

Egyptian Supplier Verification Checklist

A structured guide for European fresh-produce buyers sourcing from Egypt. Before price

negotiation and before the first shipment is loaded, verify that your supplier can support your requirements on food safety, traceability, documentation, and shipment execution.

IL MONDO EXPORT

LEAD MAGNET



Why Supplier Verification Comes First

If you are sourcing fresh produce from Egypt for the European market, supplier verification should happen **before** price negotiation and long before the first shipment is loaded. The goal is not just to find a supplier with available product — it is to confirm that the exporter can support your requirements on food safety, traceability, documentation, and shipment execution.

The Risk of Skipping Verification

EU pesticide residue compliance is monitored systematically. Buyers who fail to verify suppliers risk shipment rejections, regulatory non-compliance, and reputational damage at the point of entry.

The Structured Approach

At Il Mondo Export, we recommend using a structured verification process that evaluates the supplier across six key areas. Independent verification of certifications such as GlobalG.A.P. and BRCS should always be part of that process.

- Legal identity and export capability
- Certifications and audit readiness
- Food safety and MRL compliance
- Traceability and documentation
- Packing, quality control, and logistics
- Commercial reliability

How to Use This Checklist

Use this checklist with every new supplier, grower-exporter, or packing partner you evaluate in Egypt. For each line item, mark the appropriate status. A supplier that performs strongly across all sections is usually a better candidate for trial shipments or longer-term programs. A supplier with repeated gaps in compliance, traceability, or documentation should be treated cautiously.

Yes


The supplier provides clear and verifiable evidence for the checkpoint

Partial

The supplier gives incomplete evidence or unclear answers

No

The supplier cannot provide what is requested

 **Scoring:** Score each section from 1 to 5. A total of 32–40 indicates a strong candidate; 24–31 is workable with caution; below 24 signals a high-risk supplier requiring further validation.

Sections 1 & 2: Identity & Certifications

COMPANY IDENTITY

FARM & CERTIFICATION

1. Company & Exporter Identity

- Legal company name matches invoices, certificates, and export documents
- Proof of active export registration and export history
- Real, traceable office and packing-house addresses
- Named sales/export manager and operations contact
- Clear list of export products and European markets served
- Credible buyer or trade references available

Ask: Which products do you export regularly? Which European markets do you serve? Do you own or source through farms and packing facilities?

2. Farm & Certification Verification

- Active GlobalG.A.P. certificate with independently verifiable GGN number
- BRCGS, IFS, or equivalent packing-house certification for target channel
- Supplier can show exactly which sites and farms are covered
- No expired or unclear certificates
- Supplier understands latest audit findings and corrective actions

Ask: Can you provide the GGN numbers for the farms used in my programme? Are packing facilities certified for my destination market?

- ☐ **Verify independently:** Always validate GlobalG.A.P. certificates via the [GGN validation tool](#) and BRCGS certificates via the [BRCGS directory](#).

Section 3: Food Safety & MRL Compliance

EU buyers should verify how the supplier manages pesticide-use records, residue testing, and market-specific compliance. The European Commission defines MRLs as the highest levels of pesticide residues legally tolerated when pesticides are used correctly under Good Agricultural Practice. The EU Pesticides Database allows buyers to check crop-specific limits before approving supply programmes.

| Checkpoint | What to Request | What Good Looks Like | Status |
|--------------------------|---|--|--------------------|
| MRL awareness | Supplier explanation of EU MRL requirements | Clearly understands destination-market residue rules | Yes / Partial / No |
| Residue testing | Recent lab reports for similar crops | Reports are current, clear, and crop-relevant | Yes / Partial / No |
| Laboratory | Name of testing laboratory | Uses accredited or recognised laboratory partners | Yes / Partial / No |
| Spray records | Sample pesticide application records | Detailed, organised, traceable by farm/block/date | Yes / Partial / No |
| Market-specific planning | How supplier adjusts for EU requirements | Plans production according to destination market | Yes / Partial / No |
| Pre-shipment controls | Release procedure before shipment | Clear internal approval before loading | Yes / Partial / No |

Key question: How do you ensure the crop meets EU residue requirements? Which laboratory do you use? How do you manage crops where EU rules have recently changed? Use the [EU Pesticides Database](#) to review crop-specific limits independently.

