

# Exporting of Pure Honey





## Ms. Jana Du Plessis



Chief Executive Officer, **Bergland Bye Boerdery (PTY) Ltd**

Jana Du Plessis is a renowned beekeeper, farmer, and entrepreneur with over 37 years of experience in agriculture and sustainable farming. Founder of Bergland Bee Farming (PTY) Ltd in 2005, she specializes in honey production, export, and mentoring emerging farmers in beekeeping, livestock, and crop cultivation. A multiple award-winning farmer, including Northern Cape Female Farmer of the Year (2007) and South African Female Farmer of Export and Import (2018), Jana has represented South Africa internationally, winning accolades at the UK National Honey Competition (2024). She is dedicated to promoting sustainable beekeeping and empowering local communities through training and market access. Jana's expertise spans honeybee farming, livestock management, and agricultural innovation, making her a leading voice in the industry.



# Challenges I am face

- Honey bee projects in South Africa for emerging bee farmers.
- To make the South African emerging bee farmers the best bee farmers in history.
- Mentoring and project management are very important for any bee projects in South Africa and that is why I, Jana Du Plessis, am there from South Africa to support the bee farmers.



# **No.: 1 - WHAT IS HONEY EXPORTING FROM SOUTH AFRICA**

Exporting honey from South Africa involves several key steps and considerations:

- 1. Quality Control:** Ensuring the honey meets international standards for purity, moisture content, and absence of contaminants.
- 2. Certification:** Obtaining necessary health certificates and compliance with the Agricultural Product Standards Act.
- 3. Labeling and Packaging:** Properly labelling the honey with details such as grade, origin, and ensuring packaging meets export requirements.
- 4. Market Research:** Identifying target markets and understanding their specific import regulations and consumer preferences.
- 5. Logistics:** Arranging for transportation, which includes selecting the right shipping methods to maintain honey quality during transit.
- 6. Quality Assurance:-** The honey must not have any foreign tastes or Odors and should not have started to ferment.
- 7. Documentation:-** Exporters need to comply with the Agricultural Product Standards Act, which includes requirements For the control of honey exports.

# 1. Quality Control :- Ensuring the honey meets international standards for purity, moisture content, and absence of contaminants.

## BACKGROUND

Like in many other countries, the Republic of South Africa has requirements for the control of the sale of honey or mixtures of bee products. This is administered under Agricultural Product Standards Act, 1990 (Act No. 119 of 1990), Regulation No. R. 835 of 25 August 2000. The regulations apply to grading, packaging and marking of honey and mixtures of bee products intended for sale in the Republic of South Africa. South African regulatory requirements on honey and mixtures of bee products are designed to protect consumers, while ensuring fair competition for the industry, including both local and imported products.

## REQUIREMENTS FOR SALE

Honey and mixtures of bee products intended for sale in the Republic must comply with the following:

- Grade requirements
- Standards for grades
- Container requirements
- Marking requirements
- Restricted particulars
- Should be free from impurities, additives and adulterants.

## GRADES OF HONEY AND MIXTURES OF BEE PRODUCTS

Honey is graded into two grades, which are

- Choice grade
- Industrial grade.

## STANDARDS FOR GRADES FOR HONEY

- Honey shall be well ripened in order to have the correct moisture content and enzyme activity
- Be free of foreign particles in its composition (free from mould, insects or of debris, sand)
- Honey shall not have foreign tastes or odours
- Honey shall not have started to ferment or effervesce
- Honey shall not have been treated in such a way that destroys its natural enzymes or renders these inactive.

## REQUIREMENTS FOR CONTAINERS

Containers of honey or mixtures of bee products shall be:

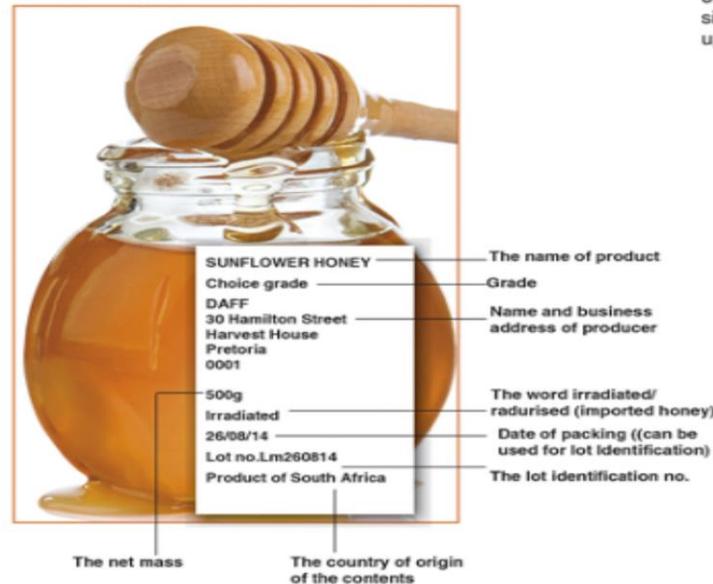
- made from materials that:

- are suitable for this purpose
- will protect the content from contamination
- will not contaminate the content in anyway
- strong in such a way that it will not be damaged or deformed during normal storage, handling and transport practices
- intact and be closed/sealed properly.

## MARKING REQUIREMENTS

According to the legislation mentioned above, any container with honey or mixtures of bee products intended for sale locally shall be clearly and legibly marked. The prescribed marking requirements are set with the aim of providing the consumer with accurate and relevant information on a product, so as to allow an informed and personal choice to be made. The sketch below provides an example of how the container shall be marked.

Note: Minimum letter sizes apply



Please note that honey may be subjected to laboratory tests to determine the composition, quality and ripeness thereof. If the honey does not comply with any one of the selected tests, then it shall be regarded as not complying with the standards for grades of honey.

## RESTRICTED PARTICULARS ON CONTAINERS

1. No wording, illustration or other means of expression which constitute a misrepresentation or may create a misleading impression of the content shall appear on any container with honey or mixtures of bee products.
2. The word "honey" or any representation thereof may not appear anywhere on any honey substitute, its label or packaging, unless such honey substitute contains any honey, then the word "honey" shall only appear within the list of ingredients of such honey substitute.

## LEGISLATIVE IMPLICATIONS

It is expected for all honey producers or packers to comply with the requirements as mentioned in the regulation with regard to the grading, packing and marking of honey and mixtures of bee products intended for sale in the Republic of South Africa. Anyone who fails to comply with the provisions of the regulation shall be guilty of an offence and upon conviction will be liable to a fine or imprisonment.

**2.Certification:-** Obtaining necessary health certificates and compliance with the Agricultural Product Standards Act.

### Before Exporting Food

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1. Check your product export eligibility 

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2.  **Apply for trader's license from SFA**  
For the export of meat, fish or processed eggs 

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3. Seek pre-approval of export establishment 

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4.  **Apply for export documents**

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5. Apply for export or transshipment permit via TradeNet 



**agriculture,  
forestry & fisheries**

Department:  
Agriculture, Forestry and Fisheries  
REPUBLIC OF SOUTH AFRICA

Private Bag X138, Pretoria, 0001  
Delpen Building, c/o Annie Botha & Union Street,  
Riviera, 0084

**From:** Directorate Veterinary Public Health  
**Tel:** +27 12 319 7479  
**Fax:** +27 12 319 7699  
**E-mail:** [MarupingN@daff.gov.za](mailto:MarupingN@daff.gov.za)  
**Enquiries:** Mr Maruping Ntsatsi

**CERTIFICATE FOR A VETERINARY  
APPROVED ESTABLISHMENT**

This is to certify that

**Feinschmecker (Pty) Ltd (Processing Plant)  
P O Box 9266  
Elsburg  
1407**

Situated at

**47 Machine Road  
Elsburg, Germiston  
Gauteng Province**

Feinschmecker (Pty) Ltd processing plant, has been inspected and found to comply with South African requirements, for the export of meat and processed meat products to countries or regions where import requirements can be met.



Registration number : **ZA 287**  
Registration date : **28-10-2019**  
Expiry date : **28-10-2020**

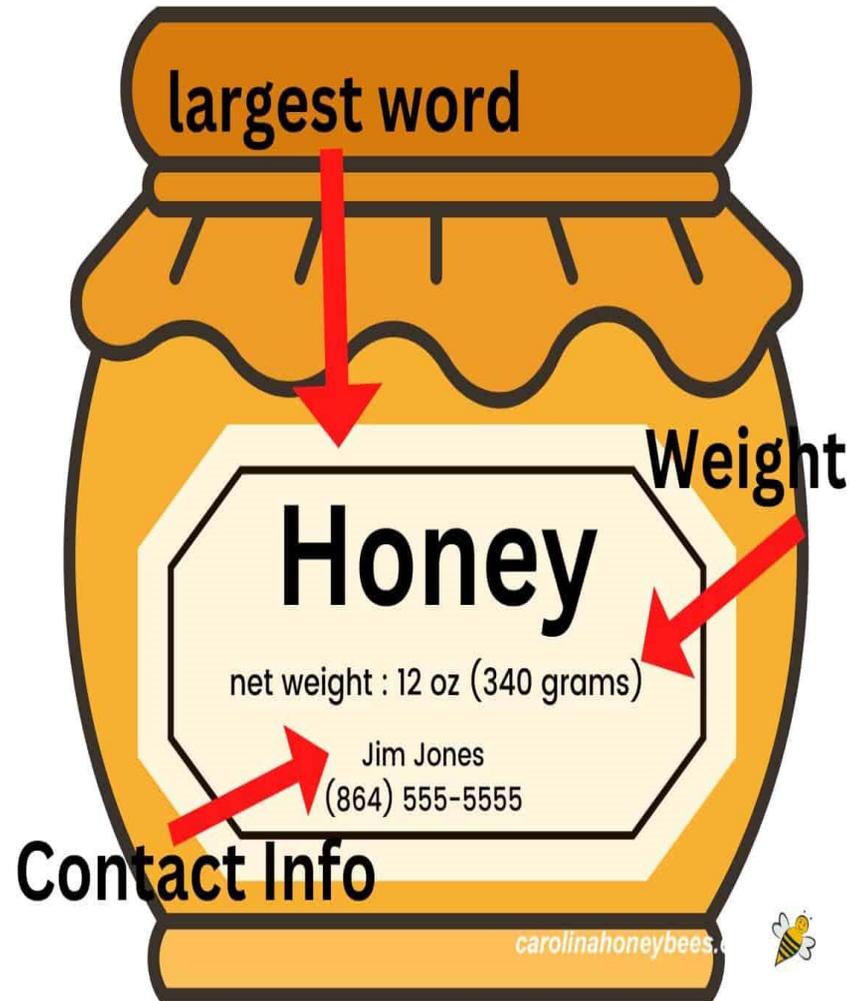
**DIRECTOR: VETERINARY PUBLIC HEALTH**

1. This certificate is not transferable and is issued subject to compliance by the holder with all the stipulations of the State.
2. The facility must be re-approved on an annual basis. The onus of re-approval rests with the owner of the facility.
3. Failure of the holder to comply with all requirements indemnifies the state against any claim instituted in accordance with this certificate.
4. The approval of the facility can be withdrawn at any time, if any shortcomings are detected.
5. This certificate confirms that the facility complies with the general requirements for the type of facility. In addition, (where applicable) the requirements of the importing country must be complied with for each consignment.

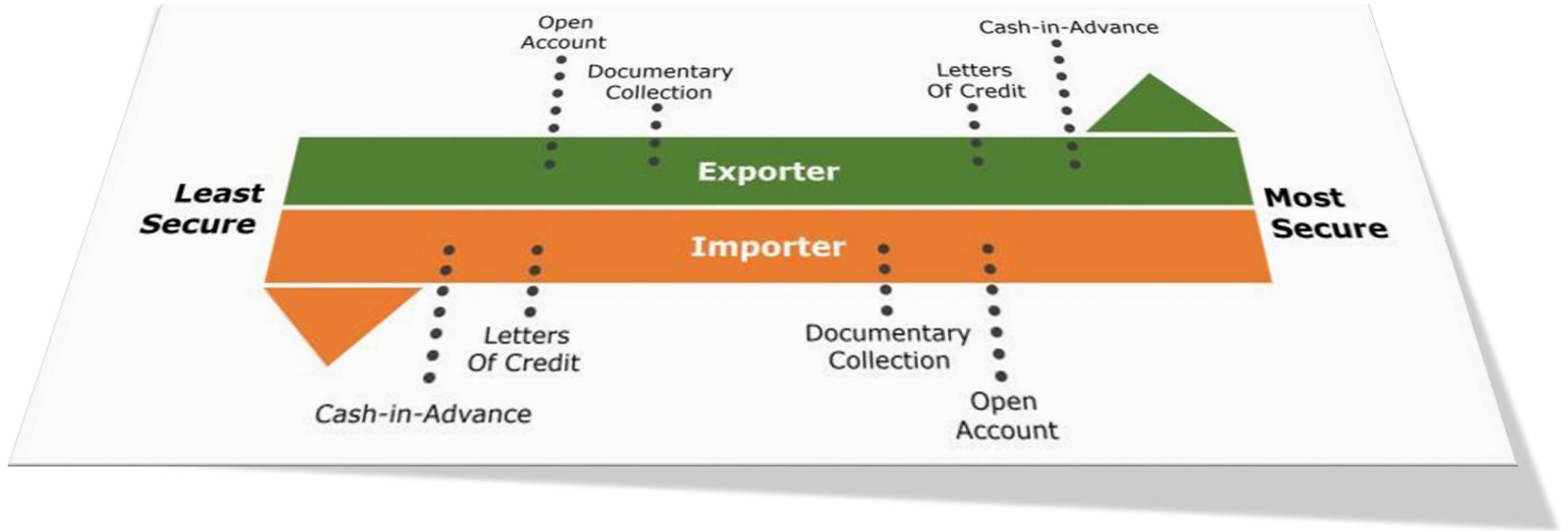
### 3. Labeling and Packaging:- Properly labelling the honey with details such as grade, origin, and ensuring packaging meets export requirements



## Basic Requirements



**4. Market Research:-** Identifying target markets and understanding their specific import regulations and consumer preferences.

