

LEBTRADE PORTAL

A GOLDMINE FOR EXPORTERS



Important legal note

This guidance is a practical exporter tool. It does not replace EU law, German import procedures, the phytosanitary instructions of the competent authorities, or the contractual requirements of the German buyer. Exporters should verify all requirements immediately before each shipment.

TABLE OF CONTENTS

Table Grapes HS Code: 080610 – Potential Market in Germany	1
1. Video Summary	1
2. Product description and classification	1
3. Exporter quick checklist?	1
4. What are the mandatory requirements?	2
a. Pesticides Residues	2
b. Avoiding Contaminants	2
c. Microbiological criteria	2
d. Phytosanitary regulations	3
e. Organic niche requirements ?	3
5. Quality Requirements	3
a. General quality requirements	3
b. Maturity	7
c. Classification	7
i. “Extra” Class	7
ii. Class I	8
iii. Class II	9
6. Labeling and Packaging	11
a. Size and Packaging	11
b. Marking and Labeling	13
i. Export carton marking	13
ii. Sample export carton label — Table grapes from Lebanon to Germany	14
iii. Retail pack labels	14
c. Handling	14
7. What additional requirements do buyers often have?	14
a. Variety	15
b. Certification	15
c. Sustainability and social compliance	15
8. Required documents and records	15
9. Top rejection risks before shipment	16

Table Grapes HS Code: 080610 – Potential Market in Germany

1. VIDEO SUMMARY



2. PRODUCT DESCRIPTION AND CLASSIFICATION

Harmonized System (HS) code	08061000 Fresh grapes 08061010 Fresh table grapes
Top varieties found in Lebanon	• Tfeifihi (also called Halawani) • Baytamouni (also Beytamouneh “date of Beirut”) • Maghdouchi (brown-skinned) • Jbaai (dark-skinned) • Thompson Seedless (Sultanina) • Superior Seedless (Early Superior) • Flame Seedless • Crimson Seedless • Black Pearl

3. EXPORTER QUICK CHECKLIST?

Step	Exporter action	Evidence to keep	Responsible party
1. Buyer specification	Confirm grape variety, class, bunch size, berry size, colour, Brix/sugar level, carton weight, residue limits, certifications, packaging type and Incoterms.	Buyer specification, purchase order, email confirmation	Exporter / buyer
2. Farm compliance	Use only approved pesticides, respect pre-harvest intervals, keep spray records and apply IPM.	Spray records, input log, IPM records, GLOBALG.A.P. records where applicable	Grower / technical adviser
3. Residue control	Test a representative sample before shipment and compare results with EU MRLs and the German buyer's private limits.	Laboratory report, sampling record, corrective actions	Exporter / lab
4. Maturity and quality check	Check Brix/sugar level, colour, berry firmness, bunch condition and absence of decay before harvest or packing.	Maturity test sheet, quality inspection record, photos	Grower / packhouse
5. Harvest and handling	Harvest carefully, avoid bruising and berry shatter, keep grapes shaded and move quickly to the packhouse.	Harvest record, field QC checklist	Grower / packhouse
6. Packing and grading	Pack only clean, sound, uniform bunches that meet the agreed class, colour, size and presentation. Use buyer-approved cartons, liners or pads where required.	Packing list, grade records, QC report, packed product photos	Packhouse
7. Cold chain	Pre-cool grapes quickly and maintain the agreed temperature during storage, loading and transport.	Temperature records, logger data, loading report	Packhouse / exporter / forwarder
8. Phytosanitary certificate	Apply for inspection and phytosanitary certificate through the Lebanese competent plant health	Phytosanitary certificate, inspection record	Exporter / authority

	authority before shipment.		
9. Shipping documents	Ensure carton labels match the invoice, packing list, certificate of origin, phytosanitary certificate and transport documents.	Complete document set	Exporter / freight forwarder
10. German entry preparation	Coordinate with the German importer or customs agent for pre-notification, TRACES/CHED-PP procedures and plant-health checks where applicable.	Importer confirmation, CHED-PP reference where applicable	Importer / forwarder