Section 4: Traceability & Documentation

Traceability is central to export credibility. Buyers should be able to understand how a shipment is linked back to the farm, harvest date, packing line, and export documents. The FAO emphasises the importance of transparency and traceability across Egypt's horticultural supply chain for export readiness.

Farm-to-Pack Traceability

Product can be traced by farm, block, date, and batch via a sample traceability sheet

Batch Coding

Label or carton coding system is consistent and understandable

Shipment Documentation

Supplier provides clear invoice, packing list, and phytosanitary sample documents

Lot Separation

Supplier can prevent mixing of unrelated lots and explains how segregation works

Non-Conformity Process

Documented escalation and segregation process if product fails spec or test

Questions to Ask

- Can you trace a shipped carton back to the production site?
- How do you separate export lots from non-export lots?
- What happens if a test result or quality check is not acceptable?

A supplier with vague answers on traceability is a significant risk. Documentation must be organised, consistent, and verifiable — not retrospective.

Section 5: Packing, Quality Control & Specifications



Product Specifications

Clear specification sheet by crop covering size, colour, class, packaging, and tolerance. Supplier should explain standards without ambiguity.



Quality Inspection

Defined QC checklist or inspection report before loading. Grading and defect control processes should be documented and consistently applied.



Packing Standards

Photos or videos of the packing process showing organised handling, grading, and packing procedures. Private-label capability where required.



Temperature Handling

Pre-cooling and temperature management process understood and applied. Supplier must demonstrate category-specific cold-chain handling before shipment.

- Ask:** Can you pack to buyer specification or retailer programme standards? How do you handle grading and defect control? What temperature controls are used before shipment?

Sections 6 & 7: Logistics & Commercial Reliability

LOGISTICS READINESS

COMMERCIAL RELIABILITY

6. Logistics & Shipment Readiness

- Main export port used and rationale for programme fit
- Realistic shipping route and transit timeline
- Reefer handling and cold-chain set-point process
- Complete export document checklist for EU buyers
- Clear Incoterm explanation (FOB, CIF, or other)
- Communication and contingency process for delays

Ask: Which port will you load from? What is your normal transit pattern to my destination? How do you handle reefer issues?

7. Commercial Reliability

- Sample quotation with clear product terms, packing, volume, and trade terms
- Honest, achievable supply volumes — no exaggerated claims
- Consistent, professional communication speed and clarity
- Willingness to start with a controlled trial shipment
- Clear corrective action approach for issues or claims
- Understanding of whether spot, planned, or contract model fits best

Ask: Can you support a trial shipment before larger volumes? How do you handle claims or quality disagreements?

Section 8: Site Visits & Red Flags


Where possible, serious buyers should visit farms or packing facilities before scaling a programme. Seeing real operations often reveals more than certificates alone.

What to Observe on Site

- Crop health, hygiene, and field organisation
- Logical workflow and hygiene in packing-house areas
- Willingness to show operational records
- Staff competence across agronomy, QA, and export
- Comfort with buyer questions — not evasive or defensive

Red Flags to Watch For

- Expired or unverifiable certificates
- Unclear ownership of farms or facilities
- Weak understanding of EU MRL requirements
- Missing or vague lab documentation
- Unclear answers on traceability
- Unrealistic pricing with no operational explanation
- Overpromising on volume or seasonality
- Reluctance to support a trial shipment or site visit

 A strong supplier does not need to sound impressive. They need to sound **clear, organised, and verifiable.**

Supplier Scorecard & Next Steps

Score each section from 1 to 5. Add the scores to determine overall supplier suitability before committing to trial shipments or longer-term programmes.

| Section | Score (1-5) |
|---|-------------|
| Company identity and export history | — |
| Certifications and farm verification | — |
| MRL compliance and food safety controls | — |
| Traceability and documentation | — |
| Packing and product specifications | — |
| Logistics and shipment readiness | — |
| Commercial reliability | — |
| Site transparency and buyer confidence | — |

32–40 Points

Strong candidate — suitable for trial shipments and programme development

24–31 Points

Workable with caution — proceed with a controlled trial and close monitoring

Below 24 Points

High-risk supplier — further validation required before any commitment

Need help evaluating Egyptian suppliers? Il Mondo Export works with international buyers who want stronger visibility on compliance, traceability, and structured sourcing from Egypt. Our team supports buyers through every stage of supplier verification and programme development.

[Contact Il Mondo Export](#)

[Explore Our Services](#)