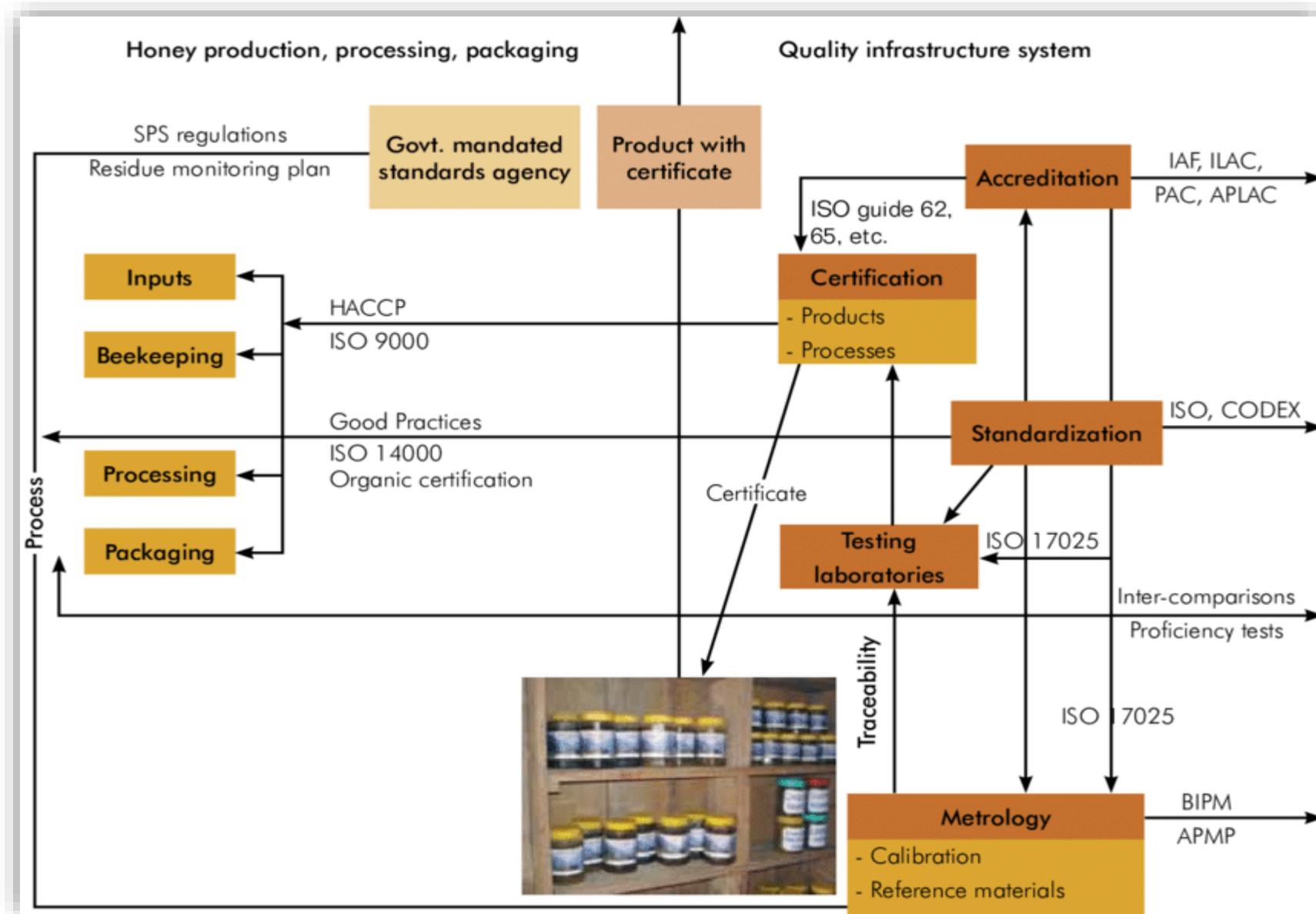


**5. Logistics:**- Arranging for transportation, which includes selecting the right shipping methods to maintain honey quality during transit.



South Africa is known for producing a variety of high-quality honeys, such as veldblom, bloekom, and wildflower honey, which are popular in international markets.

**6. Quality Assurance:-** The honey must not have any foreign tastes or Odors and should not have started to ferment.



**7. Documentation:-** Exporters need to comply with the Agricultural Product Standards Act, which includes requirements For the control of honey exports.

STAATSKOERANT, 15 JULIE 2005 No. 27773 63

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**NOTICE 1132 OF 2005**  
**DEPARTMENT OF AGRICULTURE**  
**AGRICULTURAL PRODUCT STANDARDS ACT, 1990 (ACT No. 119 OF 1990)**  
**STANDARDS AND REQUIREMENTS REGARDING CONTROL OF THE EXPORT OF HONEYBUSH AND GREEN HONEYBUSH: AMENDMENT**

I, Ebenhaezer Rademeyer, appointed as Executive Officer in terms of section 2(1) of the Agricultural Product Standards Act, 1990 (Act No. 119 of 1990), hereby give notice under section 4(3)(c) of the said Act, that --

- (a) the standards and requirements regarding control of the export of honeybush and green honeybush as stipulated in Government Notice No. R. 4495 of 1 December 2000 are hereby amended; and
- (b) the standards mentioned in paragraph (a) -
  - (i) shall be available for inspection at the office of the Executive Officer: Agricultural Product Standards, Harvest House, 30 Hamilton Street, Arcadia, Pretoria;
  - (ii) may be obtained from the Executive Officer: Agricultural Product Standards, Department of Agriculture, Private Bag X258, Pretoria, 0001, tel. no. (012) 319 6059, fax no. (012) 319 6055 or e-mail [Annemarie@nda.agric.za](mailto:Annemarie@nda.agric.za) on payment of the prescribed fees or from <http://www.nda.agric.za/docs/plantquality/default.htm>; and
  - (iii) shall come into operation seven days after publication of this notice.

**E. RADEMEYER**  
Executive Officer: Agricultural Product Standards

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**KENNISGEWING 1132 VAN 2005**  
**DEPARTEMENT VAN LANDBOU**  
**WET OP LANDBOUPRODUKSTANDAARDE, 1990 (WET No. 119 VAN 1990)**  
**STANDAARDE EN VEREISTES BETREFFENDE BEHEER OOR DIE UITVOER VAN HEUNINGBOS EN GROEN HEUNINGBOS: WYSIGING**

Ek, Ebenhaezer Rademeyer, ingevolge artikel 2(1) van die Wet op Landbouprodukstandaarde, 1990 (Wet No. 119 van 1990), as Uitvoerende Beampte aangewys, gee hiermee kragtens artikel 4(3)(c) van die vermelde Wet, kennis dat --

- (a) die standaard betreffende beheer oor die uitvoer van heuningbos en groen heuningbos soos gestipuleer in Goewermentskennisgewing No. R. 4495 van 1 Desember 2000 gewysig word; en
- (b) die standaard soos in paragraaf (a) vermeld -
  - (i) ter insae beskikbaar is by die kantoor van die Uitvoerende Beampte: Landbouprodukstandaarde, Harvest House, Hamiltonstraat 30, Arcadia, Pretoria;
  - (ii) teen betaling van die voorgeskrewe bedrag vanaf die Uitvoerende Beampte: Landbouprodukstandaarde, Departement van Landbou, Privaatsak X258, Pretoria, 0001, tel. no. (012) 319 6059, faks no. (012) 319 6055 of e-pos [Annemarie@nda.agric.za](mailto:Annemarie@nda.agric.za) vanaf <http://www.nda.agric.za/docs/plantquality/default.htm> verkrygbaar is; en
  - (iii) sewe dae na die publikasiedatum van hierdie kennisgewing in werking tree.

**E. RADEMEYER**  
Uitvoerende Beampte: Landbouprodukstandaarde

These regulations are designed to ensure the quality and safety of honey, both for local consumption and international markets.

**No.: 2 - What is the advantage of exporting honey from South Africa**

Exporting honey from South Africa offers several advantages:

- 1.High-Quality Honey:** South Africa produces a variety of high-quality honeys, such as veldblom, bloekom, and wildflower honey, special aroma monofloral honey which are highly valued in international markets for their unique flavors and purity.
- 2.Diverse Flora:** The country's diverse flora provides a rich source of nectar, resulting in a wide range of honey types that can cater to different consumer preferences.
- 3.Favorable Climate:** The favorable climate conditions in South Africa support year-round beekeeping, ensuring a steady supply of honey.
- 4.Established Export Infrastructure:** South Africa has a well-established export infrastructure, including ports and logistics services, which facilitates efficient shipping to global markets.
- 5.Compliance with International Standards:** South African honey producers adhere to stringent quality and safety standards, making their products competitive in international markets.

**1.High-Quality Honey:-** South Africa produces a variety of high-quality honeys, such as veldblom, bloekom, and wildflower honey, which are highly valued in international markets for their unique flavors and purity.



## Veld Blom Heuning





**Bloekom Blom Heuning**



**2. Diverse Flora:**-The country's diverse flora provides a rich source of nectar, resulting in a wide range of honey types that can cater to different consumer preferences.



- Euphorbiaceae (Christus doring of Jesus' kroon)



- Anacardiaceae (Cashew / Mango / Pistachio)

They also reported that most types of honey come from wild melliferous plants such as Croton (Euphorbiaceae), Schinus (Anacardiaceae), Vernonia, and Gochnatia (Asteraceae).



- Vernonia (Bitter Leaf / Ysteronkruid)

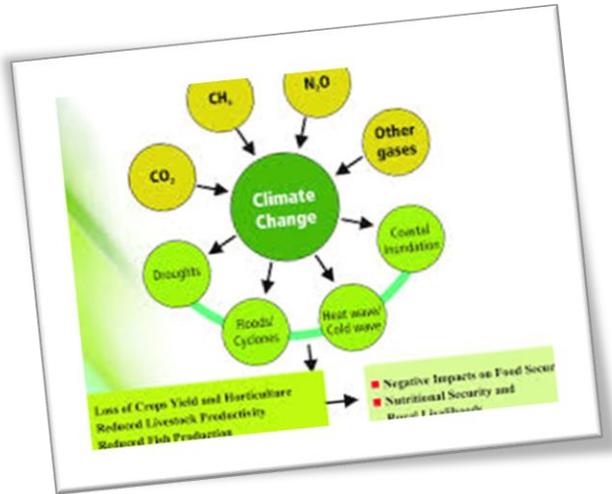


- Asteraceae (Aster Familie)

In the word floristic, "flora" means "flower" in Latin. Floristic is used to describe something relating plants or flowers. In the word diversity, the Latin root "diversus" means "various." Diversity is used to describe variety or a range of differences

**3.Favorable Climate:-**The favorable climate conditions in South Africa support year-round beekeeping, ensuring a steady supply of honey.

**The condition of a place in relation to various phenomena of the atmosphere, as temperature, moisture, etc., especially as they affect animal or vegetable life.**



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**4. Established Export Infrastructure:-** South Africa has a well-established export infrastructure, including ports and logistics services, which facilitates efficient shipping to global markets.

**Beekeeping and Honey Processing  
Business - Make Money by Selling  
Honey.**

**Start Your Own Beekeeping and Honey  
Production Business.**

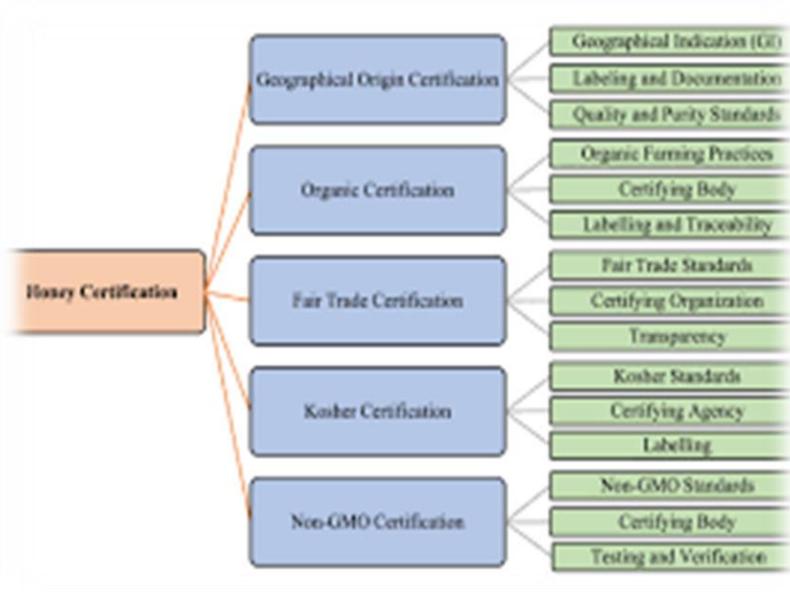


## Honey Production in South Africa

- Persons with 200 beehives or more are termed "commercial bee-farmers". There are only about 400 in South Africa who between them own about 60 000 hives in total.
- A "small-scale" beekeeper has 200 hives or fewer: there are over 2000 of these in South Africa.
- There are also an estimated 4000 informal (traditional) beekeepers.



**5.Compliance with International Standards:-** South African honey producers adhere to stringent quality and safety standards, making their products competitive in international markets.



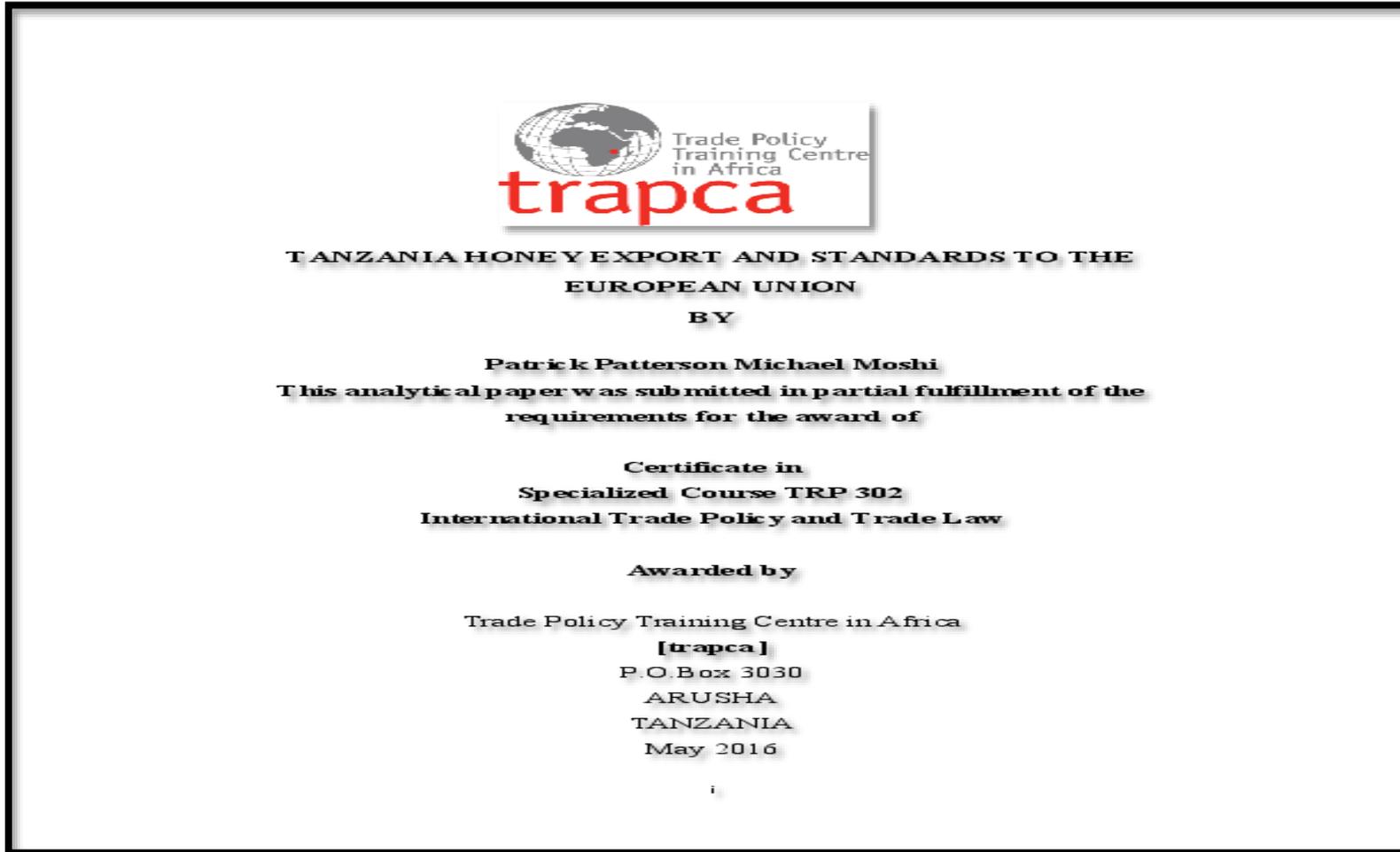
Honey must be certified by the USDA on a Health Certificate modelled after the current EU or UK Health Certificate.