4. WHAT ARE THE MANDATORY REQUIREMENTS?

The European fruit and vegetable market is very competitive. You must meet several requirements to export to this market. These can be rules from the European Union or set by buyers. Private requirements are known as 'certifications'. Most certifications in Europe focus on social and environmental issues. Their primary goal is to safeguard European consumers. Some certifications cater to specific niche markets. Mandatory requirements cover food safety and quality. These include: legal rules, quality requirements, and packaging and labelling requirements.

a. Pesticides Residues

Pesticide residues are one of the most crucial issues for grapes suppliers. This is especially true for grapes, which are ingested straight. An MRL is the highest level of pesticide residue that is legally permitted in or on food products when pesticides are used. You can find the MRLs for the pesticide residues relevant to grapes in the [EU Pesticides database](#). It is vital to familiarize yourself with the MRLs, and to not exceed these levels. When grapes contain more pesticide residues than allowed, they will be withdrawn from the European market. More and more buyers ask for upfront information about your pesticide spray records. Shipments are checked before they are sent to the retailer. For future business, you must take into account that your responsibility as an exporter will play an important role as retail chains put more pressure on their suppliers.

Note that buyers in several countries, such as Germany, the Netherlands and Austria, use MRLs which are stricter than the MRLs provided for in European legislation. Lidl, a German discounter, is one of the tightest, limiting single active chemicals to 33% of the EU regulatory limit.

Tips

- [Regulation \(EC\) No 396/2005](#) sets maximum residue levels (MRLs) of pesticides in or on food and feed of plant origin.
- Use the [EU Pesticides database](#) to get all the MRL details, you should search for product code 080610 (fresh grapes). Always check whether your buyers have additional requirements for MRLs and pesticide use.
- Apply [integrated pest management](#) (IPM) to reduce the amount of pesticide. IPM is an agricultural pest control strategy, which is also part of [GLOBALG.A.P.](#) Certification. It uses natural control practices such as the application of pests' natural enemies. The fewer chemicals you use, the better your marketing position will be for export to Europe.

b. Avoiding Contaminants

Grapes may contain contaminants. These are substances that are not intentionally added to food, such as heavy metals (cadmium and lead) and perchlorate, which can end up in produce during production, packaging, transport, and holding. The European Union (EU) has set maximum levels for certain contaminants in food laid down in [Commission Regulation \(EU\) 2023/915](#):

- Cadmium: 0.05 mg/kg
- Lead: 0.10 mg/kg
- Perchlorate: 0.05 mg/kg

Tips

- Read more about contaminants on the [website of the European Commission](#) and find an overview of the in [Commission Regulation \(EU\) 2023/915](#). Try to check this information on an annual basis.
- Find out more about preventing and reducing lead contamination in the [Code of Practice](#) published by the FAO Codex Alimentarius. Also take a look at the European Commission's [fact sheet on food contaminants](#).

c. Microbiological criteria

Food safety authorities can withdraw imported products containing pre-cut and packed table grapes from the market or stop them from entering the EU if E. coli is present ([Regulation No 2073/2005](#)). The European Food Safety Authority (EFSA) recommends using good agricultural, hygiene and manufacturing practices to reduce contamination in grapes.

Use the [Codex Alimentarius](#) - Code Of Hygienic Practice For Fresh Fruits And Vegetables as a guideline.

d. Phytosanitary regulations

[Regulation \(EU\) 2019/2072](#) requires table grapes to have a phytosanitary certificate before entering the EU. This guarantees that the grapes are:

- properly inspected;
- free from quarantine pests, within the requirements for regulated non-quarantine pests and practically free from other pests;
- in line with the plant health requirements of the EU, laid down in Regulation (EU) 2019/2072.

The exporting country's national plant protection authority issues these phytosanitary certificates. MOA is the national authority issuing the phytosanitary certificate link

Tips:

- Learn more about the European phytosanitary rules in [Council Directive 2000/29/EC](#) and the new [Implementing Directive 2019/523](#) on the protective measures against the introduction of harmful organisms in the European Union.
- [Contact the National Plant Protection Organisation \(NPPO\)](#) in your country to arrange a phytosanitary certificate. Only these organisations are authorised to issue phytosanitary certificates.
- For an example of a phytosanitary certificate, look at Annex V of [Regulation \(EU\) 2016/2031](#).

e. Organic niche requirements ?

