

Appendix 1 - Import, Food and Marketing Regulations

Tariffs, import regulations and procedures

Tariffs

Most imported fruit and vegetables enter Nordic countries duty-free under the Generalised System of Preferences (GSP) in favour of developing countries. The exceptions are products which are domestically grown on a commercial scale which are subject to seasonal duties when domestic produce is available. All the fruit covered in this guide have duty free status when imported from most exporters of exotic produce, but the vegetables - cherry tomatoes, french beans, mangetout, asparagus and aubergine - are liable to duty during the summer period, the precise duration of which varies with the importing country and the product. To be eligible for duty-free status the country of origin of the product must be certified on **Form A** made out in English or French. Normally the forms are available from the Ministry of Trade or Chamber of Commerce in the exporting country and the completed form must be endorsed by the approving authority in the country of origin. Under GSP, a country classified as least-developed according to the UN definition has further benefits from duty-free entry for all products and exemption from any quantitative import restrictions that may be applied.

In the case of Denmark, the preferential tariffs available under the Lomé Convention to Africa, Caribbean and Pacific countries (ACP) are more relevant. For most products in the guide (but see separate product sections) these are duty-free and the documentation procedures are simpler than those governing GSP. **Movement Certificate ERU 1**, normally issued by the exporting country's Department of Customs and Excise, is required. If the product being exported is to be routed via Holland, Germany or the UK to Sweden, Norway or Finland or is liable to be re-exported from Denmark, the consignment should also have a Certificate Form A to qualify for GSP treatment. Where an exporter encounters difficulty in obtaining the necessary forms, the importer may be able to help.

Tariff status of Commonwealth horticultural exporting nations from the developing world

Country	ACP	GSP	LDDC	Country	ACP	GSP	LDDC
Antigua and Barbuda	•			Dominica	•		
Bahamas	•	•		Gambia	•		
Bangladesh		•	•	Ghana	•	•	
Barbados	•	•		Grenada	•	•	
Belize	•	•		Guyana	•	•	
Botswana	•	•	•	India	•	•	
Cyprus		•		Jamaica	•	•	
				Kenya	•	•	

Appendix 1 - Import, Food and Marketing Regulations

Country	ACP	GSP	LDDC	Country	ACP	GSP	LDDC
Kiribati	•	•		Solomon Islands	•	•	
Lesotho	•	•	•	Sri Lanka		•	
Malawi	•	•		Swaziland	•	•	
Malaysia	•	•		Tanzania	•	•	•
Mauritius	•	•		Tonga	•	•	•
Nigeria	•	•		Trinidad/ Tobago	•	•	
Pakistan		•		Tuvalu	•		
Papua New Guinea	•	•		Uganda	•		
St Kitts	•			Western Samoa	•	•	•
St Lucia	•			Zambia	•	•	
St Vincent	•			Zimbabwe	•	•	
Seychelles	•		•				
Sierra Leone	•	•					
Singapore		•					

Import licences

With regard to import licences the position differs in each Nordic country as follows:

Denmark: No licences required

Finland: The general principle of licence-free import from countries granted multilateral treatment (most developing countries) is set aside for most fresh fruit and vegetables which come within either or both the global quota programme and the individual licencing system. Under the former, the value of quotas is fixed annually for each product and the importer is issued a licence applicable to any country granted multilateral treatment provided the quota has not been exhausted. Under individual licencing, which is more commonly used, importers applying for a licence are free to select the country of origin from which to import.

Norway: Trade in certain agricultural products is controlled by quantitative restrictions requiring import licences because of the government policy of self-sufficiency in animal and vegetable products that can be produced domestically. The products covered by this guide which are affected are:

- Beans and peas, including mangetout;
- Tomatoes imported between 10 May and 14 October.

Sweden: The general requirement for an import licence for agricultural produce does not apply to products covered by this Guide.

