

EC Common Quality Standards for Fresh Cut Flowers and Foliage

The following notes on the European Community's common quality standards for fresh cut flowers and foliage are provided for information only. They are not intended to be a comprehensive statement of all legal requirements, but merely to give guidance to an exporter on their practical application.

Application

The standards apply to fresh cut flowers and flower buds, foliage, leaves, branches and other parts of plants suitable for bouquets, flower arrangements and ornamental purposes. The standards define the requirements for these products when they are displayed for sale, put on sale, sold delivered or otherwise marketed at the wholesale level within the Community, either by traders or directly by the producers, and when they are imported from a country outside the Community or exported to such a country.

However, quality standards are applied liberally in Germany, and it is more important to agree standards with the importer. If the importer agrees to deviations in the quality standards for products he receives, there will be no problems with a quality inspection. However, the quality standards do give the exporter good guidelines on German market requirements, and in most cases these quality standards only state the minimum requirements of German importers. It is, therefore, recommended that the EC quality standards given below are studied carefully.

Requirements

All produce must have been carefully harvested and have reached the appropriate stage of maturity for the species.

Cut Flowers

A. Classification and quality requirements

Extra Class: Produce which qualifies for Class 1, without the aid of any quality tolerance, may be marked Extra. However, this classification may not be used for standard carnations with a split calyx.

Class 1: Produce in this class must be of good quality. It must have the characteristics of the species and, where appropriate, of the variety. All parts of the flower must be:

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- Whole
- Fresh
- Free of animal or vegetable parasites and from damage by such
- Free of residues of pesticides and other extraneous matter affecting the appearance
- Free of development defects (a mended calyx on a carnation is not considered a development defect)
- Standard carnations with mended calyxes should, however, be packed separately in uniform lots and marked accordingly
- According to the species and variety, the stem must be rigid and sufficiently strong to support the flower.

Class 2: This class should include all produce which does not meet all the requirements of Class 1, but are:

- Whole
- Fresh
- Free of animal parasites.

The following defects may be present, providing that they do not impair the appearance, life or use of the flowers:

- Slight malformation
- Slight bruising
- Slight damage, including that caused by pest or disease
- Small marks resulting from pesticide
- Weaker and less rigid stems.

B. Quality Tolerances

Quality tolerances are permitted in each unit of presentation as follows:

Extra: None

Class 1: Up to 5% of the cut flowers may have slight defects providing the uniformity in a unit of presentation is not affected

Class 2: Up to 10% of the cut flowers may vary from the requirements of the class. Half of this percentage may have been attacked by parasites, but the damage must be sufficiently small that it does not impair the use of the flowers.

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C. Sizing

Cut flowers must at least comply with the size ranges given below. The stem lengths quoted include flower head.

Description code	Min. and max. stem length
0	Less than 5 cm or flowers marketed without stems
5	5-10 cm
10	10-15 cm
15	15-20 cm
20	20-30 cm
30	30-40 cm
40	40-50 cm
50	50-60 cm
60	60-80 cm
80	80-100 cm
100	100-120 cm
120	More than 120 cm

Uniformity of Sizing

The difference per unit of presentation (e.g. bouquet, bunch, box etc.) between the maximum and minimum lengths of the flowers in the unit may not exceed:

- 2.5 cm for flowers in code 15 and below
- 5.0 cm for flowers in codes 20-50
- 10.0 cm for flowers in code 60 and above.

The difference may be doubled for flowers in flat-backed bunches. For big flowered Chrysanthemums in flat-backed bunches of stem lengths corresponding to codes 20-50, the permitted variation is further increased to a maximum of 20 cm.

The size scale and uniform lengths set out above do not apply to Mimosa.

D. Presentation and Packaging

A unit of presentation (bouquet, bunch, box etc.) must consist of 5, 10 or a multiple of 10 pieces with the exception of:

- Flowers normally sold singly
- Flowers normally sold by weight
- Flowers for re-export to the USA or Canada, when this requirement may

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be varied to meet the trade requirements of these countries.

- Flowers for which seller and buyer agree to derogate from the provisions concerning the number of flowers in a unit of presentation. This derogation is admissible solely for transactions outside wholesale markets on condition that:
 - The flowers are the subject of a direct sale, based on a fixed selling price per unit of presentation, at wholesale level to a retailer or a person acting on behalf of a retailer.
 - The flowers are accompanied by a bill, delivery note or similar showing the above mentioned selling price.
 - The unit of presentation is in the packaging required by the buyer for the ultimate purchaser. This packaging must be such as to permit identification of the goods.

Each unit of presentation (bouquet, bunch, box etc.) must contain flowers of the same genus, species or variety, and of the same quality class, and have reached the same stage of development. Mixtures of flowers or mixtures of flowers with foliage of different genus, species or variety are, however, permitted as long as products of the same quality class are used and that they are appropriately marked.

Packaging must protect the produce adequately. Paper or other materials in direct contact with the cut flowers must be new (not treated with or manufactured with chemicals which discolour the flowers after packing and during handling).

E. Marking

The following information must accompany the goods and preferably be marked on the side or end of each container legibly and indelibly.

- | | |
|-----------------------------------|--|
| Identification: | Packer and/or dispatcher; name and address, or officially issued or accepted code mark. |
| Nature of produce: | Genus.
Species, variety or colour of flower. Where appropriate, 'Mixture' or equivalent term. Origin of produce; country of origin and, optionally, district where grown or national, regional or local place name. |
| Commercial specifications: | Class size - length code or, optionally, minimum and maximum lengths, number and net weight. |

Presentation: If the number of flowers per unit of presentation does not correspond to the provisions of Section D above, packages must be marked to show the exact composition of the units of presentation contained therein.

Appendix 1

Quality Standards for Fresh Ornamental Foliage

A. Description of Produce

These standards apply to fresh ornamental foliage, leaves, branches and other parts of plants for decorative use in bouquets and floral arrangements.

B. Quality Requirements

Produce must be:

- Of fresh appearance
- Free of residues, pesticides and other extraneous matter affecting the appearance
- Free of animal or vegetable parasites and damage caused by such which impair the general appearance
- Free of excessive external moisture (where appropriate)
- Typical colours for the species or variety.

Produce must be carefully harvested and have reached a sufficient stage of maturity.