### **No.: 3 - Is there a disadvantage in exporting honey from South Africa?**

Exporting honey from South Africa can be quite rewarding, but there are some potential disadvantages to consider:

- 1. Regulatory Compliance:** Meeting the stringent export regulations and obtaining necessary certifications can be time-consuming and costly. Each destination country may have different requirements for health certificates, quality standards, and packaging.
- 2. Logistics and Transportation:** Ensuring that honey is transported under optimal conditions to maintain its quality can be challenging. Honey is sensitive to temperature and humidity, and improper handling can affect its taste and texture.
- 3. Market Competition:** The global honey market is highly competitive. South African honey producers may face stiff competition from other countries with established honey export industries, such as China, Argentina, and New Zealand.
- 4. Costs:** Exporting involves additional costs, including shipping, insurance, and tariffs. These costs can reduce profit margins, especially for smaller producers.
- 5. Market Fluctuations:** The international market for honey can be volatile, with prices fluctuating due to factors like changes in supply and demand, economic conditions, and trade policies.

- 1. Regulatory Compliance:-** Meeting the stringent export regulations and obtaining necessary certifications can be time-consuming and costly. Each destination country may have different requirements for health certificates, quality standards, and packaging.



Despite these challenges, South African honey is known for its unique flavors and high quality, which can be a significant advantage in niche markets.



REPUBLIC OF MOZAMBIQUE

## External Market Task Force

### External Market Study No. 3 (6)

**ANNEX 6 TO THE STUDY ON THE EXPORT MARKETING  
PROSPECTS OF SIX SELECTED MOZAMBIKAN  
COMMODITIES FOR THE SOUTH AFRICAN MARKET**

## REPORT ON HONEY

This product report forms part of an overall report and should be read in conjunction with the Main Report that covers general items regarding all six products and the market evaluation. Also, these reports make suggestions based on certain assumptions and market conditions. Conclusions are derived from interviews and experience collected from a variety of sources. Although all the information recorded has been collected from reputable sources and in good faith, the External Market Task Force cannot be held responsible for the accuracy or the lack of success in marketing any of the researched products.

### External Market Task Force

National Directorate of Trade (DNC) of the Ministry of Industry and Trade (MIC)  
Office for the Promotion of the Commercial Agricultural Sector (GPSCA) of the Ministry of Agriculture and Rural  
Development (MADER)  
Institute for Export Promotion (IPEX)  
Confederation of Economic Associations of Mozambique (CTA)  
National Institute of Standards and Quality (INNOQ)

Supported by the EC/FAO Facility for the Provision of Consultancy Services and  
the Marketing Management Assistance Project MIC/FAO/EC

**Maputo**  
**March, 2004**

**2. Logistics and Transportation:-** Ensuring that honey is transported under optimal conditions to maintain its quality can be challenging. Honey is sensitive to temperature and humidity, and improper handling can affect its taste and texture.



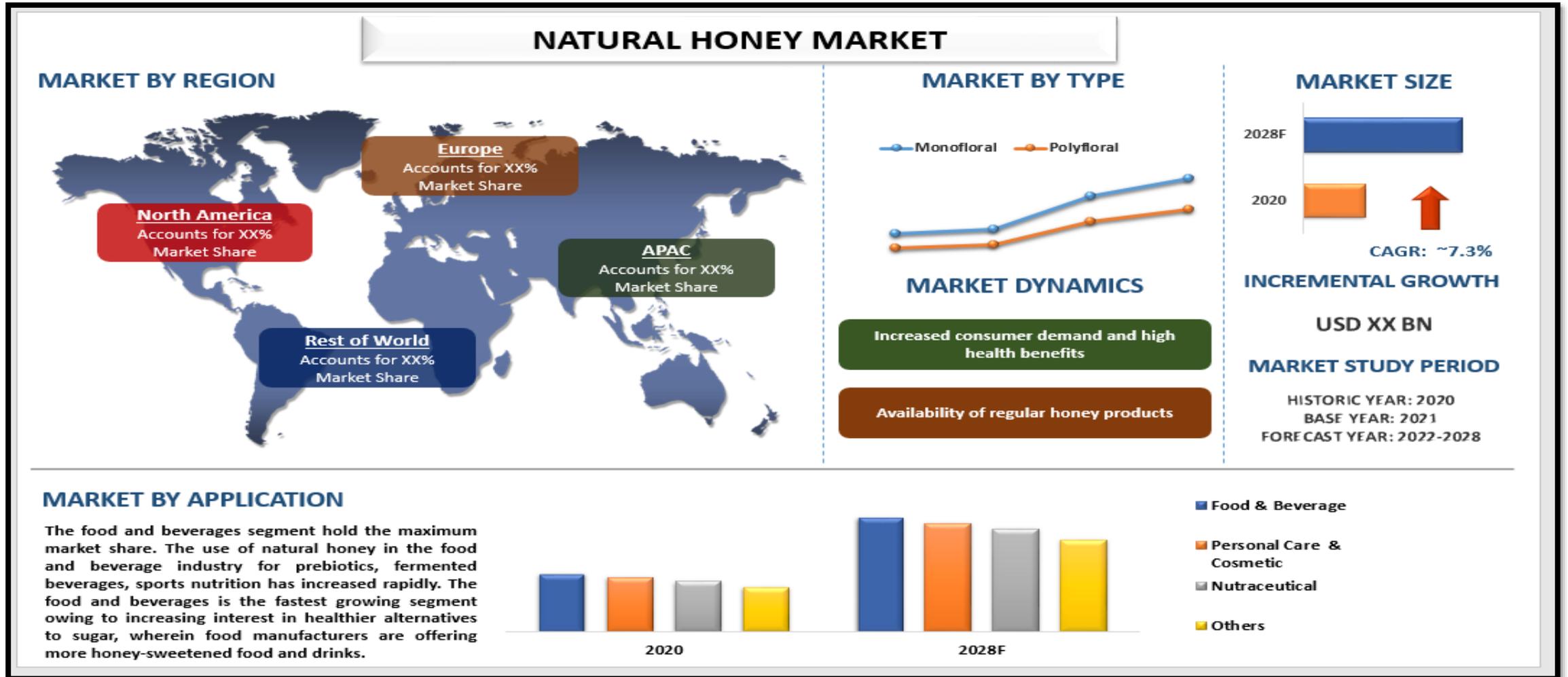
➤ Air transport



➤ Shipment

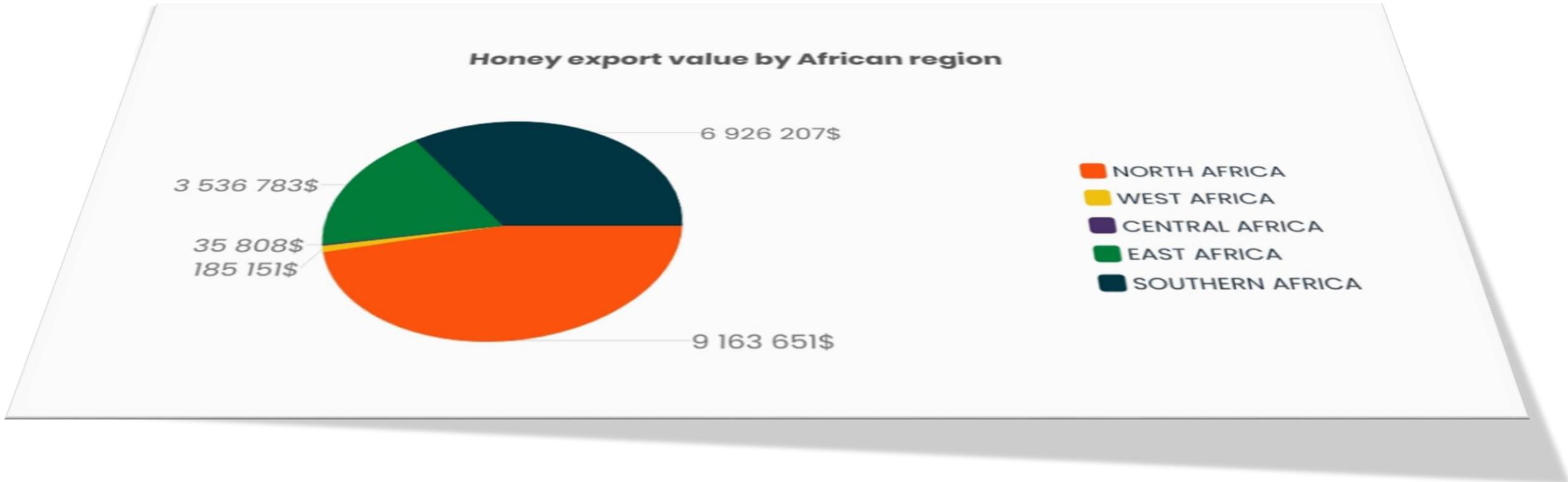
The quality and composition of honey highly depends on the type of flowers utilized by the bees, climatic conditions and various other factors like floral sources, seasons, beekeeper activities, harvesting of honey, processing, storage, agrochemicals, adulteration and geographical origin.

**3. Market Competition:** The global honey market is highly competitive. South African honey producers may face stiff competition from other countries with established honey export industries, such as China, Argentina, and New Zealand



The global honey market size was valued at USD 9.01 billion in 2022 and is expected to grow at a compound annual growth rate (CAGR) of 5.3% from 2023 to 2030. Honey is an excellent source of numerous nutritional ingredients including vitamins, minerals, calcium, and antioxidants.

**4. Costs:** Exporting involves additional costs, including shipping, insurance, and tariffs. These costs can reduce profit margins, especially for smaller producers



South Africa exports of goods and services as percentage of GDP is 31.19% and imports of goods and services as percentage of GDP is 25.02%.

**5. Market Fluctuations:** The international market for honey can be volatile, with prices fluctuating due to factors like changes in supply and demand, economic conditions, and trade policies.

Table 1: World's leading exporters of natural honey

Exporters	Exported value (R' Billion)		Growth value (%)	Share (%)
	2014	2015	2014/2015	2015
<b>World</b>	<b>25.6</b>	<b>29.8</b>	<b>16.4</b>	<b>100</b>
China	2.8	3.7	32.1	12.3
N Zealand	1.8	2.5	-4.5	8.5
Argentina	2.2	2.1	25	7.0
Mexico	1.6	2.0	12.5	6.6
Germany	1.6	1.8	87.5	5.9
India	0.8	1.5	0	4.7
Viet Nam	1.4	1.4	0	4.3
Spain	1.3	1.3	20	4.5
Ukraine	1.0	1.2	37.5	3.4
Belgium	0.8	1.1	100	0.05
<b>SA</b>	<b>0.01</b>	<b>0.02</b>		

source: ITC, TradeMap (2016)

World trade in natural honey Table 1 presents the top ten global exporters of natural honey in 2015, expressed in value terms. The top ten exporters accounted for 62.1 % of world exports. China was the leading exporter with 12.3 % share of world exports, followed by New Zealand and Argentina, accounting for 8.5 % and 7.0 % of the value of honey exports respectively. Table 1 also shows that world exports have been increasing, and that South Africa registered a 0.05 % share of world exports, ranked 57th in the world, and in 2014/2015 her export growth rate was 100 % (i.e. doubled).

South Africa's trade in natural honey Figure 1 shows the trade trends of natural honey in South Africa over the past five years. In 2015, South Africa's imports and exports were valued at R47 million and R11 million, respectively. The TradeMap database reveals that South Africa imported more natural honey than she exported (and is thereby a net importer of natural honey). Although exports were not stable, imports have been increasing at a much faster rate than exports, resulting in a negative trade balance.

Despite these challenges, South African honey is known for its unique flavors and high quality, which can be a significant advantage in niche markets.

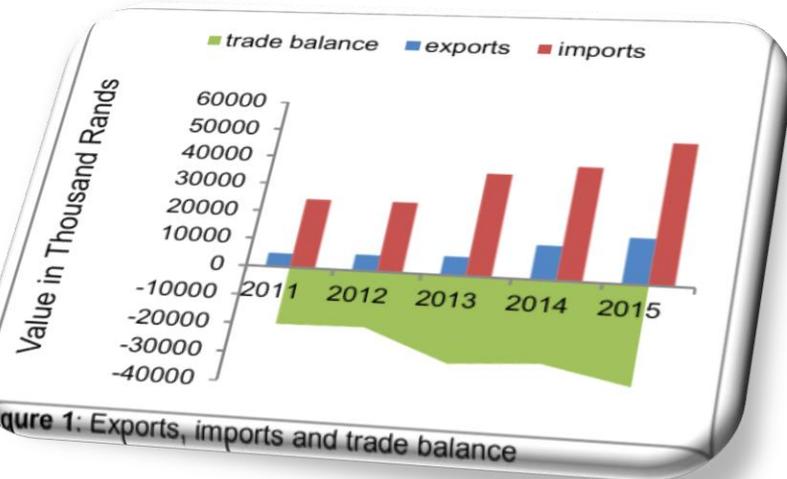


Figure 1: Exports, imports and trade balance

## No.:- 4 What are the food regulations of exporting South African honey

Exporting honey from South Africa involves adhering to several food regulations to ensure quality and safety. :

- 1.Grading and Marking:** Honey must be graded and marked according to the standards set by the Agricultural Product Standards Act, 1990 (Act No. 119 of 1990).
- 2.Quality Standards:** Honey must meet specific quality standards, such as being well-ripened with the correct moisture content and enzyme activity.
- 3.Packaging:** Containers used for honey must be made from materials that protect the content from contamination and are strong enough to withstand normal storage, handling, and transport practices.
- 4.Labeling:** Honey containers must be clearly and legibly marked with accurate and relevant information to allow consumers to make informed choices.
- 5.Health Certificates:** Exporting honey often requires obtaining health certificates that confirm the honey meets the importing country's health and safety standards.
- 6. Compliance with Importing Country Regulations:** Each destination country may have its own specific requirements for honey imports, including additional certifications, residue limits, and labeling standards.

