

— Appendix 1 - Legislation and Procedures —

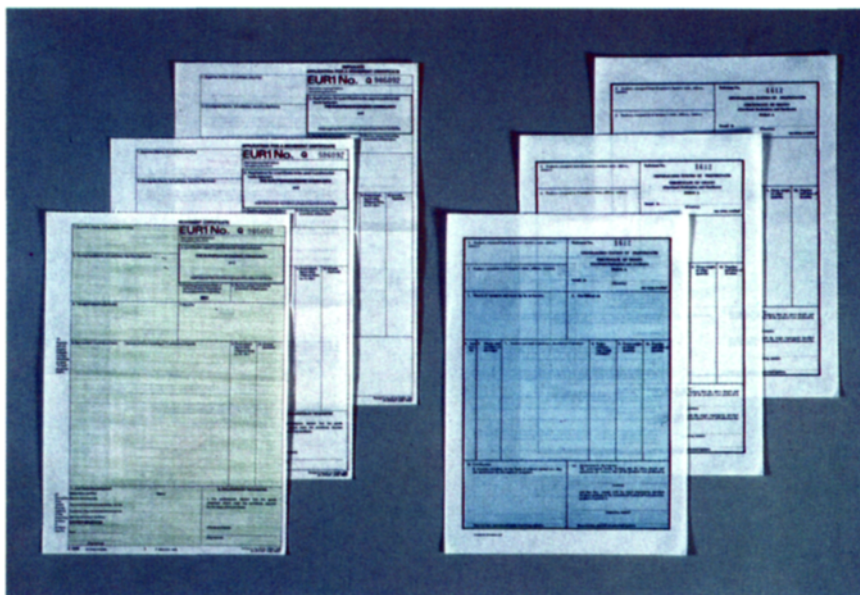
Import legislation

Preferential Tariff Documentation

Commonwealth countries are likely to benefit from preferential tariffs under three categories: those available to ACP countries, the Generalised System of Preferences (GSP), or those available to Least Developed Developing Countries (LDDC). The rules of origin covering the ACP countries are more straightforward than those governing GSP, so, where both systems offer the same tariff, an exporter would generally opt for ACP. For example, produce freighted from an ACP country to the UK, but diverted through another ACP country, is still eligible for the preferential tariff. The same need not apply for produce originating from a country benefiting from GSP.

An additional reason is that generally the exporting country's Customs and Excise Department is responsible for the handling of ACP exports, whereas the relevant Ministry is in charge of LDDC or GSP exports. Dealing with the Customs and Excise Department, which regularly handles such procedures, may be more straightforward for an exporter.

ACP Exports



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Form EUR 1 (see page 82) must accompany produce sent from ACP countries, if the exporter is to benefit from the lower tariffs applicable. These forms should be available from the exporting country's Customs and Excise Department, which is responsible for classifying the goods as originating from an ACP source, the Ministry of Trade or the Chamber of Commerce. Alternatively, the importer should be able to offer assistance in acquiring these forms.

GSP and LDDC Exports

Form A must accompany produce sent from qualifying countries, to benefit from the lower GSP or LDDC tariff. These forms should be available from the country's Ministry of Trade, or the Chamber of Commerce in the exporting country, but otherwise may be obtained with assistance from an importer.

Customs Entry

The importer is responsible for customs clearance and presentation of the Customs Entry form (C88).

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

Country	ACP	GSP	LDDC	Country	ACP	GSP	LDDC
Afghanistan		•	•	Dominican Republic	•	•	
Algeria		•		Dominica	•		
Angola	•	•		Egypt		•	
Antigua and Barbuda	•			Ethiopia	•	•	•
Argentina		•		Fiji	•	•	
Bahamas	•	•		Gabon	•	•	
Bangladesh		•	•	Gambia	•		
Barbados	•	•		Ghana	•	•	
Belize	•	•		Grenada	•	•	
Bhutan	•	•		Guatemala		•	
Botswana	•	•	•	Guinea	•	•	•
Brazil		•		Guinea Bissau	•	•	•
Cameroon	•	•		Guyana	•	•	
Chile		•		Haiti		•	•
China		•		Honduras		•	
Colombia		•		Hong Kong		•	
Congo	•	•		India		•	
Costa Rica		•		Indonesia		•	
Cuba		•		Iran		•	
Cyprus		•		Ivory Coast	•	•	

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

Legislation

The two most important regulations are the **EC Quality Standards** and the **German Commercial Grades Law** (Handelsklassengesetz). These two sets of regulations provide a common denominator for quality and are used as the basis for international trading of fresh fruit and vegetables. In addition, the **German Food Laws** are applied. Since the law enforcement authorities cannot take any action against foreign producers German importers are held to be wholly responsible.

It is the responsibility of the importer to point out to the exporter the relevant points of law. A prudent exporter should ask relevant questions before the contract is concluded. Ignorance and non-observance may later give rise to disputes between exporter and importer. While the importer is ultimately responsible for ensuring that all standards are met, all claims with regard to quality are automatically passed on to the exporter.

The Bundesamt für Ernährung und Forstwirtschaft has overall responsibility for ensuring compliance with EC standards and the German national

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regulations. It makes random checks of imports at entry points and at wholesale markets. Furthermore, although Customs officials are not responsible for inspecting produce to ascertain conformity to EC regulations, these officials are authorised to carry out random checks and to refuse entry to products that are below standard. The Federal Government is also empowered to take samples at the retail level to check compliance with EC standards on quality, labelling and chemical residues.

EC Quality Standards

Fresh fruit and vegetables are subject to EC Quality Standards and can only be imported, supplied, sold or otherwise distributed in Germany if they correspond to the specifications of these standards. The Quality Standards, where they apply, are obligatory.

It is strongly recommended that existing OECD Quality Standards and EC draft Standards are observed by exporters. However, since the EC Quality Standards have been subject to the repeated criticism in recent years that they only regulate exterior characteristics (ie appearance) and are not concerned with inherent properties (ie nutritional value, vitamin and mineral contents, flavour etc) it is expected that future legislation may also take such aspects into consideration.

German Commercial Grades Law (Handelsklassengesetz)

The German Commercial Grades Law is generally applicable to horticultural products and aims to promote production for quality and to facilitate the assessment of standard quality attributes.

The Commercial Grades Law for fresh fruit and vegetables is not based on any Common Market regulations, and is therefore only applicable in Germany. Its use is facultative, i.e. not obligatory but highly advisable. However, the law stipulates that produce which has been sorted and prepared according to the grades and specifications of the Commercial Grades Law must correspond with the criteria of the law. It also includes various labelling provisions.

Aspects of German Food Law

Foreign Substances Used in Agriculture

The 'Regulation on Maximum Amounts of Plant Protection and other Agents as well as other Pesticides in or on Foods and Tobacco Products of June 24, 1982' establishes the maximum amounts of pesticide residues which can be found on food products. It lists approximately 270 chemicals which may be used in agriculture and horticulture, by both their trade names and chemical

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formulae. The regulation also lists the types of plants (fruit and vegetables) for which the individual pesticides are permitted to be used and the maximum levels of residue allowed expressed in parts per million (ppm), that is, mg per kg of fresh weight. The maximum levels must not be exceeded if the goods are intended to be sold.

The regulation does not only apply to residues in or on plants sprayed in the field during growth but also to residues of fumigants against pests after harvest.

Foodstuffs are not allowed to be sold if they contain more than a specified maximum level of agro-chemicals. The agro-chemical present must have been passed as safe by the relevant authority which sets safe levels of the agro-chemical in the end product. Agro-chemicals have different levels of effective life. The material level which is established as harmless is then divided by 100 to give an acceptable daily intake value (E.D.I) for the human body. Any product with levels above this level cannot be sold.

Responsibility for the acceptability of the produce lies with importers, since German law offers no control over foreign producers. Therefore the importer must verify the acceptability of the product, and should engage an accredited food chemist to undertake an examination of imported produce.

