

FRESH PRODUCE MARKET IN MUSCAT

INTRODUCTION

Muscat, the capital of Oman, once operated as a major trading hub between the Persian Gulf and the Indian subcontinent. Although it still does to some degree, the lack of adequate ports and infrastructure has caused trade to shift to Dubai, 280 miles to the northwest, with its efficient and well developed infrastructure. Muscat (and surrounding areas in Oman) is a relatively small market with a population of 735,000. Oman's population is estimated at 3.83 million people, of which, 44 percent are expatriates mostly from the Indian subcontinent. The large Indian population continues to be a strong driver in terms of trade connections and fruit and vegetable selection.

Kenyan exports to Oman have been on the increase with 1.7MT exported in 2006 worth Ksh 304,247 ((\$4,220) while in 2012, 378.7MT were exported valued at Ksh 59.3 million (\$701,414). The main product exported to Oman has been pineapple slices and has experienced massive growth in the six years period followed by cut flowers, mangoes and avocado. A substantial proportion of Kenyan exports arrive in Oman as re-exports via the UAE.

PORTS

Port Sultan Qaboos is the largest port in Muscat. It is a relatively smaller port with only nine berths for commercial operations. According to importers, shipments arriving at Port Sultan Qaboos can be held for a prolonged period of time, causing spoilage and profit losses. Consequently, importers prefer routing consignments either through Jebel Ali Port in Dubai or through Oman's other major ports in Sohar (~140 miles from Muscat) and Salalah (~540 miles from Muscat). Over the past 10 years, Port Sultan Qaboos has been losing ground to Jebel Ali Port owing to the latter's quick unloading time and "flexible" (i.e. not as stringent) inspection requirements for fresh produce. Importers stated that only carrots and potatoes are imported at Port Sultan Qaboos, while highly perishable products are shipped from elsewhere (i.e. via Dubai, Port Sohar, Port Salalah) or by air freight.

IMPORT REQUIREMENTS

According to importers, out of the eight surveyed commodities, imported mangoes had most difficulty meeting Oman's phytosanitary requirements. In general, Omani ports enforce strict inspections, including skin and lab tests. Importers therefore transship through Jebel Ali Port, and truck the commodities across the border (one to two days required) due to laxer inspections at Omani border posts.

All fresh produce imports must satisfy the regulations set forth by the Gulf Corporation Council (GCC) Standardization Organization. The GCC requires that all fruits and vegetables be free of insect pests (e.g. fruit flies), fungal infections, and harmful pathogens. Accordingly, the following GCC standards¹ should be followed:

- GSO 2216:2012 "Good Agricultural Practices - Part I: Fruit and Vegetables"
- GSO 123:1990 "General Requirements for Fresh Fruits and Vegetables"
- GSO 124:1990 "General Requirements for Fresh Fruits and Vegetables Boxes"

¹ GSO Standards Catalogue: <http://www.gso.org.sa/standards/public/standardsList.seam>

- GSO ISO 2169:1994 “Fruits and Vegetables - Physical Conditions in Cold Stores - Definitions and Measurement”
- GSO 2233:2012 “Requirements of Nutritional Labeling”
- GSO ISO 6661:2009 “Fresh Fruits and Vegetables- Arrangement of Parallelepipedic Packages In Land Transport Vehicles”

TARIFFS

According to importers, none of the eight surveyed commodities carry special tariffs or import duties. Only bananas, ginger, and eggs have tariffs in order to promote domestic production of these products.

WHOLESALE MARKET

Muscat’s largest wholesale market is situated in the western section of the city in Al Mawaleh. Importers characterized Muscat as a “slow market” and lamented the lack of cold storage facilities. Accordingly, Muscat’s Al Mawaleh wholesale market only has three cold storage warehouses, with major distributors renting out space to other importers. An importer stated that in order to supply Al Mawaleh market that it is best not to work on commission, but instead supply a well-packaged product at a set price for a six month period.

The majority of the fresh fruit in Al Mawaleh is shipped via truck from Dubai which is perceived as faster and therefore less risky, owing to quicker unloading times in Dubai and laxer phytosanitary inspections at the border versus at the Muscat Port. This re-routing through Dubai, instead of Muscat, pushes up wholesale prices with the increased transit costs. One importer noted that approximately 80 percent of the market’s fresh produce is imported from Dubai, with lettuce and tomatoes arriving as far away as Syria and Jordan. One wholesale vendor complained that there is not enough fresh produce supply on the market, leading to general increases in prices across produce categories. In general, wholesale prices are based on availability and packaging. For the consumer, there is the perception that a smaller packed item is cheaper, even though a larger quantity item will have the same price ratio. For instance, a 4 kg packet of mangoes will sell for US\$5, but consumers will more often than not purchase a 1 kg packet for US\$2.

