



HONEY EXPORT GUIDELINES

GEORGIA 2019

List of Abbreviations

CIS	Commonwealth of Independent States
DCFTA	Deep and Comprehensive Free Trade Areas
EFTA	European Free Trade Association
EU	European Union
FS&H	Food Safety and Hygiene
GEL	Georgian Lari
HACCP	Hazard Analysis Critical Control Point
HMF	Hydroxymethylfurfural
LDC	Least Developed Countries
NAPR	National Agency of Public Registry
NFA	National Food Agency
TIFA	Trade and Investment Framework Agreement
TIR	Transports Internationaux Routiers (International Road Transports)
TRACES	Trade Control and Expert System
USA	United States of America
USD	United States Dollar
VAT	Value Added Tax
WTO	World Trade Organization

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Introduction

The goal of these honey export guidelines is to increase awareness of the key procedures for honey export among honey sector stakeholders; to provide them with information about food safety and hygiene regulations applying to honey and bee products; and to highlight the role and responsibilities of key stakeholders in the honey sector: beekeepers, honey producing companies, NFA and laboratories. These guidelines describe the steps to be followed for honey export, explain export documentation required, transportation related issues and give an overview of several countries where Georgian honey could be exported. Successful implementation of the recommendations issued in these guidelines will result in a smoother process of honey export.

The present export guidelines were developed by the Business Institute of Georgia (www.business.org.ge). The Business Institute of Georgia is not responsible for implementing specific export operations, actions undertaken by public organizations and private companies and any changes made in export regulations after September, 2019.

Note: A honey producing company that wishes to export must be HACCP certified. For more information concerning hazard analysis and critical control points (HACCP) see www.business.org.ge

Honey Production Statistics

Honey Production (Thousand tonnes)			
Regions	2016	2017	2018
Kakheti	0.8	0.9	0.6
Imereti	0.3	0.4	0.8
Samegrelo-Zemo Svaneti	0.3	0.3	0.3
Kvemo Kartli	0.1	0.3	0.1
Samtskhe-Javakheti	0.2	0.1	0.1
Autonomous Republic of Adjara	0.1	0.1	0.1
Shida Kartli	0.1	0.1	0.1
The Rest Regions	0.2	0.3	0.4
Total	2.1	2.5	2.5

2017	Export	Import
Weight (tonnes)	2.2	45.5
Price (thousand USD)	15.8	117.5
Average Price (\$/kg.)	7.2	2.6

2018	Export	Import
Weight (tonnes)	21	21.8
Price (thousand USD)	69.5	81.8
Average Price (\$/kg.)	3.3	3.8

Note: The import-export data of 2018 includes 17,7 tonnes of honey imported From Russia for re-export.

For classifying a traded product and determining customs duties applied to it, Harmonized Commodity Description and Coding System (generally referred to as “Harmonized System” or simply “HS”) is used.

HS Code of natural honey: 0409 00 000 00

Food Safety, Laws, Regulations in the Honey Sector

Law of Georgia: 'Food /Animal Feed Safety, Veterinary and Plant Protection Code'.
Decree #714 of the Government of Georgia: 'Technical Regulation on Honey'.
Decree #173 of the Government of Georgia: Technical Regulation on
“General rules of Hygiene for Food Products/Animal Feed” and “Simplified Hygiene Rules for Food Products/Animal Feed”.
Decree #577 of the Government of Georgia: “On the Approval of the General Principles and Requirements for Traceability of Food/ Animal Feed Safety, Veterinary and Plant Protection”.
Decree #639 of the Government of Georgia: “on the Approval of Technical Regulation for pharmacologically active substances and their classification regarding maximum residue limits in foodstuffs of animal origin”
Order # 301/n by the Minister of Labor, Health and Social Affairs of Georgia “On the Approval of Sanitary Rules and Norms of Quality and Safety of Food Raw Materials and Food Products”.
Decree #441 of the Government of Georgia: Technical Regulation on “Additional Requirements for Labeling of Food Products”.

These normative acts and regulations can be found on the website:

www.matsne.gov.ge

When treating bee disease, honey producers are obliged to use veterinary drugs approved by the Law of Georgia. The list of these drugs is available on the web page of the National Food Agency: www.nfa.gov.ge

Stakeholders Responsibilities in Honey Quality and Safety

Beekeepers' Responsibilities

To keep records about apiary management, including the timeframe of the vet drugs applied and bee feed used.

Not to use prohibited antibiotics and refrain from using unlabeled veterinarian drugs, in the case of using bee feed (syrup and others) use it within the appropriate time and in the permitted dose. Detailed information is provided in the Annex 1 'Do's and Don'ts of Antibiotic Use' of these guidelines, see P 37

Do not re-use/re-sell beeswax/honey comb contaminated with antibiotics. Store honey in containers permitted for food products especially for honey.

Responsibilities of Honey Producers

Provide information about prohibited antibiotics to honey suppliers.

Ensure continuous monitoring of apiary of honey suppliers.

Conduct laboratory testing of sourced honey on quality and safety parameters.

Inform beekeepers promptly about residues/foreign sugars detected in their honey.

Store honey in containers permitted for food products especially for honey.

Honey products must be labeled; the information provided at the label must be easily readable and contain:

- The product names.
- List of ingredients (including ingredients (allergens) that cause hypersensitivity to honey).
- Food origin country.
- Address of honey producing company.
- Honey batch number and production date.