In addition, the official foodstuff control board takes samples of produce at all levels of trade. This is then examined in government laboratories. When these random samples are taken the government body must also take a second sample to enable the importer to carry out an independent analysis. In 98% of cases, complaints go back to the importer.

The Ministry of Health (Bundesministerium für Gesundheit) drafts residue tolerance ordinances in consultation with other ministries. Tolerances are published in the Residue Tolerance Ordinance for Plant Protection Materials, which is regularly amended. Importers should be asked to supply the updated specifications.

Treatment of Fruit with Additives

When produce must travel a long distance between its area of production and its ultimate market, protective treatment against mould and putrefaction may be necessary. It is usually the surface of the goods that is treated.

Additives can only be used if they are officially approved as being totally harmless and if they are also proven to be technologically necessary. In citrus fruits a number of conservation materials are available but the produce must be labelled. However, the use of thiobendazole on bananas does not have to be labelled.

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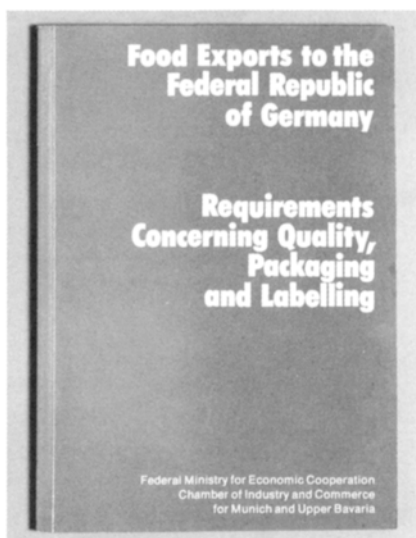
Health and Hygiene Legislation

All fresh fruit entering the EC must be accompanied by the original of a phytosanitary certificate, submitted by the authority given that responsibility in the exporting country.

Radiation of Food

The sale of imported ionised (or irradiated) fresh fruit and vegetables in Germany is forbidden by law.

Appendix 2 - Important Bibliography



Food Exports to the Federal Republic of Germany

Requirements Concerning Quality, Packaging and Labelling. (Available in German, English, French, Spanish.)

Published by the Federal Ministry for Economic Co-operation Chamber of Industry and Commerce for Munich and Upper Bavaria.

Can be obtained free of charge from:
**Deutsche Gesellschaft für
Technische Zusammenarbeit (GTZ)
GmbH**
B.O. Box 5180
D-6236 Eschborn 1
Tel: 06196-790
Fax: 06196-791115
Telex: 4075010 GTZD

Quality Standards and Commercial Grades for Horticultural Produce and Potatoes - Qualitätsnormen und Handelsklassen für Gartenbauerzeugnisse und Kartoffeln.

Laws, Regulations and Comments.

Second edition loose-leaf format constantly being updated.

Can be obtained from:
Verlag E. Appelhansn GmbH & Co
Postfach 10 01 09
Marienbruchstr 52
D-3320 Salzgitter 1
Tel: 05341/44641

Appendix 2 - Important Bibliography

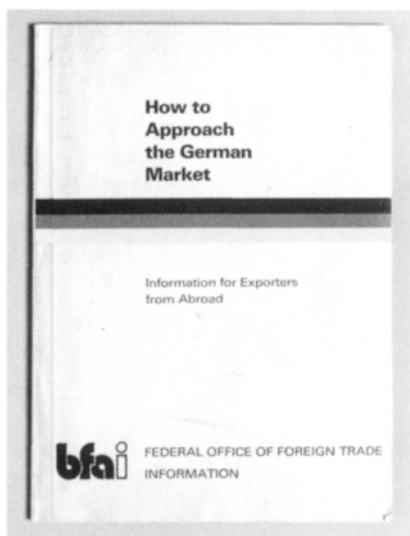
How to Approach the German Market

Information for exporters from abroad.

Published by the German Foreign Trade Information Office.

Can be obtained free of charge from:

**Bundesstelle für
Aussenhandels-information**
Blaubach 13
P.O. Box 108007
D-5000 Cologne 1
Tel: 0221/20571
Fax: 0221/2057-212/275



White Asparagus - Weiber Spargel

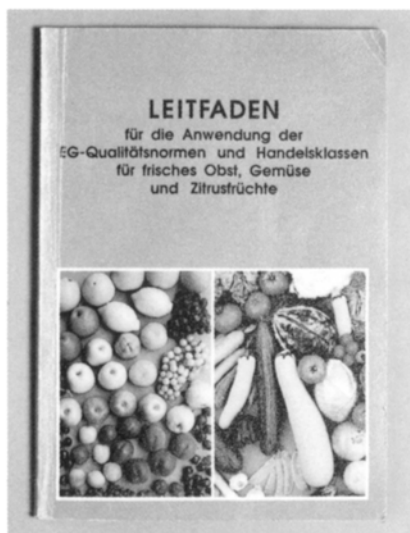
Grading Instructions for the produce based on EC quality standards for Asparagus.

Price DM 2 + VAT + P & P.

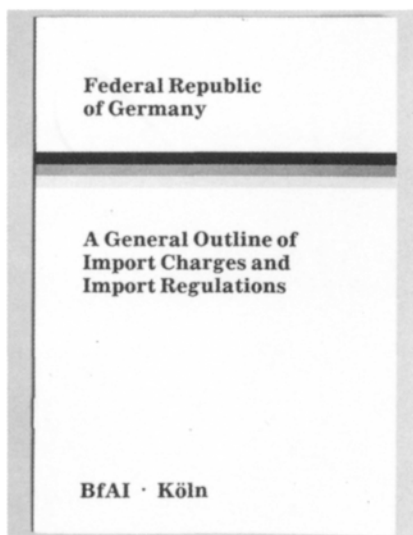
Guide to the EC Quality Standards and Handling Classes for Fresh Fruit and Vegetables - Leitfaden für die EG-Qualitätsnormen und Handelsklassen für frisches Obst und Gemüse.

Both can be obtained from:

**Verband der
Landwirtschaftskammern**
e.V., Godesberger Allee 142-148
D-5300 Bonn 2
Tel: 0228/375066



Appendix 2 - Important Bibliography



A General Outline of Import Charges and Import Regulations

Published by BfAI - Cologne 1990.

Can be obtained free of charge from:

**Bundesstelle für
Aussenhandelsinformation (BfAI)**

Blaubach 13

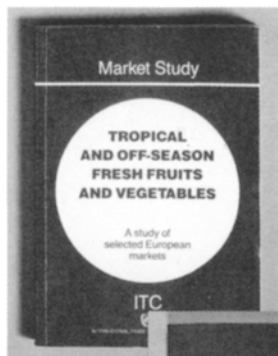
P.O. Box 108007

D-5000 Cologne 1

Tel: 0221/20571

Fax: 0221/2057-212/275

Telex: 8882735 bfad



Tropical and Off-Season Fresh Fruits and Vegetables

Manual on the Packaging of Fresh Fruit and Vegetables

Both can be obtain from:

International Trade Centre

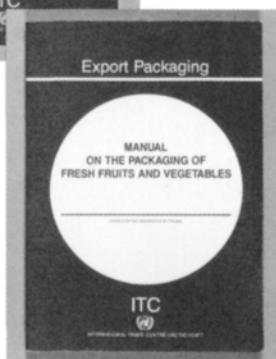
UNCTAD/GATT,

Palais des Nations, 1211 Geneva 10
Switzerland

Tel: 022/7300111

Fax: 022/7334439

Telex: 289052 ITC-CH



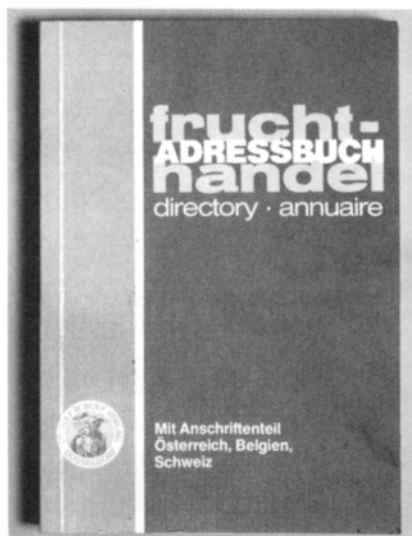
Appendix 2 - Important Bibliography

Fruchthandel Adressbuch

Directory of the German Fruit Import Trade, published annually.