RETAIL MARKET

Muscat’s retail food sector is dominated by India’s Lulu Hypermarkets (four stores), which typically sources their product via Dubai. France’s Carrefour has two hypermarkets in Muscat and sources from the local market. A popular smaller supermarket is Al Fair, which operates eight stores throughout Muscat. One importer stated that they do not like to sell to hypermarkets or hotels since they take up to 90 days to fulfill payment for goods received. This particular importer only supplies wholesalers or medium-sized supermarkets.

MANGO

In 2011, Oman imported 19,794 MTs of guavas, mangoes, and mangosteens², with a value of US\$7.7 million. Mangoes are the dominant fruit traded in this category as importers noted that they primarily handle mangoes and not guavas or mangosteens. The majority of imports either arrive transshipped from the UAE, or directly from Pakistan. There are a wide variety of mango varieties available in Muscat, with a large share dominated by Indian and Pakistani varieties.

² The UN Comtrade database does not differentiate between mangoes, guavas, and mangosteens.

According to importers, mango varieties in high demand include Chaunsa, Alphonso, Apple, and Kent. Chaunsa mangoes are the most popular variety in Pakistan, and are known for sweetness and affordability. Cultivated in western/central India, Alphonso mangoes are known for their sweet taste and long shelf life. Apple and Kent mangoes are larger-sized mangoes that contain a high ratio of fruit to seed.

Suppliers

Pakistan is a key supplier of cheap and affordable mangoes. In early June, when their harvest season commences, Pakistani mangoes take over the market with affordable and very sweet mango. Importers complained that Pakistani mangoes arrive loosely packed in cheap plywood boxes. In general, Pakistani mangoes undercut Indian mangoes. Later in the season, Pakistani mangoes’ decrease in price based on diminishing quality (i.e. over-mature fruit) and market saturation.

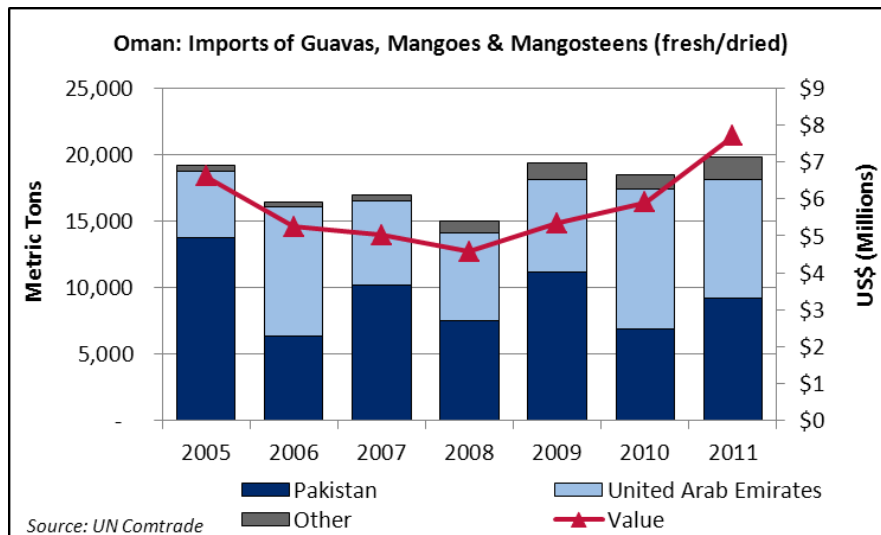
Indian mangoes are also abundant in Muscat during their production season, which runs from March to June. Similar to Pakistani mangoes, importers stated they do not like how Indian mangoes are packed in weak cartons and stuffed with shredded paper to prevent bruising. India’s Alphonso variety has high demand, with one importer noting that in 2012 the price for Alphonso mango from India was 1.5 OMR (~US\$3.90) for 2 kg, but rose to 2 OMR (US\$5.20) per 2 kg in 2013 (assuming 12 pieces per box) based on the supply and demand dynamic. Yemen is a small time supplier and began exporting mangoes to the market roughly five years ago. Yemen’s season runs from February to June/July/August. Other small suppliers include Australia (September to February) and Peru (February to April).

Packaging & Shipping

Packing is very important and sturdy cartons are needed to ensure product quality. Mangoes from Australia are packed in strong cardboard cartons, while India uses a type of particle board material and stuffs the cartons with shredded paper. One importer noted that trays are preferred over this paper stuffing. Once packaged, mangoes will arrive either by sea (via Jebel Ali or a secondary Omani port) or by air freight. Mangoes are not imported directly at Sultan Qaboos seaport owing to the high risk of unloading delays.

Seasonality

From spring to late summer (March-August), Muscat is inundated with mangoes from India, Pakistan, and Yemen. Prices generally decline during this time and rise during the autumn and winter months. Australian and Peruvian mangoes are imported at high prices during the low season in order to ensure the market has enough supply. The most likely market window for new entrants to exploit is between September and January, hence Kenyan exporters could take advantage of this period since it is the peak mango season in Kenya.



