

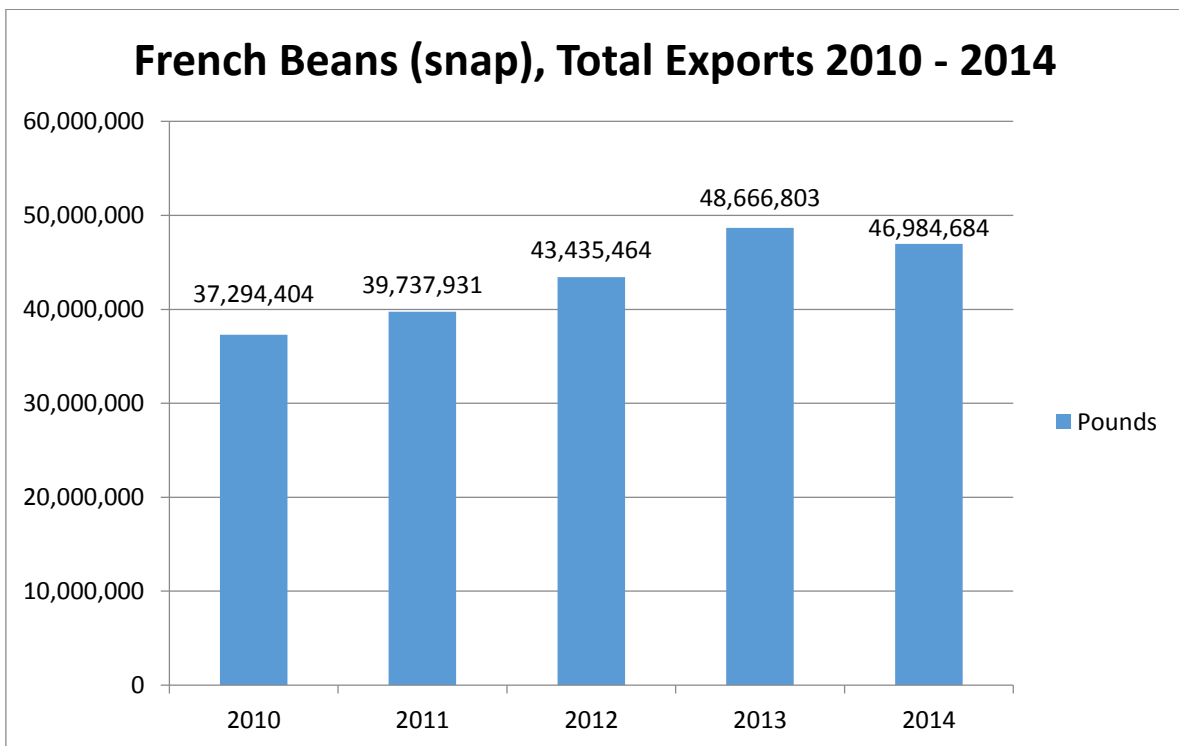
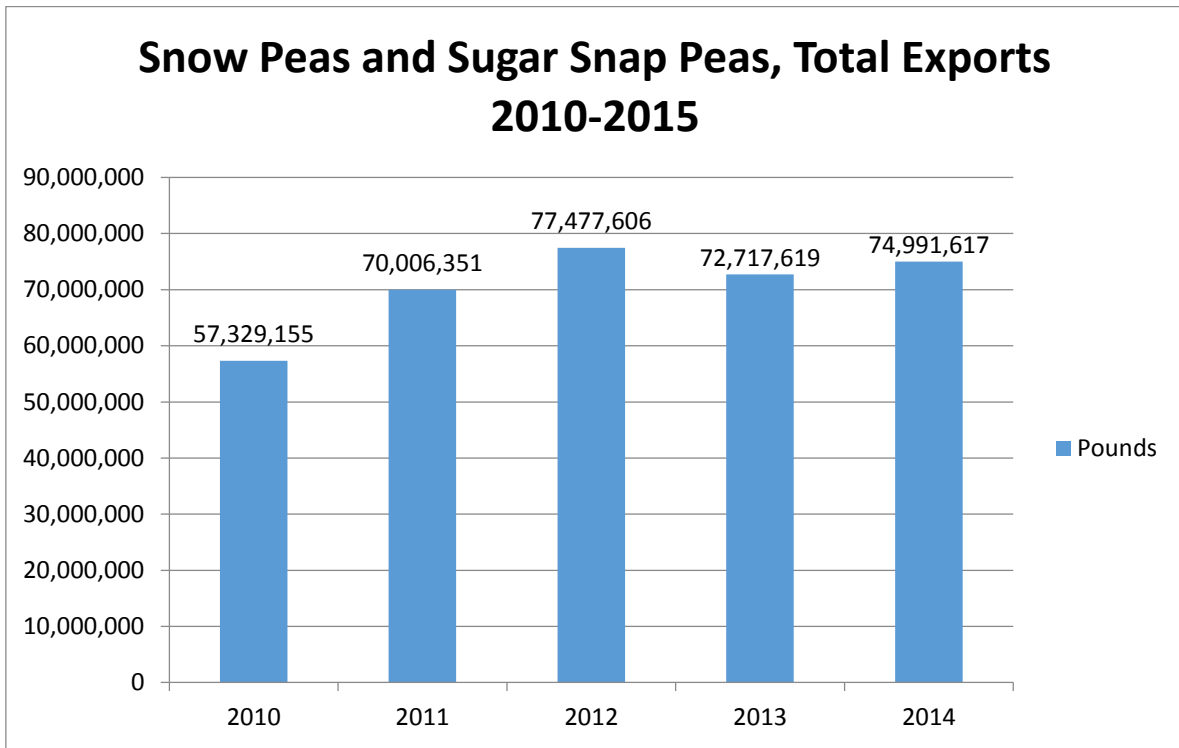
Guatemalan Snow Pea and Vegetables Committee
MBA Market Entry Studies – TFO CANADA