C. Quality Tolerances

Quality tolerances are permitted in each unit of presentation as follows: 10% of fresh ornamental foliage may vary from the requirements listed above.

D. Marking

The following particulars must accompany the produce:

- Identification: Dispatcher and/or packer; name and address or officially issued or accepted code.
- Nature of produce: 'Fresh ornamental foliage' or genus or species.

Appendix 2

Phytosanitary Requirements

Below are listed the phytosanitary requirements for exported cut flowers and ornamental foliage to Germany. The information is for guidance only and is not intended to give all the legal aspects of the importation of cut flowers and ornamental foliage.

Produce Definition

The phytosanitary requirements given below apply to plants and living parts thereof, including seeds. Living parts of plants are considered to include:

- Tubers, corms, bulbs and rhizomes
- Cut flowers
- Branches with foliage and cut foliage

Phytosanitary Certificate

A phytosanitary certificate from the country of origin which conforms to the model appended to the International Plant Protection in Rome 1951 is required for the following species of cut flowers and ornamental foliage:

- Castanea
- Chrysanthemum
- Dendranthema
- Dianthus
- Gladiolus
- Gypsophila
- Prunus
- Quercus
- Rosa
- Silax
- Syringa
- Vitis

The phytosanitary certificate:

- Must be issued by the plant protection service in the country of origin.
- Must be issued not more than 14 days before dispatch.
- Must be made up in at least one of the official languages of the EC.
- Must be filled in, except for stamps and signature, either entirely in capital letters or entirely in typescript.
- Shall contain the botanical names indicated in Latin characters.
- Must carry the indication 'copy' or 'duplicate', stamped or in print, if it is an authenticated copy thereof.

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- Shall contain no erasures except when the consignment consists of growing medium; in that case the words 'described plants and plant products' will be changed to growing medium.

A copy of a phytosanitary certificate is found in Appendix 1.

Prohibited Importations

The importation is prohibited of plants and parts of plants containing the harmful organisms listed below:

A. Live organisms of the animal kingdom, at all stages of their development.

1. *Amauromyza maculosa*
2. *Arrhenodes minutus*
3. *Cacoecimorpha pronubana*
4. *Ceratitis capitata*
5. *Conotrachelus nenuphar*
6. *Epichoristodes acerbella*
7. *Helicoverpa armigera*
8. *Hyphurgopinus rufipes*
9. *Hyphantria cunea*
10. *Liriomyza huidobrensis*
11. *Liriomyza sativae*
12. *Pissodes* spp
13. *Popillia japonica*
14. *Pseudopityophtorus minutissimus*
15. *Pseudopityophtorus pruinoses*
16. *Scapiodeus luteolus*
17. *Scolytus multictriatus*
18. *Scolytus*
19. *Spodoptera littoralis*
20. *Spodoptera litura*
21. *Trypetidae* spp.

B. Organisms of the animal kingdom at all stages of their development, unless it is proved that they are dead.

1. *Heterodera pallida*
2. *Heterodera rostochiensis*
3. *Quadrospidatus perniciosus*

C. Fungi

1. *Angiosorus solani*
2. *Ceratosystis fagacaerum*

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3. *Ceratosystis ulmi*
4. *Chrysomyxa arctostaphylli*
5. *Cronartium comptoniae*
6. *Cronartium fusiforme*
7. *Cronartium ulmi*
8. *Endocronartium harknessi*
9. *Endothia parasitica*
10. *Guignardia loricata*
11. *Hypoxylen pruina*
12. *Melampsora farlowii*
13. *Melampsora madusae*
14. *Mycosphaella populorum*
15. *Ophiostoma robore*
16. *Porla weirii*
17. *Synchytrium endobioticum*

Dispensations

Cut flowers and ornamental foliage may be imported if infested with the organisms listed below, provided that an import licence is obtained prior to the importation. Requests for import permits should be forwarded by the importer to the plant health authorities in Germany.

A. Live organisms of the animal kingdom, at all stages of their development

1. *Anarsia lineatella*
2. *Diarthronomyia chrysanthemi*
3. *Dithylenchus destructor*
4. *Dithylenchus dipsaci*
5. *Gracilaria azaleella*
6. *Lamproloma equestris*
7. *Laspeyresia molesta*
8. *Liriomyza trifolii*
9. *Phthorimaea operculella*
10. *Radopholus citrophilus*
11. *Radopholus similis*
12. *Rhagoletis caryi*
13. *Scolytidae*
14. *Dactulosphaira vitifoliae*

B. Bacteria

1. *Corynebacterium insidiosum*
2. *Corynebacterium michiganense*
3. *Erwinia chrysanthemi*
4. *Pseudomonas coryophylli*

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5. *Pseudomonas gladioli*
6. *Pseudomonas pisi*
7. *Pseudomonas solanacearum*
8. *Pseudomonas woodsii*
9. *Xanthomonas vesicatoria*
10. *Xanthomonas campestris*
11. *Xanthomonas fragariae*

C. Fungi

1. *Atropellis* spp.
2. *Didymella chrysanthemi*
3. *Fusarium oxysporum*
4. *Guignardia baccae*
5. *Ovulinia azaleae*
6. *Phialophora sinerescens*
7. *Phytophthora fragariae*
8. *Puccinia horiana*
9. *Puccinia pelargonii-zonalis*
10. *Sclerotinia bulborum*
11. *Sclerotinia convoluta*
12. *Septoria gladioli*
13. *Stromatinia gladioli*
14. *Uromyces* spp.
15. *Varticillium albo-atrum*

D. Viruses and virus-like pathogens

1. *Arabis* mosaic virus
2. Beet curly top virus
3. Beet leaf curl virus
4. Black raspberry latent virus
5. Cherry leaf roll virus
6. Cherry necrotic rusty mottle virus
7. Chrysanthemum stunt viroid
8. Little cherry pathogen
9. *Prunus* necrotic ring spot virus
10. Raspberry ringspot virus
11. Stolbur pathogen
12. Strawberry crinkle virus
13. Strawberry latent ring spot virus
14. Strawberry yellow edge virus
15. Tomato black ring virus
16. Tomato spotted wilt virus

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Interceptions

- Shipments that are found not to conform to phytosanitary import regulations are not accepted. These shipments are returned or destroyed after consultation with the importer. In certain cases treatment of these shipments is acceptable.
- The plant protection organisation in the country of origin will be notified of all interceptions via the 'Notification of Interception' form.

