

COMMONWEALTH GUIDE TO TRADING WITH THE SINGLE EUROPEAN MARKET



Export Market Development Department
of the
Export and Industrial Development Division

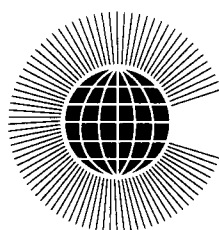


Commonwealth Secretariat
1993

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FOREWORD

The advent of the Single European Market in January 1993 represents an important landmark in the history of international trade. The European Community (EC) is a major trading partner of Commonwealth developing countries which have traditional economic ties with member states and enjoy special access to the EC market. Any changes in the marketing environment in the EC resulting from the harmonisation of product standards, common product liability rules, environment and consumer protection policies, and in health and safety requirements, will therefore have profound implications on the trade of Commonwealth developing countries.

The Single European Market is based on a complex legislative programme which may appear daunting to Commonwealth exporters. Among the most important elements are the standards certification and testing procedures, where lack of knowhow could hamper Commonwealth manufacturers and exporters in making design and quality improvements in their export products which are crucial for market entry. The complicated rules of origin represent another area which could adversely affect the export interests of Commonwealth developing countries and divert trade from third countries to the EC market. The possible interaction of rules of origin and other trade barriers, such as quotas, could result in a systemic bias in favour of sourcing in Europe rather than importing into Europe.

The Single Market nevertheless offers new and far greater opportunities to the Commonwealth business community. But Commonwealth exporters will have to gear themselves up, produce goods according to buyers' specification, and understand the new rules and regulations relating to product standards, certification and testing procedures in order to take advantage of a large market of 320 million people. This Guide is accordingly designed to help them understand the changes which are taking place in Europe and to provide practical advice on how to export successfully to the European Community.

The Guide is divided into three parts. Part I provides an introduction to the EC, explaining the removal of barriers to form the Single European Market, the implications for Commonwealth exporters and the broad details of the EC's trading rules with Commonwealth countries. The Single European Market has broken down many of the physical and technical barriers and this will have a great impact on Commonwealth exports. Many technical standards are being set at European level and in other cases the EC has adopted a policy of recognising standards set by individual member states. This will eliminate the need for Commonwealth producers to comply with different national regulations.

The Guide explains how issues of quality, product safety, packaging and concern for the environment have been translated into specific EC legislation. Time, money and effort will have to be spent to determine if products meet EC rules and regulations on these key points.

Preferential access to the EC market gives Commonwealth exporters an edge over competitors with reduced or tariff-free entry into the EC. Chapter 3 of Part I provides a background to the different trading agreements negotiated by the EC with Commonwealth countries.

Part II of the Guide is a practical, product-based survey of the key factors governing access to the EC market. It is organised with reference to the products listed in the EC Common Customs Tariff (CCT) code. The chapters outline general EC legislation related to each product group, giving guidance on such factors as standards, technical specifications, associated packaging requirements and any special condition for Commonwealth exporters to sell into the EC. The main European trade associations, trade fairs and exhibitions and other helpful contact points are listed. Then each chapter also summarises the EC import regime for three categories of Commonwealth exporters. These categories are based on country of origin and are as follows:

African, Caribbean and Pacific (ACP) States

Countries which benefit from the General System of Preferences (GSP)

Least Developed Developing Countries (LDDC)

Each category of exporters is able to benefit from varying levels of trade preference or restrictions. Corresponding information on duty levels, quotas, rules of origin and required documentation is provided to guide Commonwealth exporters. The Guide highlights the following specific product examples:

Frozen Prawns and Shrimps
Cut Flowers
Canned Fish
Dyes and Chemicals
Tyres
Leather Garments
Hides and Skins
Leather Goods
Wooden Doors/Windows
Household Textiles
Carpets and Rugs
Woollen Knitwear
Footwear
Jewellery
Hand Tools
Printed Circuit Boards
Brake Pads
Bicycles
Non-automatic Weighing Machines
Toys
Domestic Furniture

Detailed information is provided on legislation, product specification and market structure. The purpose of these product examples is to provide more guidance on how to export a particular product to the EC. For example, there are very stringent rules on safety requirements concerning physical and mechanical properties; flammability; chemical and electrical properties for toys. Details of these requirements are given in the product example to assist Commonwealth exporters wishing to sell these products in the EC.

The Guide concludes with a reference section, listing important names, addresses and contact points of main organisations relevant to trading with Europe, together with some sources of useful publications. It is intended that these contact points and publications will serve as a starting point for further research into product areas and target markets to ensure successful marketing to the Single European Market.