General Information

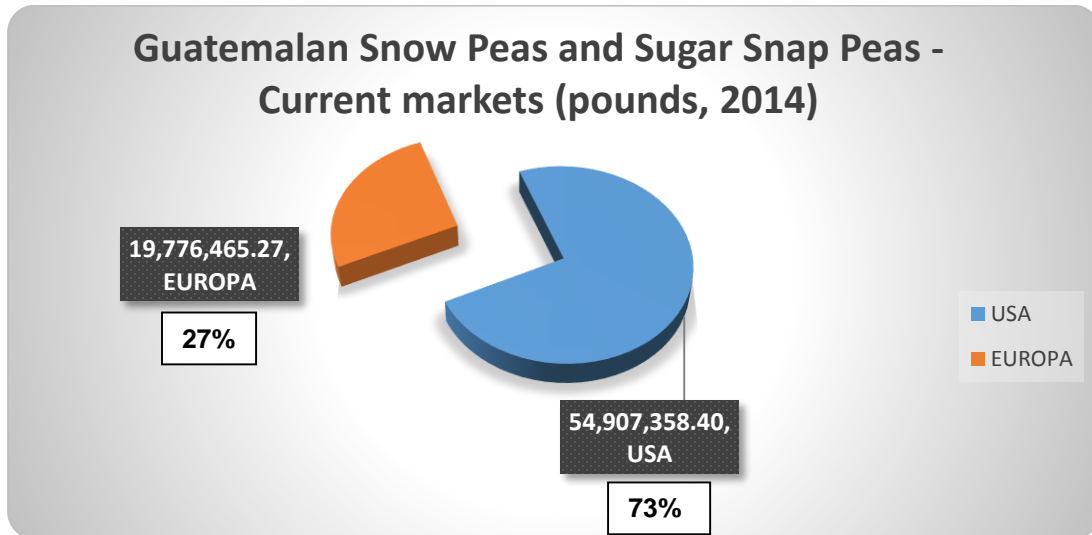


**SNOW PEA & VEGETABLES
COMMITTEE**  **AGEXPORT**

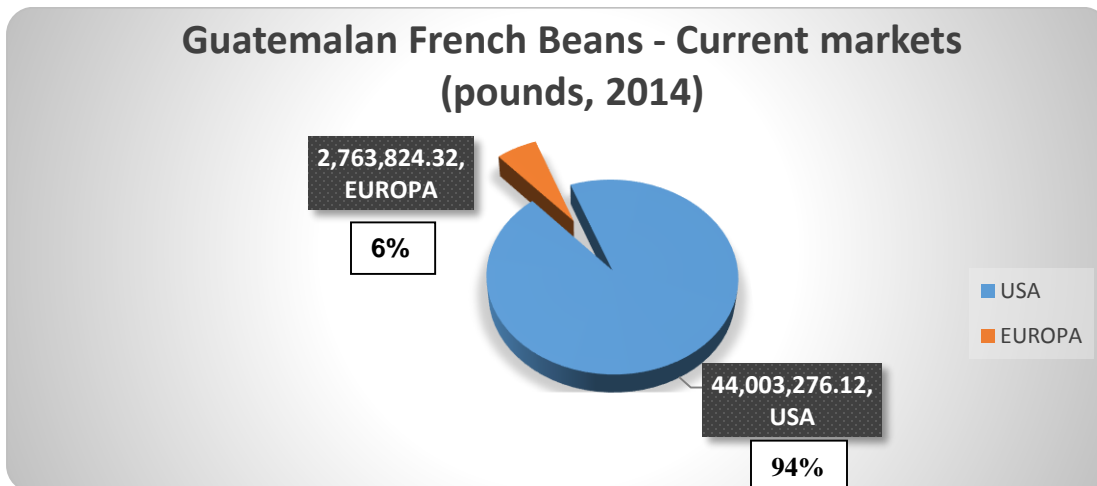
I. Guatemalan Snow Peas, Sugar Snap Peas and French Beans total exports, years 2010-2014.



- a. Guatemalan Snow Peas and Sugar Snap – Current markets destination.



- b. Guatemalan French Beans (snap) – Current markets destination.