**No. 1 : - Grading and Marking:** Honey must be graded and marked according to the standards set by the Agricultural Product Standards Act, 1990 (Act No. 119 of 1990).

Honey Varieties	Certifications	Color	Aroma	Flavor
Bakers Dark Amber Honey	 U	Dark amber	Pleasant, warm	Strong, rich, robust
Bakers Light Amber Honey	 U	Light amber	Pleasant, warm	Rich, robust
Clover Blend Honey	 U	White to light amber	Pleasant, mild	Sweet, herbaceous
Organic Clover Honey	   U	Light amber to amber	Pleasant, sweet	Floral, rich
Organic Fair Trade Honey	    U	Light amber to amber	Pleasant, warm	Sweet, smokey
Non-GMO Polyfloral Honey	  U	Extra light amber to light amber	Pleasant, sweet	Light, mild
Orange Blossom Honey	 U	Extra light amber to light amber	Floral, mild	Sweet, fruity, light citrus
Pacific Northwest Blackberry Honey	 U	Extra light amber to light amber	Pleasant, warm	Sweet, fruity
Pacific Northwest Clover Blossom Honey	 U	White to light amber	Pleasant, mild	Light, mild
Organic Tropical Blossom Honey	   U	Light amber to amber	Bold, floral notes	Bold, tropical
White Clover Honey	 U	White to light amber	Pleasant, mild	Sweet, herbaceous
Wildflower Honey	 U	Light amber to amber	Pleasant, well-rounded	Rich, earthy

Honey is always a 100% pure and natural product and must meet the same regulatory requirements regardless of its use or the sales channel. **There is no such thing as industrial honey.**

**No.2:- Quality Standards:** Honey must meet specific quality standards, such as being well-ripened with the correct moisture content and enzyme activity.

**Sweetening agents including Honey**  
 Quality parameters, Hygiene as per Schedule-IV, Packaging & Labelling requirements for the following products



- Sugar
- Misri
- Honey and it's by products
- Gur or Jaggery
- Dextrose
- Golden Syrup
- Dried Glucose Syrup
- Sodium Saccharin (Food Grade)
- Aspartame
- Acesulfame Potassium
- Sucralose
- Calcium Saccharin (Food Grade)



S.No	Parameter	Normal Range
1	Moisture	13.4-19.0%
2	pH	3.42-6.10
3	Acidity meq/kg	Not more than 40
4	Sucrose%	Not more than 10%
5	Total sugar%	Not more than 65%
6	EC mS/cm	0.2-1.8 Ms/cm
7	HMF mg/kg	Not more than 40 mg/kg
8	Diastase No	Not less than 8.0 Schade units

**Honey shall not have any objectionable matter, flavour, aroma, or taint absorbed from foreign matter during its processing and storage. The honey shall not have begun to ferment or effervesce.**

PARAMETER	MIN.-MAX. values	AVERAGE	LIMITS OF GOV standards	SAMPLES exceeding limits
Moisture %	13.7-18.8	15.7	max. 20	0
Brix	79.8-84.3	82.5	-	0
pH	4.71-7.51	6.83	-	0
Acidity meq/kg	1.99-20.5	9.1	max. 50	0
Glucose %	17.0-27.5	22.7	-	0
Fructose %	23.9-38.9	31.6	-	0
Total (Glu. & Fra.) %	42.1-64.3	54.3	min. 45	3
Sucrose %	0.1-17.5	6.76	max. 10	7
Insoluble matter %	0.019-0.337	0.15	max. 0.5	0
Diastase (Schade)	1.46-18.4	5.57	min. 3	7
HMF (mg/kg)	0-3.97	0.74	max. 80	0
Proline (mg/kg)	299-683	449	-	0

**No.3:- Packaging:** Containers used for honey must be made from materials that protect the content from contamination and are strong enough to withstand normal storage, handling, and transport practices.

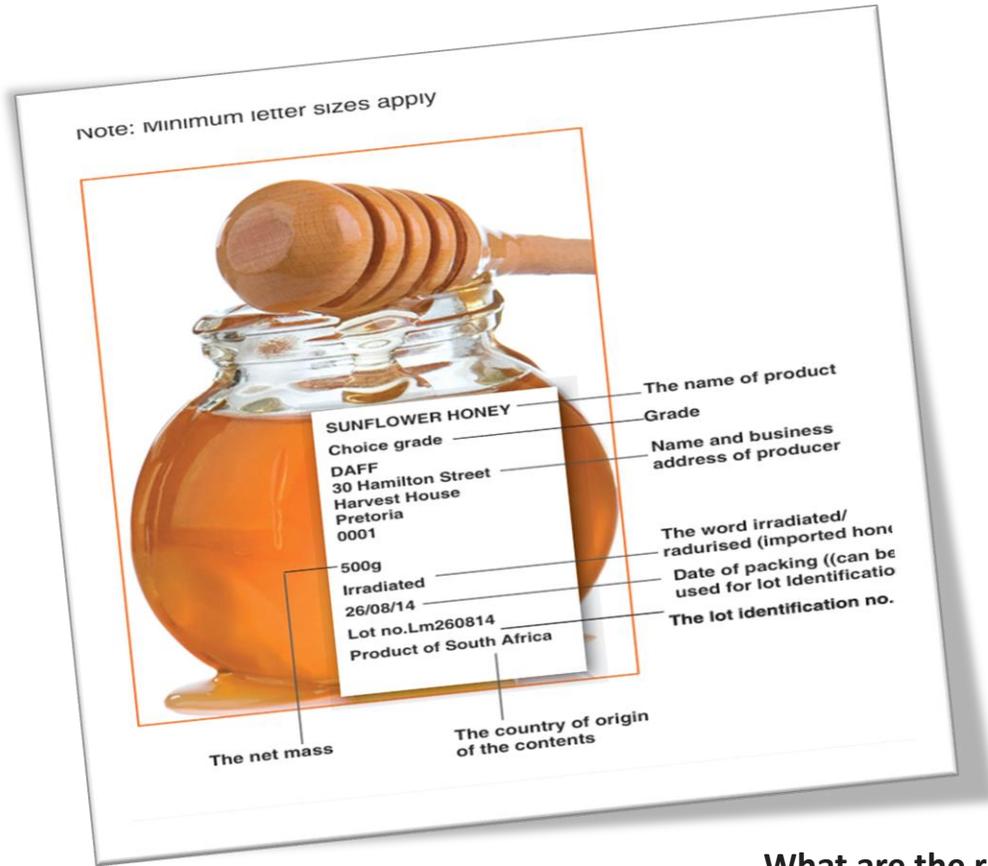


➤ **Keep honey in sealed container.**

Glass jars with lids are also ideal for storing honey as long as the lids are on tight so the honey won't be exposed to air, while not being used. It isn't recommended to store your honey in non-food plastic containers or metal containers because they can cause honey to oxidize.



**No.4:- Labeling:** Honey containers must be clearly and legibly marked with accurate and relevant information to allow consumers to make informed choices.



### What are the rules for labelling honey?

Honey that is prepacked should be labelled with the following:

- name of product.
- name of producer or trade name and address.
- country or countries of origin.
- any special storage conditions.
- best-before date.
- lot mark.
- weight.

Brand name	HERMES CAPITAL (PTY) Ltd	هيرميس كابيتال (بي تي واي) المحدودة	اسم العلامة التجارية
Product name	Bloekom Honey	عسل بلوكوم	اسم المنتج
Food ingredients	Pure Honey		المكونات الغذائية
Production and expiration	PROD: 22/07/2024 EXP: 22/07/2031	الإنتاج: 2024/07/22 تاريخ الخروج: 2031/07/22	تاريخ الإنتاج انتهاء الصلاحية
Name of the food importer	Intellectual Capital Arabia General Trading LLC	إنتيلكابيتال كابيتال اربيبيا للتجارة العامة	اسم مستورد الغذاء
Storage conditions (if the validity of the product depends on such conditions)	Not applicable	غير قابل للتطبيق	شروط التخزين (إذا كانت صلاحية المنتج تعتمد على مثل هذه الشروط)
Ingredients which may cause hypersensitivity	None	لا يوجد	المكونات التي قد تسبب الحساسية
Gross weight (kgs)	29kg	29 (كغم)	الوزن الإجمالي (كغم)
Net weight (kgs)	28kg	28 (كغم)	الوزن الصافي (كغم)
Country of origin	SOUTH AFRICA	جنوب أفريقيا	بلد المنشأ
Batch identification	240807	240807	تاريخ الدفعة
Processing date	22/07/2024	22/07/2024	تاريخ المعالجة
Address	P.O. Box 296, Koe-Koeb-B, Neilersdrift, Keimoes, Northern Cape, South Africa, 8860	ص.ب 296، كوي-كوي-ب، نيليرسدريفت، كيموين، كيب الشمالية، جنوب أفريقيا، 8860	العنوان

**No.5:-Health Certificates:** Exporting honey often requires obtaining health certificates that confirm the honey meets the importing country's health and safety standards.

- Proforma Invoice.
- Commercial Invoice.
- Packing List.
- Certificates of Origin.
- Certificate of Free Sale.
- Shipper's Letter of Instruction.
- Inland Bill of Lading.
- Ocean Bill of Lading.

TÜRKİYE CUMHURİYETİ GIDA, TARIM VE HAYVANCILIK BAKANLIĞI GIDA VE KONTROL GENEL MÜDÜRLÜĞÜ SAĞLIK SERTİFİKASI REPUBLIC OF TURKEY MINISTRY OF FOOD, AGRICULTURE AND LIVESTOCK GENERAL DIRECTORATE OF FOOD AND CONTROL HEALTH CERTIFICATE		Ek-3
1. Üretici Firma Adı ve Adresi: Name and Address of the Producer:		2. Sağlık Sertifika No : Health Certificate No :
4. Kayıt/Onay Tarih ve No: Approval/Registration Date and No:		3. İhracatçı Firma Adı ve Adresi: Name and Address of the Exporter:
5. Gideceği Ülke ve Yer : Place and Country of Destination :		6. Alıcının Adı ve Adresi : Name and Address of Consignee:
7. Ürün Adı: Name of the Product:	8. Parti no: Lot No:	9. Son Tüketim Tarihi : Expiration Date:
10. Birim Net Ağırlığı: (kg-İt/adet) Unit Net Weight: (kg-It/number)	11. Dış Ambalaj Adedi: Outer Packaging Quantity:	12. Net Miktar : (kg-İt) Net Weight : (kg-It)
13. Nakil Aracı : The Means of Transport:		14. Depolama ve Nakil Sıcaklığı (*C) : Storage and Transport Temperature:
15. Çıkış Gümrüğü : Customs Office for Departure :		16. Ürünün İthal Edildiği Ülke (İthal Ürünler İçin): Country of the Imported Product (for imported products):
<p>İhracatçı firma tarafından ihraç edilmek istenen ürünü üreten/ithal eden firma, asgari teknik ve hijyenik gerekliliklere ve mevzuata uygunluk açısından Bakanlığımız kontrol görevlileri tarafından düzenli olarak denetlenmekte, üretilen ürünlerden gerektiğinde numune alınarak Bakanlığımız veya Bakanlığımızca yetkilendirilen laboratuvarlarda analiz edilmektedir.</p> <p>The producer/importer company of the product, which is intended to be exported by the exporter company, has been undergoing regular inspections of the Food Inspectors of Ministry of Food, Agriculture and Livestock in terms of minimum technical and hygienic requirements and related legislation and when necessary samples are taken from the products and analyzed by Authorized State Laboratories or Authorized Private Food Control Laboratories.</p>		
Bu sertifika ..... tarihinde..... İl/İlçe Müdürlüğünce düzenlenmiş ve ..... tarihine kadar geçerlidir. This certificate is issued by ..... Provincial/District Directorate, on ..... this certificate is valid until .....		
..... tarih ve ..... referans no'lu firma beyanı tarafımızca onaylanmaktadır. We hereby confirm the company statement dating....., with reference no: .....		
<p>..... İl/İlçe Gıda, Tarım ve Hayvancılık Müdürlüğü Kontrol Görevlisi İmza Mühür ..... Provincial/District Directorate of Food, Agriculture and Livestock Signature of Food Inspector Stamp</p> <p>İmza Sahibinin Adı Soyadı ve Unvanı Name and Title of the Signatory</p>		

**Honey must be certified by the USDA on a Health Certificate modeled after the current EU or UK Health Certificate.**

# No.1 - Profoma Invoice

**Proforma Invoice**

<b>Exporter</b> <input style="width: 95%;" type="text"/>	<b>Date</b> <input style="width: 95%;" type="text"/>	<b>PO Number</b> <input style="width: 95%;" type="text"/>
	<b>Order Number</b> <input style="width: 95%;" type="text"/>	<b>Terms</b> <input style="width: 95%;" type="text"/>
	<b>Commercial Invoice Number</b> <input style="width: 95%;" type="text"/>	<b>Proforma Invoice Number</b> <input style="width: 95%;" type="text"/>
<b>Ultimate Consignee</b> <input style="width: 95%;" type="text"/>	<b>Ultimate Consignee Phone</b> <input style="width: 95%;" type="text"/>	<b>Customer Account Number</b> <input style="width: 95%;" type="text"/>
<b>Intermediate Consignee</b> <input style="width: 95%;" type="text"/>	<b>Exporting Carrier</b> <input style="width: 95%;" type="text"/>	<b>Loading Plan/Terminal</b> <input style="width: 95%;" type="text"/>
	<b>Origination State</b> <input style="width: 95%;" type="text"/>	<b>Country of Destination</b> <input style="width: 95%;" type="text"/>
	<b>Exporter Contact Name</b> <input style="width: 95%;" type="text"/>	<b>Exporter Contact Phone</b> <input style="width: 95%;" type="text"/>