Obtainable from:

Dr Rolf Verlag GmbH
Lindemannstraße 12
P.O. Box 8806,
4000 Dusseldorf 1
Tel: (0211) 68 32 08
Fax: (0211) 66 31 62
Tlx: 8586585 frut d



Fruchthandel

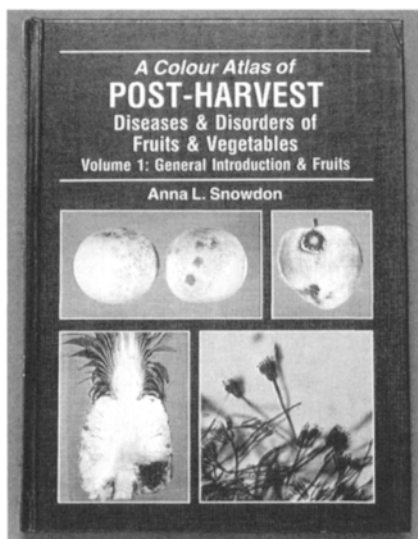
Trade Magazine of the German Fresh Produce Trade.

Published by :

Dr Rolf Verlag GmbH
Lindemannstraße 12
P.O. Box 8806,
4000 Dusseldorf 1
Tel: (0211) 68 32 08
Fax: (0211) 66 31 62
Tlx: 8586585 frut d



Appendix 2 - Important Bibliography



A colour atlas of post-harvest diseases and disorders of fruit and vegetables, by Anna L Snowden

Volume 1 : Fruits
Volume 2 : Vegetables

ISBN 0 7234 0931

Published by:
Wolfe Publishing Ltd.
2-16 Torrington Place
London WC1 7LT, UK



Warenkunde

Vol. 1 Obst (Fruit)

Vol. 2 Gemuse (Vegetables),
by: Prof. Dr. Gunther Liebster

ISBN 3 7750 0187 5
ISBN 3 7750 0195 6

A two volume series on fruit and vegetables which is extensively used as a source of technical information by the trade.

Published by:
Walet Hadecke Verlag
D 7252, Weil der Stadt

Appendix 2 - Important Bibliography

Integrated Tariff of the UK & EC

Volume 1. Index explanation and country classification.

ISBN0 011 7289035

Volume 2. Detailed tariff information for fruit and vegetable products.

Available from:

HMSO Books

P.O. Box 276

London SW8 5DY

Tel: 071-873 9090

These loose-leaf updatable volumes provide information on tariffs into the EC.

Guide to Foreign Trade Related Institutions in Germany

In Germany there are many agencies, organisations and associations that foreign companies and businessmen may call upon for advice and information.

What follows is intended to provide an overview of the multitude of international and German institutions and organisations that the reader can to approach.

International Organisations

COLEACP, ITC and the **Commonwealth Secretariat** are all able to provide market information and assistance in developing export trades; in general though the initial request has to come through the government. **OECD** and **ITC/UN** are gradually drawing up international standards for fruit and vegetables.

German Government Information Sources and Contact Offices

The Federal Office of Foreign Trade Information - Bundesstelle für Außenhandelsinformation (BfAI)*: is the official, central information and intermediary agency for all foreign trade questions. It can also provide support to exporters seeking to trade with German companies. The BfAI maintains close contact with German diplomatic and consular offices overseas, and also with chambers of industry and commerce and a multitude of associations which deal with foreign economy and trade promotion.

Potential exporters can field their queries to the BfAI either direct or via intermediary offices (German and national diplomatic posts, chambers of commerce or trade missions). The BfAI will either provide the requested information itself or forward the queries to the appropriate agencies.

The BfAI offers an 'Auslandsangraben' or foreign enquiries service. Here exporters can disseminate information about their export capabilities and their products to potential importers. This service is provided free of charge. Requests may be forwarded to the BfAI without any particular formalities.

One of the functions of the BfAI is to support export initiatives from developing countries. Efforts include reporting on the goods which these countries can supply, compiling market data, and providing information on legal and customs affairs. The BfAI does not, however, prepare market studies for specific products in Germany. Queries of this nature can be directed to the German professional associations: the latter can name member companies which are able to carry out such market studies on a commercial basis.

Appendix 3

GTZ's PROTRADE programme provides assistance to exporters from developing countries and is particularly active in fresh produce. Amongst the services they can provide are:

- advising developing countries in planning and sector development programmes,
- tailor-made advisory packages,
- grants for groups of companies to participate at German trade fairs
- developing co-operative programmes with German companies to market new products from developing countries.

Diplomatic Representatives of Germany in Foreign Countries: The commercial affairs offices at German diplomatic missions overseas are often the starting point for foreign business people when seeking information and contacts. They will often refer an enquiry to other institutions: in particular to the responsible **German Chamber of Foreign Commerce (AHK)***, where present, and the BfAI.

The Federal Statistical Office - Statistisches Bundesamt (StaBuA)*: this organisation compiles and publishes extensive statistical data for almost every area of economic and social activity in Germany. Exporters from other countries may find the publications in Group 7, 'Aubenhandel' (Foreign Trade) to be of special interest, and particularly Series 5.1: 'Aussenhandel mit Entwicklungslandern'* - **Foreign Trade with Developing Countries**. Some StaBuA publications also appear in English and French.

Organisations in the Private Sector

The Chambers of Industry and Commerce - Industrie und Handelskammern (IHK)*: taking up contact with the network of IHK is often useful for gaining access to German companies. The 69 German IHK Chambers in former West Germany are public institutions, organised along regional lines: each is responsible for a precisely defined geographic area within the Federal Republic. All industrial, trading and service companies in a particular region are members of the local IHK. The German Chambers of Industry and Commerce also have an umbrella organisation, the **Association of German Trade and Industry- Deutscher Industrie- und Handelstag (DIHT)***. The DIHT is the intermediary organisation which also provides support to the **AHKs** in their efforts to assist companies both in the host country and in Germany.

The AHKs are set up overseas in accordance with the laws of their host country. Among the many functions of the IHKs and the AHKs are mediation in business disputes and the appointment of qualified experts and arbitrators.

Appendix 3

Professional Associations within the German Business Community: about 80% of the businesses in former West Germany are members of one or more trade associations in addition to the IHKs. Each organisation relates to a specific industrial or service sector. They represent the interests of their member companies, and provide members with business data and information specific to their industry. They also forward to their members offers or queries arriving from foreign countries. The most important associations of German manufacturers are organised in the **Federal Association of German Industry - Bundesverband der Deutschen Industrie (BDI)***. This important umbrella organisation maintains relations between commercial enterprises, the government, and the economy as a whole. Membership of the BDI is voluntary.

Of significance for foreign companies which are interested in exporting to Germany is the **Federal Association of German Wholesale and Foreign Trade - Bundesverband des Deutschen Gros und Ausenhandels (BGA)***.

Regional Associations: The world regional associations play an important role in overseas trading. Members of these associations are companies in various sectors of business: German firms which as a rule have long-standing business activities in the particular region. The regional associations observe and report on economic developments in the countries of their world region. They also advise their members on opportunities for new business and provide the addresses of potential business associates. They are a cornerstone of the 'Business Advisory Service for the Developing Countries'. The names indicate the region to which each of the existing associations devotes its efforts:

- Afrika-Verein e.V.* (Africa Association)
- Ibero -Amerika-Verein e.V.* (Ibero-America Association)
- Nah-und Mittelost-Verein e.V.* (Near and Middle East Association)
- Ostasiatischer Verein e.V.* (East Asia Association)
- Australien-Neuseel -Sudpazifik - Verein e.V.* (Australia/New Zealand/ South Pacific Association)

The Central Association of German Fruit Importers - Zentralverband Des Deutschen Fruchte-Import und Grosshandels e.V.: is a national trade organisation representing the interests of fruit and vegetable importers throughout Germany. This organisation works closely with the IHK and represents its members in negotiations with governments and international bodies in all matters relating to imports of fruit and related products into the German market. The association maintains a list of produce surveyors in all major cities in Germany and will pass on trade enquiries from exporters to suitable member companies.

