, slices and medallions)



Source: Innova database

Processing: 'Pressure canning' is used in the European Union, including France. 'Pressure canning' uses a large kettle that produces steam in a locked compartment. The filled jars in the kettle reach an internal temperature of 240 degrees under a specific pressure (stated in pounds) that's measured with a dial gauge or weighted gauge on the pressure canner cover. This method is used for processing low-acid foods, such as palm hearts.

See the [Codex Alimentarius](#) standards for palm hearts for the basic ingredients and other permitted ingredients requirements. Please note that the European Union has its own regulations for permitted additives as well.

Buyer requirements

Buyer requirements can be divided into (1) *must* requirements; these must be met in order to enter the market and include legal requirements, (2) *common* requirements, most of your competitors will have already implemented these and you will therefore need to comply with these in order to keep up with the market, and (3) *niche* market requirements for specific segments.



Legal requirements are a must – food safety and informing consumers correctly

Here you can find requirements you must meet when marketing your products in Europe. Pay attention to the indications of which materials / products are involved per requirement described.

The following 'musts' apply to the products and uses listed here:

- **Food safety and health control**
- **Contamination**
- **Composition**
- **Labelling**
- **Food contact materials**

Food safety: Traceability, hygiene and control

Food safety is a key issue in the European

Tips

- Search in the [EU's Rapid Alert System for](#)

Union food legislation. The [General Food Law](#) is the legislative framework regulation for food safety in the European Union, including France. To guarantee food safety and allow appropriate action in the event of unsafe food, food products must be traceable throughout the entire supply chain and risks of contamination must be limited. An important aspect for controlling food safety hazards is defining critical control points ([HACCP](#)) by implementing food management principles. Another important aspect is subjecting food products to official controls. Products that are not considered safe will be denied access to the European Union.

Control of food imported to the European Union, including France

The controls may apply to imports into the European Union and/or to any other stage of the food chain (manufacture, processing, storage, transport, distribution, and trade) and in case of canned fruits and vegetables may include a systematic documentary check. In the event of repeated non-compliance, specific products originating from particular countries can only be imported under [stricter conditions](#), e.g. accompanied by a health certificate and analytical test report. Products from countries that have shown repeated non-compliance are put on a list included in the Annex of [Regulation \(EC\) 669/2009](#).

Avoid contamination to ensure food safety

Contaminants are substances that may be present as a result of the various stages of growing, processing, packaging, transport or storage. The European Union has set threshold limits for certain substances that could be present in food products, such as microbiological contamination, contaminants, and residues of pesticides. These apply in France as well. The different forms of contamination that could occur in canned palm hearts are:

- a) Heavy metals: there are restrictions for lead, cadmium and tin (see section 3 of Annex of Regulation (EC) No 1881/2006)
- b) Pesticides: the European Union has set maximum residue levels (MRLs) for pesticides in and on food products. Products containing more pesticides than permitted will be withdrawn from the European market.
- c) Foreign matter: contamination by foreign matter like plastic and insects are a threat when food safety procedures are not carefully followed.

Product composition

Product can be rejected by buyers and European customs authorities if they have undeclared, unauthorised or excessive levels of extraneous

[Food and Feed \(RASFF\) database](#) to see examples of withdrawals from the market and the reasons behind these withdrawals.

- European buyers will often ask buyers to implement a food (safety) management system based on HACCP-principles (see under *Common requirements*).
- Read more about HACCP and health control in the [EU Export Helpdesk](#)

- To help you answer key questions about health control refer to the [guidance document](#) of the European Union.
- Check if there are any increased levels of controls for your product and country. Read more about [health control](#) on the EU Export Helpdesk website.

- For information on safe storage and transport of canned fruit and vegetables go to the [website](#) of the Transport Information Service.
- Check the European Commission's [Catalogue](#) on food contaminants.
- Read more about [contaminants in the EU Export Helpdesk](#)
- Irradiation is a way to combat microbiological contamination but this is not allowed by [EU legislation](#) for processed fruit and vegetables.
- To find out the MRLs that are relevant for your products, you can use the European Union [MRLdatabase](#) in which all harmonised MRLs can be found. You can search for your product or pesticide used and the database shows the list of the MRLs associated with your product or pesticide. Read more about [MRLs](#) in the EU Export Helpdesk.
- A good way to reduce the amount of pesticides, is applying integrated pest management (IPM) which is an agricultural pest control strategy that uses complementary strategies including growing practices and chemical management.

materials. There is specific legislation for [additives](#) (e.g. colours, thickeners) and [flavourings](#) that lists which E-numbers and substances are permitted. If you want to add vitamins you will have to know which [vitamins](#) (see Annex I) and sources, vitamin formulations and mineral substances are allowed (see Annex II).