CITES Requirements

Several species of orchids are covered by provisions laid down by the Convention on International Trade of Endangered Species of Wild Fauna and Flora. Exports of orchids which are classified as 'endangered species' require a special licence which the importer should apply for in the importing country.

Appendix 3

Customs Tariffs

German tariffs on imports are governed by the Common Customs Tariff of the European Community.

The EC has a number of preferential trade agreements with certain individual countries or groups of countries outside the EC. All of the developing countries belong to one or more of these groups, and are, as such, entitled to reduced and, in most cases, zero tariffs on imports of cut flowers and ornamental foliage into Germany. Applicable rates are given in the product profiles.

Given below is a list of relevant preferential trade groups showing those Commonwealth countries, as well as other countries, which are members of the group and are eligible for preferential customs duties. In order to benefit from the reduced customs tariffs from the above trade groups, the exporter must obtain and complete either a EUR 1 form for the ACP group, or an "A" form for the GSP and LDDC groups. These forms can be obtained from the Ministry of Trade or the Chamber of Commerce in the exporting country. Alternatively, the importer should be able to offer assistance in acquiring them.

ACP: African, Caribbean and Pacific Group.

GSP: Generalised System of Preferences Group.

LDDC: Least Developed Developing Countries Group.

List of the Tariff Status of Commonwealth and Major Horticultural Exporting Countries from the Developing World.

Country	ACP	GSP	LDDC	Country	ACP	GSP	LDDC
Algeria		•		Congo	•	•	
Angola	•	•		Costa Rica		•	
Antigua and Barbuda	•			Cuba		•	
Argentina		•		Cyprus		•	
Bahamas	•	•		Dominican Republic		•	•
Bangladesh		•	•	Dominica	•		
Barbados	•	•		Egypt		•	
Belize	•	•		Ethiopia	•	•	•
Bhutan	•	•		Fiji	•	•	
Botswana	•	•	•	Gabon	•	•	
Brazil		•		Gambia	•		
Cameroon	•	•		Ghana	•	•	
China		•		Grenada	•	•	
Colombia		•		Guatemala		•	

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Country	ACP	GSP	LDDC	Country	ACP	GSP	LDDC
Guinea	•	•		Samoa			
Guinea Bissau	•	•	•	Western	•	•	•
Guyana	•	•		St Kitts	•		
Haiti		•	•	St Lucia	•		
Honduras		•		St Vincent	•		
Hong Kong		•		Senegal	•	•	
India		•		Seychelles	•		
Indonesia		•		Sierra Leone	•	•	•
Ivory Coast	•	•		Singapore		•	
Jamaica	•	•		Solomon			
Kenya	•	•		Islands	•	•	
Kiribati	•	•		Somalia	•		
Lesotho	•	•	•	Sri Lanka		•	
Madagascar	•			Sudan	•	•	•
Malawi	•	•	•	Surinam	•	•	
Malaysia		•		Swaziland	•	•	
Mali	•			Tanzania	•	•	•
Mauritius	•	•		Thailand		•	
Mexico		•		Togo	•	•	•
Morocco		•		Tonga	•	•	•
Mozambique	•	•		Trinidad/ Tobago	•	•	
Nicaragua		•		Tuvalu	•		
Nigeria	•	•		Uganda	•		
Papua New Guinea	•	•		Zaire	•	•	
Peru		•		Zambia	•	•	
Rwanda	•			Zimbabwe	•	•	

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Useful Addresses

**Niederrheinische
Blumenvermarktum e.G.
(NVB Flower auction)**
Hammer Landstrasse 103
D - 4043 Neuss

Tel: 02101 1871
Telex: 8517635 nbvt d

**Bundesverband der
Deutschen Gross- und
Aussenhandel
(Federal Ass. of German
Wholesalers and Foreign
Trade)**
Postfach 1349
Kaiser Friedrich Strasse 13
D - 5300 Bonn

Tel: 0228 26004-0
Telex: 886783
Fax: 0228 26004-55

**Verband des Deutschen
Blumen -Gross- und
Importhandels e.V.
(Flower Wholesalers and
Importers Trade
Association)**
Julicher Strasse 32
D - 4000 Dusseldorf 30

Tel: 0211 441388
Telex: 8586905
Fax: 0211 482647

**Market News Services
MNS**
International Trade
Centre UNCTAD/GATT
Rue de Monbrilland 54-56
1211 Geneva
Switzerland

Tel: 022 7300111
Telex: 289466 mns ch

**UGA Niederrhein GmbH
(Flower auction)**
Hans - Tenhaeff - Strasse 44
D - 4172 Staelen

Tel: 02834 7010
Telex: 812223 ugast d

**Deutsche
Entwicklungsgesell-
schaft (DEG)
(German Finance
Company for
Investments in
Developing countries)**
Belvederestrasse 40
D - 5000 Koln 41

Tel: 0221 4986-1
Telex: 8881949
Fax: 0221 4986290

**Bundesstelle fur
Aussenhandels-
information (BfAI)
(Federal Office for
Foreign Information)**
Blaubach 13
P.O. Box 108007
D - 5000 Koln 1

Tel: 0221 5057-1
Telex: 882735

**MAJOR IMPORTERS OF
CUT FLOWERS AND
ORNAMENTAL FOLIAGE**

**IRT - International Rose
Trading Blumen -
Import GmbH**
Wolfratshauser Strasse 73
8023 Pullach

Tel: 089 7932011
Fax: 089 7938398

**Eberhard Gumz
Blumen-Import
Blumengrossmarkt**
Friedrichsstrasse 18
1000 Berlin 61

Tel: 030 2517200
Fax: 030 2516633

Wilhelm Peters GmbH
Blumengrosshandel
Lippelstrasse 1
2000 Hamburg 1

Tel: 040 337244/45
Fax: 040 327350

**Blumen Becker
Gartenbau -
Grosshandel**
Gravenbruchring 165
6078 Neu-Isenburg

Tel: 06102 38077/78
Fax: 06102 3265

Finger Rosen GmbH
Blumengross- und
Importhandel
Rudolfstrasse 2
6239 Kriftel/Taunus

Tel: 06192 43027
Fax: 06192 43029

Blumen Weber GmbH
Blumengrosshandel
Siedlungsstrasse 15
6635 Schwalbach-
Hulzweiler