Appendix 3

The German Finance Company for Investments in Developing Countries - Deutsche Finanzierungsgesellschaft für Beteiligungen in Entwicklungsländern GmbH (DEG)* is the German financial and consulting institute which deals with direct business investments in developing countries. It is a special-purpose credit institute which supports direct investments undertaken in the Third World by German firms. The DEG also fosters the establishment of private enterprise in developing countries by helping to finance German firms' joint venture investment projects in the Third World.

Useful Addresses

INTERNATIONAL ORGANISATIONS

COLEACP

5 Rue de la Corderie
Centra 342
94586 Rungis Cedex
France

Tel: 010 33 1 468 70206
Fax: 010 33 1 468 63315
Telex: 205166 F

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: 010 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: 010 41 227 346011

An organisation attempting to produce agreed international standards, particularly for mangoes, pineapples and papaya.

OECD Standards Officer
OECD
2 Rue Andre Pascal
F 75775
Paris Cedex 16

OECD standards for fresh fruit and vegetables

Dun & Bradstreet,
Holmerfarm Way
High Wycombe, Bucks,
UK, HP12 4UL

Tel: (0)494-422333
Fax: (0)494-422260

Assesses credit rating of potential trading partners.

Confederation of Importers and Marketing Organisations in Europe of Fresh Fruit and Vegetables (CIMO)
Avenue de Broqueville 272
Bte 4,
1200 Brussels
Belgium

Tel: 010 32 2 771 36 35
Fax: 010 32 2 762 94 25
Telex: 26458

Europäische Union des Obst- und Gemüse- Groß- und Außenhandels (EUROFEL)
Avenue de la Brabançonne,
18 B 8
B-1040 Brussels
Belgium

Tel: 010 32 2 736 16 54
Fax: 010 32 2 734 87 71
Telex: 24395

Appendix 3

GERMAN GOVERNMENT INFORMATION SOURCES AND CONTACT OFFICES

The Federal Office of Foreign Trade Information - Bundesstelle für Außenhandelsinformation (BfAI)

Blaubach 13
Postfach 10 80 07
D-5000 Köln 1

Tel: 0221/20 57-1
Telex: 8 882 735
Fax: 0221/20 57-212

The German Agency for Technical Co-operation and PROTRADE - Deutsche Gesellschaft für Technische Zusammenarbeit (GTZ) GmbH

Dag-Hammarskjöld-Weg 1
Postfach 51 80
D-6236 Eschborn 1

Tel: 06196/79-0
Fax: 06196/79-1115
Telex: 417 405 gtz d

Statistisches Bundesamt (StaBuA)

Gustav-Stresemann-Ring 11
Postfach 55 28
D-6200 Wiesbaden 1

Tel: 06121/75-1
Telex: 4 186 511
Fax: 06121/75 34 25

*Compiles and publishes
extensive statistical data
for almost every area of
economic and social
activity in Germany.*

The Federal Office for Food and Industry Bundesamt für Ernährung und Forstwirtschaft (BEF)

Adickesallee 40
Postfach 18 02 03
D-6000 Frankfurt/Main 18

Tel: 069 15 64-0
Telex: 411 165
Fax: 069 15 64 445

*Official federal quality
control institution.
Involved in development
of standards.*

Bundesamt für Wirtschaft (BAW)

Frankfurterstr 29-31
Postfach 51 71
D-6236 Eschborn 1

Tel: 06196/404-1
Telex: 415 603 baw d
Fax: 06196/404-212

*Supplies information on
import quotas for
agricultural products.*

ORGANISATIONS IN THE PRIVATE SECTOR

Federal Association of German Wholesalers and Foreign Trade -

**Bundesverband des
Deutschen Groß- und
Außenhandels e.V. (BGA)**
Kaiser-Friedrich-Str 13
Postfach 13 49
D-5300 Bonn 1

Tel: 0228/2 60 04-0
Telex: 886 783
Fax: 0228/2 60 04-55

German Finance Company for Investments in Developing Countries DEG - Deutsche Finanzierungsgesellschaft für Beteiligungen in Entwicklungslandern GmbH

Belvederestr 40
Postfach 45 03 40
D-5000 Köln 41

Tel: 0221/49 86-1
Telex: 8 881 949
Fax: 0221/49 86 290

*Financial and consulting
institute. Deals with direct
business investment in
developing countries. Also
fosters the establishment of
private enterprise in
developing countries by
helping to finance joint
venture investment projects
in the Third World.*

Zentrale Markt und Preisberichtsstelle für Erzeugnisse der Land-, Forst und Ernährungswirtschaft GmbH (ZMP)

Godesberger Allee 142
5300 Bonn 2

Tel: (0 228) 8 88-0
Fax: (0 228) 8 88-237
Telex: 858 767

*Weekly gross wholesale
price information.*

Appendix 3

RETAIL TRADE

**Aussenhandelsvereinigung
des Deutschen
Einzelhandels e.V.**
**Foreign Trade Association
of the German Retail
Trade**
Weyerstrasse 2
D-5000 Cologne 1

Tel: (0 221) 216617/217617
Telex: 88 81 563

*Acts as a contact bureau
and provides addresses of
importing retail firms.*

AGENTS

**Zentralvereinigung
Deutscher
Handelsvertreter- und
Handelsmakler Verbands -
Central Organisation of
German Commercial
Agents' and Brokers'
Association**
Geleniusstrasse 1
D-5000 Cologne 41

Tel: (0 221) 40 43 44
Telex: 88 81 743 d)

*Addresses and a specimen
agency agreement
(available in English) can
be obtained from the above
address.*

REGIONAL ASSOCIATIONS

**Ibero-America Association
Ibero-Amerika Verein e.V.**
Alsterglaci 8
D-2000 Hamburg 36

Tel: 040/41 20 11
Telex: 215 693

**Australian-New Zealand &
South Pacific Association -
Australien-Neuseeland-
Süd-pazifik-Verein e.V.**
Neuer Jungfernstieg 21
D-2000 Hamburg 36

Tel: 040 356 25 51
Telex: 2 11 728 oav d

**East Asia Association
Ostasiatischer Verein e.V.**
Neuer Jungfernstieg 21
D-2000 Hamburg 36

Tel: 040/34 04 15
Telex: 211 728
Fax: 040/34 18 15

**Near and Middle East
Association - Nah- und
Mittelost-Verein**
Mittelweg 151
D-2000 Hamburg 13

Tel: 040/44 02 51
Telex: 212 253

**Africa Association - Afrika
Verein e.V.**
Neuer Jungfernstieg 21
D-2000 Hamburg 36

Tel: 040 34 30 51
Telex: 2 162 311 afdo d
Fax: 040 35 47 04

FAIRS AND EXHIBI- TIONS

**The Exhibit & Trade Fair
Committee - Ausstellungs-
und Messe-Ausschuß der
Deutschen Wirtschaft e.V.
(AUMA)**
Lindenstr 8, D-5000 Köln 1

Tel: 0221/2 09 07 0
Telex: 8 881 507
Fax: 0221 2 09 07 12

Grüne Woche

*The biggest international
consumer fair for
agricultural produce
including fresh fruit and
vegetables held every year
in Berlin end of January/
beginning of February.
Organisers are:*

**AMK Berlin
Ausstellungs-Mess-
Kongress GmbH**
Messedamm 22
Po Box 1917 40
D-1000 Berlin 19

Tel: (0 30) 30380
Fax: (0 30) 30382325
Telex: 182908 amkbd

ANUGA (World Food Market)

*The biggest international
trade fair for food held
every two years in Cologne
in the autumn. Organisers
are:*