Labelling

The new regulation on the provision of food information to consumers entered into force on 13 December 2014. The obligation to provide nutrition information will apply from 13 December 2016.

Labels should inform consumers about composition, manufacturer, storage methods and preparation.

Nutrition and health claims

Nutrition and health claims suggest or indicate that a food has a beneficial characteristic. They cannot be misleading. Therefore, only European Union approved nutrition and health claims can be made. If new nutrition or health claims are made these have to be approved in advance by the [European Food Safety Agency](#) (EFSA).

Allergens

Pre-packed products that contain allergens have to be labelled in such a way that it is clear to consumers that they contain allergens. Palm hearts are not on the European Union allergens list, but when exporting composed products this may apply to the additives.

Food contact materials

Specific [health control provisions](#) apply to packaging materials that come into contact with food (e.g. cans, jars). Food contact materials must be manufactured so that they do not transfer their constituents to food in quantities that could endanger human health, change the composition of the food in an unacceptable way or impact upon the taste and odour of foodstuffs. For tinned foods, including tinned palm hearts, European regulations stipulate a maximum level of tin that may be found in food (see regulations on contamination).

Full overview of requirements for canned palm hearts:

For a list of requirements consult the [EU Export Helpdesk](#) where you can select your specific product code. In case of palm hearts the code is 200891.

- Refer to the Buyer Requirement module on natural colour, thickeners and flavours for more information.
- Read more about [legislation on authorised food additives and flavourings](#) under general conditions of preparation of foodstuffs
- In December 2014 [EU Regulation 1169/2011](#) came into effect. This new labelling legislation considerably changed previous legislation. For example, allergens have to be highlighted in the list of ingredients requirements on allergen information will also cover non pre-packed foods including those sold in restaurants and cafés. Find out more about the new labelling legislation requirements on the European Union [website](#).
- Read more about [food labelling](#) in the EU Export Helpdesk.
- For more information about [nutrition and health claims](#), refer to the website of the EU.
- For more information about labelling requirements, see our study about [Buyer requirements for processed fruit and vegetables and edible nuts](#).
- The European legislation on food contact materials is quite extensive and it is not easy to prove to your European importer that your product complies with all requirements. European importers of food products will require documentation on toxicology and risk assessment of chemical migration from food contact materials and/or declarations of compliance.

Common requirements: food safety management is crucial, addressing sustainability is gaining ground

Food Safety Certification as a guarantee

As food safety is a top priority in all European and French food sectors, you can expect many players to request extra guarantees from you in the form of certification. French buyers (e.g. traders, food processors, retailers) require the implementation of a (HACCP-based) food safety management system. The most important food safety management systems in France are [IFS](#), [FSSC22000](#) and [SQF](#). All the aforementioned management systems are recognised by the [Global Food Safety Initiative \(GFSI\)](#), which means that they should be accepted by major retailers. However, in practice some buyers still have preferences for one specific management system. GLOBAL G.A.P. is a minimum requirement demanded by EU retail, including French retail, for fresh fruit and vegetables and is also recommended for fruit and vegetables for canning.

Corporate responsibility

French buyers are paying increasing attention to their corporate responsibilities regarding the social and environmental impact of their business. This also affects you as a supplier. Common requirements include the signing of a suppliers' code of conduct which states that you conduct business in a responsible way, i.e. you (and your suppliers) respect local environmental and labour laws, avoid corruption etc. Furthermore, importers may also participate in initiatives such as the [Ethical Trading Initiative](#) or the [Business Social Compliance Initiative](#). These initiatives focus on improving social conditions in their members' supply chains. This implies that you, as a supplier, are also required to act in line with these principles.

Tips

- European market entry preparation is likely to include implementing a food safety management system and it is therefore important to familiarise yourself with them.
- If you plan to target one or more markets, check which specific food safety management systems are most commonly requested. In any case choose a management system that is GFSI approved.
- Read more on the different Food Safety Management Systems in the [Standards Map](#).
- When targeting other French markets it might be interesting to assess your company's current performance by conducting a self-assessment, which you can find on the [BSCI website](#).
- Be aware that many of the environmental and social sustainability issues take place at farm level. To test to what extent your farmers are sustainable you could ask them to fill in the [Farmer Sustainability Assessment](#) by the Sustainable Agriculture Initiative.
- Implementing a management system such as [ISO14000](#) (environmental aspects), OHSAS 18001 (occupational health and safety) or [SA 8000](#) (social conditions) is a way to address sustainability and possibly gain a competitive advantage. Research with your buyer whether this will be appreciated.