Tel: 06831 54546
Fax: 06831 58190

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Danners GmbH

Blumengrosshandel
Bittermarkstrasse 51 a
4600 Dortmund-
Bittermark

Tel: 0231 732335
Fax: 0231 736889

**Giovanni Semeria
Floristen Einkauf GmbH**

Langebeckstrasse 15
5800 Hagen 1

Tel: 02331 80080
Fax: 02331 800844

**Reinhard Thiele
Blumen-Import-
Grosshandlung**

Am Stadtgraben 37

Tel: 05258 8853
Fax: 05258 4522

**Paul Kwoka
Blumenimport**

Einselestrasse 3
8300 Landshut

Tel. 0871 65058
Fax. 0871 68931

**Gunter Hoffie
Blumen-Import**

Blumengrossmarkt
Friedrichsstrasse 18
1000 Berlin 61

Tel: 030 2516474
Fax: 030 2510546

**Uniflora, Fritz Tempelhof
Blumengross- und
Importhandel**

Bergmannring 11
2000 Hamburg 74

Tel: 040 6550011
Fax: 040 6516206

Everflora GmbH

Frankfurter Strasse 85-87
6096 Raunheim

Tel: 06142 42061-63
Fax: 06142 44618

**Multiflor
Blumenimport GmbH**

Am Aspenhaag 7
6092 Kelsterbach

Tel: 06107 4010/4016
Fax: 06107 5877

Florimex GmbH

Am Grunen Weg 5
D - 6092 Kelsterbach

Tel: 06107 4090
Telex: 417710 fxze d

**Gunther Langer GmbH &
Co KG**

Blumengrosshandel und
Importhandel
Stadtwaldstrasse 703
4050 Monchengladbach 5

Tel: 02166 31548
Fax: 02166 37675

Straelener Blumenhandel

Heinz Kammann & Co. KG
Karl-Arnol-Strasse
Postfach 29
4172 Staelen

Tel: 02834 6041
Fax: 02834 6048

**MEDIUM SIZE
IMPORTERS OF CUT
FLOWERS AND
ORNAMENTAL FOLIAGE****Ottmar Dietter
Blumengrosshandel**

Tubinger Strasse 33
7404 Ofterdingen

Tel: 07473 7380
Fax: 07473 22993

**Hans Kiesel Import- und
Grosshandel**

Mercedesstrasse 2
7953 Kernen

Tel: 07151 41039
Fax: 07151 41045

M. Vahldiek

Schnittblumenvertrieb
Im Erlengrund 3
7120 Bietigheim-
Bissingen

Tel: 07142 3986/87
Fax: 07142 3888

**Biallass Blumenvertriebs
GmbH & Co. KG**

Am Moosfeld 13
8000 Munchen 82

Tel: 089 429106
Fax: 089 429108

**Hans Grossmann KG
Blumen Import**

EGgenfelder Strasse 54
8000 Munchen 81
Tel: 089 9304355
Fax: 089 9304534

Wenning Blumen GmbH

EGgenfeldener Strasse 94a
8000 Munchen 81
Tel: 089 931021
Fax: 089 931024

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Bernd Prokop
Blumengrosshandel-Import

Blumengrossmarkt
Friedrichsstrasse 18
1000 Berlin 61

Tel: 030 2519907
Fax: 030 8055269

Werner Buuck
Blumengrosshandel-Import

Dorferbogen 72
2050 Hamburg 80

Tel: 040 7373366
Fax: 040 7373801

Joachim Lahmann
GmbH & Co. KG

Blumen-Import-
Grosshandel
Clueser Strasse 14
2808 Syke 3

Tel: 0421 550287
Fax: 0421 531422

Udo Sommer
Blumengross- und Importhandel

Neuengammer
Hausdeich 109
2050 Hamburg 80

Tel: 040 7232303
Fax: 040 7232243

Bigi GmbH & Co
Blumenhandels KG

Blumengross- und
Importhandel
Sanduswg 16
6301 Wettenberg 1

Tel: 0641 82065
Fax: 0641 82155

Hulco-Blumen
Import-Export GmbH

Offenbacher Landstrasse 70
6000 Frankfurt/M 70

Tel: 069 612038
Fax: 069 620018

Bernd Kohler
**Schnittblumen-
Grosshandel**

Gottlieb-Daimler-Strasse 23
6800 Mannheim

Tel: 0621 447022
Fax: 0621 444649

L.E.A. Flor GmbH
Blumengross- und
Importhandel

Rheinstrasse 13-23
6234 Hattersheim 3

Tel: 06190 8571-73
Fax: 06190 8574

Helmuth Steffen C.W.