Appendix 1 - Import, Food and Marketing Regulations

Customs Entry

Although the importer, or his forwarding agent, is responsible for obtaining import licences where relevant, customs clearance and payment of any duties and taxes, import charges and handling fees, the exporter must ensure that all necessary documents arrive prior to the cargo. Documents required are:

- Certificate of Origin/Movement Certificate.
- Invoice specifying name and address of exporter and importer, price of each item and any discounts, number, kind and weight of packages and the conditions of payment and delivery.
- Phytosanitary Certificate issued by the plant protection authority in the country of cultivation (see below). Certificates are not required between 1 October and 15 April in respect of:
 - Sweden for tomatoes, aubergines and asparagus;
 - Norway for tomatoes, aubergines and melons.

The Bill of Lading/Airway Bill should contain the name of the importer and his forwarding agent. Fees for phytosanitary inspection and sample testing for foreign substances (see below) are payable by the importer or his agent on customs clearance.

Regulations on agricultural produce

Most fresh fruit and vegetable imports require a Phytosanitary Certificate issued by the plant protection authority of the country of cultivation in accordance with FAO international standards. The exceptions are certain vegetables covered by this guide (see above) imported outside the domestic growing season. Each country has its own authority responsible for enforcing plant protection regulations as follows:

- Denmark** - Ministry of Agriculture, Slotsholmsgade 10, Copenhagen 1216
- Finland** - National Board of Customs, PO Box 512, SF-00101, Helsinki
- Norway** - Norwegian Plant Inspection Service, PO Box 94, OKem, N-0509, Oslo 5
- Sweden** - National Board of Agriculture, Statens Jordbruksverk, S-551 Jonkoping

Shipments are subject to testing, to ensure compliance with international requirements, for which a small fee is payable by the importer (eg Sweden SK 1.15 per 100 kg or minimum fee of SK 15). Consignments are seldom stopped provided exporters observe normal care in growing and post-harvest handling.

Appendix 1 - Import, Food and Marketing Regulations

Food regulations

Quality standards

In each of the countries there is national legislation aimed at protecting and assisting the consumer. Regulations cover food quality, hygiene, handling, packaging and labelling and affect imported fresh produce.

Sweden: The 1971 Food Act is the primary legislation and the National Food Administration (Statens Livsmedelsverk) is the supervisory and regulatory authority. Maximum Residue Levels (MRL) currently for 120 chemicals are listed in the Food Administration's Ordinance on Foreign Substances in Food (SLVFS 1983:1). The NFA works with regional and local authorities who carry out inspections.

Finland: Overall control of produce quality, under the Food Act of 1941 (526.41), lies with the Ministry of Trade and Industry. The Decree on Food Contaminants (755/90), made in 1990, specifies all the relevant MRL's. The Finnish Customs Laboratory is responsible for inspection.

Norway: Aspects of food legislation concerning food safety, public health and consumer protection are co-ordinated by the Norwegian Food Control Authority (Statens Naeringsmiddeltilsyn). The Agricultural Products (Quality) Act contains provisions for MRL control.

Denmark: The National Food Agency administers the Food Act and advises the Ministry of Health on formulating regulations and food issues. The Agency coordinates local inspection work, and serves as the reference laboratory for MRL control within the levels specified in Order No.1 (January 1982) amended in May 1988.

Most importation of fruit and vegetables is carried out by large companies who are also engaged in retail distribution and therefore are well able to ensure that consignments imported meet all requisite standards. Where EC or OECD quality standards have been established for a product, these should be observed by the exporter as they will be the minimum required by importers. These standards are described in the individual product sections of this guide. Many major importers in Europe insist on higher standards which they specify for the product or packaging when placing an order. A significant proportion of small volume imports of exotic off-season vegetables enter the Scandinavian markets via large importers in Holland and Germany (Hamburg). These importers generally supply produce of at least Class I standard to their Scandinavian customers.

Appendix 1 - Import, Food and Marketing Regulations

Treatment by additives

Additives used to preserve, enrich or colour food products can only be used if on an approved list published by the national regulating authority (see above) and within the maximum permitted quantity. The principle of the approval system is that the additive should benefit the consumer or be important for the shelf life of the product and be totally harmless. Any additive used must be marked on the packaging and exporters are advised to check acceptability of an additive substance with their importer if there is any doubt.