Organic table grapes are a **niche opportunity**, not a basic export requirement. Lebanese exporters should only market grapes as organic if the vineyard, packing, storage and handling process are certified under [EU organic rules – Regulation \(EU\) 2018/848](#) by an EU-recognised control body.

For every organic shipment to Germany, an electronic [Certificate of Inspection – e-COI](#) must be issued in **TRACES** before the goods are released in the EU. Without the e-COI, the shipment cannot be released as organic.

German organic buyers may also ask for additional private standards such as [Naturland](#), [Bioland](#), [Demeter](#) or [Bio Suisse](#), depending on the buyer and sales channel.

Tips:

- Do not use “organic” on labels, invoices, packing lists or marketing material unless the lot is certified.
- Check which EU-recognised control body can certify organic table grape production and handling in Lebanon.
- Make sure the e-COI is prepared in [TRACES](#) before the shipment arrives in Germany.
- Ask the German buyer whether EU organic certification is enough or whether private organic standards are also required.
- Keep full traceability from vineyard plot to packed export lot.
- Avoid mixing or contamination with non-organic grapes during harvesting, packing, storage and transport.
- Treat organic as a premium niche: it can open doors, but it adds certification costs, inspections, paperwork and stricter residue controls.

5. QUALITY REQUIREMENTS

You must comply with the marketing standard for table grapes of [Regulation \(EU\) No 1308/2013](#) to export your products to the EU.

a. General quality requirements

At the very least, bunches and berries of fresh table grapes must be:

- Sound; produce must be free from rotting or deterioration likely to make it unfit for consumption;

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

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- Clean; practically free of any visible foreign matter;
- practically free from pests;
- practically free from damage caused by pests;
- free of abnormal external moisture;
- free of any foreign smell and taste;
- able to withstand transport and handling.

In addition, the grape berries must be intact, well-formed and normally developed.

- Table grapes must be free from disease or serious deterioration which appreciably affects their appearance, edibility or market value. In particular, table grapes showing the following defects are therefore excluded:



Shriveled berries and wilted stalks and pedicels (cap stems)



Damaged or burned berries due to chemical treatment



Bleached berries due to SO2 treatment on white varieties



Damaged or burned berries due to chemical treatment
Bleached berries due to SO2 treatment on white varieties

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

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Split berries



Deterioration or alteration of the skin or pulp caused by fungal diseases powdery mildew



Deterioration or alteration of the skin or pulp caused by fungal diseases: black rot



Deterioration or alteration of the skin or pulp caused by fungal diseases Anthracnose

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

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Deterioration or alteration of the skin or pulp caused by fungal diseases grey mold

Pollution by mealy bug secretion

- Table grapes must be practically free of visible soil, dust, chemical residue or other foreign matter.



Visible foreign matter

Damage caused by grape berry moth

- Table grapes must be free of insects or other pests. The presence of pests can detract from the commercial presentation and affect the keeping quality and edibility of the table grapes.

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

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Mealy bug infestation



- Table grapes must be well formed and normally developed. Dried and underdeveloped berries are not allowed.



Dried, small black or brown berries



Bunch with underdeveloped berries

- Pigmentation due to sun is not a defect. Berries of white varieties exposed to sunlight turn yellow and may show pigmentation on the skin only. Spots of sun scorch that deteriorate the skin and may affect the flesh are not allowed.

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

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Sunscorch - Not allowed



Sunscorch - Not allowed



Pigmentation due to sun - allowed

b. Maturity

Table grapes must be sufficiently developed and display satisfactory maturity and ripeness. In practice, however, the grapes must have reached at least 16° Brix. Fruit with a lower index is accepted if the sugar-acid ratio is at least equal to:

- 20:1 if the Brix level is greater than or equal to 12.5° and smaller than 14° Brix.
- 18:1 if the Brix level is greater than or equal to 14° and smaller than 16° Brix.

c. Classification

The regulation defines 3 classes of table grapes: Extra Class, Class I, and Class II. European buyers mostly require Class I as a minimum.

i. "Extra" Class

Table grapes in this class must be of superior quality. In shape, development and coloring, the table grapes must be typical of the variety, and have no defects. Berries must be firmly attached, evenly spaced along the stalk and have their bloom virtually intact. Slight traces of missing bloom due to handling are allowed.