Blumengrosshandel
Clamecystasse 15
6460 Gelnhausen

Tel: 06051 17002-03
Fax: 06051 15964

H. Danielmeyer

Blumengrosshandel
Spengerstrasse 107
4904 Enger

Tel: 05224 3063
Fax: 05224 6540

Heinz Helling

Blumengrosshandel
Jagerskamp 77
4422 Ahaus/Westfalen

Tel: 02561 67147/67040
Fax: 02561 41076

Alexander May

Cut & Pot
Blumengrosshandel
Tiergartenstrasse 22 a
5040 Bruhl

Tel: 02232 48279

Tropenflora Import
GmbH & Co. KG

Tropical Flowers
Borsigstrasse 5
4030 Ratingen 1

Tel: 02102 475013
Fax: 02102 473932

Winklehorst & Co
Blumengrosshandel-
Import

Gruner Weg 2
4250 Bottrop-
Kirchhellen

Tel: 02045 2016/17
Fax: 02045 5571

Franz Dreher

Blumenimporte
Gewerbestrasse 7
7858 Weil am Rhein 5

Tel: 07621 6086
Fax: 07621 65553

Florentine Munz
Blumenvertrieb GmbH

Heinrich-Kuderli-Strasse 1
7050 Waiblingen

Tel: 07151 1728-0
Fax: 07151 172888

CWV Blumen Weller
Import Grosshandel
Marktplatz 4
7130 Mulacker

Tel: 07041 3008/09
Fax: 07041 45646

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Fancy Blumen Import GmbH

Osterweg 21
8939 Wiedergeltingen

Tel: 08241 3085

Fax: 08241 3084

Tropiflora

Blumenhandels GmbH
Obere Hauptstrasse 10 b
8057 Eching

Tel: 089 31951186/88

Fax: 089 3191114

**Team-Flor Darwitz & Co.
Blumengrosshandels GmbH**

Blumengrossmarkt
Friedrichsstrasse 18
1000 Berlin 18

Tel: 030 2516397

Fax: 030 2515232

Peter Skowasch

Blumengrosshandel
Blumengrossmarkt
Friedrichsstrasse 18
1000 Berlin 61

Tel: 030 2514504

Fax: 030 2512010

Jens Kiel GmbH

Blumengrosshandel
Am Nordkreuz 14-16
2902 Rastede-Wahnbeck

Tel: 04402 1030

Fax: 04402 83798

Heinz Richter GmbH

Blumengross- und
Importhandel
Roetenweg 37
2105 Seevetal 2

Tel: 04105 40346

Fax: 040 330900

Rudolf Weck

Blumen-Import
Blumengrossmarkt
Bankstrasse 28
2000 Hamburg 1

Tel: 040 335236

Floratex GmbH

Blumen Im- und Export
Flughafen Gebaude 458
6000 Frankfurt/M 75

Tel: 069 6904511

Fax: 069 6902685

Kenya Flowers GmbH

Am Aspenhag 6
6092 Kelsterbach

Tel: 06107 76010

Fax: 06107 760122

Kurhessen Blumen GmbH

Blumengross- und
Importhandel
Nussbaumweg 6
6430 Hersfeld

Tel: 06621 61455

SBI-Schnittblumenimport

Hugenottenallee 170
6078 Neu-Isenburg

Tel: 06102 4132-34

Fax: 06102 27095

Bernhard Cornielje

Blumengrossvertrieb
Ulmenstrasse 275
4000 Dusseldorf 30

Tel: 0211 426244

Gunter Ebert GmbH

Blumengrosshandel-
import
Zeissstrasse 16
5014 Kerpen

Tel: 02237 52011

Fax: 02237 52879

**Heinz Kammann GmbH
& Co. KG**

Blumengrosshandel und
Import
Hulser Strasse 47
4152 Kempen

Tel: 02152 4081

Fax: 02152 4083

Tropenblumen GmbH

Tropical Flowers
Gewerbestrasse Sud 72
5140 Erkelenz

Tel: 02431 74077

Fax: 02431 74270

**Konrad Willeke
Blumengesellschaft mbH
& Co. KG**

Marienstrasse 43
4793 Buren-Steinhausen

Tel: 02951 3132

Fax: 02951 6350

General Guidelines on Harvesting, Post-harvest Handling and Transport of Fresh Cut Flowers and Ornamental Foliage

Harvest and Transport to the Grading Facilities

An exporter of cut flowers and/or ornamental foliage must have access to adequately sized grading facilities which are equipped with cold storage facilities or an air-conditioned store room, whichever is applicable, which is large enough to contain the volumes produced. The cold store should be equipped with a pre-cooling unit to enable rapid cooling of the flowers after packing.

Almost all flowers should be harvested in the mornings and/or in the late afternoon, since flowers harvested at midday usually have a short vase-life.

All flowers must have reached a certain maturity prior to harvesting, not only for physiological reasons but also for transport and marketing reasons. The importer requires a cut flower which is not too mature but ready for sale. Flowers which have been harvested prematurely do not, in general, open well in water, and flowers which have been harvested too late attract less market interest. In both cases, the flowers will lose their market value upon arrival in the target market. The appropriate harvesting stage varies from species to species and even from variety to variety, but the general rule is that flowers are harvested at a stage from which they can develop correctly without the aid of any special treatment.

Some species e.g. *Gypsophila*, *Roses*, show difficulty in water-uptake, especially if they have been without water after harvesting. These flowers should be placed in water in the greenhouse immediately after harvesting.

To prevent the vascular system of the stems being blocked by fungi and bacteria, thus reducing water-uptake, buckets should be cleaned every day with a detergent and clean water should be used. The use of flower preservatives prevents fungi and bacteria growth. Some species must be placed in the cold store immediately after harvest, while others will need treatment with a flower preservative prior to cooling.

Flower Preservatives

The use of flower preservatives has increased dramatically during the last decade and has improved the vase-life of many cut flowers. Flower preservatives usually contain several ingredients. Since different species have specific requirements, several mixtures are available on the market. The main ingredients are the following:

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- **Bactericide and fungicide:**
A bactericide containing a chlorine compound will keep the water free from fungi and bacteria, and so keep the vascular system free of these organisms and functioning.
- **STS; Silverthiosulphate:**
Ethylene gas, which is produced by flowers, fruits and vegetables, is very harmful to many species of cut flowers, even in small concentrations, and treatment with STS or with MIX will result in a much higher tolerance. Cut flowers should never be stored or transported with ethylene-producing fruits and vegetables.
- **Carbohydrates:**
If cut flowers are to develop correctly with the consumer, they must be fed well with sugar (carbohydrates). Experiments have shown that carbohydrates, especially if given to the flowers immediately after harvest and throughout their life-span, increase the vase-life significantly.
- **Growth Regulators:**
For some species the normal growth processes after harvest accelerate maturity which results in a shorter vase-life and yellowing leaves. Growth regulators inhibit these effects.

Packing

Packing is done in three stages: bunching, wrapping or sleeving and packing. Each operation must be carried out with extreme care.

- **Bunching:**
Each bunch must contain the exact number of flowers or leaves stipulated. The flowers should be assembled into a bunch without sustaining damage, secured with a rubber band and cut to an appropriate length.
- **Wrapping or sleeving:**
Each product section contains recommendations on whether to wrap or sleeve the bunches. Most flowers in Germany are handled in sleeves of polyethylene which present them attractively. However, many exporters in overseas areas may have problems with condensation in the plastic sleeves, which will result in damage to the flowers. In those cases it is preferable to wrap the flowers in soft, white paper.
- **Packing:**
The wrapped or sleeved bunches should be placed in the export box so as to utilise the space to a maximum, without damaging the flowers. For

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most species, it is necessary to secure the flowers in the box with a foam coated wooden stick, about 2.5 x 2.5 cm, which is pressed on top of the lower part of the bunches and then nailed with a metal disc through the sides of the box. Some exporters use a strong rubber band instead, which is secured to two plastic hooks which are pierced through the sides of the box.

For delicate flowers, the ends of the boxes are covered with a layer of shredded paper to protect the blooms.