Foreign substances

Each of the Nordic countries has legislation regulating the use of foreign substances in food products. 'Foreign substance' means a substance, other than a food additive, which, if present in the food, may be injurious to health or change the normal composition of the food or its quality in other respects. Residues are normally expressed as parts per million (ppm), that is in mg per kg of fresh weight. Regulations stipulate the maximum permitted levels of agro-chemicals (Maximum Residue Levels - MRL), and the types of fruit and vegetables for which individual agro-chemicals are permitted. The regulations cover residues of agro-chemicals used for improving storage as well as during cultivation. Each national regulatory authority or related agency carries out programmes of randomly-sampled laboratory tests to check on compliance and stops the import of any consignment found to have foreign substances exceeding the permitted level. Importers are required to pay a small fee for the random sampling (eg in Sweden SK 1.45 per 100 kg of product with a minimum fee of SK 10.00). Most large importers carry out their own product testing for foreign substances, especially on samples or the first consignments from an exporter. Each national regulatory authority publishes regulations in English on MRL and exporters should ask their importer to supply the latest regulation.

Fruit and vegetables that have been treated with ionizing radiation may not be imported into, or offered for sale in, any of the Nordic countries.

Pre-packaged fruit and vegetables

In each Nordic country, regulations cover the type of packaging material used so as to prevent contamination of food. Provided an exporter, when pre-packing, uses packaging specified by either the importer or prescribed in any EC/OECD regulation, no problems should occur.

Regulations also cover the labelling of the retail packs used for pre-packaged fruit and vegetables. Minimum requirements are as follows:

Appendix 1 - Import, Food and Marketing Regulations

- Name of product in English and/or the national language (except where the cover is transparent);
- Net weight at the time of packing;
- Country of origin;
- Name and location of packer/grower.

All labelling should be clear, easily visible and unambiguous.

Harmonisation

Legislation within the each Nordic country is under extensive review with the planned harmonisation of regulations and the EFTA-EC negotiations for EES arrangements. Although harmonisation of standards within the EC is in progress, member countries (including Denmark) can maintain national legislation until this has been completed.

Guide to Foreign Trade Related Organisations in Nordic Countries

There are many agencies, organisations and associations that exporters may call upon for information and advice. These are summarised below followed by a selection of useful addresses.

International organisations

COLEACP, ITC and the Commonwealth Secretariat are all able to provide market information and assistance in developing exports. EC, OECD and UN/ECE have prepared quality standards for major fruits and vegetables and have a programme for increasing the products covered and introducing amendments as necessary.

Nordic governmental agencies

Each of the Nordic countries has established an import promotion office to facilitate exporters from developing countries market their products.

The **Danish Import Promotion Office (DIPO)** was established in 1977 according to an agreement between the Danish Chamber of Commerce and the Danish International Development Agency (DANIDA).

The **Swedish International Enterprise Development Corporation (Swedecorp)** was established in 1991, as a result of a merger between Swedfund, IMPOD and parts of the Industrial Division of SIDA.

The **Norwegian Import Promotion Office for Products from Developing Countries (NORIMPOD)** was established under the auspices of NORAD, the Norwegian Agency for Development Cooperation.

The **Finnish Import Promotion Office for Products from Developing Countries (PRODEC-IMPORT)** is financed through FINNIDA, the Finnish International Development Agency.

Typically the functions of these offices are to:

- give information on the domestic market and publish guidelines for exporters;
- arrange meetings with local companies for individual exporters and delegations from developing countries;
- offer marketing support to help products from developing countries;

Appendix 2

- organise buying missions to developing countries for local importers and facilitate inward missions;
- publish various market reviews and product fact sheets for assistance to exporters.