Seasonality of Mango Supply														
Commodity	Market	Origin	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Mango	Oman	Australia												
Mango	Oman	India												
Mango	Oman	Peru												
Mango	Dubai	Pakistan												
Mango	Saudi Arabia	Yemen												

PINEAPPLE

In 2011, Oman imported over 3,000 metric tons of pineapple, with a total import value of US\$2.4 million. Unlike mango, which has multiple varieties on the market, only the MD-2 and Baby Queen pineapples are imported and sold. Although the vast majority of pineapples arrive from the UAE, nearly all of the MD-2 varieties originate from the Philippines and Malaysia, while Baby Queens originate from South Africa.

Suppliers

The Californian-based multinational companies of Del Monte and Dole manage pineapple farms in the Philippines and Malaysia. According to one Muscat importer, Del Monte and Dole do not allow distributors to supply other internal markets (i.e. Abu Dhabi distributors can't sell in Dubai) and is enforced by monitoring the Universal Product Code (UPC) of each consignment. In essence, Del Monte and Dole control the market, with Del Monte typically demanding higher prices than Dole. Both companies also control the local banana market in a similar fashion.

One importer stated that Uganda supplies high quality pineapples, but are poorly packaged and are therefore not imported in high volumes. Pineapples are also imported from Sri Lanka.

Baby pineapples (~700 grams per piece) arrive from South Africa and are primarily used by the hotel and hypermarket industry as decoration. They are consumed, but are not as popular as MD-2s.

Packaging & Shipping

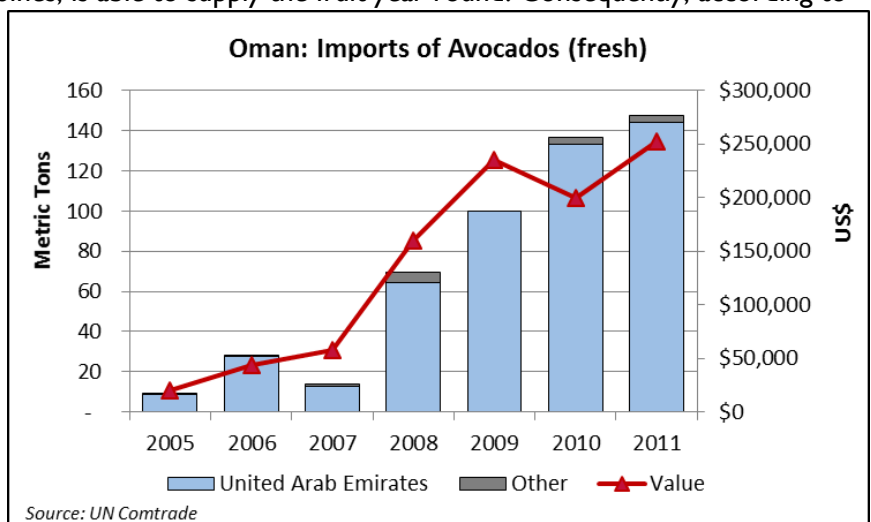
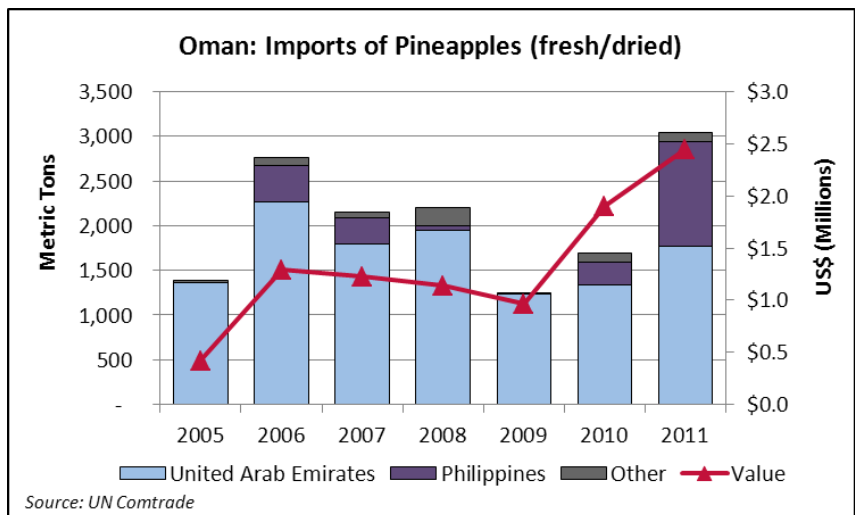
Pineapples are typically packed eight to nine pieces per carton and total 10-12 kilograms. One importer stated that he imports pineapples from the Philippines, either through Jebel Ali Free Zone (arrive by sea, then truck over) or from Sohar Port north of Muscat or from Salalah Port (south of Muscat). Pineapples can't be shipped to Sultan Qaboos Port because the port is known to delay unloading containers, which raises the risk of importing highly perishable products like pineapples.