Variety Italia
White seeded large-berry variety



Variety Ronelle
Black seeded large-berry variety



Variety Red Globe
Red seeded large-berry variety



Variety Sugraone
White seedless large-berry variety

Bloom virtually intact
Limit allowed in "Extra" Class

Very careful presentation
"Extra" Class

ii. Class I

Table grapes in this class must be of good quality. Although the Class I quality requirements are less strict than for "Extra" Class, Class I table grapes must, nevertheless, be carefully selected and presented. Berries must be firm, firmly attached and, as far as possible, have their bloom intact. They may, however, be less evenly spaced along the stalk than in the "Extra" Class. Traces of missing bloom due to handling are allowed. The following slight defects, however, may be allowed provided these do not affect the general appearance of the produce, the quality, the keeping quality, and presentation in the package.



Careful presentation - Class I



Bloom as far as possible intact - Limit allowed in Class I



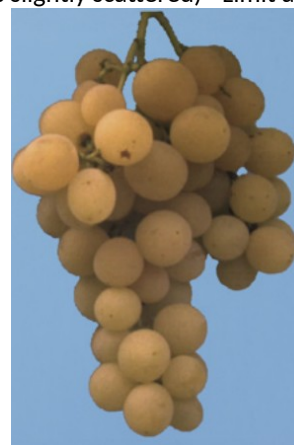
Variety Red Globe left: Typical shape right: Slight defect in shape Limit allowed in Class I



Variety Sugraone left: Typical shape right: Slight defect in shape (berries slightly scattered) - Limit allowed in Class I



Variety Red Globe left: Typical coloring right: Slight defects in coloring - Limit allowed in Class I



Very slight sun scorch - Limit allowed in Class I

iii. Class II

This class includes table grapes which do not qualify for inclusion in the higher classes but satisfy the minimum requirements specified above. Table grapes in this class must be of marketable quality, suitably presented and suitable for human consumption.

The berries must be sufficiently firm and sufficiently attached, and where possible, still have their bloom. They may be less evenly spaced along the stalk than in Class I. The following defects are allowed provided the table grapes retain their essential characteristics as regards to the quality.

- defects in shape and coloring ⇒ evenly spaced along the stalk.
- slight sun scorch affecting the skin only.
- slight bruising is allowed provided it does not affect the pulp.
- slight skin defects.



LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

Prepared by: MoET

Suitable presentation - Class II



Variety Red Globe left: Typical shape right: Slight defect in shape (berries scattered) - Limit allowed in Class II



Variety Sugraone left: Typical shape right: Slight defect in shape (berries scattered) - Limit allowed in Class II



Variety Red Globe left: Typical coloring right: Defects in coloring - Limit allowed in Class II



Defects in shape (variation in berry size)
Limit allowed in class II



Slight sun scorch - Limit allowed in Class II



Slight sun scorch - Limit allowed in Class II



Slight skin defects - Limit allowed in Class II



Slight skin defects - Limit allowed in Class II

6. LABELING AND PACKAGING

a. Size and Packaging

Size is determined by the weight of the bunch. The minimum bunch weight is 75g, but it does not apply to packages intended for single servings. There is a tolerance of 10% on bunches not meeting size requirements.

The contents of each package must be uniform and contain only bunches of the same origin, variety, quality and degree of ripeness. However, a mixture of table grapes of distinctly different varieties may be packed together in a package, provided they are uniform in quality and, for each variety concerned, in origin. Common packaging options include:

- clamshells or punnets with heat-seal or flow pack in various sizes, such as 10x500 g or 18x250 g in a box;
- bag-in-box between 4.5 kg and 9 kg;
- carry bags with grape bunches between 4.5 kg and 9 kg.

In the case of the "Extra" Class, the table grapes must be packed in a single layer either in sales packages or in bunches arranged in the package.

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

Prepared by: MoET



Very careful presentation - "Extra" Class



Closed sales package (pre-package)



Open sales package



Closed sales package (pre-package)

The contents of each package must be uniform and contain only bunches of the same origin, variety, quality and degree of ripeness. In the case of the «Extra» Class, the bunches must be of more or less identical size and coloring and there should be no major variations.



Bunches of different colors in a sales package not exceeding 1 kg

The table grapes must be packed in such a way as to protect the produce properly. Packages must be of good quality, strength and characteristics to protect the produce during transport and handling.