Diplomatic missions in Commonwealth countries

The commercial sections of Nordic country diplomatic missions overseas can be a useful starting point for exporters when seeking information about market opportunities and contacts with potential importers and agents.

National statistics offices

These compile and publish extensive statistical data. Exporters may find the information on fruit and vegetables imports to be of special interest.

Private sector organisations

Associations of fruit & vegetable distributors: These national trade organisations, funded by members drawn from the major commercial importers/wholesalers/distributors, aim to represent their members' interests in negotiations with government and international bodies and arrange generic promotion campaigns.

Chambers of commerce: Most major towns in Nordic countries have local chambers of commerce which include among members prominent business enterprises including importers.

National federations of importers, wholesalers and retailers: These associations in each country represent a wide cross-section of importers and distributive trades during discussions with government authorities on items such as business legislation, import regulations, etc.

Marketing Costs

Marketing costs

The actual cost of marketing varies according to country of origin, type and quality of produce and the volume of each consignment. The exporter needs to take account of all costs listed below to calculate whether it is profitable to ship produce to an importer in Scandinavia; that is, will growing and marketing costs be more than covered.

Grower: Packaging and labelling. Transport cost between farm and port of embarkation.

Exporter: Letter of credit (if required);
Export duties (if applicable);
Freight costs;
Customs duty (if applicable);
Insurance costs.

Importer: Commission or margin to the importer;
Customs entry and clearance;
Port handling charges;
Sample fees at port of entry (under Food Acts for MRL and phytosanitary);
Transport to warehouse or packhouse and on to regional depot or storage depot;
Overheads and allowance for wastage and shrinkage.

Retailer: Mark up by retailer.

In either system of selling (fixed price or commission trading, but particularly the latter), it is in the exporter's interest to know prevailing retail prices and margins since his own returns ultimately depend upon the end price. It must be remembered that final retail prices will include allowances for wastage and shrinkage and final packaging and so cannot be readily related to the FOB price paid to an exporter. It is easier for an exporter to work backwards from a wholesale price, as shown in the example below, than from a retail price. Regular price data are available from a number of sources, such as the International Trade Centre (ITC) or COLEACP (See Appendix 2), but these are unlikely to be detailed enough to enable an exporter to make a decision on whether it is worth shipping produce on a day-to-day basis. It is desirable, therefore, to have some independent means of monitoring prevailing prices, both landed and wholesale, in the chosen export market.

Appendix 3

Worked example

The majority of exotic produce is sold on a commission basis under which the importer provides the exporter with transaction details showing the gross wholesale price and a list of deductions to give the net c + f or cif price. The potential exporter will need to estimate the level of deductions likely to be made from a typical sale to establish whether the net price is likely to cover the production and packaging costs as in the example below.

Consignment of 8 pallets of Honeydew melons, in 640 x 10 kg boxes, 80 per pallet, arriving at Rotterdam by sea. The produce is consigned to Helsinki.

Sales	Finnish Makka
510 boxes x F. Makka 48.8 per box:	25,376.00
80 boxes x F. Makka 51.0 per box:	4,080.00
25 boxes x F. Makka 41.7 per box:	1,042.50
15 boxes (unripe and not sold):	0.00
Gross wholesale value (540 boxes):	30,498.50
Less commission at 10% of gross sales:	3,049.80
Total net sales:	27,448.70
Less expenses:	
Freight charges (Rotterdam to Helsinki)	5,361.00
Insurance	31.00
Port handling costs	375.50
Inspection survey (customs)	1,350.00
Administration/tariff fees	228.00
Total expenses	7,350.50
Return to exporter (delivered Helsinki)	20,103.20

Average value of produce sold, Finnish Makka 3.22/kg.or \$0.74/kg.

Useful Addresses

INTERNATIONAL ORGANISATIONS

COLEACP

5 rue de la Corderie
Centra 342
94586 Rungis Cedex
France

Tel: 33 1 468 70206
Fax: 33 1 468 63315

Offers trade information, trade promotion and technical assistance to ACP fruit exporters.