Niche requirements: a growing market for certified products

Organic, niche market

Organic palm hearts and vegetables are produced and processed by natural techniques. Organic palm hearts are sold in French retail. In general, France has one of the highest demands for organic in the European Union area. Although growing, the market is still relatively small. To market canned palm hearts in the European Union, including France, as organic, they must be grown using organic production methods which are laid down in [EU](#)

- Implementing organic production and becoming certified can be expensive. In the current market the return on investment may not be high. On the other hand it can increase yields and improve quality.
- Consult the [Standards Map](#) database for the different organic labels and standards.

[legislation](#), and growing and processing facilities must be audited by an accredited certifier. Only then may you put the European Union organic logo on your products. Although there is a European Union -wide system for the regulation of organic farming, well-established national and private logos can continue to be used on product labels. AB (Agriculture Biologique) has been France's national logo for organic products since 1985. Organic products carrying a logo must contain more than 95 per cent organic components, be produced or processed within the European Union, and be certified by one of the inspection bodies accredited according to EN 45011.

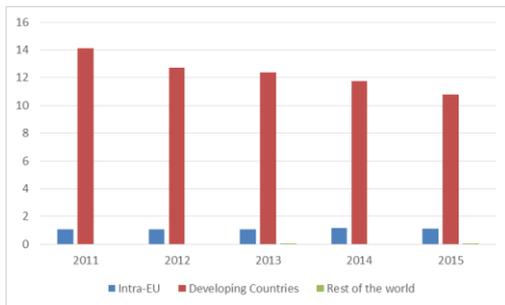


Trade and Macro-Economic Statistics

General information and figures about production and trade developments in the European Union and the French market are provided in the [CBI Trade Statistics](#). This section provides more detailed statistics in relation to canned palm heart production, trade and consumption in France.

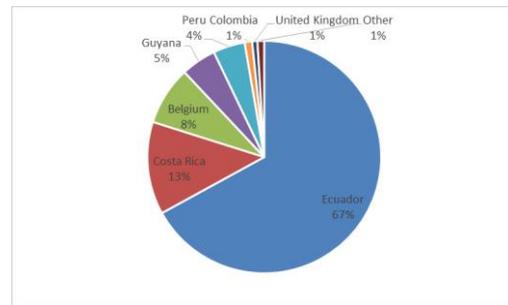
Trade: imports and exports

Figure 1: French import of palm hearts, 2011-2015, in thousand tonnes



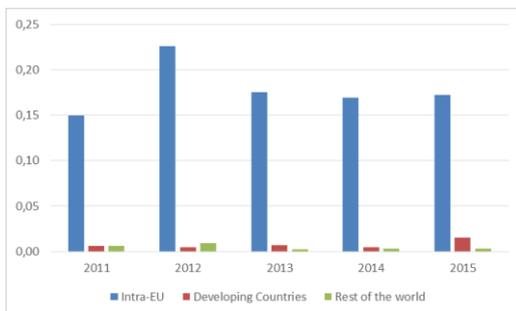
Source: Eurostat

Figure 2: Division of French palm hearts import volume, by county of origin in 2015



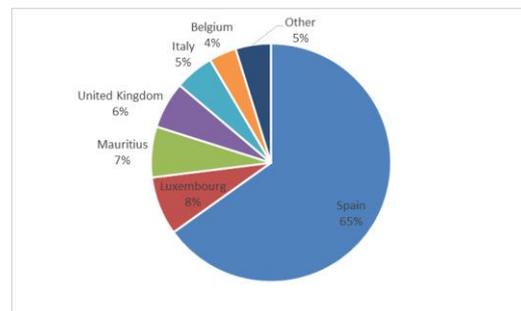
Source: Eurostat

Figure 3: French (re) export of palm hearts, 2011-2015, in thousand tonnes.