The materials used inside the package must be new, clean and of a quality such as to avoid causing any external or internal damage to the produce. The use of materials, particularly paper or stamps, bearing trade specifications is allowed provided the printing or labelling has been done with non-toxic ink or glue. Stickers individually affixed on the produce shall be such that, when removed, neither leaves visible traces of glue, nor lead to skin defects.

Grape packers were already using more and more top-sealed punnets to reduce the plastics of lids (clamshells). Now companies have started to implement new sustainable packaging such as biodegradable and compostable carry bags for grapes, cardboard punnets or paper bags. For organic grapes, sustainable packaging such as cardboard is a real selling point.

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

Prepared by: MoET



Table grapes in paper-based packaging in a German mainstream supermarket

Tips:

- Maintain strict compliance with quality, delivering it as agreed with your buyer. Being careless with product requirements or pushing quality limits will lead buyers to raise issues with quality. Send images of your product before shipment to avoid miscommunication.
- Make sure your table grapes are well-preserved to ensure optimal freshness and taste. Supply chain logistics should not affect product taste in any significant way.

b. Marking and Labeling

To fulfill these obligations, you must document the sources of your product and be able to provide [proof of origin](#) for all fruits and vegetables. Proof of origin is also necessary for importers to get beneficiary tariffs that are common for imports from developing countries with a [Generalised Scheme of Preferences \(GSP\)](#). The [traceability of products](#) is compulsory and defined by the General Food Law Regulation. Food placed on the EU market must meet the legislation on food labelling.

i. Export carton marking

Trade packages and cartons of fresh fruit or vegetables must mention the following particulars:

Item	What to include
Packer / exporter	Name and address of the packer and/or dispatcher-exporter
Product name	"Fresh table grapes", if the contents are not visible from outside
Variety	Thompson Seedless, Superior Seedless, Crimson, Red Globe, etc.
Origin	Produce of Lebanon
Class	Class I, Extra Class or other agreed class
Size / bunch size	Size category, bunch size or buyer-specific size description, such as Large
Lot / batch code	Unique code linked to vineyard, harvest date, packing date, residue test and shipment records
Net weight	For example, 4.5 kg net or buyer-specific carton weight
GGN	GLOBALG.A.P. number, if certified and requested by the buyer
Post-harvest treatment	For example, SO ₂ pad used, where applicable
Organic certification	Control body and certificate number, only if the grapes are certified organic
Destination / buyer information	Germany or buyer-specific destination details, where requested

LEBTRADE PORTAL

LEGAL REQUIREMENTS

Date: 01-May-26

Revision: 01

Prepared by: MoET



Tips:

- Always discuss specific packaging requirements and preferences with your buyer.
- Find the legal requirements for packaging and labeling in our study on [buyer requirements for fresh fruit and vegetables](#).
- If your product is pre-packaged for retail, check the additional requirements in the [Codex General Standard for the Labelling of Pre-packaged Foods](#) and Regulation [\(EU\) No. 1169/2011](#) on the provision of food information to consumers in Europe.
- For more information on quality, size, packaging and labeling requirements, see the [Table grapes, International Standards for Fruit and Vegetables, OECD Publishing, Paris](#).

ii. Sample export carton label — Table grapes from Lebanon to Germany

FRESH TABLE GRAPES – THOMPSON SEEDLESS

Produce of Lebanon

Class I | Size: Large | Net weight: 4.5 kg

Lot: LB-GR-2026-045 | GGN: [GLOBALG.A.P. number, if applicable]

Packer: [Name and address]

Exporter / Dispatcher: [Name and address]

Destination: Germany

Post-harvest treatment: [SO₂ pad used / None]

Organic certification: [Only if certified — control body and certificate number]

iii. Retail pack labels

If table grapes are packed for retail sale in Germany, the consumer-facing label must comply with **Regulation (EU) No 1169/2011** on food information to consumers and with buyer labelling requirements.

Mandatory consumer information should normally be provided in **German**, unless otherwise agreed with the buyer and permitted under applicable rules. Lebanese exporters should confirm the final retail label with the German buyer before printing, including product name, variety, origin, net weight, lot code, barcode, responsible food business operator, certification claims and any post-harvest treatment information.

c. Handling

Good handling is essential for Lebanese table grapes exported to Germany. Grapes are sensitive to bruising, berry shatter, dehydration, mould and temperature abuse. Many quality problems appear only after arrival, so exporters should control every step from harvest to loading.