Quantity	Product ID	Description	Schedule B Code	Unit Price	Total Price

Skip to content

Documentation Software v Trade Compliance Software

<b>Title</b> Authorized Signature _____	<b>Total:</b> <input style="width: 40%;" type="text"/>	<b>Insurance Fees</b> <b>Other Charges</b> <input style="width: 95%;" type="text"/>
--	--	---

Page 1 of 1

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## No 2. - Commercial Invoice

COMMERCIAL INVOICE						
Date			Invoice No			
Exporter Address City/State/ZIP Code Country Phone/Fax Contact Person			Consignee Address City/State/ZIP Code Country Phone/Fax Contact Person			
Tax ID No (EIN)	Total Gross Weight	Transportation	Tax ID No (EIN)	Terms of Sale:		
Other	Total # of Pieces	AWB/BL #	Currency			
Commodity Description	HS	Country of Manufacture	Qty	UOM	Unit Price	Total Amount
These commodities, technologies, or softwares were exported from the United States in accordance with export administration regulations. Diversion contrary to United States law prohibited. We certify that this commercial invoice is true and correct.			Subtotal			
			Freight Cost			
			Insurance Cost			
			Total Invoice Value			
I/we hereby certify that the information on this invoice is true and correct and that the contents of this shipment are as stated above.						
Name		Signature		Date		

# No.3 - Packing List

**Packing List** Page 1 of 1

<b>Exporter</b> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	<b>Invoice Date</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	<b>PO Number</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>
<b>Ultimate Consignee</b> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	<b>Order Number</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	<b>Exporting Carrier</b> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>
	<b>Invoice Number</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	

Quantity	Unit of Measure	Product ID	Description					
		Gross Weight	Net Weight	In	L	W	H	Cube
		Lb		In				Ft
		Kg		Cm				M
Total Number of Pkgs								

<b>TOTALS</b>		Gross Weight	Net Weight		Cube
	Pieces	Lb			Ft
	Pkgs	Kg			M

Special Instructions

Authorized Signature: \_\_\_\_\_

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1. Goods Consigned from (Exporter's name, address and country)			Certificate No. <u>444 000 000</u> Form AANZ		
2. Goods Consigned to (Importer's/ Consignee's name, address, country)			<b>AGREEMENT ESTABLISHING THE ASEAN – AUSTRALIA – NEW ZEALAND FREE TRADE AREA (AANZFTA)</b> <b>CERTIFICATE OF ORIGIN</b> (Combined Declaration and Certificate) Issued in <u>SR VIET NAM</u> (Country) (see Overleaf Notes)		
3. Means of transport and route (if known)  Shipment Date:  Vessel's name/Aircraft etc.:  Port of Discharge:			4. For Official Use  <input type="checkbox"/> Preferential Treatment Given Under AANZFTA  <input type="checkbox"/> Preferential Treatment Not Given (Please state reason/s)		
Signature of Authorised Signatory of the Importing Country					
5. Item number	6. Marks and numbers on packages	7. Number and kind of packages; description of goods including HS Code (6 digits) and brand name (if applicable). Name of company issuing third party invoice (if applicable)	8. Origin Criterion (see Overleaf Notes)	9. Quantity (Gross weight or other measurement), and value (FOB) where RVC is applied (see Overleaf Notes)	10. Invoice number(s) and date of invoice(s)
	NM	COMMODITY: HOT-DIP ZINC-COATED STEEL STRIP IN COIL HS CODE: 7212.30 TCT 0.54 MM X 137 MM X STRIP COIL NET WEIGHT: 22.930 MT NUMBER OF PACKAGES: 5 NUMBER OF STRIP COILS: 45 THIRD PARTY INVOICING:	RVC	GW: 23.205 MT FOB VALUE: USD	
11. Declaration by the exporter  The undersigned hereby declares that the above details and statements are correct; that all the goods were produced in  <u>VIET NAM</u> (Country)  and that they comply with the rules of origin, as provided in Chapter 3 of the Agreement Establishing the ASEAN - Australia - New Zealand Free Trade Area for the goods exported to  (Importing country)  Place and date, name, signature and company of authorised signatory			12. Certification  On the basis of control carried out, it is hereby certified that the information herein is correct and that the goods described comply with the origin requirements specified in the Agreement Establishing the ASEAN-Australia-New Zealand Free Trade Area.    Nguyen Thu Kim Nhai  Place and date, signature and stamp of Authorised Issuing Authority/Body		
13. <input type="checkbox"/> Back-to-back Certificate of Origin <input type="checkbox"/> De Minimis			<input checked="" type="checkbox"/> Subject of third-party invoice <input type="checkbox"/> Accumulation		<input checked="" type="checkbox"/> Issued retroactively

**NO .5 - Certificate of Free Sale**

**BILL OF SALE**

Date \_\_\_\_\_

I, the undersigned seller, \_\_\_\_\_  
for the sum of \$ \_\_\_\_\_  
sell to the undersigned buyer, \_\_\_\_\_  
the following property:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The undersigned seller affirms that the above information about this property is accurate to the best his/her knowledge.

The undersigned buyer accepts receipt of this Bill of Sale and understands that the above property is sold in "as is" condition with no guarantees or warranties, either expressed or implied, for the property.

Seller's Name (print): \_\_\_\_\_  
Seller's Signature: \_\_\_\_\_  
Street Address: \_\_\_\_\_ Apt: \_\_\_\_\_  
City / Town: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_  
Phone #: \_\_\_\_\_

Buyer's Name (print): \_\_\_\_\_  
Buyer's Signature: \_\_\_\_\_  
Street Address: \_\_\_\_\_ Apt: \_\_\_\_\_  
City / Town: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_  
Phone #: \_\_\_\_\_

## No .6 - Shipper's Letter of Instruction

SHIPPER'S LETTER OF INSTRUCTION					Pages 1 of 1	
Shipper <b>ABC Exports</b> 4300 Longbeach Blvd Longbeach, California, 90807 United States TEL: +5627349957 Ben Thompson			Reference 1909	Buyer Reference	Export Declaration Number	
Consignee  Complete Imports 11/405 Bayswater Road Garbutt Townsville, Queensland, 4814 Australia TEL: +61747281158 Dean Boor			Forwarding Agent  DE Freight 1448 Alameda Street Longbeach Longbeach, California, 90021 United States TEL: +1(213) 509 6623			
Notify Party (If not Consignee)						
Method of Dispatch Sea		Type of Shipment FCL		Country of Origin of Goods United States		Country of Final Destination Australia
Vessel / Aircraft Voyage No		Place of Receipt		Freight Charges Collect		Document Instructions Express Release/Waybill
Port of Loading Long Beach - California		Date of Departure		Incoterms® 2010 FOB LONGBEACH		Declared Value USD \$39800.00
Port of Discharge Sydney - Australia		Final Destination AUSTRALIA		FORWARDER TO ARRANGE		
Export Declaration Number		Yes	No	Cartage / Pickup		Yes
Insurance Amount 0.00		x				No
Marks and Numbers		No & Kind of Packages		Description of Goods		Gross Weight (kg)
COMPLETE IMPORTS 12110 SYDNEY		430 CARTONS ON PALLETS		BAR STOOLS AND BAR TABLES		11560.00
Measurement (m <sup>3</sup> )						26.70
Does this shipment contain HAZARDOUS / DANGEROUS goods? If you answered YES, please also enclose your dangerous goods paperwork.			NO		Is this shipment on Letter of Credit? If you answered YES, please also enclose your Letter of Credit paperwork.	
					NO	
Special Instructions / Additional Information						
I certify that the statements made and all information contained herein are true and correct. I understand that civil and criminal penalties, including forfeiture and sale, may be imposed for making false and fraudulent statements herein. Failing to provide the requested information or for violation of U.S. laws on exportation (13 U.S.C. Sec. 305; 22 U.S.C. Sec. 401, 18 U.S.C. Sec 1001, 50 U.S.C. app. 2410). The individual identified on this form, representing the shipper, hereby acknowledges their understanding that all cargo tendered is subject to inspection or screening by DE Freight, air carriers or any authorized government agency and consents to inspection or screening. They further acknowledge that shipments tendered to DE Freight do not contain any undeclared dangerous goods as defined by the IATA DGR and 49 CFR or contain any items or commodities other than those clearly described on an air waybill or bill of lading.					Place and Date of Issue LONGBEACH 30 Jan 2018	
					Signatory Company ABC Exports	
					Name of Authorized Signatory Randy Clarke	
					Signature 	

# No.7 - Inland Bill of Lading.

## BILL OF LADING - SHIPPING FORM

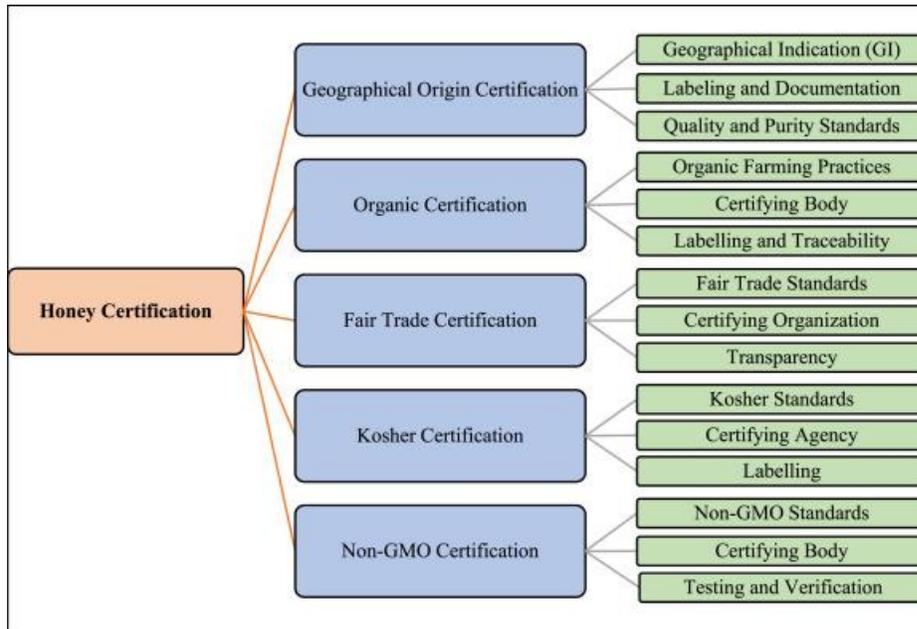
<b>SHIP FROM</b>				<b>Bill of Lading Number:</b>				
<b>*SHIP TO</b>				<b>RAIL CODE SPACE</b>				
<b>THIRD PARTY FREIGHT CHARGES BILL TO</b>				<b>Carrier Name:</b>				
<b>Special Instructions:</b>				<b>SCAC:</b>				
<b>Special Instructions:</b>				<b>Freight Charge Terms (Freight charges are prepaid unless marked otherwise):</b>				
				<input type="checkbox"/> Master bill of lading with attached underlying bills of lading.				
CUSTOMER ORDER INFORMATION								
Customer Order No.		# of Packages	Weight	Pallet/Slip (select one)		Additional Shipper Information		
				Y <input type="checkbox"/>	N <input type="checkbox"/>			
				Y <input type="checkbox"/>	N <input type="checkbox"/>			
				Y <input type="checkbox"/>	N <input type="checkbox"/>			
				Y <input type="checkbox"/>	N <input type="checkbox"/>			
<b>Grand Total</b>								
CARRIER INFORMATION								
Handling Unit		Package		Weight	HM (X)	Commodity Description	LTL Only	
Qty	Type	Qty	Type				NMFC No.	Class
								70
<small>Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows: *The agreed or declared value of the property is specifically stated by the shipper to be not exceeding _____ per _____.</small>				<b>COD Amount: \$</b> _____ Fee terms: Collect <input type="checkbox"/> Prepaid <input type="checkbox"/> Customer check acceptable <input type="checkbox"/>				
<b>Note: Liability limitation for loss or damage in this shipment may be applicable. See 49 USC § 14706(c)(1)(A) and (B).</b>								
Received, subject to individually determined rates or contracts that have been agreed upon in writing between the carrier and shipper, if applicable, otherwise to the rates, classifications, and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.				The carrier shall not make delivery of this shipment without payment of charges and all other lawful fees.				
<b>Shipper Signature/Date</b>		<b>Trailer Loaded:</b>		<b>Freight Counted:</b>		<b>Carrier Signature/Pickup Date</b>		
This is to certify that the above named materials are properly classified, packaged, marked, and labeled, and are in proper condition for transportation according to the applicable regulations of the DOT.		<input type="checkbox"/> By shipper <input type="checkbox"/> By driver		<input type="checkbox"/> By shipper <input type="checkbox"/> By driver/pallets said to contain <input type="checkbox"/> By driver/pieces		Carrier acknowledges receipt of packages and required placards. Carrier certifies emergency response information was made available and/or carrier has the DOT emergency response guidebook or equivalent documentation in the vehicle. Property described above is received in good order, except as noted.		

## No.8 - Ocean Bill of Lading

Date		Bill of Lading – Short Form – Not Negotiable				Page 1 of			
<b>Ship From</b>		Bill of Lading Number:							
Name: Address: City/State/Zip: SID No.:		Bar Code Space							
<b>Ship To</b>		Carrier Name:							
Name: Address: City/State/Zip: CID No.:		Trailer number: Serial number(s):							
<b>Third Party Freight Charges Bill to:</b>		SPAC:							
Name: Address: City/State/Zip:		Pro Number:							
		Bar Code Space							
Special Instructions:		Freight Charge Terms: Prepaid:      Collect:      3 <sup>rd</sup> Party: <input type="checkbox"/> Master bill of lading with attached underlying bills of lading.							
<b>Customer Order Information</b>									
Customer Order No.	No. Packages	Weight	Pallet/Slip (circle one)		Additional Shipper Information				
			Y	N					
			Y	N					
			Y	N					
<b>Grand Total</b>									
<b>Carrier Information</b>									
Handling Unit		Package				ITL Only			
Qty	Type	Qty	Type	Weight	HM(X)	Commodity Description <small>Commodities requiring special or additional care or attention in handling or stowing must be so marked and packaged as to ensure safe transportation with ordinary care.</small>	NMFC No.	Class	
<small>Where the rate is dependent on value, shippers are required to state specifically in writing the agreed or declared value of the property as follows: "The agreed or declared value of the property is specifically stated by the shipper to be not exceeding _____ per _____"</small>						COD Amount: \$ _____ Free terms: Collect <input type="checkbox"/> Prepaid <input type="checkbox"/> Customer check acceptable <input type="checkbox"/>			
<b>Note: Liability limitation for loss or damage in this shipment may be applicable.</b> <small>Received, subject to individually determined rates or contracts that have been agreed upon in writing between the carrier and shipper, if applicable, otherwise to the rates, classifications and rules that have been established by the carrier and are available to the shipper, on request, and to all applicable state and federal regulations.</small>									
<b>Shipper Signature/Date</b> <small>This is to certify that the above named materials are properly classified, packaged, marked and labeled, and are in proper condition for transportation according to the applicable regulations of the DOT.</small>				<b>Trailer Loaded:</b> <input type="checkbox"/> By shipper <input type="checkbox"/> By driver		<b>Freight Counted:</b> <input type="checkbox"/> By shipper <input type="checkbox"/> By driver/pallets said to contain <input type="checkbox"/> By driver/pieces		<b>Carrier Signature/Pickup Date</b> <small>Carrier acknowledges receipt of packages and required placards. Carrier certifies emergency response information was made available and/or carrier has the DOT emergency response guidebook or equivalent documentation in the vehicle. Property described above is received in good order, except as noted.</small>	
Signature _____ Date _____								Signature _____ Date _____	

**No.6:- Compliance with Importing Country Regulations:** Each destination country may have its own specific requirements for honey imports, including additional certifications, residue limits, and labeling standards

Best Practices for Maintaining Compliance with Import Regulations



## **No.5:- What is the percentage of profit that can be taken on honey that is exported**

The percentage of profit on exported honey can vary widely based on several factors, including production costs, market prices, and export expenses.