The boxes can be insulated with polystyrene sheets, newspaper or foam plastic during cold periods in the country of destination.

Pre-cooling

As soon as the flowers are packed they should be cooled to the optimum storage temperature for the particular species. The use of a pre-cooling unit enables the grower to cool the boxes to the adequate temperature in less than an hour, and several boxes are cooled simultaneously. The system operates as follows. The pre-cooling unit is installed inside the cold store. Export boxes for pre-cooling should have 1-2 holes in both ends of the box. The boxes are stacked close to a frame designed for e.g. 15 boxes, through which a fan sucks the cold air in the cold store through the boxes. With an airspeed of about 1.5 m per sec., the flowers are cooled to the appropriate temperature within an hour, after which they are removed and a new lot is pre-cooled. It is important to have about 85% humidity and a correct airspeed or the flowers may become damaged.

Shipping

It is essential for an exporter to have a good marketing organisation and a good relationship with his customers. His customers should also be well organised. In this way the flowers can be dispatched swiftly from the country of origin and the import handling dealt with quickly and smoothly.

Air-cargo space

The exporter should make sure that the shipment is booked all the way through to its final destination, preferably on a direct flight.

Shipping documentation

Prepare all documents in advance i.e. phytosanitary certificate, invoice, EUR 1 or 'A' or GSP certificates and obtain the Air Way Bill-number from the shipping agent.

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Send shipping information

Inform the importer of the following, either by fax or telex, as soon as the booking is confirmed:

- Shipping date
- Flight number, all the way to the destination
- Air Way Bill number
- Number of boxes
- Weight
- Contents of the shipments

The above information is vital to the importer and his clearing agent.

Transport to the airport

Good quality flowers can be completely destroyed during the journey from the farm to the airport. To avoid this the exporter should ensure that:

- Boxes are handled properly i.e. they should not be thrown, dropped or turned upside down.
- Boxes are kept at the correct temperature during transportation.
An air-conditioned or refrigerated truck should be used depending on the temperature requirements of the flowers transported. If the distance is short, an insulated truck may be adequate.
- The boxes should not be left in the sun at the airport even for a short period. If possible they should be kept in a cold store until loaded on the air carrier. If that is not possible, the truck should wait at the airport until the boxes can be loaded directly from the truck on to the aeroplane.

Market Information and Cost Calculation

Most cut flowers and ornamental foliage are imported into Germany on fixed C&F or FoB prices. The system for this is very different to that used for other horticultural products such as fruit and vegetables. For most products there are unofficial market prices, which are often, but not necessarily, correlated to the prices on the major flower auction in the Netherlands, VBA in Aalsmeer.

Market Information

The importer should, under normal circumstances, provide the exporter with market information. Prices are usually set for periods of 1-2 months, and agreed between the exporter and the importer taking into account the actual and expected market situation. Pricing is always very difficult for an exporter since he is away from the market and must trust his customer for accurate information. For this reason it is advisable to export to more than one customer in order to receive market information from more than one source. Price and market information can also be obtained in other ways, as described below.

Auctions

Actual information on prices and volumes at the major auctions in the Netherlands is published every week in the flower magazine *Wakblaad voor de Bloemisterij*. These prices are very relevant to the German market, since half the volume sold at the auctions in the Netherlands is re-exported to Germany. The German auctions are by comparison so small that their prices are of little interest to the whole market development in Germany.

However, the prices from the auctions only represent average prices, and can only give guidance on tendencies and volumes. The price variations within a specific species on a specific day are significant with regard to quality and grade. Both local production and imported flowers are included in the average figures from the auctions. This means that winter prices are interesting for a overseas exporter, since they represent a large percentage of imported flowers, whereas spring, summer and autumn prices are less reliable.

ITC

The International Trade Centre, Geneva, Switzerland, has a section called Market News Service (MNS), to which an exporter can subscribe and obtain both wholesale prices from the German market and prices at the auctions in the Netherlands, weekly. This information can be obtained by mail, fax or telex.

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The MNS gives sales prices from importer to wholesaler, and the exporter must calculate the FoB price by deducting the importer's profit margin, customs duty, clearance costs and freight costs in order to compare the information with his own prices.

Freight costs

Cut flowers and ornamental foliage often qualify for preferential (commodity) air-cargo rates and a minimum load is often stipulated in order to benefit from these. These minimum loads may vary from country to country, but are usually 500 or 1,000 kg. If a company is too small they will not reach these break points. In countries where these rates are not established, they can be negotiated with the air carrier. It is important for an exporter to find out what exporters in competing countries pay for their shipments, in order to establish his competitiveness on the market.

The exporter must also find out if a volume or weight rate is applied to his cargo, because this will affect transport costs significantly. A box of flowers may weigh as little as 5 kg, but have a volume rate of 13 kg which will almost triple his transport cost per flower.

Import costs

Preferential tariffs are granted to countries classified as ACP or LDDC group and often to those classified in the GSP group. The difference between incurring a customs duty of 15-20% on the C&F value of the flowers and benefitting from zero customs duty is often the difference between a profitable project and a non-profitable project. The customs duty is payable by the importer but will affect the final price and the FoB price will be adjusted accordingly. The exporter should also investigate if the other countries of origin of the same product are also exempt from import duty as this will help him to establish his own competitiveness on the market.

Handling Complaints

The importer will, in general, make claims for the following reasons:

- If the quality delivered does not correspond to agreed standards.
- If the assortment delivered does not correspond to agreed orders or to the invoice.
- If the quantity delivered does not correspond to the invoice or to agreed orders.
- If the produce is damaged during handling, either in the country of dispatch or during transport, due to poor cartons etc.
- If the shipment is delayed due to the late arrival of the aircraft, inadequate warning, improper documentation, etc., which means that the produce must either be sold at reduced prices or discarded.

Claims are always very sensitive issues which involve a great deal of trust between the exporter and the importer. It is recommended that the conditions of sale established by the Association of German Flower Wholesalers and Importers are applied (see Appendix 8). If an importer makes claims regularly, and if the efforts of the exporter to rectify his handling practices do not result in fewer claims, the exporter should change importer.