Source: Eurostat

Figure 4: Division of French palm hearts export volume, by country of destination, in 2015



Source: Eurostat

Analysis and interpretation

- France is the largest importer of palm hearts in the European Union (76% in terms of volume in 2015). The total import value of palm hearts in France was €30 million in 2015. The total volume was 11,900 tonnes.
- Although the high consumption of palm hearts by the French population corresponds to the fact that French people love creating exotic recipes and merging flavours in the kitchen, it seems that new tastes are appearing on the market, thus lowering the total consumption of palm hearts.
- Imports are highly concentrated and the two largest exporters, Ecuador and Costa Rica, hold a market share of 80%.
- Re-export within the European Union to France has remained stable over the last several years, at a level of about 1.5% of imports.
- Since 2011, imports from developing countries have shown a declining trend of -6.5%, but this trend is in line with the total decrease of imports of palm hearts into France. It thus appears that canned palm hearts are in a downward phase of their product life cycle.
- In 2015, total exports of palm hearts from France amounted to 199 tonnes with a value of €575,000, which is slightly more compared to the previous year. This is only 1.7% of imports, so clearly France is not a hub for exporting to other countries, but is a relatively large consuming country.
- Spain is the main exporting partner (65% share of export quantity), but still meets most of its needs through direct imports.

Production

Analysis and interpretation

- Exotic fruit and vegetables, such as palm hearts, cannot be produced in France and, therefore, have to be imported. These are often preserved in the country of origin. France relies fully on imports of palm hearts for domestic consumption.
- At the same time, France has one of the biggest canning companies in the world: [Bonduelle SA](#). Bonduelle SA is the European leader in the canned vegetables category (number 1 in France, Germany, Benelux, Poland and Czech Republic), with 30 per cent of the market in terms of sales (source: [Bonduelle.com](#), 2013) and is one of the top-10 canned food producers in the world. Bonduelle works with the concept of contract growing within Europe.
- Palm hearts are processed into other food products, like prepared salads, by the French or European food industry, but this happens on a small scale.

Tips

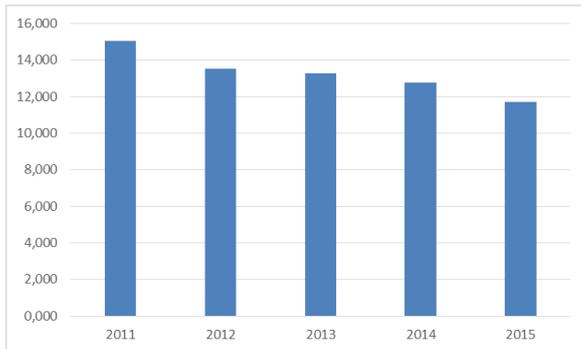
- Consider exporting to France, as France has the biggest demand in Europe for serving the domestic market.
- Learn from developing country suppliers who the leading suppliers of canned palm hearts are on the French market, such as Ecuador or Costa Rica.
- Since the demand in France is relatively high, approach importers, agents and (specialist) retailers that serve the French consumer market directly.

Tips

- Try to partner with French importers in order to have the right equipment for processing and meet the different requirements of the industrial European buyers. Participate in major food trade fairs such as [SIAL](#).

Consumption

Figure 5: Apparent consumption^{a)} of palm hearts in France, 2011-2015, in thousand tonnes



^{a)} Apparent consumption is the sum of imports and production minus exports. The production is set at zero. Variations in stock are not taken into account. Domestic supply reflects direct usage by consumers and the industry.

Data source: Eurostat Comext. Calculated by Globally Cool.

Analysis and interpretation

- Apparent consumption of canned palm hearts has shown a steady decline since 2011. In 2015, yearly consumption was the lowest in the last 5 years at 11,698 tonnes. Such a development in the main global market for a product obviously constitutes a major threat for producers.
- In France, a substantial part of the population is not of French ethnic origin, especially in urban areas. Among the ethnic groups are Latin American, Asian and Caribbean people, who are familiar with palm hearts as an ingredient in cooking.
- The average French consumer has a strong interest in increasing the variety of available products. Increased global mobility and the internet have allowed the French to learn about new products.
- For the majority of the French population, palm hearts are relatively unknown products in terms of usage. Palm hearts are not used in traditional French cuisine. However, they are considered an alternative to canned artichoke and asparagus, which are part of French cuisine. People who are familiar with South American, Caribbean and Asian cooking consider palm hearts to be a gourmet ingredient.
- The consumption of fresh fruit in Europe, and France in particular, is contributing towards a more sustainable approach to production and handling. Environmental and social issues are becoming more and more important for consumers and retailers.
- The four major supermarkets in France in terms of sales in 2015 were [Carrefour](#) (21.9%), [E. Leclerc](#) (20.2%), [Intermarché](#) (14.2%) and Groupe Auchan (11%). It is