Responsibilities of Laboratories

To conduct honey laboratory tests on all parameters required by the importing/target country.

It is preferable if the exporting company examines laboratory services and rates in advance and selects one, that conducts testing on all required parameters. The majority of laboratories in Georgia conduct analyses on qualitative parameters. However, they do not have the capacity to conduct laboratory tests on all safety parameters. In this case, the exporter shall apply to international laboratories. The National Food Agency and/or import partner can provide and facilitate the exporter in selecting an international laboratory.

Functions of the National Food Agency

Provide a list of honey laboratories' test required to stakeholders.

Inform honey suppliers/producers about all prohibited antibiotics.

Monitor the registration of vet drugs containing substances prohibited in beekeeping.

Monitor vet pharmacies/ beekeeping shops to determine the compliance of the product labeling.

Conduct monitoring of wax/honeycomb on prohibited substances.

Analyze the results of the residue monitoring plan and develop the action plan with the main stakeholders of the honey sector.

Issue a veterinary certificate if a honey producer complies with FS&H requirements.

How to Comply with Honey Quality and Safety Requirements

The Honey producing process and honey itself must comply with the legal requirements set down on page 7. Honey producing enterprises should carefully study and implement these requirements; It is preferable for honey producing enterprises to consult with the National Food Agency and other specialized vague companies/individuals see P 34-36 of these guidelines.

- Honey must be harvested from healthy bees and disease-free apiaries.
- The color, content, aroma, flavor, sugar content (sum of fructose and glucose+sucrose content,) moisture content, mechanical contaminants, electrical conductivity and acidity, diastase activity and Hydroxymethylfurfural (HMF) content should comply with the requirements set by the Technical Regulations on Honey see www.matsne.gov.ge
- Honey should be processed in the enterprise having introduced hazard analysis and critical control points (HACCP) system.

It is not advised:

- To add food supplements and other food ingredients to honey.
- To remove flower pollen or other components from honey except when necessary to remove foreign inorganic and organic compounds.
- To heat-up and process honey so that its basic characteristics are changed.
- To modify honey's acidity artificially.
- To treat crystallized honey with chemical and biochemical methods.

It is prohibited:

- To use unregistered substances or drugs, or misuse the substances or drugs permitted by the Law of Georgia.
- A beekeeper must not use substances with anabolic effects and prohibited substances according to the Legislation of Georgia: Stilbene, Stilbene derivatives, their salts and esters; Anti-thyroid medicines; Steroids, Resoculic acid Lactones including Zeranol; Beta-agonists; Aristolochia spp. and its derivatives; Chloramphenicol; Chlorpromazine; Colkhitsin; Dapsone; Dimetridazole; Metronidazole; Nitrofurans (including Furazolidone); Ronidazole.
- A beekeeper should only use permitted veterinary drugs i.e. antibiotics, including Sulfonamides, Tetracycline, Thilozine, Streptomycin and Cineole, as well as Carbamates and Pyrethroids in accordance with dosage + use guidelines.

Note: Honey has to be tested to guarantee that it does not contain any substances and environmental pollutants such as: chlorotic compounds including Polychlorinated biphenyls, Phosphorus compounds, chemical elements, Mycotoxin and Radionuclide.

For more detailed information see Annex 1 'Do's and Don'ts of Antibiotic Use', P 37 of these guidelines.

Overview of the Honey Export Process

The following section lists the steps an exporter should follow to get to the export stage.

STEP 1 Registration as a Business Operator

A honey producer must be registered as a food product producer business operator. For this purpose, a honey producer should apply to the National Agency of Public Registry (NAPR) see P 34 of these guidelines.

Registration is free and takes about 1 month.

STEP 2 Recognition as a Business Operator

After registration as a business operator, a honey producer company should get recognition as a business operator.

Being recognized as a business operator means confirming that all business activities are in compliance with the applicable laws of Georgia.

A honey producing company should submit an application to the National Food Agency (NFA) to receive recognition.

An application must include the following information: business operator's registration number, actual/legal address, the type of activity, type of produced/ processed animal food products.

Recognition is carried out according to the NFA inspection's results.

The recognition process as a business operator is free.

Recognition as a business operator is mandatory for a honey producing company, not for a beekeeper.

STEP 3**Documents Required for Export**

Essential documents for honey export:

Veterinary certificate
Certificate of Origin
Commercial documents
Customs Declaration
Transport Document
Laboratory analysis report (if importer requests)

Note:

A package of documents required for export depends on the requirements of the product-receiving country or the union of countries and the laws/regulations of Georgia. Definitions of various documents, export procedures and documentation packages required by different countries are listed in the sections of the present guidelines see P 14-18 of these guidelines.

STEP 4**Transportation of Export product**

Conditions for transporting the exported cargo and factors to be considered are given in the Annex 2 of the present guidelines see P 38

Export Documentation in Detail

Veterinary Certificate

What is a veterinary certificate?

- A veterinary certificate confirms that the product has been inspected and satisfies regulations pertaining to the import country.

Who issues a veterinary certificate?

- A veterinary certificate is issued by the National Food Agency.

What are the terms and fees for issuing a veterinary certificate?