- 1.Production Costs:** This includes costs related to beekeeping, such as hive maintenance, feeding, labor, and harvesting. Efficient management can help reduce these costs.
- 2.Market Prices:** The selling price of honey in the international market can fluctuate based on supply and demand, quality, and type of honey. Premium honey varieties can command higher prices.
- 3.Export Expenses:** These include costs for packaging, transportation, insurance, tariffs, and compliance with regulatory requirements. Efficient logistics and bulk shipping can help reduce these costs.
- 4.Value Addition:** Processing honey into value-added products like flavored honey, honey-based cosmetics, or medicinal honey can significantly increase profit margins.
- 5.Market Access:** Establishing direct relationships with buyers or accessing niche markets can help achieve better prices compared to selling through intermediaries.

**On average, profit margins for honey exports can range from 10% to 30% or more, depending on these factors. High-quality, well-marketed honey can achieve even higher margins.**

**No.1:- Production Costs:** This includes costs related to beekeeping, such as hive maintenance, feeding, labor, and harvesting. Efficient management can help reduce these costs.



➤ **Complete  
Unassembled  
Hive Kit**

➤ **R 1 980.00**

Is bee farming profitable in South Africa?



➤ Taking an average yield of 15kg of honey per hive per year, 105 442 hives could potentially produce 1 580 tons of honey per annum. Using the average retail price of R40/kg for honey, the potential value of honey production from gum plantations in South Africa is R63. 2 million per annum.

**Do you need a license to keep bees in South Africa?**

Registering as a beekeeper

Before you start keeping bees as a hobby or as a business, you need to be registered with the Department of Agriculture, Land Reform & Rural Development (DALRRD) (Formerly known as the Department of Agriculture, Forestry and Fisheries, DAFF for short).



**No.2:- Market Prices:** The selling price of honey in the international market can fluctuate based on supply and demand, quality, and type of honey. Premium honey varieties can command higher prices.

### Is there a market for honey in South Africa?

The fastest growing export markets for Honey of South Africa between 2021 and 2022 were Sweden (\$56.9k), Bahrain (\$5.3k), and Netherlands (\$3.14k). Imports In 2022, South Africa imported \$3.63M in Honey, becoming the 49th largest importer of Honey in the world.



### How much honey per hive in South Africa?

Making information available to prospective honey producers

- Bulk purchase of equipment and sale to members
- Training. A well-managed hive in a mature plantation of *Eucalyptus grandis* can produce approximately 60 kg of honey, while less intensively managed hives tend to produce 20 to 25 kg of honey.

### How do companies like honey make money?

The answer lies in Honey's relationships with online retailers. Whenever you make a purchase using a coupon found by Honey, the company earns a commission from the retailer. This is a typical affiliate marketing strategy, a common business model for online platforms that direct traffic or sales to retailers.

**No.3:- Export Expenses:** These include costs for packaging, transportation, insurance, tariffs, and compliance with regulatory requirements. Efficient logistics and bulk shipping can help reduce these costs



### SEA FREIGHT RATES CAN BE DIVIDED INTO:



CONTAINER RATES



BULK AND  
BREAK BULK RATES



ROLL-ON-  
ROLL-OFF RATES

#### What are export expenses?

Export Price : Once the Ex- works / purchase price has been decided the additional expenses that have to be added are as under : Loading charges from work to truck/ rail/ air etc. Freight charges to port of shipment. Clearing and forwarding charges.



What is needed to export from South Africa?

Exporters registration / license / code

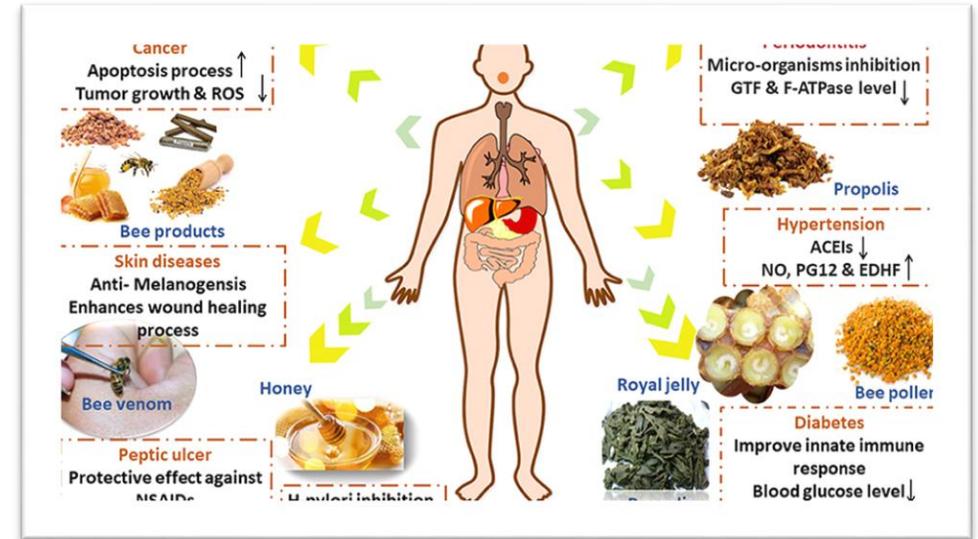
All exporters need to be registered at SARS Customs as an exporter. When registered you get an 8 digit code often referred to as your export license, CCN or export customs code. Customs uses this code to track all your exports and ensure that your duties are paid.

**No.4:- Value Addition:** Processing honey into value-added products like flavoured honey, honey-based cosmetics, or medicinal honey can significantly increase profit margins

Component (% except pH and diastase value)	Average	Standard deviation	Range
Water	<math>\leq 17.2</math>	1.5	13.4 - 22.9
Fructose	38.2	2.1	27.2 - 44.3
Glucose	31.3	3.0	22.0 - 40.7
Sucrose	1.3	0.9	0.2 - 7.6
Maltose (reducing disaccharides calculated as maltose)	7.3	2.1	2.7 - 16.0
Higher sugars	1.5	1.0	0.1 - 8.5
Free acids (as gluconic acid)	0.43	0.16	0.13 - 0.92
Lactone (as glucolactone)	0.14	0.07	0.0 - 0.37
Total acid (as gluconic acid)	0.57	0.20	0.17 - 1.17
Ash	0.169	0.15	0.020 - 1.028
Nitrogen	0.041	0.026	0.000 - 0.133
pH	3.91	-	3.42 - 6.10
Diastase value	20.8	9.8	2.1 - 61.2

**How do you add value to honey?**

Honey is sometimes "enhanced" by adding pollen, propolis and/or royal jelly without changing the state of the honey itself. These products are described in the pollen, propolis and royal jelly chapters.



➤ **How do you know if honey has additives?**

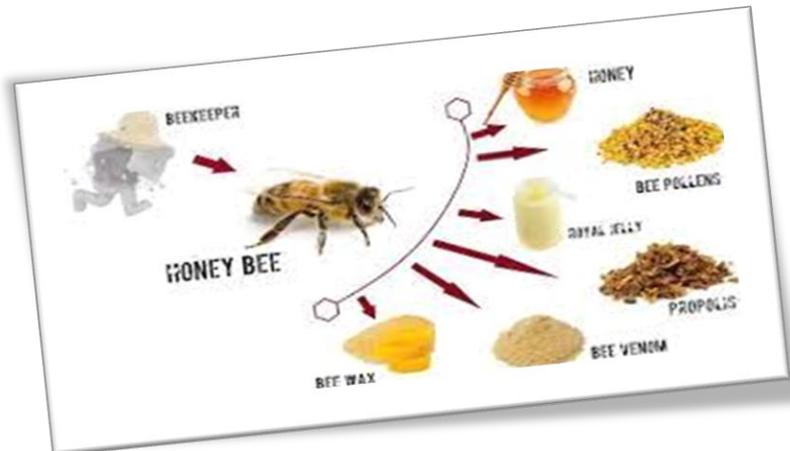
Vinegar test:

Take a glass of vinegar water and add a few drops of honey to the glass. If the mixture starts forming a foam, then it indicates that your honey is impure or fake. However, if no foam is formed, it means that your honey is pure.

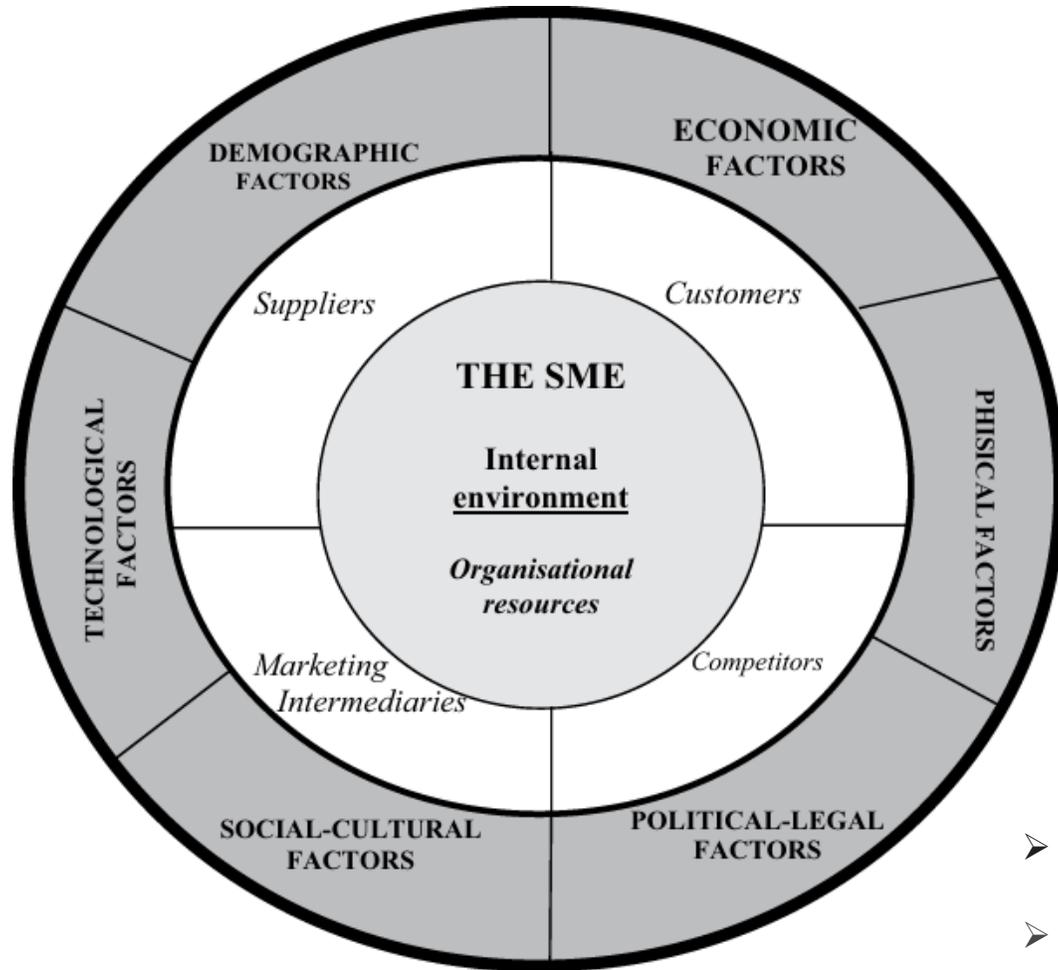
➤ **Is honey a value-added product?**

Honey: Value-Added Uses As A Food Ingredient

On its own, honey is a valuable raw material that can be used to give greater value to: Baked products.



**No.5:- Market Access:** Establishing direct relationships with buyers or accessing niche markets can help achieve better prices compared to selling through intermediaries



➤ **What are the benefits of market access?**

➤ Market access offers exporting countries several benefits, including increased sales opportunities, revenue growth, diversification of markets, job creation, and access to new technologies and knowledge from global partners.

➤ **What are the strategies to promote exports in South Africa?**

➤ Export promotion mechanisms such as National Pavilions, Trade Missions, Investment and Trade Initiatives, and unconventional interventions will be used as levers to create visibility and market access for South African exporters.

➤ **How can exports benefit the South African economy?**

➤ The reason is that, exports lead to an increase in foreign exchange, revenue/income, transfer of ideas and technology among several others, which tend to stimulate economic growth and development

## **No.6: - What are the regulations of honey pack stores / SABS**

In South Africa, honey pack stores must adhere to specific regulations to ensure the quality and safety of honey products. Here are the key regulations

**1.Grading and Marking:** Honey must be graded and marked according to the standards set by the Agricultural Product Standards Act, 1990 (Act No. 119 of 1990).

**2.Quality Standards:** Honey must meet specific quality standards, such as being well-ripened with the correct moisture content and enzyme activity.

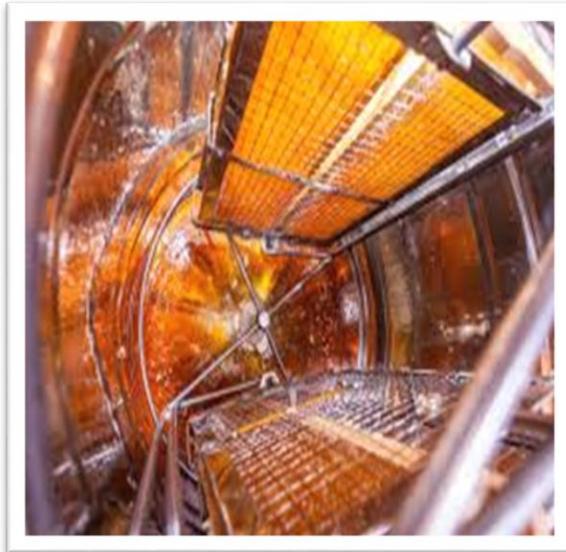
**3.Packaging:** Containers used for honey must be made from materials that protect the content from contamination and are strong enough to withstand normal storage, handling, and transport practices.