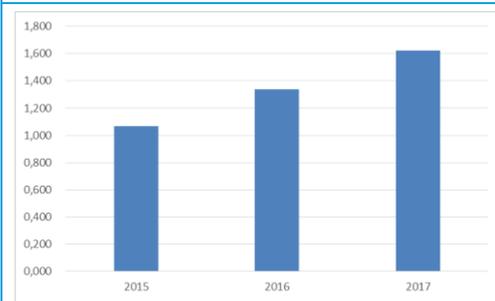
Tips

- Focus on target groups such as ethnic minorities, urban populations, and young people. Some import/wholesale companies specialise in supplying ethnic speciality food stores.
- As imports and consumption of canned palm hearts in France is in steady decline Developing Countries suppliers need to market their products more assertively.
- Add recipes and methods of preparation to the back of products. Promotional materials such as recipes on product packaging add value. Palm hearts are often considered to be an ingredient that can substitute marinated artichoke hearts or asparagus. Emphasise this fact.
- Consider producing and delivering in accordance with certification schemes, e.g. Organic, Fair Trade.

common for them to directly source exotic products such as canned palm hearts. Some recognised brands of canned palm hearts are: Notre Jardin by E. Leclerc, Géant Vert by General Mills and Saint Eloi by Intermarche.

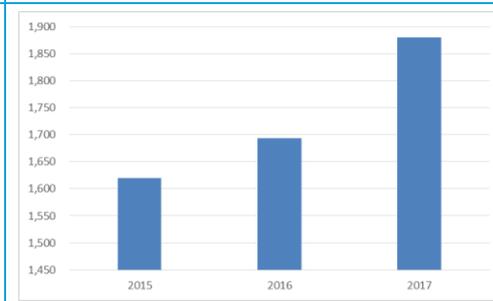
Macro-economic statistics

Figure 6: Real GDP in France, 2015-2017, % change from previous year



Source: OECD Economic Outlook 96 database.

Figure 7: Real private consumption expenditure in France, 2015-2017, % change from previous year



Source: OECD Economic Outlook 96 database.

Analysis and interpretation

- The French population of nearly 64 million inhabitants is estimated to increase to 65.7 million in 2020.
- Between 2015 and 2017, French GDP and private consumption expenditures are expected to increase.

Tips

- Consider exporting to France, as it is one of the larger markets within Europe in terms of population with a specific interest in canned palm hearts.

Market trends

[CBI Trend Mapping](#) provides general trends in the French market for palm hearts. This section provides more detail about specific trends in the market for palm hearts.

Analysis and interpretation

Social

- Convenience is highly appreciated in the European Union, since households have become smaller. Due to of heat treatment, canned fruits and vegetables are more convenient to prepare and consume. Canned food is also used by the food processing industry as an ingredient. Both consumers and the industry appreciate canned food as it is easy to store.
- More consumers are eco-aware and require organic (i.e.pesticide free, or ecologically responsible) products.

Tips

- Get information from your contact person in France about the cutting and packaging requirements of sales channels to consumers.
- Consider certifying and labelling your products as Organic. See the background, assessment and interpretation document for [Regulation \(EC\) No 834/2007 for Organic Food and Farming](#) for more information about requirements. Check the [International Trade Centre Standards Map](#) for a comparative analysis and review of voluntary standards.