**Messe &
Ausstellungsgesellschaft
mbH**
Messeplatz 1
Po Box 21 07 60
D-Cologne 21

Tel: (0 221) 821-1
Fax: (0 221) 821-2574
Telex: 8873426

*Contacts with importers
and also processing
companies plus all the
relevant organisations and
governmental institutions.*

Appendix 3

FRUIT AND VEGETABLE ORGANISATIONS

Central Association of German Fruit and Vegetable Importers - Zentralverband des Früchte-Import-und-Großhandels e.V.
Schedestraße 11
5300 Bonn 1

Tel: 02 28 21 32 60, 67
Telex: 8 869 625
Fax: 21 02 00

WHOLESALE MARKET AUTHORITIES

Berlin

Berliner Großmarkt GmbH
Beusselstraße 44 n-g 1000
Berlin 21

Tel: (0 30) 3 96 40 91
Fax: 3 95 32 85

Bremen

Großmarkt Bremen GmbH
Paul-Feller-Straße 25
2800 Bremen 1

Tel: (0421) 552009/552000

Düsseldorf

Schlachthof und Marktamt
Hugo-Vlehoff-Straße 82
4000 Düsseldorf 30

Tel: (0211) 42 40 55
Fax: 8 99 47 73

Essen

Großmarkt Essen GmbH
Lotzowstraße 26
4300 Essen 1

Tel: (0201) 32 70 92
Fax: 32 70 95

Frankfurt

Marktbetriebe der Stadt Frankfurt
Rückerstraße 6
6000 Frankfurt am Main 1

Tel: (0 69) 2 12 36 98
Telex: 413064

Hamburg

Großmarkt Obst und Gemüse
Bankstraße 1
2000 Hamburg 1

Tel: (0 40) 24 86-23 70
Fax: 3 49 12-6 20
Telex: 211 100

Hannover

Großmarkt Hannover GmbH
Am Tonnlesberg 16-18
3000 Hannover 91

Tel: (0 511) 46 30 77

Köln

Marktamt der Stadt Köln
Markstraße 10, 5000 Köln 51

Tel: (02 21) 221-4474
Fax: 221-2211

Munich

Großmarkthalle München
Thalkirchner Straße 81
8000 München 70

Tel: (0 89) 2 33 33 81

Stuttgart

Marktamt der Landeshauptstadt Stuttgart
Langwiesenweg 30
7000 Stuttgart 60

Tel: (0 711) 216-1
Fax: 46 60 58

REGIONAL ORGANISATIONS OF THE GERMAN FRUIT TRADE

Berlin

Verband des Berliner Frucht-Import- und Großhandels e.V.
Beusselstraße 44n-q
1000 Berlin 21, Fruchthof

Tel: 30 3 95 11 89

Hamburg

Verband des Hanseatischen Frucht-Import- und Großhandels Hamburg-Bremen e.V.
Oberhafenstraße 3
2000 Hamburg 1

Tel: 40 33 76 24/33 59 60/
33 51 62
Fax: 40 33 77 75

Munich

Verband des Bayerischen Frucht-Import- und Großhandels e.V.
Thalkirchner Straße 81
Stadt. Kontorhaus
München 70
Tel: 89 76 48 22
Fax: 89 76 30 72
Telex: 5218233

OFFICES OF THE GERMAN QUALITY CONTROL SERVICE - Bundesamt für Ernährung und Forstwirtschaft

Berlin

Beusselstraße 44n -q
Fruchthof
1000 Berlin 21

Tel: 30 3 95 40 78
Telex: 183858

Appendix 3

Frankfurt (Head Office)

Adickesallee 40
Postfach 180203
6000 Frankfurt (Main) 18

Tel: 69 1564-0 (switchboard)
357/319/336 (direct)

Fax: 1564-445
Telex: 411165

Hamburg

Sachgebiet Obst und
Gemüse
Süderstraße 149-153
Postfach 261252
2000 Hamburg 26

Tel: 40 25 11 33-35
Fax: 25 11 35
Telex: 214763

Köln

Sechtemer Straße 6
5000 Köln 51

Tel: 2 21 37 44 63
Fax: 37 44 63
Telex: 8883432

Munich

Thalkirchner Straße 81
Postfach 750170
8000 München 75

Tel: 89 77 33 46/76 40 70
Fax: 77 33 46
Telex: 5212552

TRANSPORT SERVICES

Lufthansa Cargo
Deutsch Lufthansa AG
Lufthansa-Basis Tor 21
D-6000 Frankfurt/Main 75