- A business operator should apply to the National Food Agency in order to obtain a veterinary certificate (Tbilisi or regional department). The fee for a veterinary certificate is 50 GEL within 5 business days; 100 GEL-within 1 business day and 200 GEL- on weekends or holidays.

Process of Receiving a Veterinary Certificate

Stage 1: Submitting an Application

- A veterinary certificate can be obtained by a honey enterprise that has an efficient system of records (HACCP) and follows traceability principles. An exporter company should apply to the National Food Agency so the agency assigns an authorized person who will attend the process of taking honey samples.
- The application can be submitted to the agency in either written or electronic form (www.nfa.gov.ge).

Stage 2: Taking Honey Samples

- In agreement with the National Food Agency (NFA), a representative of the NFA or the honey factory takes a honey sample and seals the product batch.

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- A special number is given to the sample.
 - A representative of the Agency fills in and issues a special act, or a representative of the honey factory makes a corresponding record.

Stage 3: Laboratory Analyses

The exporter clarifies with the importer the parameters on which laboratory testing should be conducted (what requirements does the importing country have in terms of honey and what are additional requirements of the importer company), it is also recommended that the exporter undergoes consultations with the National Food Agency as well see section 2 – Stakeholders Responsibilities in Honey Quality and Safety, P 8-9

Stage 4: Sending Samples to the laboratory

- The volume of honey sent to a foreign laboratory for testing should be 0.3 - 0.5 liters; The samples should be sent in a special plastic vessel.
- It is recommended to use a private courier service to send samples to international laboratories.
- Samples should be accompanied by an invoice and a packing list.
- It is preferable to have a recommendation letter by the National Food Agency to avoid delays in custom procedures.
- Laboratory results are issued within 1 week after receipt of samples.

Stage 5: Issuing a Vet Certificate

- If the laboratory test results are positive, a vet certificate will be issued when the product transportation time and place are known.
- A laboratory report translated into Georgian and certified by a notary should be submitted to the National Food Agency.
- The exporter company submits an application to the National Food Agency including the following information: description of cargo, quantity, package, origin, destination country, border crossing point, receiver's name and address, loading time and transportation terms.

Certificate of Origin

What is a certificate of origin?

- A certificate of origin is a document declaring in which country a product was manufactured, it describes the product and states that the product's origin is Georgia. It is one of the essential documents required for all export.

Who issues a certificate of origin?

- A certificate of origin is issued by the Revenue Service of Georgia, as well as the Georgian Chamber of Commerce and Industry.

Types of Certificate of Origin

Certificates of origin can be:

- Non-preferential – this type of certificate basically certifies the country of origin of the product without allowing it to be entitled to preferential tariffs under preferential trade regimes
- Preferential - this type of certificate is used to apply for preferential tariff (reduced or zero rate) for products offered under Free Trade Agreements between export and import countries.

Information Required for obtaining a Certificate of Origin

The exporter should provide the following information to the Revenue Service or Georgian Chamber of Commerce and Industry in order to obtain a certificate of origin:

- Exporter company details (name, identification number, address, contact information).
- Importer company details (name, identification number, address, contact information).

- Country of origin.
- Invoice.
- Cargo description.
- Volume of cargo.
- Weight of cargo (net and gross).

What are the terms and fees for issuing a certificate of origin?

- The business operator should submit a commercial invoice issued to the importer to the Revenue Service or Georgian Chamber of Commerce and Industry based on the information provided in the commercial invoice a certificate of origin will be issued. The Revenue Service issues a certificate within 3 days of receiving an application and it is free-of-charge. The Georgian Chamber of Commerce and Industry issues a certificate within 1 day from receiving application and it costs 100 GEL.

5 types of certificates of origin are issued while transporting goods from customs territory of Georgia:

- Product origin certificate without preferences (non-preferential)
- Product origin certificate with preferences (preferential) Form # A – for products exported to Japan, Canada and the USA.
- Preferential origin certificate CT-1 - for products exported to CIS countries.
- Preferential origin certificate EUR 1 – for products exported to EU, Turkey and member countries of EFTA.
- A certificate of origin agreed under free trade agreement between the Government of Georgian and People's Republic of China.

Commercial Documents

Export production should be accompanied by commercial documents such as an invoice, a packing list, a product purchase agreement (not mandatory) or other document- defining payment terms between parties.

Other documents that are mandatory for export will be issued based on the invoice.

Who is responsible for making commercial documents?

- Commercial documents are made by the exporter in agreement with the importer. They should include the following information: detailed information about the exporter and importer companies (name, identification number, address, contact information), shipping terms, cargo description, weight (net and gross) and value of cargo, country of origin, signature and stamp of the director of exporter company, invoice number, contract number (optional).

Transport Document

It is a document used to convey information about cargo that is being transported.

The document varies based on the means of transportation:

- For road freight: CMR or TIR Carnet
- For sea freight: Bill of Lading
- For air freight: Air waybill
- For railway transportation – Railway bill

Who issues the transport documents?

- The transport documents are filled in and issued by the transport company based on the invoice and packing list submitted by the exporter. This document is presented to the Customs Department of the Revenue Service by the exporter.

Customs Declaration

A customs declaration is an official document that lists and gives details of goods that are being exported. It is a document used to place goods under a customs procedure.

Who issues a customs declaration?

- A customs declaration is issued by the customs department of the Revenue Service.

What are the terms and cost of the customs declaration?