Seasonality

Muscat's top pineapple supplier, the Philippines, is able to supply the fruit year round. Consequently, according to importers, prices are not known to fluctuate.

AVOCADO

In 2011, Omani avocado imported totaled 148 metric tons and had a value of US\$252,558. Avocados are not a widely traded commodity and the only the Fuerte variety was available in retail and wholesale markets. According to UN Comtrade data, nearly all of Oman's avocados are imported from Kenya and transhipped via the UAE.



Suppliers

Large shares of imported avocados originate from Kenya, but one importer noted that they are increasingly importing from Australia, with a small amount arriving from Mexico (to fill supply gap). The importer stated that hotels are shifting to the Hass variety owing to its richer taste and thick skin which guards against bruising during shipping.

Another importer stated that avocados also arrive from South Africa, Rwanda (Hass variety), and Uganda (available year-round).

Packaging & Shipping

Avocados are shipped in 4 kg cartons and can arrive by sea or air.

Seasonality

The Kenyan production season runs from March to September. Supply is at its lowest during January to February, and price generally peak at that time.

Seasonality of Avocado Supply														
Commodity	Market	Origin	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Avocado	Saudi Arabia	Kenya												

PASSION FRUIT

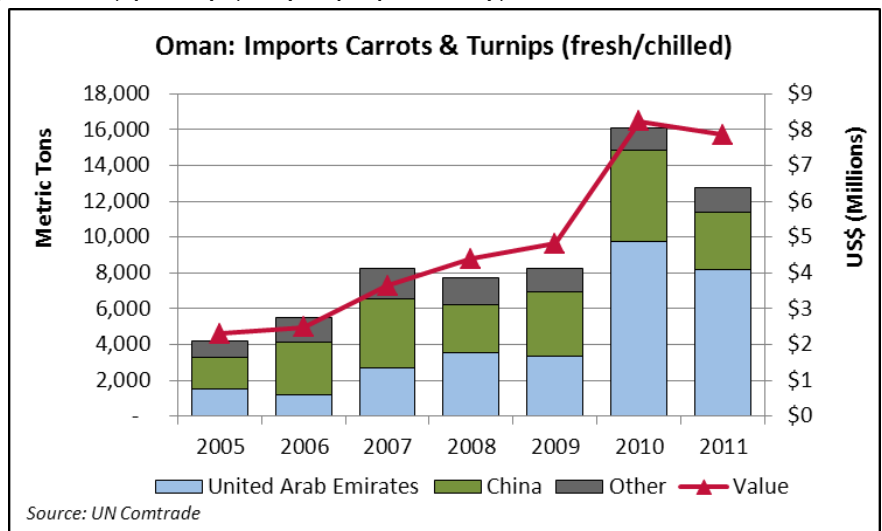
Passion fruit is not a commodity in high demand in Oman. One importer stated that for every 100 metric tons of mangos imported, only 1 metric ton of passion fruit would be imported. Another importer stated that he only moves 50 cartons (2 kg each) at 4 OMR (US\$10.36) per day (Kenyan purple variety).

CARROT

In 2011, Oman imported 12,769 metric tons of carrots and turnips, with a total value of US\$7.8 million. Carrots originate primarily from China and Australia, with small amounts arriving from Belgium. However, the majority are transhipped and imported via the UAE.

Suppliers

China and Australia are the top suppliers, with the former supplying less tastier and lower quality carrots. According to an importer, Chinese carrot prices from 1 to 4 OMR (US\$2.60 to 10.36) per 10 kg from March to June, while June prices for Australian carrots total 6-7 OMR (~US\$16.62) per 10 kg.



Packaging & Shipping

Carrots are generally packed in large (10 kg) bags and then placed in 9-10 kg cartons. An importer noted that it receives four 40 foot containers (9 kg cartons) per week and that they prefer carrots that have been hydro-washed.

Seasonality

Carrots are available year-round from China and Australia, which are often transhipped through the UAE.

ONION

In 2011, Oman imported 54,588 metric tons of onions and shallots, with a total value of US\$16.9 million. The majority of onions either arrives directly from India, or is transshipped via the UAE. Onions are also sourced from Saudi Arabia, Pakistan, Yemen, and Iran. Red onions are the most popular variety, with white and yellow onions as secondary options. An importer noted that white onions have high prices five months out of the year, but did not specify which months.

Suppliers

One importer stated that India is the dominant red onion supplier, accounting for approximately 70 percent of the market supply. India red onion production is primarily based in Pune (west-central India) and their season runs from May to June. Onions from India are available year round, but their peak production period for that particular region is only two months.

Seasonality

Onions are readily available year-round.