II. Snow Peas, Sugar Snap Peas and French Beans Industry

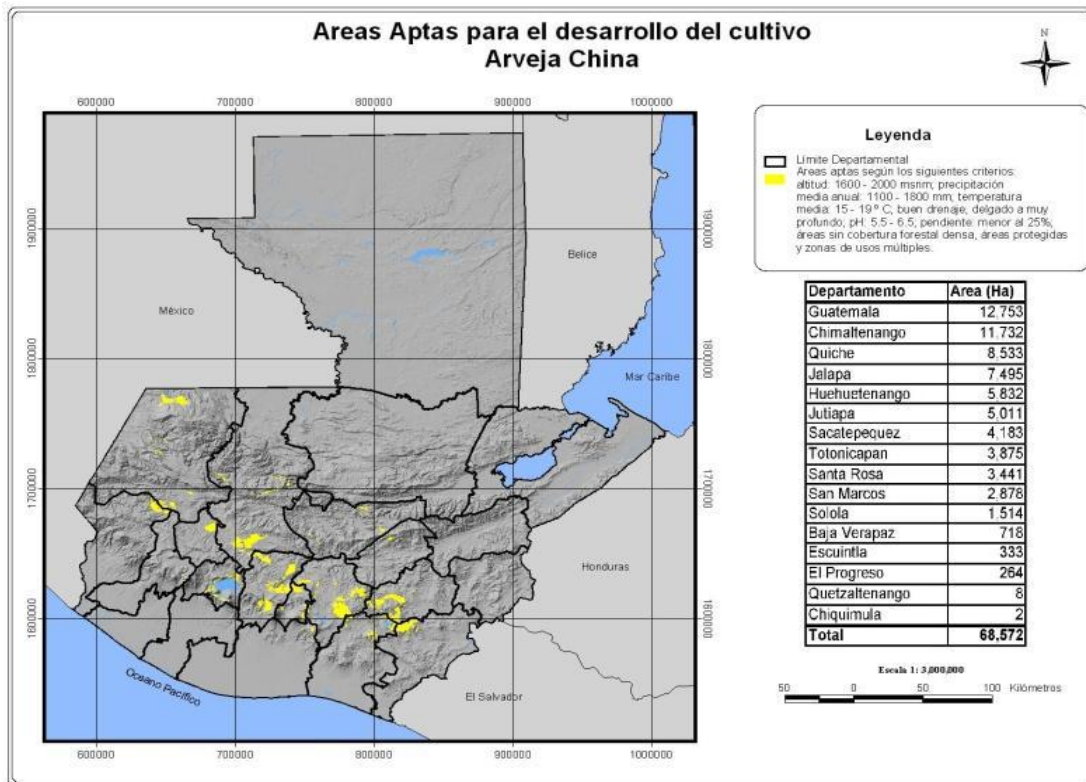
The Snow Pea and Vegetables Committee is composed of exporters of Snow Peas, Sugar Snap Peas and French Beans from Guatemala and of 45,000 small farmers producing in the regions of the central highlands, western highlands, north east and east of