International Trade Centre

UNCTAD/GATT
54-56 rue de
Montbrillant
1202 Geneva 10
Switzerland

Tel: 41 22 34 60 21
Telex: 289466 MNS
CH (for news service)

Transmits market information on fresh horticultural products through Market News Service (MNS), helps exporters with contacts, provides export packaging and other advisory services.

Food Standard Officer

FAO/ECE Agriculture
& Timber Division
United Nations
Economic
Commission for
Europe
Palais des Nations
Ch-1211
Geneva 10
Switzerland

Tel: 41 227 346011

Seeks to produce agreed international standards. Currently working on mangoes, pineapples and papaya.

OECD Standards Officer

OECD
2 rue Andre Pascal
F 75775
Paris Cedex 1, France

Responsible for OECD standards for fresh fruit and vegetables.

Confederation of Importers and Marketing Organisations in Europe of Fresh Fruit and Vegetables (CIMO)
Bte 4, 1200 Brussels
Belgium

Tel: 32 2 771 36 35
Fax: 32 2 762 94 25

NORDIC GOVERNMENT INFORMATION SOURCES AND ORGANISATIONS

SWEDEN

Swedish International Enterprise Development Corporation (SWEDECORP)

(Styrelsen for
Internationellt
Naringslivbistand)
Box 3144
Luntmakargatan 46
S-103 62 Stockholm

Tel: 46 8 677 66 00
Fax: 46 8 24 92 90

Board of Customs (Generaltullstyrelsen)

Box 2267
S-103 17 Stockholm

Tel: 46 8 789 73 00
Fax: 46 8 20 80 12

National Food Administration (Statens Livmedelsverk)

Box 622
S-751 26 Uppsala

Tel: 46 18 17 55 00
Fax: 46 18 10 58 48
Telex: 76121 slvups s

Appendix 4

**The Swedish Board
of Agriculture
(Statens
Jordbruksverk)**
S-551 82 Jonkoping

Tel: 46 36 15 50 00
Fax: 46 36 19 05 46

**Statistics Sweden
(Statistiska
Centralbyran)**
S-115 81 Stockholm

Tel: 46 8 6783 40 00
Fax: 46 8 661 52 61
Telex: 15261 swestat s

DENMARK

**Danish Chamber of
Commerce**
DK-1217 Copenhagen

Tel: 45 33 91 23 23
Fax: 45 33 52 16
Telex: 19520 chamco
dk

**The Danish
International
Development Agency
(DANIDA)**
Asiatisk Plads 2
DK-1448 Copenhagen K

Tel: 45 33 92 00 00

**Ministry of Health
National Food
Agency of Denmark**
Morkhoj Bygade 19
DK-2860 Soborg

Tel: 45 31 69 66 00

Inter Coop
Vester Farimagsgade 1
DK 1606, Copenhagen

Tel: 45 33 15 15 33

Denmark Statistics
Sejrogade 11
DK-2100 Copenhagen

Tel: 45 31 29 82 22

NORWAY

**Norwegian Agency
for Development
Cooperation (NORAD)**
P O Box 8189 Dep,
N-0034 Oslo 1
Office: Tollbugt 31

Tel: 47 2 31 44 00
Fax: 47 2 31 44 01

**Norwegian Import
Promotion Office
for Products from
Developing Countries
NORIMPOD**
PO Box 8034 Dep,
N-0030 Oslo 1
Office: Tollbugt 31
Oslo 1