- To obtain a customs declaration, a business operator should submit an invoice and transport document to the Revenue Service. The customs declaration is free-of-charge and is issued within two working days.

Some Key advice for Companies Engaging in Honey Export

A country to which honey is being exported should be selected carefully taking into consideration all the legal requirements of the importing countries + Georgian law.

- The legal requirements of the receiving country, different issues given in the present guidelines and other relevant details should be analyzed and thought out to decide whether our product meets all requirements or not.

The export process should be well planned

- Consider do you have an employee in charge of developing the required documents?
- Are you able to ensure delivery of the ordered quantity of honey on-time?
- Do your packing and labeling meet the requirements of the receiving country?
- What planned and unforeseen expenses can occur during export?

The importer/partner should be selected properly

The following questions should be answered:

- **Who is your partner and/or trade network? Distribution company?**
- **Are you going to use brokerage companies?**
- **Is it necessary to create a joint stock company?**
- **Are the export terms and conditions agreed with the importer in an accurate, obvious way and made in a written form (issues given in the guideline, responsibilities of the parties, payment terms...)?**
- **Are the importers/partners well aware of the legal requirements of their country?**
- **Is there a language barrier or local business culture which may impede any business transactions?**

Pay attention to the product packaging

One of the most important factors is product packaging. Importers require 3 types of packages: 1. Glass or plastic jars 2. Plastic buckets (20-35 l.) and/or 3. Metal cylinder tanks (220 l.). These packages are not easily accessible in Georgia. At the same time, it is difficult, expensive and time-consuming to import them in small quantities. Thus, the exporters should find out the information beforehand about vessel producers and importers and be ready to meet all requirements of the honey importer.

Get consultations

Before making a final decision, all issues should be detailed with the stakeholders involved in and supporting the export process (listed in the present guideline), export/import practitioners and consultants.

Overview of Potential Honey Export Destinations Countries and Unions of Countris

The following section lists import requirements of potential destinations for Georgian honey.

European Union

The European Union produces the biggest volume of honey after China – 250 thousand tonnes annually, 60% of which is consumed locally. At the same time the EU is the largest honey importer in the world. In 2018, 207 414 tonnes (498 million Euro) of honey was imported.

The European Union is an economic and political union between 28 EU countries:

Austria, Belgium, Bulgaria, Croatia, Cyprus, Czechia, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxemburg, Malta, Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden and the United Kingdom.

- Exported honey should comply with the Directive of the EU Commission #96/23/EC issued on April 29, 1996
- Before issuing an order, the importer requires from the exporter to send honey samples in order to ensure that the honey complies with EU requirements.

Capital city: Brussels	Currency: Euro
Official language: 24 languages	Phone code: -
Population: 511,805,088	Time zone: +1 +3
Area (sq.m): 4,475,757	
GDP (\$): 21,700,000,000,000	

Customs Duty

Honey exported to the EU from Georgia is exempted from customs duty. However, while negotiating product price with the honey buyer, it is important for the exporter to consider that the EU based honey importer pays VAT (Value Added Tax – 18-22% based on the product's country of origin).

Documents required for export

Veterinary Certificate
Certificate of Origin EUR 1
Commercial documents
Customs Déclaration
Transport Document

It is mandatory that the importer company is registered in TRACES system and notify the EU Border Inspection Point (BIP) in advance about the product to be imported.

The EU is the most stable and largest potential export market for Georgian honey. Currently, imported honey in EU meets only 40% of the demand. EU market requirements are strict, however Georgia has a high potential to fulfill them and enter the market, especially high-value honey niche markets.

The United States of America

The United States is the 4th largest honey producer in the world. It produces about 75,000 tonnes of honey annually, out of which 80% comes from California. The US is also one of the biggest global honey consumers (230,000 tonnes annually).

- Trade relations between Georgia and the USA are regulated by a bilateral trade and investment framework agreement (TIFA).
- Exported honey should comply with the requirements of the United States Standards for Grades of Extracted Honey

In addition to the documents listed below, The USA requires a True Source Certificate, which confirms the naturalness of honey. The certificate is issued by an accredited and authorized company (such companies do not operate in Georgia; thus an exporter should get a recommendation from an importer about such an organization). For obtaining a certificate, an exporter must send an application form and filled in preliminary audit questionnaire to the certifying organization. An audit is conducted at the place of production. After the audit, the enterprise is given recommendations and a reasonable time for undertaking corrective measures. If an exporter meets the requirements set by the certifying agency, it will obtain the certificate. The total cost of the procedure varies from \$1,700 to \$10,000 and depends on the volume of production. The certificate has one-year of validity, after its expiration another audit must be carried out.

Documents required for export

Veterinary Certificate
Certificate of Origin
Commercial documents
Customs Declaration
Transport Document

Capital city: Washington D.C. Currency: USD
Official language: English Phone code: 1
Population: 325,719,178 Time zone: -4... -12, +10, +11
Area (sq.m): 9,833,520
GDP (\$):20,199,000,000,000

The USA generated the highest deficit in the international trade of natural honey. In turn, this negative cash flow confirms America's strong competitive disadvantage for this specific product category but also signals opportunities for Georgia to satisfy the powerful demand from American consumers. Unavailability of True Source Certificate within the country increases the prime cost of the honey for the exporter, however Georgian honey has the potential to enter the market especially with BIO/Organic honey.