Tel: (069) 6963814
Fax: (069) 6966489
Telex: 411763 LHXTD

Contact Lothar Eiser

Nagel Airfreight GmbH
Flughafen Frachtzentrum
6000 Frankfurt 75

Tel: (0 69) 69 34 16
Fax: (0 69) 69 20 74
Telex: 417659 nairf d

Contact Rüdiger Kasper
Clearance Agents and
Distribution

German Cargo Services
GmbH

Langer Kornweg 34i
Postfach 1244
6092 Kelsterbach

Tel: (06107) 777666
Fax: (06107) 777881
Telex: 4189142 gcs d

PRODUCE SURVEYORS

Berlin

Hans-Joachim Niebisch
1000 Berlin 33
Dohnenstieg 19a

Richard Poesche
1000 Berlin 21
Beusselstr. 44 N-Q

Tel: 30 83 13 03 3

Bremen

Ludwig Geerken
2800 Bremen 1
Leipziger Str. 47

Tel: 0421/35 52 26

Hans Tietze
i.Fa. Scipio & Fischer
2800 Bremen 1
Breitenweg 29/33

Tel: 0421/30 92 1

Dortmund

Karl Niedermeiser,
4600 Dortmund 1,
Landgrafenstr. 40

Tel: 0231/12 62 04

Manfred Stellberg,
4600 Dortmund 1,
GroBe Heimstr 14

Tel: 0231/52 33 06

Asmus Schröder,
4600 Dortmund 50,
Bahnebreite 16

Tel: 0231/73 08 06

Werner Ehrhardt,
5810 Witten 5,
Kresstr. 111 a

Tel: 02302/80 77 8

Düsseldorf

Günther Batzdorf,
4030 Ratingen,
Rostocker Str. 5

Tel: 0211/41 16 00

Karl Beutler,
4000 Düsseldorf 13,
Harffstr. 189
Tel: 0211/21 26 21

Heinz Wilhelm Hendricks,
4000 Düsseldorf 30,
Großmarkt

Tel: 0211/42 41 23

Köln

Wilfried Schilling
5000 Köln 41,
Clarenbachstr. 247

Tel: 0221/40 60 95 3

Appendix 3

Frankfurt

Karl Bandhauer
6000 Frankfurt/M
Teplitz-Schonauer-Str. 34

Tel: 069/63 29 21

**Ulrich Wehe,
Fa. Canellas**
6000 Frankfurt/M
Großmarkthalle

Tel: 069/43 17 52 or
44 30 05

Hamburg

Dietrich Baumann
2000 Hamburg 73,
Hoher Berg 14 a,

Tel: 040/64 74 94 0

Walter Fourestier,
2000 Hamburg 1,
Veilingsgebaude,
Großmarkt

Tel: 040/32 41 46

Heinrich Peter Osse,
2000 Hamburg 96,
Estedeich 64

Tel: 040/74 59 33 4

**Rolf Stier,
i.Fa. IRIS Fruchtagentur
GmbH**
2000 Hamburg 1,
Oberhafenstr. 1

Tel: 040/32 25 25 26

Munich

Joesf Stiebitz
8000 München 75,
Thalkirchner Str. 128

Tel: 089/77 45 45

Christian M Henn
8000 München 70,
Kruckenburgstr. 3

Tel: 089/71 32 57

Ludwig Kessler,
8011 Kirchseon,
Wasserburger Str. 49

Tel: 08091/93 21

Felix Huber,
8000 München 75,
Großmarkthalle

Tel: 089/76 48 84

Helmut Bertling
8000 München 70,
Großmarkthalle

Tel: 089/77 91 75

Kurt Ehrenstorfer
8000 München 83,
Goldschaggbogen 71

Tel: 089/76 88 71

Peter Luksch,
8000 München 70,
Thalkirchner Str. 81

Tel: 089/7 25 60 21

Richard Griessmeyer,
8000 München 71,
Wilbrechtsstr. 85

Tel: 089/7 91 33 90
Buro: 089/72 68-131

Stuttgart

Hans Bieger,
Frunkartoffeln
7000 Stuttgart 60,
Munderkinger Str. 25

Tel: 0711/42 41 39 und
46 60 58

NAMES AND ADDRESSES OF IMPORTERS/ WHOLESALEERS BY LOCATION

Berlin

**Hars & Hagebauer Markt
GmbH**
Fruchthof
Beusselstraße 44n - q
Berlin 21

Tel: 3 95 10 22/23
Fax: 3 95 20 66
Telex: 181435 hars d

Kopke, Wilhelm
Fruchthof
Beusselstraße 44n - q
Berlin 21

Tel: 3 95 70 56
Telex: 181890

Sagasser, Max
Fruchthof
Beusselstraße 44n - q
Berlin 21

Tel: 3 95 50 23
Telex: 181342 sagab

Wolke Rudolf O.H.G
Fruchthof
Beusselstraße 44 n - q
Berlin 21

Tel: 3 95 40 61
Telex: 181460 wolke d

Bremen

**Fruchthandel Gesellschaft
Scipio & Fischer**
Bretenweg 29-33
Postfach 105069

Tel: 3092-1
Telex: 245121
Fax: 4212098

Appendix 3

Hansa-Frucht GmbH

Paul-Feller-Str 25, Bremen 1

Tel: 554033

Telex: 244109

Harder, Meiser & Co Zweigniederlassung der Scipio & Co

Paul-Feller-Straße 25

Tel: 53730

Telex: 244543

Scipio & Co

Breitenweg 29-30

Postfach 105069, Bremen 1

Tel: 30921

Telex: 245211

Fax: 4212098

Tengelmann

Warenhandels-gesellschaft,

Großmarkt

Paul-Feller-Straße

Tel: 559128/559129

Afrikanische Frucht- Compagnie GmbH & Co

Buckingstraße 8

Bremerhaven

Tel: 413934

Edeka Bremen eG

Arsterdamm 102-106

Postfach 61 01 20

Tel: 8404-0

Telex: 8404-0

Fax: 5373179

Cologne

Bocchi Fruit Trade International GmbH

Marktstraße 8-10

(Bayenthal)

5000 Köln 51

Tel: 380221-26

Fax: 375424

Telex: 8883299 boci d

Fruchthansa

Grelinger, Haessy & Heep

Großmarkt, Köln 51

Tel: 376810

Telex: 8882753/8881769

Fax: 3768154

Hermanek & Rademacher GmbH & Co KG

Großmarkthalle, Köln 51

Tel: Sa-Nr 380311/382400

Telex: 8882594

Merimex

**Fruchthandels-gesell-
schaft mbH**

Sechtemer Straße 12, Köln 51

Tel: 388031 34

Telex: Sa-Nr 8882383

Fax: 388034

Montag-Frucht J., GmbH

Großmarkthalle, Köln 51

Tel: Sa-Nr 386032/384874

Telex: 8882918

Rewe Zentral AGC

Domstraße 20

Postfach 101528, Köln 1

Telex:: Sa-Nr 1655-1
8885283

Dortmund

Doego Fruchthandel und Import eG

Feldstraße 84

Postfach 1038, Dortmund 1

Tel: 5408-1

Telex: 822416

EXA-Fruchtimport GmbH & Co KG

Heiliger Weg 60

Großmarkt St. 1-2

Dortmund 1

Tel: 57 92 64-65

Fax: 57 11 16

Telex: 8227077

Düsseldorf

Agrexco Agricultural Co Ltd

Großmarkt, Düsseldorf 30

Tel: 428775

Telex: 8585520 crmi

Deutscher Supermarkt Handels GmbH

An der Piwipp 86

Düsseldorf 30

Tel: 424135/427049

Telex: 858417

Fruchtimport, P. van Wylick GmbH

Rather Straße 25

Düsseldorf 30

Tel: 484428

Telex: 8584048

Fax: 460944

Frutera

**Obst-u Gemüsehandels-ges
mbH**

Wanheimer Straße 39

Düsseldorf 30

Tel: 411002

Telex: 8586634

Harder, Meiser & Co Zweigniederlassung der Scipio & Co

Großmarkt, Düsseldorf 30

Postfach 30 04 45

Tel: Sa-Nr 411011

Telex: 8584952

Kaiser's Kaffee-Geschäft

Großmarkt,

Ulmenstraße 275

Düsseldorf 30

Tel: 424404/41 1600

Telex: 8584874

Appendix 3

**Metro SB-Großmarkte
GmbH & Co KG**
Schlüterstraße 3
Düsseldorf 1

Tel: 6875-0
Telex: 8586656/7
Fax: 6875-373

**Sapeica Fruchthandels-
gesellschaft mbH**
Gerresheimer Straße 21
Düsseldorf 1

Tel: 360948
Telex: 8582812

Frankfurt

**Agrexco
Agricultural Export
Co Ltd**
Großmarkthalle 27
Frankfurt 1

Tel: 4075-0
Telex: 416826 aviv d
Fax: 439269

Durbeck Anton GmbH
Großmarkthalle
Frankfurt 1

Tel: 49 02 82
Fax: 43 93 12
Telex: 412011

**Edeka Fruchtkontor
GmbH**
Großmarkthalle
Hausbriefkasten 116
Frankfurt 1

Tel: 43 01 31
Telex: 416192

Exoten Frucht GmbH
Großmarkt,
Frankfurt 1

Tel: 439327
Telex: 413269

**Fa. AIR-Frucht
Bernhard Zeh GmbH**
Strahlenberger Straße 123
6050 Offenbach

Fink-Frucht GmbH
Großmarkthalle
Frankfurt 1

Tel: 490218
Telex: 411404

Massa, Alfred, GmbH
Großmarkthalle
Frankfurt 1

Tel: 445068

Hamburg

**Afrikanische Frucht-
Compagnie GmbH**
Trostbrücke 1
Postfach 112304
Hamburg 11

Tel: 3688-1
Telex: 211417 afc d
Fax: 366450

**Atlanta
Handelsgesellschaft
Harder & Co
Zweigniederlassung
der Scipio & Co**
Oberhafenstraße 1
Fruchthof
Postfach 10 49 40
Hamburg 1

Tel: 321001
Telex: 2161 151 atha
Fax: 32100250

Bey, Gustav
Fruchthof,
Hamburg 1

Tel: Sa -Nr 32 14 56
Fax: 32 60 62
Telex: 2161403 Gusabey

**Die Fruchtpalette
Vertriebs-GmbH**
Fruchthof
Großmarkt St. K 414/415
Hamburg 1

Tel: 330530
Telex: 2161 601 frpa d

**Dole Fresh Fruit Europe
Ltd & Co**
Oberhafenstraße 1
Hamburg 1

Tel: 3283-0
Telex: 211477 pa d
Fax: 3283-269

**Edeka Fruchtkontor
GmbH**
Amsinckstraße 66
Großmarkt, Hamburg 1

Tel: 30209-0
Telex: 2162808
Fax: 30209260

Exotic Fruchthof GmbH
Lippeltstraße 1, Hamburg 1

Tel: 335317
Telex: 2173211
Fax: 327549

**Fruchtring
Handelsgesellschaft
GmbH & Co KG**
Lippeltstraße 1, Hamburg 1

Tel: 32 13 51
Fax: 32 13 70
Telex: 2165369 frur d

**Fruco Fruchtenhandels-
Compagnie Bruns GmbH &
Co**
Zentrale Fruchthof
Postfach 102209, Hamburg 1

Tel: 3084-0
Telex: 2162421 frz d
Fax: 327022 + 327876

Appendix 3

**Fruitimex
Im-und Export GmbH**
Oberhafenstraße 1
Hamburg 1

Tel: 321456
Telex: 211144/2163626

**Internationale
Fruchtimport Gesellschaft
Weichert & Co**
Fruchthof
Hamburg 1

Tel: 331241
Telex: 335730
Fax: 336083

**Karstadt AGC
Lebensmittelzentrallager**
Werner-Siemens-Straße 63
Hamburg 74

Tel: 73111-1
Telex: 214845 und
213494

**Pacific Fruchtimport
GmbH**
Fruchthof
Oberhafenstraße 1
Hamburg 1

Tel: 336318
Telex: 2162841

Port T (GmbH & Co)
Kontorhaus, Großmarkt
Postfach 105120
Lippeltstraße 1
Hamburg 1