Guatemala. These small farmers are distributed in more than 200 rural communities involved in the cultivation of the mentioned crops generating employment and economic development for men, women and their families.

a. Number of Exporting Companies:

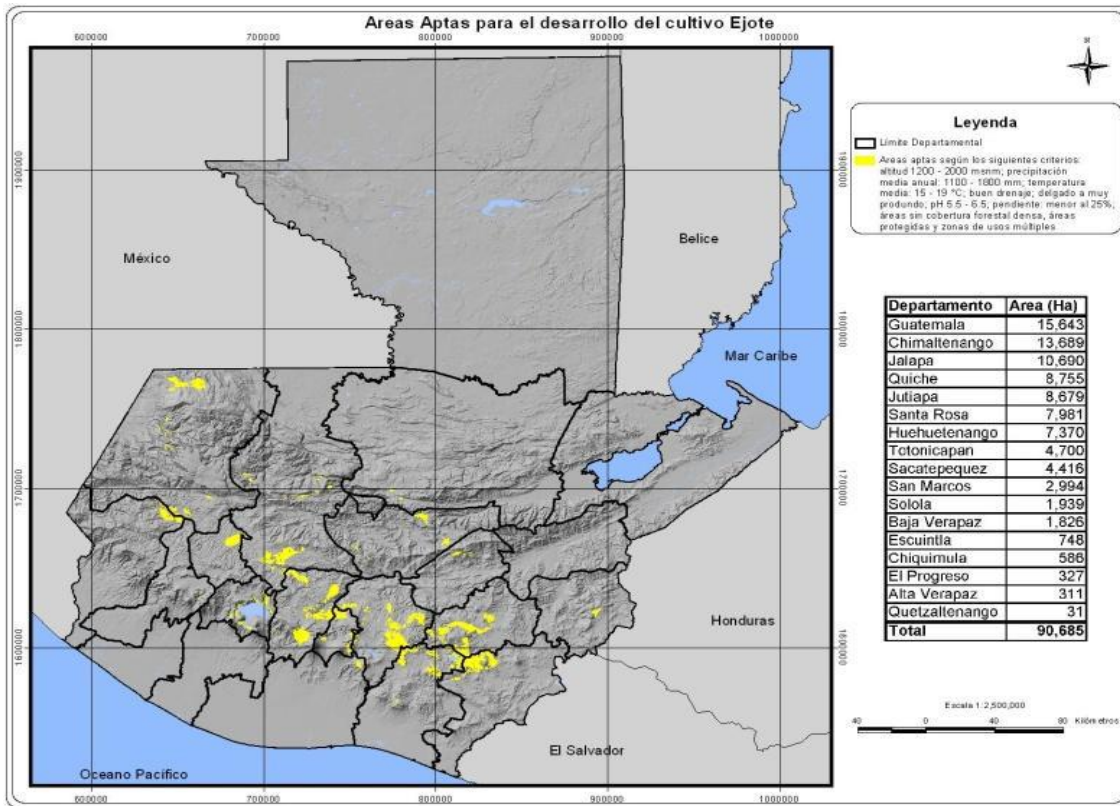
25 companies dedicated to the export of fresh and frozen vegetables.