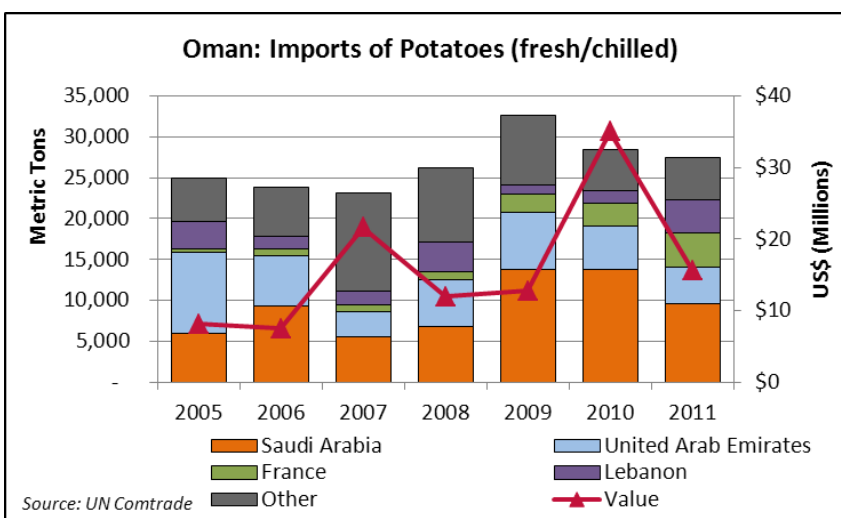
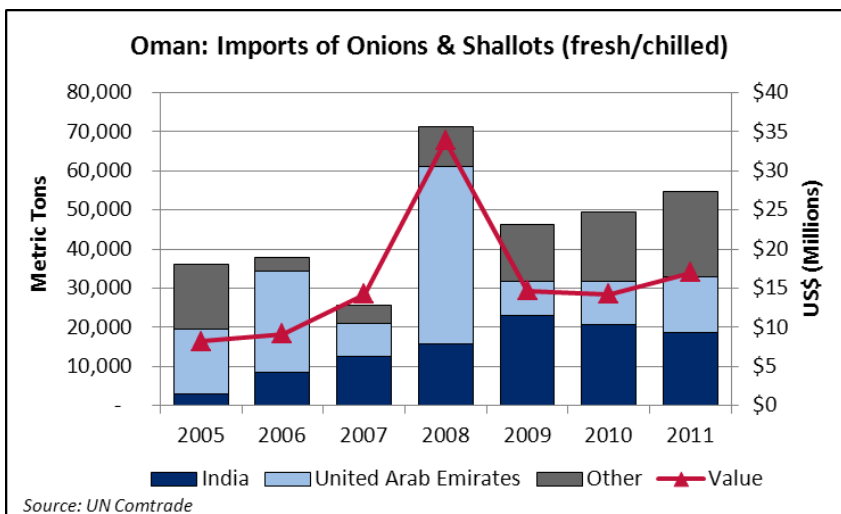
POTATO

In 2011, Oman imported 27,507 MTs of potatoes, with a value of US\$15.6 million. Saudi Arabia accounted for 9,544 MTs, while the UAE, France, and Lebanon accounted for 4,000-4,500 MTs each.

Suppliers

Saudi Arabia has been the dominant supplier; with a significant share also arriving from the UAE (re-exports). Saudi Arabian white potatoes have a good reputation and are highly sought after in the market. In 2012, the Saudi government has curtailed exports due to water shortage issues. One importer even noted that fungal outbreaks (e.g. blight) caused by severe winter storm have curtailed Saudi production³. Regardless, it is widely believed by both Muscat and Jeddah wholesalers that Saudi Arabia will recommence exports in 2014.

One importer even noted that fungal outbreaks (e.g. blight) caused by severe winter storm have curtailed Saudi production³. Regardless, it is widely believed by both Muscat and Jeddah wholesalers that Saudi Arabia will recommence exports in 2014.



³ Potato wholesales in Jeddah stated that there was no fungal (i.e. potato blight) outbreak

Pakistan, Egypt, Iran, Belgium, India, and China are also known to supply the market. Indian potatoes have a poor reputation due to their high sand content (i.e. not properly washed). Belgian season runs from April to November and is stored in cold storage.

Packaging & Shipping

Potatoes are one of the few products, besides carrots, that are directly imported into Muscat. Consumers tend to prefer white potatoes that weigh 150-200 grams in 7 kg bags.

Seasonality

According to Muscat wholesalers, Saudi Arabia's peak production season runs from December to March. Omani wholesalers also noted the production season for China (June to November), Belgium (April to November), and Pakistan (April to May). Lebanon is known to supply high quality potatoes, with their production season beginning in August. The end of the potato season in Lebanon was not known at the time of this report.

Seasonality of Potato Supply														
Commodity	Market	Origin	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Potato	Oman	China												
Potato	Oman	Belgium												
Potato	Oman	Pakistan												
Potato	Oman	Saudi Arabia												
Potato	Saudi Arabia	Lebanon												

SWEET POTATO

Muscat is not a large importer of sweet potatoes. Where sweet potatoes are available, consumers generally prefer white-fleshed sweet potatoes, with product sourced from Turkey and Egypt. Egyptian white-fleshed sweet potatoes are very cheap compared to other origins. Oman's production season for white-fleshed sweet potatoes runs from late February to early May.