Tel: Sa - Nr 301000-0
Fax: 402272/336064

**Tengelmann
Warenhandelsgesellschaft**
Großmarkt, Keller 410
Hamburg 1

Tel: 338922/32

**Trofi Tropenfrucht-
import GmbH**
Lippeltstraße 1
Kontorhaus
Großmarkt, Hamburg 1

Tel: 335596
Telex: 2173211 trof d
Fax: 327549

Munich

Agos GmbH
Agentur für Gemüse, Obst
Südf Früchte
Thalkirchner Straße 81
(Großmarkthalle)
Postfach 750113
München 70

Tel: Sa-Nr 778005
Telex: 522999

**Agrexco Agricultural
Export Co Ltd**
Thalkirchner Straße 81
München 70

Tel: Sa-Nr 776784

**Atlanta Beschaffungsstelle
Handelsgesellschaft
Harder**

**Zweigniederlassung der
Scipio & Co**
Gotzinger Straße 48
Postfach 750430
München 75

Tel: 72061
Telex: Sa Nr 5212710/
524121

**BayWa AGC (Bayerische
Warenvermittlung landw.
Genossenschaften AGC)**
Großmarkthalle
München 70

Tel: 778081/83
Telex: 5212604 bwmg d

Bocci Fruchthandel GmbH
Widenmayerstraße 81
München 70

Tel: 779091-95
Telex: 5212615 Buro
5212556 Stand

**Deutscher Supermarkt
Handels-GmbH**
Ingolstadter Straße 170
München 45

Tel: 7255031 und 7255839
Telex: 522894 dsma

**Dole Fresh Fruit Europe
Ltd & Co**
Thalkirchner Straße 81
Großmarkthalle 5
München 70

Tel: 772003/04/05
Telex: 5215735 asth d
Fax: 777883

**Elitefrucht Verdini &
Hisarli oHG**
Kockelseestraße 10
München 70

Tel: 764974
Telex: 5212419

**Frutera Obst-und Gemuse-
Handelsgesellschaft mbH**
Thalkirchner Straße 81
München 75
Postfach 750359/360

Tel: 7253043
Telex: 5212481

**Globtrade
Export-Import GmbH**
Clemensstraße 30
München 40

Tel: 340940
Telex: 5216050

Appendix 3

Harder, Meiser & Co
Zweigniederlassung
der Scipio & Co

Thalkirchner Straße 81
München 75

Tel: 72960-0

Telex: 5212010 + 5212358

Hauslanden,
Fruchthandels-
gesellschaft mbH

Schaftlarnstraße 8
München 70

Tel: Sa-Nr 720140

Telex: 5212398

Fax: 7201450

Hey, Hinrich

Großmarkthalle
Thalkirchner Straße 81
München 70, Postanschrift
Postfach 750440
München 75

Tel: 773100/764236

Telex: 5212529

Interfrutta GmbH

Thalkirchner Straße 81
Postfach 750480
München 70

Tel: 775575/764894

Telex: 5214227 infu d

Kaiser's Kaffee-geschäft AGC

Landsberger Straße 350
München 21

Tel: 569342

Karstadt AGC
Regionaleinkauf Obst u
Gemüse

Bahnhof Süd,
Rupperstraße 1,
München 2

Tel: 774079

Telex: 5216888 kaob d

Kolla Fruchtagentur
GmbH

Königsdorfer Straße 13
Postfach 750525
München 75 A

Tel: Sa-Nr 773058

Telex: 5212233 KOC D

Kretschmer, W., GmbH
& Co Ltd

Thalkirchner Straße 81
+ Kochelseestraße 8
Postfach 750526
München 70

Tel: 779081-82

Buchhaltung

Tel: 7257262

Telex: 5212018 and
5216230

La Frutta - Fruchtehandels-
gesellschaft mbH

Großmarkthalle
Göttinger Straße 46/11
München 70

Tel: Sa-Nr 771007

Telex: 5216100

Oettle & Griessmeyer
GmbH

Frucht-Import-Agentur
Postfach 750670
Thalkirchner Straße 81
München 75

Tel: 7268-0

Telex: 5212924

Tengelmann

Warehandelsgesellschaft
Heidemannstraße 166
(Euro-Industriepark)
München 45

Tel: 3114771/3164365/
3114760

Telex: 5212470

Tremml, Hans,
Fruchtimport

Großmarkthalle, München 75

Tel: 761363/67

Telex: 5112436

Stuttgart

Agrexco

Agricultural Export Co Ltd
Langwiesenweg 30
Stuttgart 60

Tel: 481496 + 48 1617

Andretta & Co

Großmarkt, Stuttgart 60

Tel: 460850

Fax: 46085-32

Telex: 723663 Andretta

Appendix 3

**Co op AG Neiderlassung
Sud**

Fruchtkontor
Inselstraße 37
Stuttgart 60

Tel: 334012/334024/
337432
Telex: 723316

Dais Frucht-Import GmbH

Großmarkt
Halle 5
Boxe 12
Stuttgart 60

Tel: 466624
Telex: 7254532

**Harder, Meiser & Co
Zweigniederlassung
Stuttgart der Scipio & Co**

Großmarkt
Stuttgart 60

Tel: 4607-0
Telex: 723809
Fax: 486708

**Kaiser's Kaffeegeschäft
AGC**

Grazer Straße 22
Stuttgart 60

Tel: 465490/466576

**Rebhorn, Heinrich
Fruchtimport GmbH**

Großmarkt, Stuttgart 60

Tel: 482040+462425
Telex: 721918 rebh d

**Spar-Großhandelszentrum
Sudwest GmbH & Co KG**

Großmarkt, Stuttgart 60

Tel: 481070/481079

**Veigel, Adolf, GmbH & Co
Fruchtimport KG**

Großmarkt, Stuttgart 60

Tel: 464642
Telex: 723369

———— **Appendix 4 - Handling Complaints** ————

As the majority of exotic fresh produce is sold on a commission basis, exporters quite rightly feel extremely exposed and utterly reliant on their importer's honesty. Three types of situation typically cause problems and concerns. Firstly, if the exporter is informed that his produce only obtained very low prices. Secondly, if it is claimed that a high proportion of produce remains unsold. Thirdly, if there are problems of quality and rejection.

In the first instance the disputes can be minimised by choosing a trustworthy importer. It is the exporter's responsibility to identify reliable importing companies with a reputation for honesty and integrity. Such importers will normally have an established track record and be members of trade organisations such as Chambers of Commerce and the Central Organisation of German Fruit Importers and Wholesalers. Credit references can be carried out by organisations such as Dunn and Bradstreet who provide business information reports which give an insight into a company's credit rating and its financial strength. In addition, informal references from other German traders are advised.

Exporters must fully understand the different deductions, duty and commissions chargeable so that they can establish from any given gross wholesale price the likely C&F price. It is always useful for an exporter to be able to show, albeit subtly, that he knows how to check wholesale prices against published figures and that he is prepared to call in local surveyors in the event of a dispute.

Low Prices

Gross wholesale prices received can be cross checked against three sources of weekly published information. These are the Market News Service of the International Trade Centre (ITC) in Geneva, COLEACP in Paris and the German Zentrale Markt und Preisberichtsstelle (ZMP). These three organisations collect wholesale prices from a number of respondents in the German market. However, the actual prices obtained for an exporter's produce can be justifiably lower than the published figure because of individual circumstances. The published figures are useful in that they provide a comparison and over a period of time can demonstrate how an individual importer is comparing against a standard average figure. Addresses of all three organisations are provided in Appendix 3.