With more than 30 years of experience growing and exporting Snow Peas, Sugar Snap Peas and recently French Beans, the Guatemalan Industry managed to provide the quality, standards, and volumes that the international market requires.

b. Snow Pea and Sugar Snap Pea growing areas:



c. French Beans growing areas:



III. Production and Export Capacity

Guatemala can provide product of the best quality all year round. Our privileged location and different microclimates and our different altitudes, allows the industry to offer product with the best quality standards to the North American and European markets.

Product	Production Capacity	Export Capacity to the Canadian Market
Snow Peas	52,500,000 pounds	10,000,000 pounds
Sugar Snap Peas	22,500,000 pounds	5,000,000 pounds
French Beans	47,000,000 pounds	8,000,000 pounds

IV. Technical Specs



GUATEMALA

Technical Specifications

Snow Peas

SPECS. No. 00001

REVISION No. 1

Effective Date: Dic. 2015

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PRODUCT DESCRIPTION

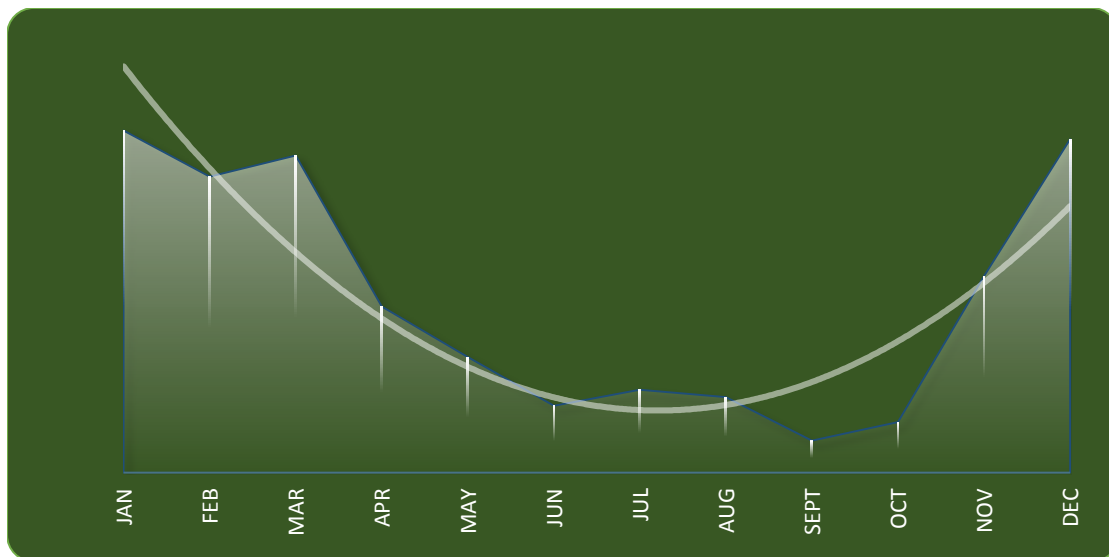
It's common name is Snow Peas, and its scientific name is *Pisum sativum* L.