OUTLOOK

Importers repeatedly characterized Muscat as a small-volumes market that is heavily reliant on imports. The country does produce mangoes, onions, sweet potatoes, potatoes, and carrots, but not in quantities large enough to meet domestic demand. Pineapples, passion fruit, and avocados are all imported, with a fair share of consignments being transshipped through the UAE before entering Oman.

Overall, Muscat importers expressed interest in procuring mangoes, pineapples, avocados, carrots, and white onions. Passion fruit was not a commodity in high demand as was the case in most Gulf States. Potatoes may be a commodity with increasing demand as Saudi Arabia has curtailed exports to Oman owing water shortage concerns, however exporters will have to compete with the quality and pricing of potatoes from France, Lebanon and other secondary suppliers like Pakistan, Iran and China who have the advantage of proximity.

Kenyan exporters could explore opportunities to fill the supply gap of Mangoes during the months of September to February when the supply from the dominant suppliers (India and Pakistan) is low. The entry of regional competitors, Uganda and Rwanda, poses a threat to the Kenyan market share with Uganda capable of supplying avocados all year round. There is need for research to understand the production systems, costs and other parameters in these competition countries including South Africa to avoid a possible erosion of Kenya's market share and increase exports too through lessons learnt.

Annex: Prices, Importers, and Photos

MANGO PRICES

Muscat, Mango Prices (US\$), June 2013								
Market, Volume	Variety	India	Indonesia	Kenya	Oman	Pakistan	Thailand	Yemen
Wholesale, per KG	Mango, Chaunsa					\$1.30		
	Mango, cooking only				\$1.30			
	Mango, ready-to-eat				\$2.07			
Wholesale, per 3 KG	Mango, alphonso	\$6.73						
Wholesale, per 4 KG	Mango, badami	\$7.77						
Wholesale, per 6 KG	Mango, rajapuri	\$8.55						
Wholesale, per 20 KG	Mango, green				\$16.84			
Retail, per KG	Mango						\$7.84	
	Mango, Chaunsa					\$2.35		
	Mango, (medium green)		\$7.12					
	Mango, ready-to-eat				\$3.89			
	Mango, alphonso	\$3.05						
	Mango, badami	\$2.49						
	Mango, cooking only				\$1.27			
	Mango, kesar	\$2.56						
	Mango, long			\$3.65				
	Mango, rajapuri	\$1.90						
	Mango, ripe	\$2.56						
	Mango, siam jumbo						\$10.34	
	Mango, yellow							\$3.60
Retail, 2.5-3 per KG	Mango, alphonso	\$4.92						
Retail, 3 per KG	Mango, Chaunsa					\$2.59		
Retail, 4 per KG	Mango, Chaunsa					\$5.18		
Retail, 10 per KG	Mango, Chaunsa					\$6.35		

PINEAPPLE PRICES

Muscat, Pineapple Prices (US\$), June 2013					
Market, Volume	Variety	Malaysia	Philippines	South Africa	Uganda
Wholesale, per piece	Pineapple	\$1.30			
Retail, per piece	Pineapple		\$2.21		
	Pineapple, baby			\$2.58	
Retail, per KG	Pineapple		\$2.06		\$3.08

AVOCADO PRICES

Muscat, Avocado Prices (US\$), June 2013						
Market, Volume	Variety	Kenya	South Africa	Sri Lanka	Uganda	Unknown
Retail, per KG	Avocado, fuerte*	\$3.01		\$3.35	\$3.61	\$2.85
Retail, 4-Pack (1.2 KG)	Avocado, fuerte		\$2.43			

*Variety Inferred by researcher

PASSION FRUIT PRICES

Muscat, Passion Fruit Prices (US\$), June 2013			
Market, Volume	Variety	Kenya	Unknown
Wholesale, per 2 KG	Passion Fruit, purple	\$10.36	
Retail, per KG	Passion Fruit, purple		\$7.49

CARROT PRICES

Muscat, Carrot Prices (US\$), June 2013				
Market, Volume	Variety	Australia	China	Oman
Wholesale, per KG	Carrot		\$1.55	\$1.30
Retail, per KG	Carrot	\$2.05	\$1.55	
Wholesale, per 10 KG	Carrot	\$16.84	\$10.36	
Retail, per 10 KG	Carrot		\$11.33	