In order to cope with the above problems, the following is recommended:

- If the damage is caused by delayed aircraft, by delayed transfer of the shipment or by excessive temperatures during transit handling, the air carrier is usually liable. However, there may be problems with obtaining payment and it is recommended that the conditions of transport and liability are settled prior to embarking on regular shipments.
- If produce quality, assortment or volume/prices do not comply with agreed orders, if packaging quality or post-harvest handling are inadequate, if the documentation for the shipment is inadequate or if the exporter fails to alert the importer to the arrival of the shipment, the exporter should negotiate a suitable solution of the problem with the importer.

It is vital that the importer informs the exporter of the exact reason for the claim so that the exporter can rectify any problems for future shipments. In general, claims should be made within 24 hours of the arrival of the produce (see Appendix 8)

Most claims can be avoided if there is a good relationship between the exporter and the importer. However, it is recommended that the exporter organises his operation in such a way that claims for quality and/or mistakes and misunderstandings cannot occur. If the importer and the exporter do not

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agree about the magnitude and/or the reasons for a claim, the exporter can demand that an independent inspection of the merchandise is carried out in Germany, and that he receives a certificate of that inspection. Given below is a list of inspectors of cut flowers and ornamental foliage in Germany:

Baden-Württemberg:

Hans-Peter Enderle
Im Hasebusch 9
7700 Singen-Hohentwiel

Tel. 07731 62041

Jörg Schelling
An der Rossweid 26
7500 Karlsruhe

Tel. 0721 615089

Eugen Hornung
Kornwestheimer Str. 89
7012 Fellbach-Oeffingen

Tel. 0711 515093

Karl-Dieter Trappmann
Heckerstrasse 41
7800 Freiburg/Brsg

Tel. 0761 43594

Bayern:

Hans Grossmann
Eggenfeldener Str. 54
8000 München 81

Tel. 089 223155

Nürnberg:

**Bruno Beinlich c/o
Florimex GmbH**
Ostendstrasse 132
8500 Nürnberg

Tel. 0911 590023

Niederbayern:

Paul Kwoka
Einselestrasse 3
8300 Landshut/Bayern

Tel. 0871 63139

Hamburg, Bremen and Schleswig-Holstein:

O.F.C. Becker
Högerdam 18
2000 Hamburg 1

Tel. 040 233996

**Uwe Kohlbus c/o
Peters GmbH**
Lippelstr.1
2000 Hamburg 1

Tel. 040 337244-45

**Fritz Tempelhof
(only ornamental
foliage)**
Bergmannring 11
2000 Hamburg 74

Tel. 040 6550011

Hessen, Rheinland- Pfalz and Saarland:

K.H. Becker
Gravenbruchring 165
6078 Neu-Isenburg

Tel. 06102 38077-78

Helmut Steffen
Clamecystrasse 15
6460 Gelnhausen

Tel. 06051 17003

Emil Weber
Siedlungsstrasse 15
6635 Schwalbach-
Hülzweiler

Tel. 06831 54546

Nordrhein-Westphalen:

Heinz Helling
Jägerskamp 77
4422 Ahaus/Westphalen

Tel. 02561 6040/
67147

Romano Semeria
Langenbeckstrasse 15
5800 Hagen 1

Tel. 02331 8008

Reinhard Thiele
Am Stadtgraben 37
4796 Salzkotten

Tel. 05258 8853

Conditions of Sale for the International Wholesale Trade in Cut Flowers, Fresh Foliage and Ornamental Plants

Conditions of sale recommended by the German Flower Wholesalers and Importers Association:

Article 1: Scope

The following General Terms and Conditions are applicable to the international wholesale trade in cut flowers, fresh foliage and ornamental plants, except in so far as commission sales are concerned. The parties are free to make divergent agreements (where possible, in written form).

Article 2: Sales Contract

- The sales contract is not required to have any specific form.
- A contract is made by express acceptance of order on the part of Seller in a manner which is customary in the trade.
- Any promises made by agents and outside intermediaries shall be binding upon the Seller only if and when they have been expressly confirmed by the latter.

Article 3: Quality Standards

The products specified under Article 1 above must meet the quality standards applicable in Germany.

Article 4: Phytosanitary Measures

Seller must satisfy all phytosanitary requirements applicable to the merchandise in Germany.

Article 5: Prices

Generally, prices are determined when placing the order. Price increases without prior consent are inadmissible.

Should Seller be unable to supply the specified quantity and quality of merchandise at the agreed price, he must notify Buyer of this. In case Buyer subsequently wishes to adapt his order, a new order or new agreement shall take effect.

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Article 6: Excess and Short Delivery

Buyer may refuse to accept delivery of excess quantities. He must inform Seller of this by telex/fax. The telex/fax report must give details of when, where and within which period (maximum of 3 days) the excess quantity delivered can be restored to Seller's disposal.

Seller and Buyer may reach an agreement as to whether the excess quantity supplied is to be utilised on a commission basis or otherwise.

If Seller is unable to supply the merchandise ordered, he is entitled to reduce the same accordingly. However, he undertakes to inform Buyer of the extent of the reduction early enough to allow alternative supply arrangements to be made.

If for any reason whatsoever Seller intends to augment his consignment, he must obtain Buyer's prior consent before shipping the merchandise. The merchandise ordered must be accepted by Buyer at the agreed date and time. In the event of failure to accept the merchandise ordered on Buyer's part, Seller shall be entitled to otherwise sell it for the best possible price and to demand that Buyer make up the difference of any lower proceeds received.

Article 7: Packing

- Packing shall be of the type customary in the flower and plant wholesale trade and at the discretion of Seller as prudent businessman, save otherwise agreed.
- Non-returnable packaging shall be charged at cost price.
- Seller is entitled to charge Buyer, as a separate invoice item, for the use of returnable packing and other durable packing materials (cardboard boxes, containers, stacker trolleys etc.).
- Any deposits charged shall be offset once the materials have been returned in perfect condition at no charge to Seller.
- If the purchase order specifies "frost-resistant packing", Seller shall undertake to observe this requirement unconditionally and continue to supply merchandise in frost-resistant packing until such time as this type of packing is cancelled.
- The packaging materials and the manner in which they are treated must comply with the regulations in Germany.

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Article 8: Shipping

- Loading and shipping operations shall be performed in the due and proper manner. Seller may only be held liable for damage incurred prior to acceptance of merchandise by the forwarding agent.
- Where shipment is carried out by means of Seller's own truck, Seller shall be liable for any damage incurred prior to acceptance of merchandise by Buyer.
- The mode of shipment (rail, air, road ocean carrier) shall be agreed by Buyer.
- Where Buyer does not stipulate any particular mode of transportation, Seller shall select the type of shipment most commonly used.