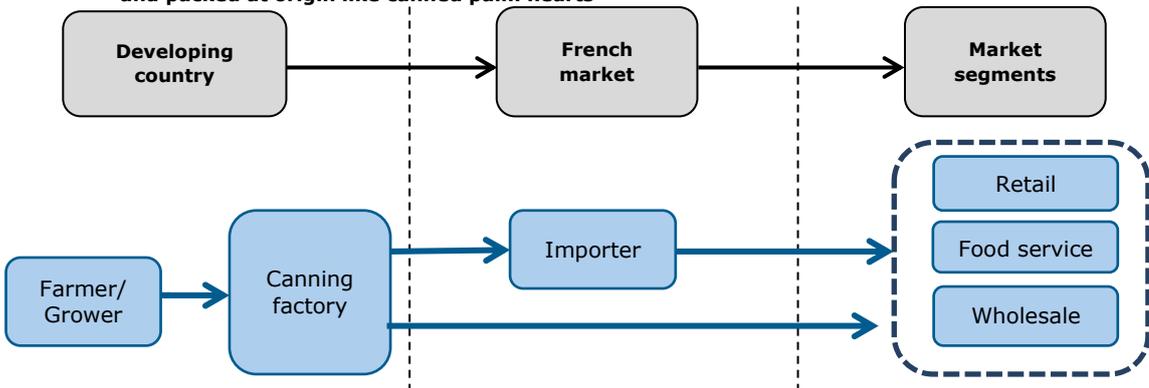
Economic

- Supermarkets demand good quality and the presence of a food-safety system, preferably certified, and they have strict delivery schedules as they want their shelves to be filled throughout the year. Supermarket chains use their own name on cans as a brand for middle market segments (private labelling).
- Get information from your contact person in France about quality standards, delivery schedules and logistics requirements. Evaluate whether working capital, processing technology, logistics and the skill levels of your company’s employees are able to keep up with these requirements

Market Channels and Segments

For more general information about market channels and segments have a look at [the Market Channels and Segments document](#) for processed fruit and vegetables available on the CBI market intelligence platform. This section provides some information about the marketing channels through which palm hearts are marketed in Europe, including France.

Figure 6: Market channel European Union market products: end products finished and packed at origin like canned palm hearts



Analysis and interpretation

- In the canned industry supply chain, the importer sells end products directly to the different segments. Moreover, many multiple retailers buy directly from the producers. Therefore, producers and retailers play an important role in the distribution of goods in Europe. For canned produce imported from far away, importers still play an important role as well. Their role is to combine produce from several smaller producers, but also the other way around, to supply the smaller clients. The large supermarket chains will buy canned palm hearts directly.
- At the same time, retail power is increasing in the area of private labels. The private label is no longer considered to be 'lower quality', than a brand. The share of private labels in a range has shown an increasing trend ever since. Eventually, the retailers

Tips

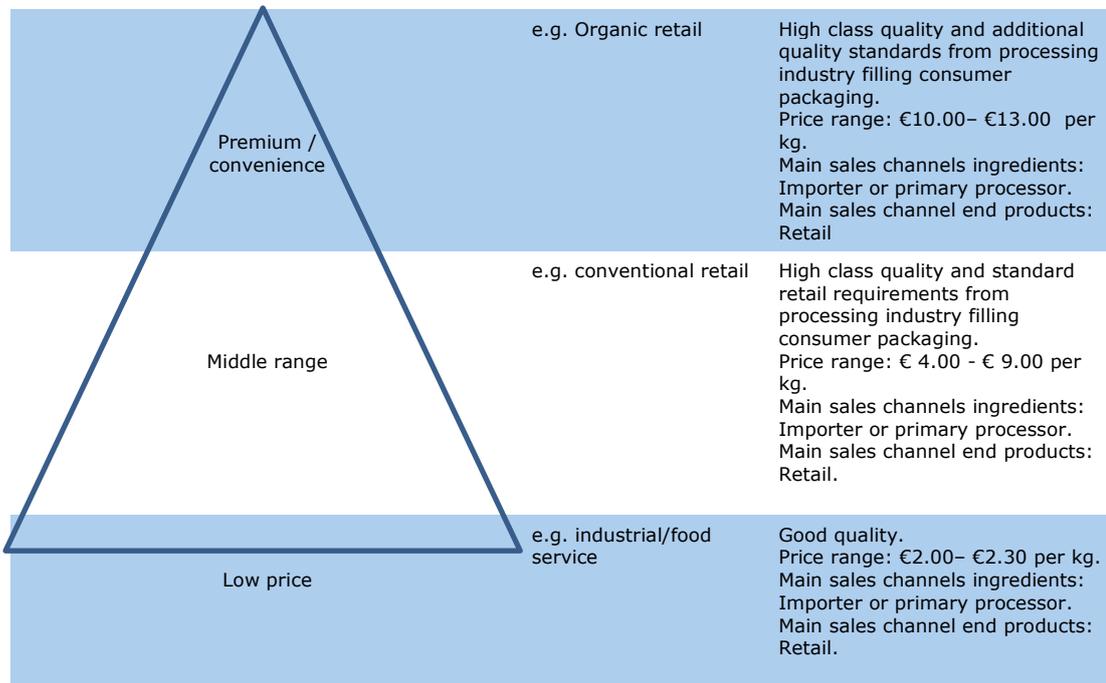
- As an exporter, you can approach either importers or retailers. For the latter option, you must be able to provide large volumes at a consistent quality.
- Gain increased market power within the chain by building long-term relationships (and signing contracts) with large renowned buyers in European market.
- For the canned fruit and vegetable markets, you can focus on retail, wholesale, and the foodservice as your end users or customers.

will stop at a certain private label optimum level. For example, Carrefour has its own private label palm hearts: Carrefour mini palm hearts; E. Leclerc sells Marque Repere palm hearts.