Republic of Turkey

Turkey is the 3rd in the world in terms of honey production (115,000 tonnes annually). Turkish honey is of high quality; one of the reasons being that honey is mainly received from the Caucasian Honey Bee. Trade relations between the countries are regulated according to a Free Trade Agreement and DCFTA regulations between Georgia and the Republic of Turkey. Up to 200 tonnes of honey exported from Georgia to Turkey is exempted from taxes. If the volume exceeds 200 tonnes, customs duty of 38.5 % applies to the product. Currently, the majority of Georgian honey ‘exported’ to Turkey is brought in illegally by Turkish intermediaries. Official export has so far been blocked by ‘red tape’.

Documents required for export

Veterinary Certificate
Certificate of Origin EUR1
Commercial documents
Customs Declaration
Transport Document

Capital city: Ankara Currency: Turkish Lira
Official language: Turkish Phone code: 90
Population: 82, 835,090 Time zone: +3
Area (sq.m): 783,356
GDP (\$): 2,132,717,000,000

Although having an opportunity to export up to 200 tonnes of honey under tax exemption, it is still difficult for Georgian honey producers to export honey to Turkey as Turkish honey market is one of the most protected markets in the world. For protecting the market from cheaper honey from other countries, the government increased the local honey market price which has created more incentives for Turkish beekeepers to increase their production. However, due to the growth of population in Turkey, the total consumption of honey grows as well. It is expected that in upcoming years the country will have gap in production and consumption of honey.

Republic of Azerbaijan

Azerbaijan produces about 5 000 tonnes of honey annually. In 2018 Azerbaijan exported 8.3 tonnes of honey, and imported 88 tonnes. Trade relations between Georgia and Azerbaijan are regulated according to a Free Trade Agreement between the Government of Georgia and the Government of the Republic of Azerbaijan.

Documents required for export

Commercial documents
Customs Declaration
Transport Document

Capital city: Baku Currency: Manat
Official language: Azerbaijani Phone code: 994
Population: 9, 867,250 Time zone: +4
Area (sq.m): 86,600
GDP (\$): 166,804,000,000

The mentioned documents are mandatory. Additionally, the importers may require a veterinary certificate and a certificate of origin.

Considering honey consumption volume of Azerbaijan, honey prices at the local market and high demand for Chestnut honey, Georgia has a big potential for its honey export, especially its Chestnut honey. Unfair customs procedures at the Georgia-Azerbaijan border and the protectionism make Georgian honey export to Azerbaijan difficult.

Republic of Armenia

Armenia produces approximately 2,000 tonnes of honey annually. In 2016 it exported 88 tonnes of honey, imported 57 tonnes. Trade relations between these countries are regulated according to a Free Trade Agreement made between the Government of Georgia and the Government of Armenia on the Creation of a Free-Trade Area. Armenia, like Russia is a member of the Eurasian Economic Union. The member countries make joint decisions on the import of products from any non-member country to Armenia.

Documents required for export

Veterinary Certificate,
CT-1 Certificate of Origin
Commercial documents
Customs Declaration
Transport Document

Capital city: Yerevan	Currency: Dram
Official language: Armenian	Phone code: 374
Population: 2, 924,816	Time zone: +4
Area (sq.m): 29,743	
GDP (\$): 27,212,000,000	

Armenia, like Russia is a member of the Eurasian Economic Union and therefore, as already mentioned the members make joint decision on the import of products, sometimes these decisions are unfair and they create artificial barriers or use political conditions for hampering the import of products to the country. Armenian producers have an experience of exporting honey to different countries, including the EU. Therefore, Georgian exporters can establish partnership with them and export Georgian honey to different countries together with Armenian honey.

Russian Federation

Russia produces approximately 70,000 tonnes of honey annually. In 2018 it exported 1,963 tonnes of honey, and imported 135 tonnes. Trade relations between Georgia and Russia are regulated according to a Free Trade Agreement made between the Government of Georgia and the Government of the Russian Federation on the Creation of a Free-Trade Area.

It is worth mentioning that Russia is a member of the Eurasian Economic Union (Russia, Armenia, Belarus, Kazakhstan and Kyrgyzstan). The member countries make joint decisions on the import of products from any non-member country to Russia.

Documents required for export

Veterinary Certificate
CT-1 Certificate of Origin
Commercial documents
Customs Declaration
Transport Document

Capital city: Moscow Currency: Russian Ruble
Official language: Russian Phone code: 7
Population: 144, 526,636 Time zone: +2... +12
Area (sq.m): 17,075,200
GDP (\$): 4,152,000,000,000

Russia is one of the honey exporters in the world and imports only small volume of honey. In addition, unstable tense political relations with the country poses barriers to export of Georgian products to Russia. However, Russian consumers are loyal to Georgian products and Georgian honey has high potential if targeted marketing is in place.



Persian Gulf Countries

The Persian Gulf states unite Oman, United Arab Emirates, Saudi Arabia, Qatar, Bahrain, Kuwait, Iraq and Iran. Among them Oman, United Arab Emirates, Saudi Arabia, Qatar, Bahrain and Kuwait are members of the Cooperation Council for the Arab States of the Gulf. In 2017, Georgia exported 1,195 kg (53% of the total volume of exported honey) to the Persian Gulf countries. The total value of exported honey was \$ 7,795 (average price 6.52 \$/kg).