Article 9: Freight and Other Charges

Freight charges, customs duties, the cost of phytosanitary tests and quality control in Germany shall be borne by Buyer, save otherwise agreed.

Article 10: Delivery

- If delivery has been agreed for a fixed date and time, it shall be effected at that date and time.
- If, in case of successive delivery, payment is not made within the specified period due to fault on the part of the Buyer, further deliveries shall be suspended until such time as payment is made. Buyer must be notified of this early enough to allow alternative supply arrangements to be made.
- If delivery can not be made or accepted on account of force majeure, Seller must inform Buyer, or where appropriate, Buyer must inform Seller, of the circumstance by telex/fax or telegram (by telephone confirmed in writing) early enough to allow Buyer to make alternative supply arrangements, or Seller to make alternative dispatch arrangements where possible.
- In the event of force majeure, the party subject to force majeure is entitled to cancel the contract.
- Force majeure shall be constituted by any situation beyond Seller's or Buyer's direct sphere of influence by reason of which performance of the contract can no longer reasonably be expected, such as strike, fire, extreme weather conditions or government action.

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Article 11: Payment and Retention of Title

- Save as otherwise agreed, payment shall be made net cash on delivery through payment or transfer instruction to a bank or giro account to be specified by Seller, such that the latter may dispose of the money at the latest on the 30th day after invoice date.
- Seller is entitled to charge 1.5% monthly interest on Buyer's arrears with effect from the due date up to receipt of the full payment amount.
- Buyer shall be in default by simply allowing the agreed date of payment to elapse; no special notice of default is required. In any such case, Buyer shall cover all costs incurred, whether of a judicial or extrajudicial nature.

Article 12: Place of Performance

- The place of performance for delivery shall be the point of departure; should the services of a forwarding agent be engaged, the place of performance shall be the latter's point of departure.
- Should shipment be effected by means of Seller's own truck, the place of performance shall be constituted by Buyer's place of destination.
- The place of performance for payments shall be Seller's place of business or, in the absence of any place of business, Seller's place of residence.

Article 13: Deficiency Claims

- Complaints relating to apparent defects on products delivered should be lodged with Seller by telex/fax or telegram immediately upon discovery or at the latest 24 hours after receipt of merchandise. Any complaints filed by telephone must be confirmed by Buyer in writing within a period of 3 days of receiving the merchandise.
- Complaints relating to hidden defects on products delivered should be lodged with Seller immediately upon discovery and in any event submitted to Seller in writing early enough for the latter to verify or arrange for verification of the complaint on site or recall the merchandise.
- Complaints should contain:
 - a) a detailed and accurate description of the defect;
 - b) a statement of facts proving that the products delivered are identical with those rejected by the Buyer.

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- Complaints relating to only part of the delivery shall not constitute grounds for rejecting the entire delivery.
- On expiry of the periods specified above, no deficiency claim may be asserted.

Article 14: Procedure Subsequent to Deficiency Claims

- If following complaint of shipment pursuant to Article 13 the parties fail to reach an immediate amicable agreement, Buyer undertakes to engage the services of an approved expert for the purpose of preparing an expert's report.
- Said expert's report shall be prepared in accordance with the following principles which are binding upon expert:
 - a) Seller or his duly authorised representative must be immediately notified of the place and time of the expert's appraisal. Both parties may be present during the appraisal but not while the expert prepares his report. They shall be entitled to a hearing during the appraisal but have no right of intervention in the preparation of the expert's report.
 - b) Should the availability of an expert's report of shipment be noted in the bill of lading or invoice, or otherwise made known, both parties undertake to submit this report to the expert. The latter shall include in his own report a statement to the effect that a previous expert's report has been presented to him. Should the expert arrive at a result other than that specified in the shipment or export report, he must substantiate his divergent result, wherever possible furnishing corroborating evidence.
 - c) The expert may neither buy nor sell the merchandise appraised by him.
 - d) The expert shall, among other things, determine whether the defects which form the subject of complaint can be remedied by means of reassortment.
- If the claim is justified, the cost of the expert's report shall be borne by Seller, or by Buyer if it is not. These costs shall in any event be advanced by the Buyer.
- If the claim is justified, Buyer shall be entitled to diminution (reduction of purchase price), rescission of contract (cancellation of sale) or compensation of damages.
 - a) In the case of reduction of purchase price, the reduced value shall be reimbursed. The reduced value shall be computed in accordance with the following principles:

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Reduced value is defined as the difference between the value of merchandise complying with contractual stipulations and the actual value of the merchandise delivered, irrespective of the market situation. Reduced value also covers the corresponding share of forwarding charges and customs duties demonstrably incurred by Buyer.

- b) Should Buyer wish to exercise his right of cancellation of sale, he must notify Seller of this by telephone or other means customary in the trade within the time limit for submission of deficiency claims, demanding that the Seller otherwise dispose of the merchandise. Should no such alternative disposition be effected in the case of other merchandise by noon of the following day, or, in the case of other merchandise, by 12 noon the day after this, Buyer shall be entitled and obliged to utilise the merchandise to the best possible advantage of the person or persons concerned. If prior to expiry of this period the merchandise is in imminent danger, Buyer shall be entitled and obliged to effect utilisation thereof beforehand upon notification of the Seller. Where possible, a corresponding note should be made in the expert's report.
- c) Claims to compensation of damages are limited to the invoice value of the merchandise delivered and to the transportation costs. Any further claim to compensation of damages may only be asserted in the case of gross negligence on the part of Seller.

Article 15: Jurisdiction, Arbitration

- Unless Seller has specified a place of jurisdiction in Buyer's country, the place of jurisdiction for legal actions shall be the Defendant's place of business or, in the absence of a place of business, his place of residence. This shall not prejudice any competence based upon an arbitration agreement.
- For the settlement of disputes, a court of arbitration for the international wholesale trade in flowers may be established.

Approved by the assembly of Delegates of Union Fleurs on 9 November, 1989, at Noordwijk, Holland, and modified by the Assembly of Delegates on 24 March, 1990, in Casablanca, Morocco (The Association of German Flower Wholesalers and Importers are members of Union Fleurs).