**4.Labeling:** Honey containers must be clearly and legibly marked with accurate and relevant information to allow consumers to make informed choices.

**5.Health Certificates:** Exporting honey often requires obtaining health certificates that confirm the honey meets the importing country's health and safety standards.

**6.Compliance with Importing Country Regulations:** Each destination country may have its own specific requirements for honey imports, including additional certifications, residue limits, and labeling standards.





## 2. Quality Standards: Honey must meet specific quality standards, such as being well-ripened with the correct moisture content and enzyme activity.

**Honey shall: be well ripened in the hive in order to contain the correct moisture content and enzyme activity. be free from particles foreign to its composition (such as mould, insects, insect debris, sand etc) have a color that is associated with the source which can range from extra light amber to dark amber.**

- **What is the standard quality of honey?**

### ESSENTIAL COMPOSITION AND QUALITY FACTORS

Honey shall not have any objectionable matter, flavour, aroma, or taint absorbed from foreign matter during its processing and storage. The honey shall not have begun to ferment or effervesce.

Parameter, method, units	VALUE	
	MIN-MAX	MIN-MAX
Moisture content, g/100 g	16.4-20.0	1.0 - 2.5
Mineral content (ash), g/100g	0.06-0.49	4.3 - 13.1
Electrical conductivity, mS/cm	0.20-1.52	3.4 - 4.4
Acidity by endpoint titration to pH 8.3, mg/kg	11.2-46.2	10.0-22.0
Acidity by equivalence point titration, mg/kg	7.0-22.5	8.7-46.8
Hydroxymethylfurfural content by HPLC, mg/kg	5.2-42.3	5.1-10.0
Hydroxymethylfurfural content after White, mg/kg	3.9-42.1	3.7-22.0
Hydroxymethylfurfural content after Whistler, mg/kg	7.5-42.9	7.8-15.2
Diastase activity after Schade in diastase numbers	8.7-37.7	20.0-25.0
Diastase activity with Phadebas in diastase numbers	8.9-37.8	11.0-17.0
1. Invertase activity in invertase numbers	6.5-17.7	2.7-9.6
2. Apparent reducing sugar content, g/100 g	-	Nil
apparent sucrose content, g/100 g	-	nil
3. Sugar Content by HPLC, g/100 g		
fructose	31.2-42.4	1.6-1.8
glucose	22.0-32.0	1.6-3.2
sucrose	0-2.9	11.4
4. Sugar Content by GC, g/100 g		
fructose	31.4-39.4	3.9-8.8
glucose	22.6-31.4	2.6-7.5
sucrose	0-7.7	7.2
5. Sugar Content by HPLC, pulsed amperometric detector, g/100 g		
fructose	38.3-38.9	6.0-7.4
glucose	26.9-29.2	7.0-7.8
sucrose	1.0-2.4	8.8-12.5
6. Water Insoluble Content, g/100 g	0.01-0.03	26.5-34.1
7. Protein Content, mg/kg	171-762	2.3-3.4
8. Specific rotation	-	nil



- **What are the standards of honey purity?**

### ◆ Fructose–Glucose Ratio

Fructose-to-glucose ratio should be a minimum 0.95–1.5 as per FSS notification. This ratio indicates the ability of honey to crystallize. When the fructose/ glucose ratio is high, honey remains liquid.

honey composition	specifications
hydroxymethylfurfural (HMF)	Not more than 60 mg/kg
total reducing sugar	Not less than 60%
fructose	27–44.3%
glucose	22–40.7%
sucrose	Not more than 5%
fructose/Glucose ratio	Not less than 0.95%
heavy metals and other additives (arsenic, lead, mercury, pesticide, etc)	Absent or not exceed maximum levels allowed
pH	3.24–6.1
pollen grains	Present

### What are the specifications of honey?

- Typically, honey comprises around 40% fructose and 30% glucose, although these proportions can be influenced by factors such as the storage time and temperature. Sucrose is present in minimal amounts, ideally not exceeding 5%, except in honey that is sourced from specific plants

**3.Packaging:** Containers used for honey must be made from materials that protect the content from contamination and are strong enough to withstand normal storage, handling, and transport practices.

**For most retailing of pure honey, the preferred packing material is glass followed by plastic or, for large quantities, metal containers coated with materials appropriate for contact with acidic food. In any case, the containers have to have a secure airtight lid. Screw top lids on glass jars are the most secure.**

What is the best packaging material for

➤ **PET** This is widely used plastic material for honey packaging because of its high tensile strength, chemical inertness, ductility, and higher moisture impermeability.



➤ **How do you package honey safely?**

How to Store and Package Honey - To store honey long term, It's best to keep it in sealed, airtight glass or plastic containers at room temperature in a dark location away from direct sunlight: Temperature - Avoid extreme temperatures and temperature fluctuations.



**No.4 Labelling:** Honey containers must be clearly and legibly marked with accurate and relevant information to allow consumers to make informed choices.



- What are the rules for labelling honey?
- Honey that is prepacked should be labelled with the following:**
- name of product.
  - name of producer or trade name and address.
  - country or countries of origin.
  - any special storage conditions.
  - best-before date.
  - lot mark.
  - weight.



**Does honey have to be labelled?**

- How shall I name my honey? If a food contains only honey, the food must be named “honey,” which is its common or usual name (see section 403(i) of the FD&C Act and 21 CFR 101.3(b)). The common or usual name may also include the source of the honey, such as “Clover Honey,” on the label.



- **Does honey have a standard of identity?**

FDA's nonbinding guidance recommends that products labeled as “pure honey” not contain added sugar, corn syrup, or other sweeteners. Honey products with added sweeteners must be labeled as a “blend.” To date, FDA has not established a standard of identity for honey.

## 5. Health Certificates: Exporting honey often requires obtaining health certificates that confirm the honey meets the importing country's health and safety standards.

To get your honey shipment through customs, you must provide the following documents: a health certificate, an invoice for the buyer, the packing list of your shipment and a certificate of origin.<sup>1</sup>

### ➤ What documentation is required when exporting honey?

Honey must be certified by the USDA on a Health Certificate modelled after the current EU or UK Health Certificate.

**Commercial Invoice**

Exporter <input type="text"/>	Date <input type="text"/>	PO Number <input type="text"/>
Ultimate Consignee <input type="text"/>	Order Number <input type="text"/>	Terms <input type="text"/>
Telex Identification Number <input type="text"/>	Commercial Invoice Number <input type="text"/>	Proforma Invoice Number <input type="text"/>
Ultimate Consignee Phone <input type="text"/>	Ultimate Consignee Phone <input type="text"/>	Customer Account Number <input type="text"/>
Telex Identification Number <input type="text"/>	Exporting Center <input type="text"/>	Loading Pier/Terminal <input type="text"/>
Intermediate Consignee <input type="text"/>	Origin State <input type="text"/>	Country of Destination <input type="text"/>
	Exporter Contact Name <input type="text"/>	Exporter Contact Phone <input type="text"/>

Quantity	Product ID	Description	Schedule B Code	Unit Price	Total Price

- What are the documents required for export?
- Proforma Invoice.
- Commercial Invoice.
- Packing List.
- Certificates of Origin.
- Certificate of Free Sale.
- Shipper's Letter of Instruction.
- Inland Bill of Lading.
- Ocean Bill of Lading.



DEPARTMENT of AGRICULTURE  
STATE OF MISSOURI  
JEFFERSON CITY

*Serving, promoting and protecting the agricultural producers, processors and consumers of Missouri's food, feed and fiber products.*

Date

JEREMIAH W. (JAY)  
NIXON

DR. JON  
HAGLER

### CERTIFICATE of HEALTH and SANITARY

**TO WHOM IT MAY CONCERN:**

The undersigned, of the Missouri Department of Agriculture, State of Missouri, United States of America, certifies that (**company name**), headquartered in (**location**) with a manufacturing facility located in (**town/city, state**), USA, is a firm known to us.

Based on an inspection report that indicates the company conforms to modern, hygienic and good manufacturing processes, the products from said company are suitable for human consumption.

Their product(s), (**name of product(s)**), (**description**), which meets or exceeds industry recognized human-grade product manufacturing standards is available for free sale in the State of Missouri and distributed throughout the United States. To the best of my knowledge, there is no prohibition against export of this/these product(s) into the country of (**name of country**).

As a matter of policy, the Missouri Department of Agriculture, while assisting and promoting sales, does not endorse any particular products.

-----  
Name  
International Marketing Specialist  
Ag Business Development Division

Subscribed and sworn before me this (**date**) day of (**month**), year.

-----  
Notary Public - State of Missouri

**6. Compliance with Importing Country Regulations:** Each destination country may have its own specific requirements for honey imports, including additional certifications, residue limits, and labeling standards.

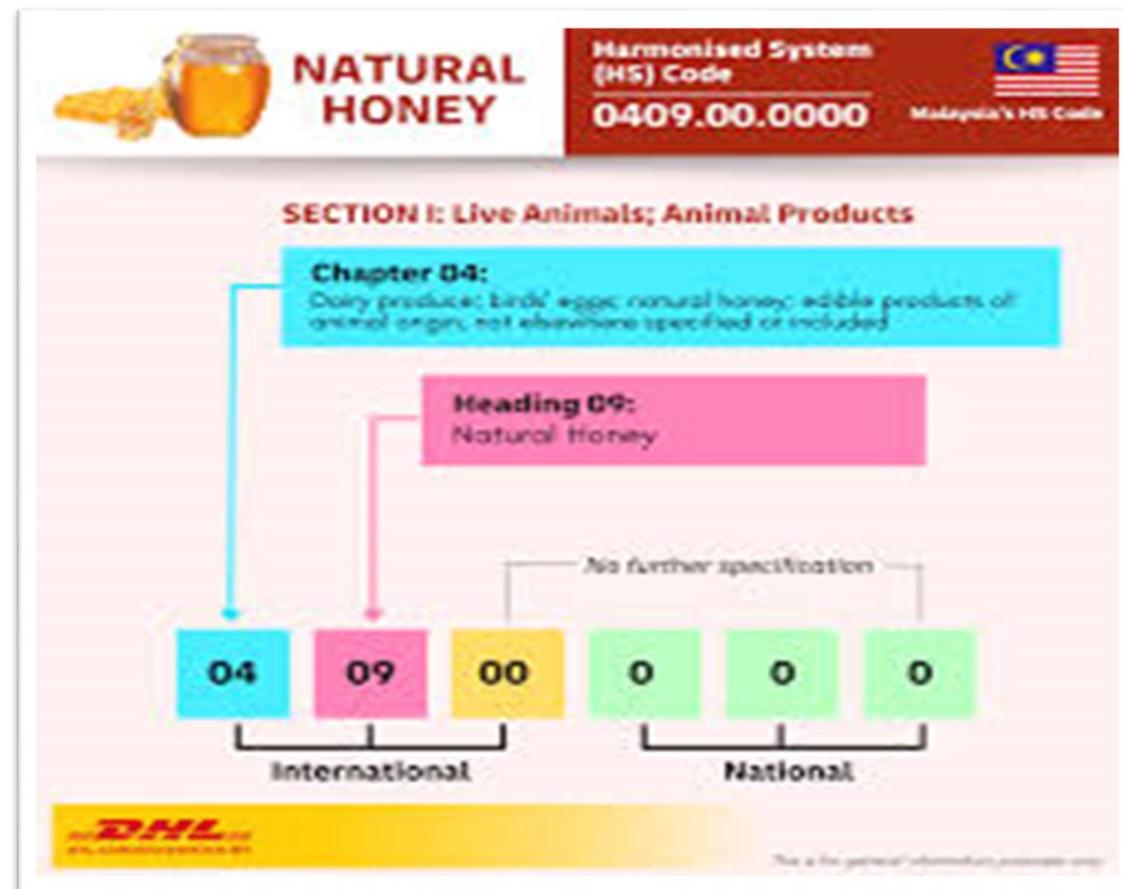


- **What are the requirements for food labeling in South Africa?**
- All food products sold in South Africa must have labels that include certain mandatory information such as the product name, ingredients list, net quantity, country of origin, and the name and address of the manufacturer or importer.

➤ **What is the customs code for honey?**

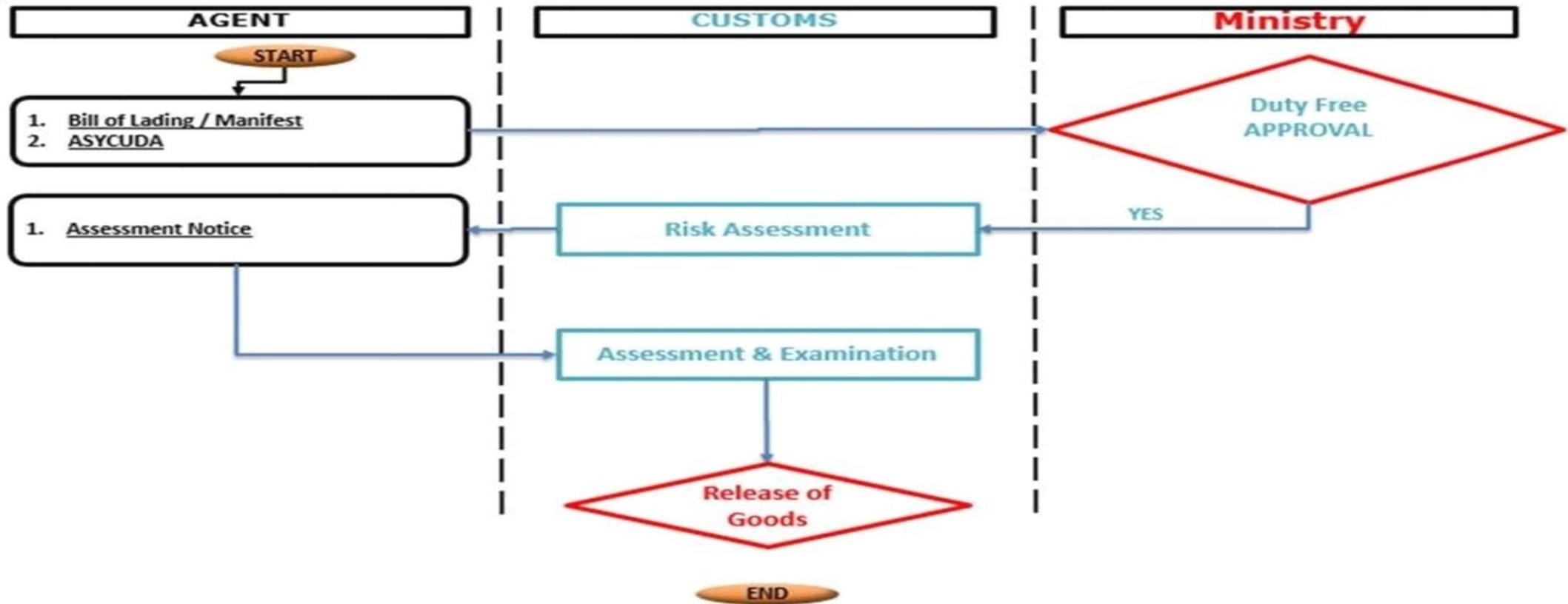
04090000

HS Code 04090000 | Harmonized System Code NATURAL HONEY.