Documents required for export:

Commercial documents	Capital city:Riyadh (S.A.)	Currency: 6 currencies
Customs Declaration	Official language: Arabic	Phone code: -
Transport Document	Population: 55, 891,844	Time zone: +3 +4
	Area (sq.m): 2,673,108	
	GDP (\$): 3,676,000,000,000	

The mentioned documents are mandatory. Additionally, the importer may require a veterinary certificate/hygiene certificate and/or a certificate of origin. The export has to agree with the importer on the required export documents.

Honey is the fastest and largest growing import products in Gulf countries. Out of different types of Georgian honey, Chestnut and Acacia honey are highly demanded in all Gulf countries. Honey export requirements are the same as the EU, therefore Georgia has a high potential to fulfill them. It is important to consider that importers must obtain an annual import license from the Ministry of Commerce and Industry, therefore Georgian honey producers have to establish a trustworthy partnership with local importers.

Japan

Japan is the third most important honey import markets in the world. Japanese self-sufficiency ratio of honey is 7% only. In 2018, at around 50 thousand tonnes of honey (worth of 145.4 million USD) was imported by Japan . The biggest volume of honey is imported from China it has similar floral origin to Japanese light-colored (5~25mm) honey, like Acacia, Milkvetch, and Rapeseed and also, Chinese honey price is more competitive. Nevertheless, Japan has been increasing its honey imports from Argentina, Canada, and Hungary mainly for direct table consumption.

Documents required for export

Veterinary Certificate
Certificate of Origin
Commercial documents
Customs Declaration
Transport Document
Import Permit

Capital city: Tokyo	Currency: Yen
Official language: Japanese	Phone code:81
Population: 126,317,000	Time zone:+9
Area (sq.m): 377,973	
GDP (\$): 5,594,452,000,000,000	

Customs Duty

Natural honey is considered as ‘health food’ and is therefore subject to the “Food Sanitation Law” when imported and sold on the Japanese market. According to Japan Customs, a duty of 25.5% is applicable for natural honey imported from a WTO member (including Georgia), while honey from LDCs¹ enters Japan without being levied with a tariff.

Any person wishing to import goods must declare them to the Director-General of Customs and obtain an import permit after necessary examination of the goods concerned. The formalities start with the lodging of an import declaration and end with issuance of an import permit after the necessary examination and payment of Customs duty and excise tax.

¹ The Least Developed Countries (LDCs) is a list of developing countries that, according to the United Nations, exhibit the lowest indicators of socioeconomic development, with the lowest Human Development Index ratings of all countries in the world.



In Japan, consumer's behavior and attitudes towards the quality of the product and at the same time organic origin have been significantly increased over the last years. This, together with Japanese self-sufficiency ratio provides a great potential for exporting Georgian honey. Georgia can offer high quality Acacia honey to Japanese market, for which obtaining an import permit for Georgian honey producers is of high importance and can be done through establishing trustworthy partnership with Japanese importers.

Peoples Republic of China

China is the largest honey producer in the world. Its annual production is 650,000 tonnes, out of which, 200,000 tonnes of honey are exported. The import of honey is significantly small in China (only 7,000 tonnes).

Trade relations between Georgia and China are regulated according to a Free Trade Agreement concluded in 2017 between the Government of Georgia and the Government of the People's Republic of China. According to this agreement, customs duty on products exported to China are abolished.

Documents required for export

Veterinary Certificate
Certificate of Origin
Commercial documents
Customs Declaration
Transport Document

Capital city: Beijing Currency: Yuan
Official language: Mandarin Phone code: 86
Population: 1, 403,500,365 Time zone: +8
Area (sq.m): 9,596,961
GDP (\$): 23,122,000,000,000

Honey prices in Chinese market are much cheaper than Georgian producers offer, however Georgia have a competitive advantage in terms of product quality, thus it can market its honey for a specific high-value target groups.

Stakeholders Engaged in and Supporting the Export Process

National Food Agency

National Food Agency issues veterinary certificates
The Agency can provide a list of parameters on which laboratory analyses should be conducted
The Agency can provide consultation about the laboratories conducting the honey testing
You will receive information regarding the technical regulations and other legislative requirements from the agency
Address of the head office: Tbilisi, Marshal Gelovani Avenue, #6
Hot line: + 995 (32) 2 91 91 68
See contact details of the regional offices on the National Food Agency web page: www.nfa.gov.ge

National Agency of Public Registry

Registration of a honey producer as a business operator is carried out by the National Agency of the Public Registry
Address of the head office: Tbilisi, Sanapiro Street, # 2
Hot line: + 995 (32) 2 405 405
See contact details of the regional offices on the agency web page: www.napr.gov.ge

Revenue Service

Revenue Service of Georgia issues certificates of origin and customs declarations

Address of the head office: Tbilisi, Gulua Street, #4

Hot line: + 995 (32) 2 26 22 21

See contact details of the regional service-centers and customs checkpoints on the agency web page: www.rs.ge

Laboratory of the Ministry of Agriculture

This is the state organization that conducts honey laboratory analyses

Address: Tbilisi, Vaso Godziashvili Street, #49

Hot line: + 995 (32) 2 53 09 68;

Web page: www.lma.gov.ge

Agency “Produce in Georgia”

Agency supports and promotes the export of Georgian products

Address: Tbilisi, Marjanishvili Street, # 5/6

Hot line: 1525

Web page : www.enterprisegeorgia.gov.ge

Agricultural and Rural Development Agency

Agency carries out programs that support and encourage agriculture, including honey production

Address of the Agency: Tbilisi, Akhmeteli Street, #10^a

Hot line: 1501 / + 995 (32) 2 47 01 01

Web page: www.arda.gov.ge

Business institute of Georgia

This is a non-profit organization that can provide consultations to any stakeholders interested in honey export.

