SAMPLE WORK · MODEL GROWER

Export Readiness Report: a Limpopo citrus grower

SAMPLE DELIVERABLE · TWO TARGET MARKETS

This sample uses a model grower built for illustration: a 40-hectare family citrus farm near Tzaneen, packing through a neighbour's packhouse and selling only to local fresh produce markets today. It shows the structure and standard of a paid report. A real report is built only from your own documents and answers.

1. The verdict

Target market	Verdict	Why, in one line
United Arab Emirates (Dubai importers)	Ready with conditions	Product and volumes fit; the farm needs its own production unit code, a food safety certificate and residue records before a first order.
European Union	Not yet	EU buyers expect full GLOBALG.A.P. certification, strict residue compliance and documented ethical trade, which take one or two seasons to put in place.

2. The gap list, in priority order

#	Gap	What closes it	Who
1	No production unit code (PUC) in the farm's own name	Register the farm as a food business operator for export through the PPECB system, linked to the packhouse code.	Grower, with our forms
2	No food safety certificate	Book a GLOBALG.A.P. audit with an accredited certification body after a pre-audit and corrective actions.	Accredited partner
3	Spray records kept on paper, not by block	Move to block-level spray and harvest records so residue results trace to each pallet.	Grower, our templates
4	No residue tests against destination limits	Pre-harvest residue analysis at an accredited laboratory, checked against UAE and EU limits.	Laboratory
5	No exporter registration	Register with SARS Customs as an exporter, or sell through an exporter who holds the registration.	Grower, our support
6	No ethical trade record	Complete a SIZA self-assessment and keep payroll, contract and housing records ready.	Grower

3. The next-step plan

When	Step
Weeks 1 to 2	Apply for the production unit code; start block-level records using our templates.
Weeks 3 to 6	Pre-audit against GLOBALG.A.P. with an accredited partner; close corrective actions.
Weeks 6 to 10	Certification audit; residue tests on the first harvest blocks.
Weeks 10 to 12	Buyer-Ready File and fact sheet; first approach to two UAE importers.

> **Costs you will pay to others** (quoted by each provider, not by us): certification audit, laboratory tests, registration and inspection fees, freight. Your quote from us lists these separately so there are no surprises.

4. What happens next

With the UAE verdict at "ready with conditions", the quickest route to a first order is the **Buyer-Ready File** (R14 500, 10 working days): the complete company and product file, a one-page export fact sheet and the documents an importer asks for before a trial shipment. Growers who also want registrations handled and up to three recorded buyer introductions choose **Export Launch** (R27 500).

About this sample

The grower, farm and figures in this sample are a model built for illustration and are not client data. Registration names follow the systems in use in November 2026 (PPECB food business operator codes, Department of Agriculture export certification, SARS Customs exporter registration); a paid report checks each requirement against the buyer's own specification and the destination's current rules on the day it is written.

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