ONION PRICES

Muscat, Onion Prices (US\$), June 2013						
Market, Volume	Variety	India	Oman	Saudi Arabia	Spain	Unknown
Wholesale, per KG	Onion, red	\$0.39				
	Onion, white		\$0.52			
Retail, per KG	Onion, brown				\$1.53	\$1.42
	Onion, red	\$0.51				\$0.54
	Onion, white		\$1.42	\$1.04	\$2.05	
Retail, per 2.5 KG	Onion, white		\$2.59			
Retail, per 6 KG	Onion, white		\$3.89			
Retail, per 20 KG	Onion, red	\$9.58				

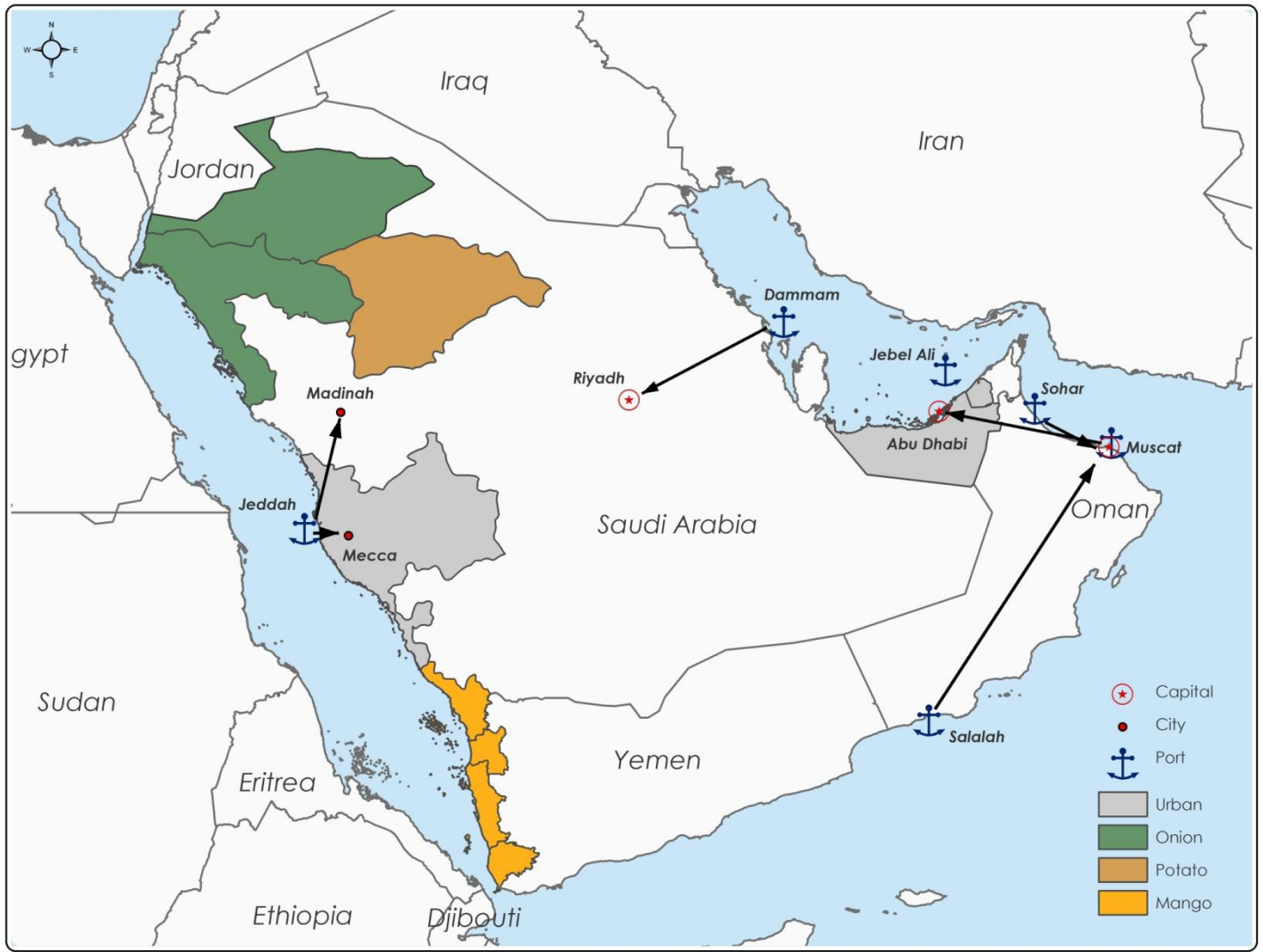
POTATO PRICES

Muscat, Potato Prices (US\$), June 2013								
Market, Volume	Variety	Australia	Egypt	India	Lebanon	Pakistan	Unknown	USA
Wholesale, per 4 KG	Potato, white		\$1.55					
Wholesale, per 7 KG	Potato, white					\$2.59		
Wholesale, per 17 KG	Potato, white					\$6.48		
Wholesale, per 20 KG	Potato, white		\$11.40					
Retail, per KG	Potato, baby white			\$2.32				
	Potato, chat	\$2.31						
	Potato, red							\$2.20
	Potato, white		\$1.01				\$1.06	
Retail, per 3 KG	Potato, white				\$2.18			
Retail, per 4 KG	Potato, white					\$2.59		
Retail, per 5 KG	Potato, white				\$5.28			