Address: Tbilisi, Shartava street, #34

Mobile: +995 555 95 99 00

Web page: www.business.org.ge

Laboratories

Contact information and the list of services of the accredited state and private laboratories operating in Georgia can be found on the web page of Georgian Accreditation Center: www.gac.gov.ge

Annexe 1: Do's and Don'ts of Antibiotic Use

Do's and Don'ts Antibiotic Use Infographics

Don'ts

Do not buy or use vet drugs containing the following prohibited antibiotic: *Artemisinin* and propolis thereof, Chloramphenicol, Chlorhexidine, Chlorine, Dapsone, Metronidazole, Nitroimidazole, Oxidazole, Nitrofurantoin (and form of these).

Vet drugs containing substances with established monitoring residue limits such as Tetracyclines, Streptomycin, & Sulphonamides can be used only in case of urgency and by carefully following the instructions at the risk of honey contamination in high open use.

Do not use antibiotics for preventive/prophylactic treatment in apiculture.

Do not use antibiotics for the prevention and treatment of Nosema disease.

Do not use antibiotics for the treatment of severe forms of infectious diseases such as American and European Foulbrood which require quarantine. It is strongly recommended to leave the infected bee colony alive to avoid spreading the disease to other bee colonies in your and nearby apiaries. Also, disinfect the tools/equipment used in the infected beehive.

The stramine is allowed only in the case of a solid form of American/European Foulbrood and based on the recommendation of a veterinarian. Be careful the bee colony on reserved frames for a few days, use only regular oral antibiotics, strictly follow doses and dosing period. It is not recommended to sell honey from a treated bee colony.

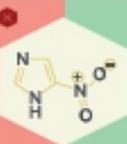
Do not buy antibiotics in ordinary/human pharmacies and do not use antibiotics made for humans for the treatment of disease in apiculture.

Do not buy unlabeled vet drugs with out information about the conditions and instructions for use (Check the hotline number 1501 of the Ministry of Environment Protection and Agriculture of Georgia if such case is detected).

Do not use vet drugs if you are not sure how to use them e.g. feeding & dosing. Incorrect usage increases the risk of harming bee colonies. Do not carry out any apiculture treatment without professional advice or consultation.

Do not use/exchange/sell the beeswax from the hive where antibiotics were used for separating wax foundation. The contaminated beeswax contaminates other beeswax when mixed and contaminates human honey.

Do not consume/sell honey from the hive where antibiotics were used as it is harmful for human health.



Do's

For preventive treatment of bee colonies, use vet drugs approved by the Georgian Beekeepers Union.

Avoid using antibiotics in the hive or office.

For the use prevention do the following:

- Place the apillery in a dry and sunny place
- Maintain sanitary hygiene rooms
- Feed the colonies with proper food
- Carefully remove damaged frame larvae and dead bees to disposal

Conduct preventive treatment of bee colonies against invasive diseases (Nosema, Acarapilosis) just time in order to avoid the risk of spreading of bee colonies and thus preventing the spread of infectious diseases. See also an and Europe on Foodbrood.

For prevention and treatment of Nosema, use vet drugs approved by the Georgian Beekeepers Union.

Purchase vet drugs in veterinary pharmacies with the consultation of a trained vet pharmacist, vet or a representative of Infection-control situation centers.

Buy vet drugs with a proper labeling i.e. with information on conditions and instructions for use.

Carefully follow the instructions given on the vet drug label to ensure effectiveness and avoid side effects.

Get professional advice from vets, representatives of infection-control situation centers or beekeeping associations about the treatment of apiculture.

If you have already used the above-mentioned antibiotics, change the beeswax foundation in your apillery as there is a high probability that your beeswax contains lead with antibiotics, which can be easily transferred to honey. Following disposal, you can use and sell honey from the next harvest.



GEORGIAN BEEKEEPERS UNION

Annex 2: Transportation Information

Factors to be Considered During Transportation of the Product to be Exported

When exporting a small quantity of honey, it is recommended to use air transport.
To decrease transportation expenses when sending large batches of honey, it is recommended to use sea transport.
In the case of exporting honey to neighboring countries, it is recommended to use road transport considering cargo delivery terms and tariffs.