After harvest, grapes should be kept in the shade, handled gently, moved quickly to the packhouse, pre-cooled as soon as possible and stored under a reliable cold chain. Damaged, mouldy, immature or poorly coloured bunches should be removed during grading.

Where exporters do not have their own facilities, they should work with reliable packhouses or cold-chain service providers that can support grading, packing, pre-cooling, cold storage, temperature monitoring and export handling.

Control point	Good practice	Exporter evidence
Harvest	Harvest only when grapes meet the buyer's maturity, colour and Brix requirements. Avoid bruising, berry shatter and damaged bunches.	Harvest lot record, Brix test, maturity and colour check
Field transport	Use clean field crates, avoid overfilling, and keep grapes shaded while waiting for transport to the packhouse.	Field quality checklist, harvest handling record
Packhouse	Grade carefully, remove damaged, mouldy, immature or poorly coloured bunches, and pack only uniform grapes.	QC report, pack-out data, rejected fruit record
Packaging	Use buyer-approved cartons, punnets, bags, liners or SO ₂ pads where required. Protect grapes from crushing and dehydration.	Packaging specification, packed product photos
Cooling	Pre-cool grapes quickly after packing and keep the cold chain stable.	Pre-cooling record, cold-room temperature record
Loading	Avoid loading delays and check truck/container cleanliness, temperature and condition before loading.	Loading report, photos, container/truck checklist
Shipment	Agree temperature settings, ventilation and logistics arrangements with the German buyer/importer.	Temperature logger data, Bill of Lading/AWB/CMR
Arrival follow-up	Ask the buyer for arrival quality feedback to improve future shipments.	Arrival inspection report, buyer feedback, claim records

7. WHAT ADDITIONAL REQUIREMENTS DO BUYERS OFTEN HAVE?

a. Variety

European buyers often have additional requirements. These include specific grape varieties, food safety certification, and compliance with social and environmental standards. Your choice of grape variety depends on several criteria:

- the presence of seeds
- shape and color
- skin thickness
- maturity period
- resistance against diseases and pests
- transportability
- shelf life

You can cover a large season with early, mid-season and late varieties. The rest is a combination of finding the right, sweet taste and cost-competitive grape cultivar. There can be regional differences in grape preference. For example, northern Europe prefers mature seedless white grapes with thin skin and a sweet taste. Seedless grape consumption was developed later in southern Europe, and berry size is sometimes more important in countries such as Italy.

Tips:

- Learn more about different grape varieties, characteristics and their seasonality. Consult sources like the harvest calendar of grape breeder [SNFL group](#).
- Select the grape varieties that best suit your client's market or find the right buyer for your variety. Visit your export market regularly to update your market knowledge.

b. Certification

Common certifications for table grapes include GlobalG.A.P. for good agricultural practices and BRCGS, IFS or similar HACCP-based food safety management systems for packing and processing facilities. Management systems recognised by the Global Food Safety Initiative (GFSI) are most recommended.

Complying with sustainable and social standards has become common for all fresh fruit and vegetables. Besides GlobalG.A.P. to ensure good agricultural practices, a social certificate such as Sedex Members Ethical Trade Audit (SMETA) is highly recommended to get your product up to retail standards.

Tips:

- Implement at least one environmental and one social standard. See the [Basket of Standards](#) of The Sustainable Trade Initiative for Fruit and Vegetables (SIFAV).
- For other additional requirements such as payment and delivery terms, see the CBI's reports on [buyer requirements for fresh fruit and vegetables](#) and the [tips for doing business with European buyers](#).

c. Sustainability and social compliance

European buyers increasingly demand social and environmental compliance. This often means that you need to adhere to the buyer's code of conduct or a third-party code of conduct. You can also opt for third-party certification schemes. Examples include:

- [GLOBALG.A.P. Risk Assessment on Social Practice](#) (GRASP): a GLOBALG.A.P add-on for the evaluation of worker's well-being at the farm level.
- [Supplier Ethical Data Exchange \(SEDEX\)](#): a global initiative to make global supply chains more transparent. SEDEX has also developed a social auditing scheme – SMETA – to help companies assess the working conditions in and environmental performance of their business and supply chains.