Consist in Green edible pods, fresh or frozen, with an appropriate degree of maturity according to the variety.



PRODUCTION AVAILABILITY

SEASONALITY



SPECIFICATIONS**CATEGORY I**

GENERAL	<ul style="list-style-type: none"> • The development and condition of the Snow Peas pods must be such as to enable them: <ul style="list-style-type: none"> - To withstand transport and handling; and - Arrive in satisfactory condition at the place of destination. • Whole pods without calyx. • Clean, well-formed, fresh, tender, not wrinkled, good color according to the variety, good smell and taste. • Free from pests and damage caused by them affecting the general appearance of the product. • Free from damage caused by low and / or high temperatures. • The contents of each package must be uniform and contain only pods of the same origin, quality, and variety. • Containers / Packaging shall meet the quality, hygiene, ventilation and resistance characteristics to ensure suitable handling, transport and proper maintenance of the pods.
SIZE	<ul style="list-style-type: none"> • Unless otherwise specified pods should not be less than 2-1/2 inches long.
MATURITY	<ul style="list-style-type: none"> • Snow Peas should be harvested when they reach an appropriate degree of maturity according to the variety.
COLOR	<ul style="list-style-type: none"> • Snow Peas should be of good color according to the variety.
PACKING PRESENTATIONS	<ul style="list-style-type: none"> • 5-10 Pound Boxes and/or Special Pre-packed bags and trays (Shelf Packs) of different weight presentations.

STORAGE CONDITIONS

Handling and Storage	Reefer or Frozen
Frozen Temperature	-10 °F
Reefer Temperature	34-36 °F

PACKING SPECIFICATIONS

Bulk	Special Prepacks of different weight presentations
5-10 pound boxes	Micro perforated bags (controlled atmosphere packaging)
	Shelf Packs (trays with micro perforated film cover)