Transportation Prices

	Gulf Countries	Europe	Bordering Countries
Sea transport (20” containers – 18 - 20 t.)	\$ 1 050-1 500	\$ 1 200-1 400	-
Air transport (100 kg and more)	3 \$/kg	3,3 \$/kg	-
Air transport (1-14 kg / honey samples)	62 \$/kg	68 \$/kg	-
Express delivery (4 kg / honey samples)	\$ 195	\$ 185	-
Road transport (whole vehicle 20 t.)	-	-	\$ 2 000

Annex 3: Samples of Export Documentation

Certificate of Origin

1. ექსპორტიორი, სახელი, მისამართი და ქვეყანა:		სერტიფიკატი No.:				
2. მწარმოებელი, სახელი, მისამართი და ქვეყანა:		წარმოშობის სერტიფიკატი				
3. იმპორტიორი, სახელი, მისამართი და ქვეყანა:		ოფიციალური მოხმარებისთვის:				
4. ტრანსპორტირების მარშრუტი (თუ არის ცნობილი) გამგზავრების თარიღი: გემი/ფრენა/მატარებელი/ავტო No.: გამგზავრების პორტი: დანიშნულების პორტი:		5. შენიშვნები:				
6. ნივთის ნომერი	7. ნიშნები და ნომრები შეფუთვაზე	8. შეფუთვის რაოდენობა და სახეობა, პროდუქციის აღწერა	9. HS კოდი (6-digit code)	10. წარმოშობის კრიტერიუმი	11. წონა (ბრუტო) (კგ) ან სხვა ერთეული (ლიტრი, მმ., სხვა.)	12. ინვოისის ნომერი და თარიღი
13. ექსპორტიორის ან მწარმოებლის დეკლარაცია. ხელმოწერი ადასტურებს, რომ ზემოთ მოყვანილი ინფორმაცია არის სწორი და პროდუქცია წარმოებულია _____ (საქართველო) აკმაყოფილებს წარმოშობის მოთხოვნებს შემდგომ ქვეყანაში იმპორტის მიზნებისთვის			14. სერტიფიცირება განხორციელებული კონტროლის შედეგების თანახმად ვადასტურებ, რომ წარმოდგენილი ინფორმაცია არის ზუსტი და პროდუქცია აკმაყოფილებს საქართველო წინეთის შორის თავისუფალი ვაჭრობის შეთანხმებით გათვალისწინებულ წარმოშობის მოთხოვნებს			

Annex 3: Samples of Export Documentation

Non-Preferential Certificate of Origin

1. Goods consigned from (Exporter's business name, address, country)		2. Reference No <p style="text-align: center;">CERTIFICATE OF ORIGIN</p> <p style="text-align: center;">Issued in ----- GEORGIA ----- (country)</p>	
3. Goods consigned to (consignee's name, address)			
4. Means of transport and route (as far as known)			
Item number	5. Marks and numbers of packages. Number and kind of packages; description of goods	6. Gross weight or other quantity	7. Number and date of invoices
8. Additional information for official use		Declaration by the exporter The undersigned hereby declares that the above details and statements are correct; that all the goods were produced in ----- (country) ----- (imprinting country)	
Certification It is hereby certified, on the basis of control carried out, that the declaration by the exporter is correct Georgia Revenue Service, 16, Gorgasali Str., Tbilisi 0114 <p style="text-align: right;">M.KAVELASHVILI 13/09/2019</p> Place and date, signatures and stamp of certifying authority		<p style="text-align: right;">13/09/2019</p> Place and date, signatures and stamp of certifying authority	

Annex 3: Samples of Export Documentation

Certificate of Origin Form A

1. Goods consigned from (Exporter's business name, address, country)			Reference No 015297		
			GENERALIZED SYSTEM OF PREFERENCES CERTIFICATE OF ORIGIN		
2. Goods consigned to (Consignee's name, address, country)			(Combined declaration and certificate) FORM A		
			Issued in _____ (country) See notes overleaf		
3. Means of transport and route (as far as known)			4. For official use		
5. Item number	6. Marks and numbers of packages	7. Number and kind of packages, description of goods	8. Origin criterion (see Notes overleaf)	9. Gross weight or other quantity	10. Number and date of invoices
11. Certification			12. Declaration by the exporter		
It is hereby certified, on the basis of control carried out, that the declaration by the exporter is correct.			The undersigned hereby declares that the above details and statements are correct, that all the goods were produced in _____ (country) and that they comply with the origin requirements specified for those goods in the Generalized System of Preferences for goods exported to _____ (importing country).		
Place and date signature of stamp of certifying authority			Place and date signature of authorized signatory		

Annex 3: Samples of Export Documentation

Form EUR 1

MOVEMENT CERTIFICATE		
1. Exporter (Name, full address, country)	EUR.1 No A 036082	
	See notes overleaf before completing this form.	
3. Consignee (Name, full address, country) (Optional)	2. Certificate used in preferential trade between	
	_____ And _____ <small>(Insert appropriate countries, groups of countries or territories)</small>	
6. Transport details (Optional)	4. Country, group of countries or territory in which the products are considered as originating	5. Country, group of countries or territory of destination
	7. Remarks	
8. Item number; Marks and numbers; Number and kind of packages ⁽¹⁾ ; Description of goods	9. Gross mass (kg) or other measure (litres, m ³ , etc.)	10. Invoices (Optional)
11. CUSTOMS ENDORSEMENT <i>Declaration certified</i> Export document ⁽²⁾ Form No OF Customs office Issuing country or territory Stamp Place and date (Signature)	12. DECLARATION BY THE EXPORTER I, the undersigned, declare that the goods described above meet the conditions required for the issue of this certificate. Place and date (Signature)	

⁽¹⁾ If goods are not packed, indicate number of articles or state « in bulk » as appropriate

⁽²⁾ Complete only where the regulations of the exporting country or territory require.