Tel: 47 2 31 44 00
Fax: 47 2 31 44 03

**Directorate of
Customs and Excise**
P O Box 8122 Dep, N-
0032 Oslo 1
Office:
Schweigaardsgt. 15

Tel: 47 2 17 71 00
Fax: 47 2 42 25 90

**Central Bureau of
Statistics**
PO Box 8131 Dep,
N-0033 Oslo 1
Office: Skippergt. 15

Tel: 47 2 41 38 20
Fax: 47 2 33 32 64

**Ministry of
Agriculture**
PO Box 8007 Dep,
N-0030 Oslo 1
Office: Akersgt. 42

Tel: 47 2 34 90 90
Fax: 47 2 34 95 55

FINLAND

Prodec-Import
Simonkatu 12 A
SF-00100 Helsinki
Finland

Tel: 358 0 4313 383
4313 385
Fax: 358 0 685 1037

**National Board of
Customs**
International Section
P O Box 512
SF 00101 Helsinki

Tel: 358 0 61 41
Fax: 358 0 61 42 764
Telex: 121559 tulhs sf

Appendix 4

National Board of Customs

Customs Clearance
Section

Ratakatu 1 b A
SF-00120 Helsinki

Tel: 358 0 61 42 613

Customs Laboratory

Tekniikantie 13
SF-02150 Espoo

Tel: 358 0 45 50 311

Fax: 358 0 46 33 83

Telex: 123961 tulab sf

Prodec-Import

Toolonkatu 11 A
SF-00100 Helsinki

Tel: 358 0 4313383

4313386

Fax: 358 0 407252

Import and Export Permits Office

P O Box 116
SF 00181 Helsinki

Tel: 358 0 69 49 055

Central Statistical Office of Finland

P O Box 504
SF-00101 Helsinki

Tel: 358 0 17341

PRIVATE SECTOR FRUIT AND VEGETABLE ASSOCIATIONS

**Sveriges Frukt-Och
Gronsaksdistributörer
(SFG)**

**Swedish Association
of Fruit and
Vegetable
Distributors**

Grevgatan 34
Box 5512
S-11485 Stockholm
Sweden

Tel: 46 8 666 11 00

Fax: 46 8 667 80 51

Telex: 19673

**Norges Frukt - og
Gronnsaksgrossisters
Forbund**

**Norwegian
Association of fruit
and vegetable
wholesalers**

Box 157, Okern
0509 Oslo 5, Norway

Tel: 47 2 65 03 75

Fax: 47 2 63 19 24

**Foreningen AF
Frugtimportører 1
Danmark**

**Fruit Importers
Association of
Denmark**

Grønttorvet 232 242
DK-2500 København
Valby, Denmark

Tel: 45 1 30 61 11

Telex: 22302

The Federation of Finnish Wholesalers and Importers

Mannerheimintie 76A
POB 150

SF-00251 Helsinki
Finland

Tel: 358 0 441 651

Fax: 358 0 496 142

INTER-NORDIC PURCHASING ORGANISATIONS

Nordisk

Andelsforbund (NAF)