Appendix 4 - Handling Complaints

Unsold Produce

The German market is especially prone to high levels of unsold produce. This can have a dramatic effect on importers' profitability. In order to verify that the produce was unlikely to be sold, the price data referred to above should indicate that average prices have fallen during the period that the produce was unsold. Additionally, the exporter can call upon a crop surveyor to independently verify market conditions during the period in question. He can identify produce surveyors, either directly from Appendix 3 in this handbook, or by routing a complaint via the local Chamber of Commerce.

Low Quality Produce

Good clearance agents often offer a service by which all consignments are independently surveyed by a Lloyds produce surveyor. This service is very cheap, e.g. DM 20 per consignment. This provides the exporter with an independent report of the quality of the produce on arrival. If the produce is rejected on the basis of its failure to conform to EC or German grading standards, then the German authorities, Bundesministerium für Ernährung und Fortstwirtschaft, will provide a report to the exporting country or its embassy. In addition, the exporter may want to call upon an independent surveyor, as mentioned above, to check the quality of the produce at the importer's premises.

Appendix 5 - Price Calculations

As the majority of exotic fresh produce is sold on a commission basis, the exporter will only be provided with what the gross wholesale sale price was and a listing of the deductions to give the net price which is returned to the grower. In addition, in the first instance the exporter will need to be able to accurately estimate the level of deductions likely to be made from a typical gross wholesale price to establish whether the C&F price can cover costs and generate sufficient margin to warrant the risks and effort of supplying the German market.

In the two examples set out below we have assumed that both products are airfreighted from ACP states.

EXAMPLE 1

Consignment 1,500 kg of green beans, in 300 x 5 kg cartons, arriving at Frankfurt. The produce is split between two destinations: Cologne 750 kg and Frankfurt 750 kg.

Sales

	DM
50 cartons x DM 25	1,250
150 cartons x DM 22.5	3,375
75 cartons x DM 20	1,500
25 cartons x DM 15	375
Total gross sales (300 cartons)	6,500
Less commission at 8% of gross sales	520
Total net sales	5,980

Less Expenses

Handling charges, with 50% surcharge	151.80
SVS/RVS insurance + ALFA charge	15.50
Papers	17.50
Sorting for two destinations	90
Transportation inside airport	22.50
Cool storage for one day for 150 cartons	45
Inspection surveyor	20
Loading single cartons	67.50
Transport to Cologne	225
Transport to Frankfurt	75
Total expenses	729.30
Total return to exporter	5,250.70

Appendix 5 - Price Calculations

Average gross wholesale price DM 6,500/1,500 kg	4.333 DM/kg
LESS commission deductions DM 520/1,500 kg	.346
LESS expenses & costs DM 729.3/1,500 kg	.486
Average C & F price to exporter	3.50
Average % deduction from wholesale price	20%

EXAMPLE 2

3 tons of lychees in 1,500 x 2 kg cartons arriving at Frankfurt. The consignment is split between Dusseldorf 2 tons and 3 tons to Frankfurt.

Sales

	DM
250 cartons x DM 22	5,500
750 cartons x DM 20	15,000
375 cartons x DM 18	6,750
125 cartons x DM 16	2,000

Total gross sales (1,500 cartons)	29,250
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Less commission at 8% of gross sales	2,340
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Total net sales	26,910
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Less Expenses

Handling charges, with 50% surcharge	151.80
SVS/RVS insurance + ALFA charge	33.00
Papers	17.50
Sorting for two destinations	180
Transportation inside airport	45
Cool storage for one day for 150 cartons	45
Inspection surveyor	20
Loading pallets	45
Transport to Dusseldorf	520
Transport to Frankfurt	100

Total expenses	1,157.30
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Total return to exporter	25,752.70
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Average gross wholesale price DM 29,250/3,000 kg	9.75 DM/kg
LESS commission deductions DM 2,340/3,000 kg	.78
LESS expenses & costs DM 1,157.3/3000 kg	.386
Average C&F price to exporter	8.584
Average % deduction from wholesale price	12%

Appendix 6 - Glossary of Terms

act of God	höhere Gewalt
ad valorem duty	Wertzoll
advertisement	Anzeige (Werbung)
agency commission	Agentur-Provision
agreement	Einigung, Übereinstimmung, Vereinbarung
air waybill	Luftfrachtbrief
artificial fertilizer	Kunstdünger
asparagus	Spargel
available stock	Warenbestand
average price	Durchschnittspreis
avocado (pear)	Avocado
bank charges	Bankspesen
bank overdraft	Banküberziehung
bean	Bohne
bill of delivery	Lieferschein
bill of lading(B/L)	Frachtbrief, Konnossement
blackberry	Brombeere
bonded warehouse	Zollfreilager
bulk order	Großauftrag
bulk purchase	Großeinkauf
business terms	Geschäftsbedingungen
buy firm, to	festkaufen
cancel, to	absagen, streichen, kündigen (Vertrag)
cape gooseberry	Kap-Stachelbeere
cash on delivery (C.O.D.)	Nachnahme
certificate of origin	Ursprungszeugnis
chain store	Fillalbetrieb
channels of distribution	Handelswege, Absatzwege
cold chain	Kühlkette
cold store	Kühlhaus, Kühlager
commission agent	Kommissionar
consignment	Partie, Posten, Sendung
on a consignment basis	in Konsignation, Kommission
container	Behälter
contamination	Verunreinigung
contract	Vertrag
cost price	Selbstkostenpreis, Einstandspreis
country of origin	Ursprungsland
customs	Zoll (Behörde)
customs clearance	Verzollung, Zollabfertigung
customs declaration	Zollanmeldung, -erklärung
delivery date	Liefertermin
delivery note	Lieferschein

Appendix 6 - Glossary of Terms

disease	Krankheit
exhibition	Ausstellung, Messe, Schau
expiry date	Haltbarkeitsdatum
fine bean(Bobi)	Bobi-Bohne
foodstuffs	Lebensmitteleinzelhändler
perishable	verderbliche
forwarding agent	Frachtagent, Spediteur
freight charges - costs	Frachtkosten
freight rates	Frachtraten
fruit trader	Fruchthändler
guide price	Orientierungspreis
handling costs	Beförderungskosten
health certificate	Gesundheitszeugnis
honeydew melon	Honigmelone
illegal	ungesetzlich
insecticide	Spritzmittel
inspection	Untersuchung
insurance	Versicherung
invoice	Rechnung
invoice value	Rechnungswert
labeling	Etikettierung
legislation	Gesetzgebung
letter of credit	Akkreditiv
mange-tout	Zuckererbsen, Mangetout, Kefen (schweiz.)
mango	Mango
market requirement	Markterfordernis
market research	Marktforschung
maturity	Reife
melon	Melone
merchandise	Waren, Güter
outstanding debt	Guthaben, Aussenstande
passion fruit	Passionsfrucht
pawpaw	Papaya
peach	Pfirsich
persimmon	Kaki
pineapple	Ananas
pre-cooling	Vorkühlung

Appendix 6 - Glossary of Terms

pre-packaging	Vorverpackung
price range	Preislage
production calendar	Anbaukalender
punnet	Körbchen
raspberry	Himbeere
refrigerated transport	Kühltransport
retail market	Einzelhandelsmarkt
ripe for eating	genussreif
ripe for harvesting	erntereif
sales	Absatz, Umsatz
shipment	Lieferung, Verschiffung
shipping agent	Reedereiagent
shortage	Fehlmenge, Knappheit, Mangel
special offer	Sonderangebot
special promotion	Reklameverkauf
strawberry	Erdbeere
supermarket chain	Filialbetrieb
surveyor	Gutachter
sweet corn	Zuckermais
tax	Steuer
trader	Händler
transport costs	Beförderungs-, Transportkosten
value added tax (VAT)	Mehrwertsteuer (MWST)
variety	Vielfalt
waybill number	Frachtbriefnummer
wholesale market	Großmarkt
wholesale trade	Großhandel

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