SWEET POTATO PRICES

Muscat, Sweet Potato, Prices (US\$), June 2013				
Market, Volume	Variety	Egypt	Uganda	Unknown
Wholesale, per KG	Sweet Potato, white	\$1.42		
Retail, per KG	Sweet Potato, orange			\$7.38
Retail, per KG	Sweet Potato, white	\$2.05	\$3.43	

Arabian Peninsula: Major Ports, Production Zones and Trade Routes



IMPORTERS

Importers, Wholesalers, and Distributors in Muscat, Oman

Company	Comments
<p>Samaa Al Buraimi Trading Company</p> <p>Haissam Samad – General Manager</p> <p>Cell: 00 (968) 988-8178 Tel (Abu Dhabi Office): 00 (971) 50 611-1902 Fax: 24546522 Email: haissamsamad@hotmail.com</p>	<p>Haissam expressed great interest in importing fresh produce from Tanzania and wanted to visit our operations. Antonio and he have been introduced via email, but we should follow up. He has offices in Muscat, Dubai, Abu Dhabi, Riyadh, and even exports to Kuwait. Haissam advised that in order to do enter the Muscat market, it's best not to work on commission, but supply a well-packaged product at a set price for six months. Packing is very important, strong cartons are need.</p>

Importers, Wholesalers, and Distributors in Muscat, Oman

Company	Comments
	<p>Top Commodities of Interest:</p> <ol style="list-style-type: none"> 1) Mango 2) Avocado 3) Carrot 4) Pineapple 5) Onion, white
<p>Falcon</p> <p>Nujoom Saleem Kutty – Operations Manager</p> <p>Cell: (968) 9988 9902 Office Tel: (968) 2453 9705 Email: nujoomsk@gmail.com</p>	<p>Falcon primarily supplies the hotels (catering business). Falcon said ~80% of fresh produce is imported from Dubai, with Lettuce and Tomatoes arriving from Syria and Jordan.</p> <p>Email them our product list, quantity, and prices.</p> <ol style="list-style-type: none"> 1) Mango 2) Avocado
<p>Al-Jebali Trading LLC</p> <p>Mohamed Amjad Khan – Procurement Manager</p> <p>Cell: (968) 98083515 Tel: (968) 24544492 Email: amjad@al-jabali.com</p> <p>Mohamed Al-Jebali – Executive Manager (no English language skills) Cell: (968) 99374775 Tel: (968) 24544492 Email: mohammed@al-jabali.com</p>	<p>Al-Jebali imports apples, pears, bananas, pineapples (Philippines), potatoes (China, Egypt), and onions (Egypt). The company only supplies the wholesale market since they pay within 15 days, whereas the hotels and hypermarkets take up to 90 days to fulfill payment. They don't import mangoes because it's too high of a risk owing to quality issues (one rotten mango and you'll have to inspect the entire consignment).</p> <p>Email Mr. Khan: Prices, Packing Requirements</p> <ol style="list-style-type: none"> 1) Carrot 2) Pineapple 3) Potato
<p>Suhol Al-Fayha Trading LLC</p> <p>Shihab T.S – Operations Manager</p> <p>Cell: (968) 99103041 and (968) 98443529 Tel: (968) 24546458 Email: sftfruit@omantel.net.com (I emailed him, but got a message his inbox is full, best to call, he speaks English)</p>	<p>Suhol can import a mixed variety of fruits and vegetables in one 20 or 40 foot container twice a month. They supply 51 retail outlets, as well as hypermarkets. Suhol prefers one year contracts, but depends on availability. There are seasonal contracts for commodities that are not important/widely traded. Most important is quality, then packing, then price, availability, and finally transshipment time. Packing in thick cartons is preferred, otherwise top packages crush the lower boxes (packing supersedes quality).</p> <ol style="list-style-type: none"> 1) Carrot 2) Avocado 3) Mango 4) Pineapple

PHOTOS: MUSCAT



Figure 1: Three different types of Indian mangoes at the Al Mawaleh wholesale market – Rajapuri (foreground), Alphonso (middle), and Badami (background). (Photo by Fintrac Inc.)



Figure 2: Chaunsa mangoes from Pakistan. Notice the low quality packaging, wooden crates with no internal protection from bruising. (Photo by Fintrac Inc.)



Figure 3: Red onions from India being sorted at the wholesale market. (Photo by Fintrac Inc.)



Figure 4: Egyptian potatoes packed in 7 kg bags. An importer stated he prefers potatoes that weigh 150-200 grams per piece. (Photo by Fintrac Inc.)



Figure 5: Purple passion fruit from Kenya packed in a 2 kg carton. The importer noted he only sells 40-50 cartons per day. (Photo by Fintrac Inc.)