Veter Faringsgade 1
DK-1606
Copenhagen V
Denmark

Viking Fruit AB

Box 36006
40013 Gothenburg
Sweden

Tel: 46-31-840275

Fax: 46-31-841073

IMPORTERS/ WHOLESALEERS

SWEDEN

SFI Stockholms

Fruktimeport AB

Uppkopparvägen 7
Box 9065
S-121 09 Johanneshov
Stockholm

Tel: 46 8 91 02 10

Fax: 46 8 91 65 60

Telex: 13305

Appendix 4

KF Handel AB

Fresh Fruit
Department
Uppkopparvrgen 7
Arsta
Box 15200
S-104 65 Stockholm

Tel: 46 8 81 00 80
Fax: 46 8 81 91 22
Telex: 19449 kffogs

KF Handel AB

Vegetables/Flowers
425 035
PO Box 50
S-201 20 Malmo

Tel: 46 40 28 52 62
Fax: 46 40 18 71 45
Telex: 32290 kffcmas

ICA Frukt & Gront AB

Landskronavagen 33
PO Box 713
S-251 07 Helsingborg

Tel: 46 42 18 90 00
Fax: 46 42 26 29 12

Olsegard AB

Rannarbanan 12
S-252 29 Helsingborg
Tel: 46 42 12 61 30
Telex: 72105

DENMARK**FDB Purchasing
Department**

Fruit and Vegetables
Roskildevej 65
DK-2620 Albertslund

Tel: 45 42 64 88 11
Fax: 45 42 64 20 55
Telex: 33313-FDBFG

**Dansk Suprmarked
Indkob A/S**

Bjodstrupvej 18
DK-8270 Hojbjerg
Tel: 45 86 27 55 66
Fax: 45 86 27 67 32

**Th. Olesen
Fruit & Vegetable
Imports**

Gronttorvet 232-242
DK-2500 Valby

Tel: 45 1 30 61 11
Telex: 22302

Interfrugt A/S

Groentorvet
No 212
DK-2500 Valby
Copenhagen

Tel: 101 45 36 30 33 22
Fax: 010 45 31 16 90 16

Bdr. Lembcke

Groentorvet
No 226
DK 2230 Valby
Copenhagen

Tel: 010 45 36 30 38 22
Fax: 010 45 36 44 09 89

**Maersk
Reefer Container
Line**

A P Moller
50 Esplanaden
DK-1098
Copenhagen K

Tel: 45 33 14 15 14
Fax: 45 33 14 15 15

NORWAY**NKL**

The Norwegian
Cooperative Union
and Wholesale
Society Food Division
Ostre Aker vei 264
0977 Oslo 9

Tel: 47 2 89 98 11
Fax: 47 2 161 53 95
Telex: 76132

**AL Gartnerhallen
Import A/S**

Import Head Office
P O Box 111 Okern
N-0509 Oslo 5

Tel: 47 2 72 70 00
Fax: 47 2 63 09 23
Telex: 71 263 ghkhk

Bama Trading A/S

P O Box 65 Okern
N-0508 Oslo

Tel: 47 2 64 42 90
Fax: 47 2 65 17 79
Telex: 71382 Bama n

**Berhn. Botolfsen
Import A/S**

Box 242 Okern
N-0510 Oslo 5
Okern tog/
Transithallen 1

Tel: 47 2 64 13 30
Fax: 47 2 64 36 67

Appendix 4

Interfrukt A L

Okern Torg.
Transitthallen
P O Box 243 Okern
N-0510 Oslo t

Tel: 47 2 64 53 60
Fax: 47 2 63 14 28
Telex: 78501 unfiu N

FINLAND

KESCO Limited

Fresh Foods
Satamakatu 3
SF-00160 Helsinki 16

Tel: 358 0 198 27 71
Fax: 358 0 175 570
Telex: 121635 kfku sf

TukoSpar Oy

Fresh Products
Sompasaari
P O Box 52
SF-00581 Helsinki

Tel: 358 0 619 66 01
Fax: 358 0 619 61 77
Telex: 122469 tuko sf

INEX Partners Oy

Fleminginkatu 34
P O Box 154
SF-00511 Helsinki

Tel: 358 0 188 47 05
Fax: 358 0 188 46 80
Telex: 126006 inext sf

EUROPE

FTK Holland BV

Klappoldar 191-193
2665 MP Bleiswijk
Holland

Tel: 31 1892 417 00
Fax: 31 1892 196 16
Telex: 22593

Budd Holland BV

Postbus 8 NL 2600 AA
Delft, Holland

Tel: 31 15 690 690
Fax: 31 15 622 790

Agrofresh BV

Marconi Straat 3-11
3029 AE Rotterdam
Postbus 6076
3002 AB, Rotterdam
Holland

Tel: 31 10 425 32 88
Fax: 31 10 476 03 97
Telex: 26119

Trofi- Tropenfruchtimport GmbH

Lippeltstrasse 1
2000 Hamburg 1
Germany

Tel: 040 33 55 96
fax: 040 32 75 49
Telex: 2173211 trof d

Exotic Fruchtimport GmbH

Lippeltstrasse 1
2000 Hamburg 1
Germany

Tel: 040 33 53 17
Fax: 040 32 75 49
Telex: 2173211

Internationale Fruchtimport Gesellschaft Weichert & Co

Fruchthof
Hamburg 1
Germany
Tel: 040 33 12 41
Fax: 040 33 60 83
Telex: 335730