- In France, there is a consumer brand that sells organic products exclusively: "[Bonneterre](#)". 570 organic products (AB logo) are sold under this label. The range has been expanded from traditional to exotic fruits and vegetables, including organic wild palm hearts. This follows the trend of increasing consumption of organic products and diversification in consumer tastes.
- A retailer takes care of marketing, but engages producers to supply products manufactured in accordance with the retailer's requirements. Commonly, the retailers look for manufacturers that are able to supply at the cheapest price given the retailer's conditions.
- Manufacturers of branded products own factories where these products are manufactured.

- Keep an eye on the dynamics between brands and private labels in order to identify possible growth markets. Read published reports on private labels for general insights. Visit your intended export market; conduct additional market research on France for more information about private labelling in relation to specific products.
- Look for collaboration opportunities with French brand manufacturers.

Figure 7: Indication of price ranges and market segments for consumer products



Analysis and interpretation

- Low price palm hearts are sold at high volumes and at relatively low margins. Quality aspects in terms of sorting, colour, tenderness and taste are somewhat less demanding, but still involve high standards. The products do not possess

Tips

- Consider whether you can comply with the quality standards of the importer for sale to the retail or processing industry. Invest in food safety certifications, such as HACCP.
- Consider supplying new, innovative and already processed palm heart products.

- added value features such as innovative packaging (packed in tin cans). Processed palm heart (main ingredient) products, e.g. palm heart salads, are sold in this lower price segment due to the relatively cheap additional ingredients.
- Mid-range canned palm hearts are subject to higher class and standard retail requirements. These products are commonly sold in retail under manufacturers' brands or private labels. These products have some added value characteristics, such as innovative packaging (e.g. glass jars which are more convenient in terms of providing a visual image of the product), and enable higher margins to be achieved. Consumer value-added processed palm heart (main ingredient) products, e.g. palm heart salads, are sold in this price segment due to the relatively cheap additional ingredients.
 - Premium palm hearts are of the highest quality (sorting, colour, tenderness and taste), have the highest standards and have additional non-conventional characteristics, e.g. organic, CSR or Fair Trade, innovative packaging (glass jars, easy-to-open). These characteristics enable relatively high margins to be achieved on these products. The products are commonly sold in retail under manufacturers' brands or the AB Bonneterre brand.

- Consider innovation in packaging.
- To reach the premium consumer segment, consider supplying organic products.

Market competitiveness

For more general information about market competitiveness for processed fruit and vegetables, see [the Market Competitiveness document](#) and [Top 10 Tips](#) available at the CBI market intelligence platform.

Useful Sources

Export and market entry support:

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

http://www.cbi.eu/marketintel_platform/Processed-Fruit-and-Vegetables-and-Edible-Nuts/177430

Certification schemes:

<http://www.sa-intl.org/>

<http://www.iso.org/iso/home.htm>

<http://www.standardsmap.org/identify.aspx>

<http://www.fairtrade.net/>

Marketing and trade standards:

<http://www.unece.org/trade/agr/standard/fresh/FFV-StandardsE.html>

<http://www.codexalimentarius.org/codex-home/en/>

Statistics and sector information:

<http://www.fao.org/statistics/en/>

<http://ec.europa.eu/eurostat>

<http://comtrade.un.org/>

Disclaimer CBI market information tools: <http://www.cbi.eu/disclaimer>

Annex: Canned palm hearts

The product tree for the products which are of interest for developing country producers has been developed by CBI using the [Combined Nomenclature](#) (CN) (Eurostat, 8 digits) for classifying traded products. This Product Factsheet covers a product within the product tree's canned fruits and vegetables group: canned palm hearts. The corresponding CN code is 20089100 Palm hearts.

Table1: CN commodity code for canned palm hearts:

Number	Product
20089100	Palm hearts, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit, n.e.s.