➤ Can you get honey through customs?

# - PROCEDURE FOR CLEARANCE OF NON-COMMERCIAL CARGO - ASYCUDA -



YES

## No.7:- What is HMF

*Hydroxymethylfurfural (HMF) is an organic compound formed from the breakdown of sugars, particularly when they are heated or stored for extended periods.*

**1. Formation:** HMF is produced through the dehydration of sugars, especially fructose and glucose, under acidic conditions or when exposed to heat.

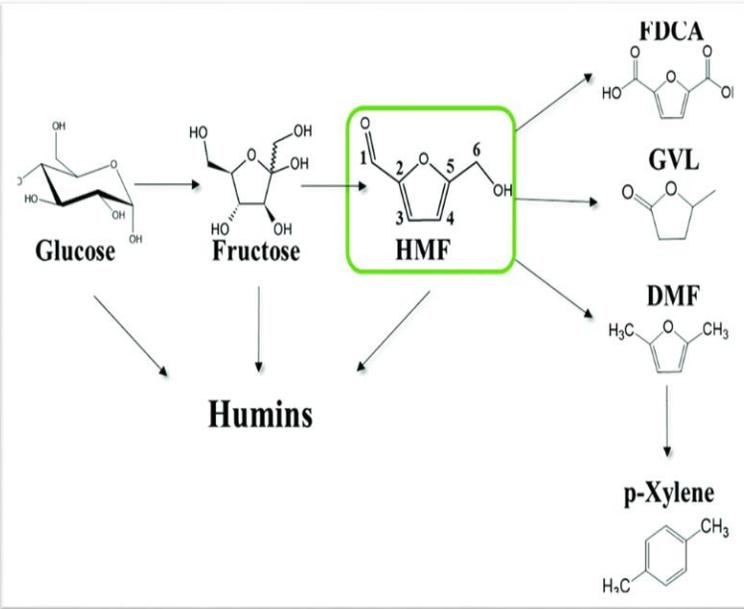
**2. Appearance and Properties:** HMF is a white, low-melting solid that is highly soluble in both water and organic solvents.

**3. Indicator of Quality:** In honey, HMF levels are used as an indicator of quality and freshness.

**4. Health Implications:** While HMF is generally considered safe at low levels, high concentrations can be harmful.

**No.1:- Formation:** HMF is produced through the dehydration of sugars, especially fructose and glucose, under acidic conditions or when exposed to heat

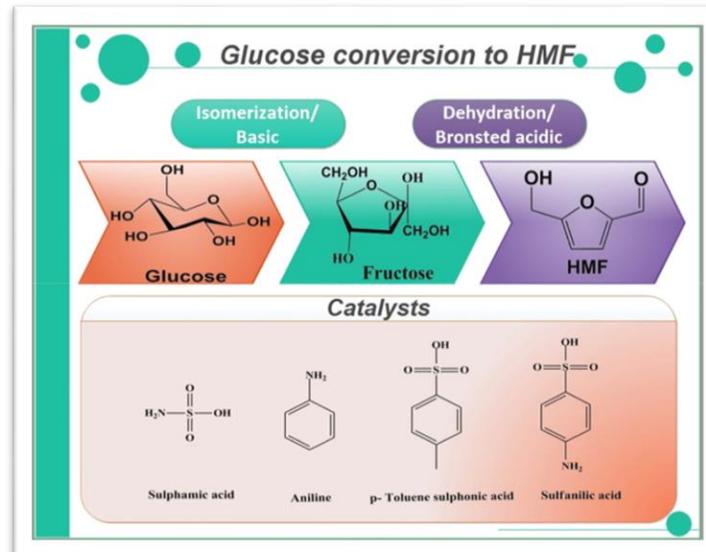
HMF is a cyclic aldehyde that forms during heat treatment of various foods through Maillard reactions or the degradation of hexoses, such as fructose, in an acidic environment, especially in carbohydrate-rich foods



➤ How is HMF formed?

**How do you convert sugar to fructose?**

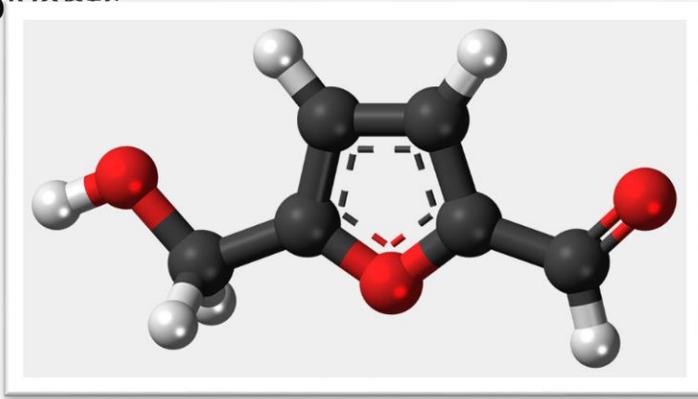
Heating a mixture or solution of table sugar and water breaks the chemical bond that links together the two simple-sugar components. The balanced chemical equation for the hydrolysis of sucrose into glucose and fructose is:  $C_{12}H_{22}O_{11}$  (sucrose) +  $H_2O$  (water)  $\rightarrow$   $C_6H_{12}O_6$  (glucose) +  $C_6H_{12}O_6$  (fructose)



➤ **What is the glucose to HMF conversion?**

Glucose to HMF is a two-step reaction pathway comprising of (i) glucose isomerization to fructose under basic conditions (ii) fructose dehydration to HMF under acidic conditions.

**No.2.- Appearance and Properties:** HMF is a white, low-melting solid that is highly soluble in both water and organic solvents.



- Hydroxymethylfurfural (HMF), also known as 5-(hydroxymethyl)furfural, is an organic compound formed by the dehydration of reducing sugars.
- It is a white low-melting solid (although commercial samples are often yellow) which is highly soluble in both water and organic solvents.

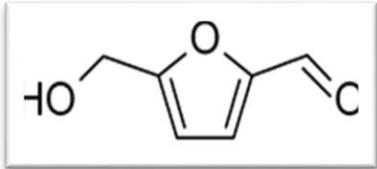
Dear Jana,  
We need hmf below 5

2024.06.19./afrikai minta/Acacia CG/P03	2.273
2024.06.19./afrikai minta/Eucalyptus CG/P04	8.472
2024.06.19./afrikai minta/Eucalyptus JH/01	10.614
2024.06.19./afrikai minta/Multiflora CG/P02	7.376
2024.06.19./afrikai minta/Red ceanesbill (cosmos) CG/P01	10.050
2024.06.19./afrikai minta/Red river CG/P05	31.586
2024.06.19./afrikai minta/Rhinoceros JH/02	16.261
2024.06.19./afrikai minta/Sweet thorn Berg/01	13.566

### What is the HMF limit for honey?

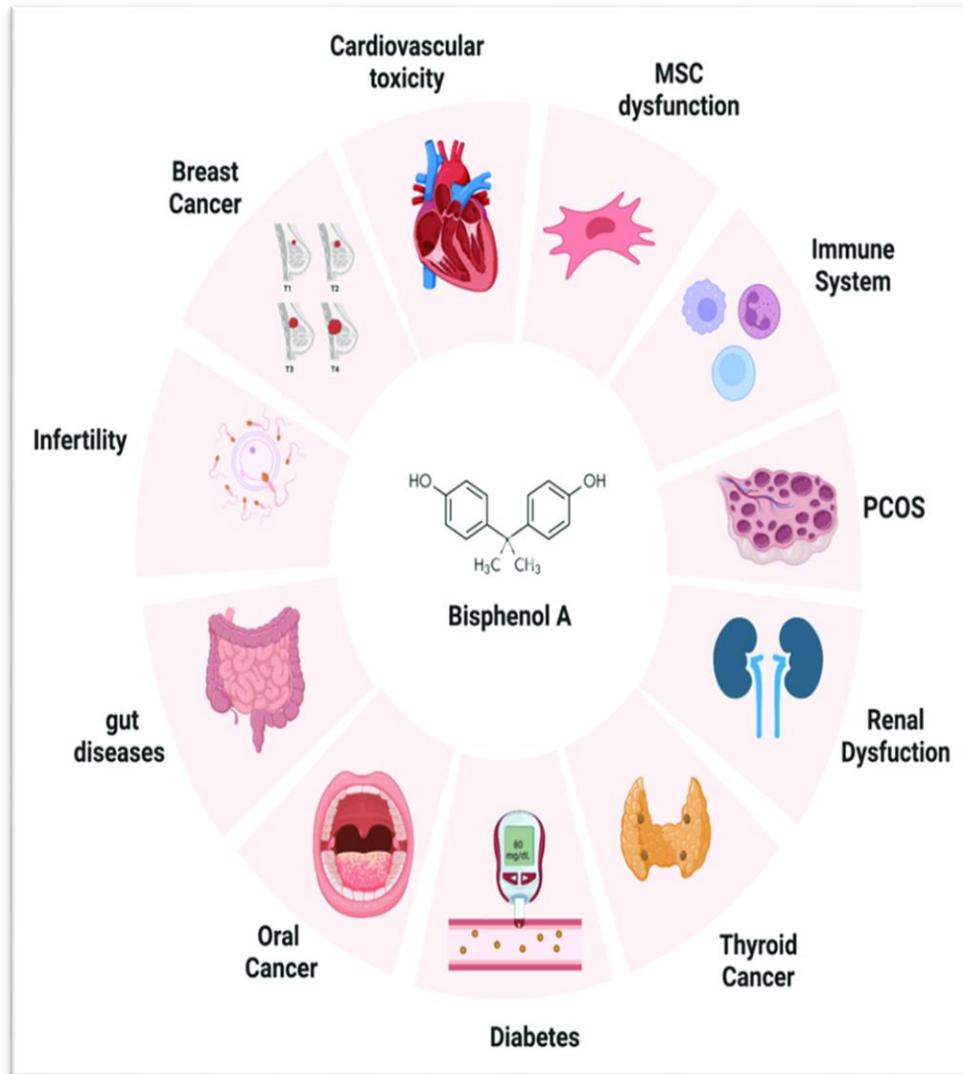
- This method allows for detection limits as low as 1 mg/kg, ensuring precise assessments of honey quality against established regulatory standards, such as the EU directive which limits HMF to 40 mg/kg for most honey types.

**No.3.- Indicator of Quality:** In honey, HMF levels are used as an indicator of quality and freshness



- **HMF** (HydroxyMethylFurfuraldehyde) is **used as an indicator of heat and storage changes in honey**. HMF is formed by the breakdown of fructose in the presence of an acid. Heat increases the speed of this reaction. The increase in speed is exponential with increasing heat. HMF occurs naturally in most honeys and usually increases with the age and heat treatment of honey. HMF's occurrence and accumulation in honey is variable depending on honey type.
  
- Fresh natural honey can have varying levels of HMF. Normally this is below 1 mg/kg but levels soon start to rise with ambient temperatures above 20°C. It should be noted that temperatures in the beehive can rise to over 40°C during summer months (when the main honey crop is in progress). It is usual for HMF to be below 10 mg/kg in fresh extracted honey. Levels higher than this may indicate excessive heating during the extraction process.

**No.4.- Health Implications:** While HMF is generally considered safe at low levels, high concentrations can be harmful



- **HMF and other congeners exert both detrimental and positive effects on human health .**
- **Adverse effects on human health**
- **HMF and its derivatives have been confirmed to confer genotoxic, mutagenic, carcinogenic, DNA-damaging, organ toxic and enzyme inhibitory effects.**

## No. 8:-What is COA tests of honey

A COA (Certificate of Analysis) test for honey is a detailed report that describes the chemical and microbiological composition of the honey. These tests are carried out to ensure that the honey meets the quality standards and safety requirements of the importing countries.

➤ **Nutritional value:**

The content of sugars such as fructose and glucose.

The total amount of carbohydrates and calorie

➤ **Chemical Properties:**

pH level and acidity.

HMF (Hydroxymethylfurfural) levels, which are an indication of the honey's freshness and whether it has been overheated.

➤ **Microbiological Tests:**

The presence of bacteria, yeast, and mold.

Tests for pathogens such as Clostridium botulinum.

➤ **Residue Tests:**

The presence of pesticides and antibiotics.

Other contaminants such as heavy metals.

➤ **Physicochemical Properties:**

Water content, which affects the honey's stability and risk of fermentation.

Diastase activity, which is an enzyme that occurs naturally in honey and is an indicator of the honey's quality.

These tests help ensure that the honey exported is of high quality and safe for consumption.

## TEST RESULTS

PARAMETER	TEST METHOD	UNIT	LIMIT OF QUANTITATION	RESULTS
<b>FOOD CHEMICAL ANALYSIS</b>			<b>DATE OF ANALYSIS : 12/7 - 17/7/2024</b>	
Fructose	DM-DCLD-SOP-FE-2216*	%w/w	2	40.9
Glucose	DM-DCLD-SOP-FE-2216*	%w/w	2	29.0
Sucrose	DM-DCLD-SOP-FE-2216*	%w/w	1	NOT DETECTED
Total Sugars	DM-DCLD-SOP-FE-2216*	%w/w	2	69.8
Acidity	DM-DCLD-SOP-FE-2213*	meq/kg	0.05	20.8
Hydroxy Methyl Furfural in Honey	DM-DCLD-SOP-FE-2215*	mg/kg	1	3.67
Moisture	DM-DCLD-SOP-FE-2294*	%w/w	0.1	16.0
PARAMETER	TEST METHOD	UNIT	METHOD DETECTION LIMIT	RESULTS
<b>FOOD MICROBIOLOGICAL ANALYSIS</b>			<b>DATE OF ANALYSIS : 11/7 - 15/7/2024</b>	
Enumeration (Y&M) Solid	DM-DCLD-SOP-MBL-FD 3105*	CFU/g	10	<10

[https://youtu.be/sAKkjD3nEv0?si=kso\\_UGl9JQzXnjQF](https://youtu.be/sAKkjD3nEv0?si=kso_UGl9JQzXnjQF)