8. REQUIRED DOCUMENTS AND RECORDS

Document / record	Purpose	Who prepares it	When to verify
Commercial invoice	Customs and payment documentation	Exporter	Before dispatch
Packing list	Package count, weight, lot and pallet details	Exporter / packhouse	Before loading
Certificate of origin	Origin declaration / preferential treatment if applicable	Competent authority / chamber depending on procedure	Before dispatch
Phytosanitary certificate	EU plant-health entry requirement	Lebanese plant health authority / NPPO	Before shipment
Residue lab report	Evidence of compliance with EU and buyer MRLs	Accredited laboratory / exporter	Before loading
Dry matter / maturity record	Evidence of harvest maturity and ripening suitability	Grower / packhouse	Before harvest or packing
Traceability records	Farm-to-buyer lot identification	Grower / packhouse / exporter	Always
GLOBALG.A.P. / packhouse certificates	Buyer certification requirement	Grower / packhouse	Before sales offer
Transport documents	Bill of Lading, Air Waybill, CMR or other logistics document	Freight forwarder / carrier	At dispatch
Organic e-COI	Only for organic shipments	Exporter / importer / control body through TRACES	Before customs clearance

9. TOP REJECTION RISKS BEFORE SHIPMENT

Risk	Why it matters	Prevention	Priority
Pesticide residues above EU MRLs	This is the main RASFF-linked risk for Lebanese table grapes. MRL exceedances can lead to rejection, RASFF notification, buyer claims and loss of trust.	Use only approved pesticides, respect pre-harvest intervals, keep spray records, apply IPM and test before shipment.	Very high
Use or presence of prohibited active substances	RASFF history for Lebanese grapes included chlorpyrifos and monocrotophos, which were marked as prohibited in the RASFF summary.	Check every active substance against EU rules before use; do not rely only on local availability. Train growers and technical advisers.	Very high
High-risk grape pesticides: chlorpyrifos, monocrotophos, lambda-cyhalothrin and cypermethrin	These substances appeared in the RASFF-linked case for table grapes from Lebanon. Even one non-compliant residue can trigger rejection.	Include these substances in pre-shipment multi-residue testing and review spray programmes before the season.	Very high

LEBTRADE PORTAL

LEGAL REQUIREMENTS

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Buyer limits stricter than EU MRLs	German retailers often apply private residue standards stricter than EU legal limits. A shipment may be legally compliant but still rejected by the buyer.	Confirm the German buyer's residue policy before harvest and test against both EU MRLs and buyer limits.	Very high
Multiple residues in one lot	Even when individual residues are below limits, multiple residues can raise buyer concerns and affect commercial acceptance.	Reduce pesticide applications through IPM, avoid unnecessary tank mixes and monitor residue trends by farm and variety.	High
Missing or unreliable spray records	Without records, the exporter cannot investigate residue problems or defend the shipment in case of a claim.	Keep spray date, product name, active substance, dose, plot, operator and pre-harvest interval records.	High
Sampling not representative of the shipment	A clean lab result is weak if the sample does not represent the packed lot.	Sample by farm, variety, lot and packing date; keep sampling records and link lab reports to carton lot codes.	High
Missing or incorrect phytosanitary certificate	EU entry may be delayed or refused if plant-health documents are missing or inconsistent.	Apply early, verify product name, quantity, origin, exporter/importer details and match all shipment documents.	Very high
Pests, decay or poor bunch condition	Grapes are sensitive to mould, berry shatter and rapid deterioration. Poor condition can lead to rejection or price reduction.	Harvest carefully, sort strictly, remove damaged bunches, maintain hygiene and use buyer-approved SO ₂ pads where required.	High
Broken cold chain	Temperature abuse increases decay, dehydration and quality claims.	Pre-cool quickly, maintain agreed temperature, use temperature loggers and check truck/container condition before loading.	High
Wrong or incomplete labels	Label errors create traceability and inspection problems.	Use buyer-approved labels and ensure lot codes match invoice, packing list, lab report, phytosanitary certificate and transport documents.	Medium-high
Missing certification	German retail programmes may require GLOBALG.A.P., GRASP, organic or packhouse food-safety certification.	Confirm certification requirements before contracting and keep certificates valid before shipment.	Medium-high