GUATEMALA

Technical Specifications

Sugar Snap Peas

SPECS. No. 00001

REVISION No. 1

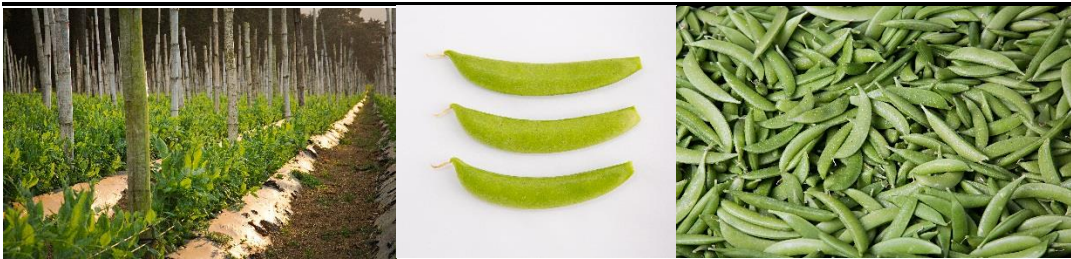
Effective Date: Dic. 2015

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PRODUCT DESCRIPTION

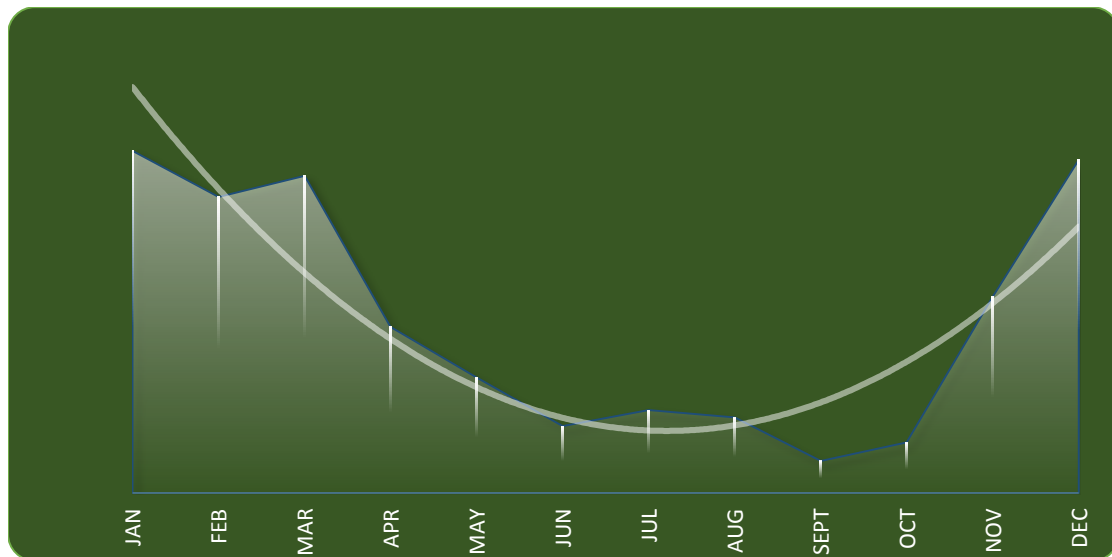
It's common name is Sugar Snap Peas, and its scientific name is *Pisum sativum* L.

Consist in Green edible pods, fresh or frozen, with an appropriate degree of maturity according to the variety.



PRODUCTION AVAILABILITY

SEASONALITY



SPECIFICATIONS	CATEGORY I
GENERAL	<ul style="list-style-type: none"> • The development and condition of the Sugar Snap Peas pods must be such as to enable them: <ul style="list-style-type: none"> - To withstand transport and handling; and - Arrive in satisfactory condition at the place of destination. • Whole pods without calyx. • Clean, well-formed, fresh, tender, not wrinkled, good color according to the variety, good smell and taste. • Free from pests and damage caused by them affecting the general appearance of the product. • Free from damage caused by low and / or high temperatures. • The contents of each package must be uniform and contain only pods of the same origin, quality, and variety. • Containers / Packaging shall meet the quality, hygiene, ventilation and resistance characteristics to ensure suitable handling, transport and proper maintenance of the pods.
SIZE	<ul style="list-style-type: none"> • Unless otherwise specified pods should not be less than 2-1/2 inches long.
MATURITY	<ul style="list-style-type: none"> • Sugar Snap Peas should be harvested when they reach an appropriate degree of maturity according to the variety.
COLOR	<ul style="list-style-type: none"> • Sugar Snap Peas should be of good color according to the variety.
PACKING PRESENTATIONS	<ul style="list-style-type: none"> • 5-10 Pound Boxes or Special Pre-packed bags and trays (Shelf Packs) of different weight presentations.

STORAGE CONDITIONS

Handling and Storage	Reefer or Frozen
Frozen Temperature	-10 °F
Reefer Temperature	34-36 °F

PACKING SPECIFICATIONS

Bulk	Special Prepacks of different weight presentations
5-10 Pound Boxes	<ul style="list-style-type: none"> Micro perforated bags (controlled atmosphere packaging) Shelf Packs (trays with micro perforated film cover)



GUATEMALA

Technical Specifications

French Beans

SPECS. No. 00001

REVISION No. 1

Effective Date: Dic. 2015

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PRODUCT DESCRIPTION

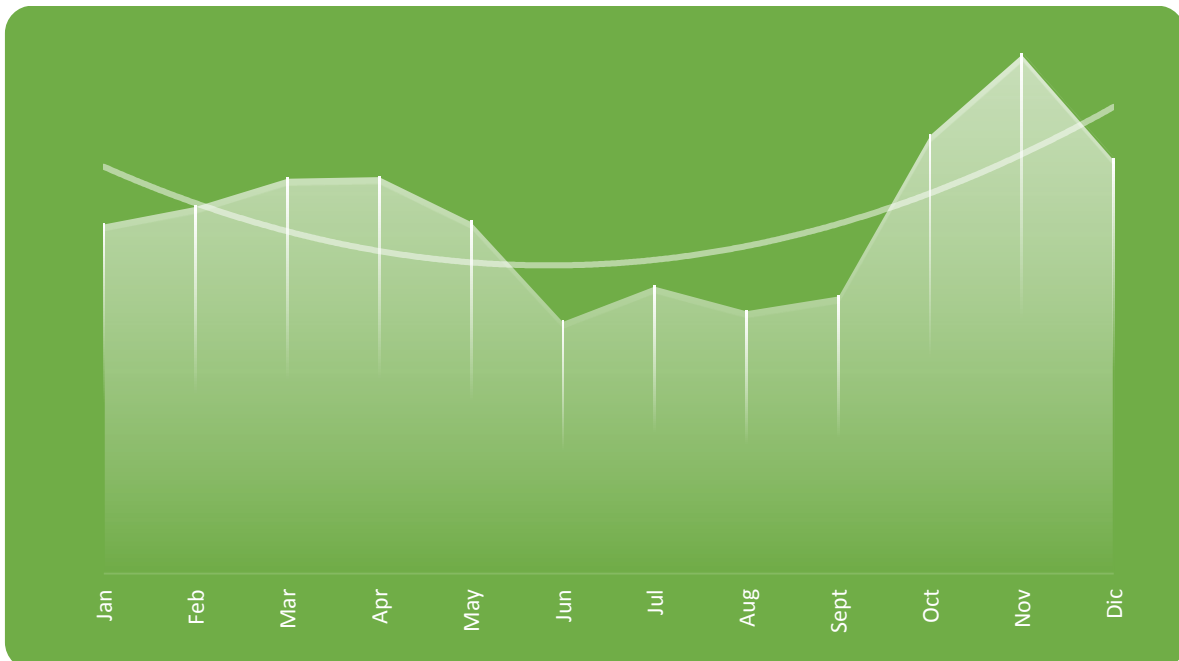
It's common name is French Beans or Fine Beans, and its scientific name is *Phaseolus vulgaris*.

Consist in Green edible fine pods, fresh, with an appropriate degree of maturity according to the variety.



PRODUCTION AVAILABILITY

SEASONALITY



SPECIFICATIONS	CATEGORY I
GENERAL	<ul style="list-style-type: none"> • The development and condition of the French Beans must be such as to enable them: <ul style="list-style-type: none"> - To withstand transport and handling; and - Arrive in satisfactory condition at the place of destination. • Clean, well-formed, fresh, tender, not wrinkled, good color according to the variety, good smell and taste. • Free from pests and damage caused by them affecting the general appearance of the product. • Free from damage caused by low and / or high temperatures. • The contents of each package must be uniform and contain only pods of the same origin, quality, and variety. • Containers / Packaging shall meet the quality, hygiene, ventilation and resistance characteristics to ensure suitable handling, transport and proper maintenance of the pods.
SIZE	<ul style="list-style-type: none"> • Unless otherwise specified pods should not be less than 4-5 inches long.
MATURITY	<ul style="list-style-type: none"> • French Beans should be harvested when they reach an appropriate degree of maturity according to the variety.
COLOR	<ul style="list-style-type: none"> • French Beans should be of good color according to the variety.
PACKING PRESENTATIONS	<ul style="list-style-type: none"> • 5-10 Pound Boxes or Special Pre-packed bags and trays (Shelf Packs) of different weight presentations.

STORAGE CONDITIONS

Handling and Storage	Reefer or Frozen
Reefer Temperature	34-36 °F

PACKING SPECIFICATIONS

Bulk	Special Prepacks of different weight presentations
5-10 Pound Boxes	<ul style="list-style-type: none"> Micro perforated bags (controlled atmosphere packaging) Shelf Packs (trays with micro perforated film cover)