The wider and more integrated Single European Market offers exciting opportunities for Commonwealth exporters, but rewards will not come readily. It will be up to the exporter to identify those products which could feasibly be exported into the EC and decide how to take advantage of preferential access rules. Exporters need to be well informed of the standards required to be competitive in the market and to take action to meet these standards. If these steps are followed, then the Guide will enable Commonwealth exporters to be well prepared to sell to the Single European Market.

A G Barve

Director

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GLOSSARY OF TERMS

ACP	African, Caribbean and Pacific States
ASEAN	Association of South East Asian Nations
CAP	Common Agricultural Policy
CCT	Common Customs Tariff
CE	Conformite Europeene (EC Mark of Conformity)
CECC	Electronics Components Committee of CENELEC
CEN	European Standardisation Committee
CENELEC	European Committee for Electrotechnical Standardisation
CITES	Convention on International Trade of Endangered Species of Wild Fauna and Flora
COMDOC	EC Commission Document
DG	Directorate-General of the European Commission
EC	European Community
ECB	European Central Bank
ECE	Economic Commission for Europe
ECU	European Currency Unit
EEA	European Economic Area
EFTA	European Free Trade Association
EMA	European Medicines Agency
EMU	Economic Monetary Union
EOTC	European Organisation for Assessment and Certification
ESCB	European System of Central Banks
ETSI	European Telecommunication Standards Institute
FAO	Food and Agricultural Organisation
GATT	General Agreement on Tariffs and Trade
GMP	Good Manufacturing Practice
GSP	Generalised System of Preferences
ISO	International Standards Organisation
LDDC	Least Developed Developing Country
MFA	Multi-Fibre Arrangement
OCT	European Community Overseas Countries and Territories
OIML	International Organisation for Legal Metrology
OJ	Official Journal of the European Communities

PPE	Personal Protective Equipment
QA	Quality Assurance
SAD	Single Administrative Document
SCC	Scientific Committee on Cosmetology
SEA	Single European Act
SEM	Single European Market
TQM	Total Quality Management
UN	United Nations
UNCTAD	United Nations Conference on Trade and Development
VAT	Value Added Tax
VOC	Volatile Organic Compounds

HOW TO USE THE GUIDE TO TRADING WITH THE SINGLE EUROPEAN MARKET

This is a guide for Commonwealth exporters, a signpost for those wishing to trade with the Single European Market.

This Guide contains:

- (i) an introduction to the Single European Market;
- (ii) EC policies relevant to Commonwealth exporters wishing to trade with the Single European Market;
- (iii) a brief description of EC-Commonwealth trade regimes which provide advantages for Commonwealth exporters;
- (iv) fourteen product chapters which contain relevant EC legislation and market information;
- (v) specific product examples with information on CCT codes, duty levels, standards and other market information;
- (vi) addresses, telephone and facsimile numbers of European trade associations and European trade exhibitions for each product group;
- (vii) details of trade related European and world organisations as well as further sources of information.

The reader should:

- (i) read Part I of the Guide to understand the issues relating to trading with the Single European Market;
- (ii) go through the Table of Contents for the list of product chapters;
- (iii) select product chapters of interest for relevant EC legislation and market information (product chapters are colour coded for ease of reference);
- (iv) depending on the exporting country, check for information on specific requirements for exporters from ACP, GSP and LDDC Commonwealth countries:
 - red coloured pages for ACP
 - green coloured pages for GSP
 - blue coloured pages for LDDC;
- (v) contact relevant associations, the European Commission or government offices for more information.

The product chapters provide references to the appropriate issues of the Official Journal of the European Communities for those Commonwealth exporters wishing to examine the legislation in more detail.

Information contained in this guide has been gathered from a number of official and trade sources. Whilst every effort has been taken to ensure accuracy, it should be recognised that legislation and market trends are constantly changing and readers are strongly urged to consult official organisations and institutions referred to in the Guide.

The Guide is intended to be a general indicator of current legislation and market trends. It does not attempt to address detailed issues and exporters should refer to the legislation itself for a full statement of the current requirements.

PART I

TRADING WITH THE EC

The Single European Market

The Road to the Single Market

The EC Single European Market came into effect on 1st January 1993. The Member States are: Belgium, Denmark, France, Germany, Greece, Ireland, Italy, Luxembourg, The Netherlands, Portugal, Spain and the United Kingdom.

The Rome Treaty of 1957 was the beginning of the road to the unification of Europe. The six founding member countries committed themselves to a common market. The process has been slow and it was necessary for the Member States to reinforce their efforts with the Single European Act of 1986, destined to create a Single European Market in which people, goods, services and capital could move freely. The Single European Act pledged the Member States to create "an area without internal frontiers" by 31st December 1992.

Between 1986 and 1992, the institutions of the European Community were committed to an ambitious legislative programme to create the Single European Market. The programme was essentially concerned with the need to remove a range of barriers:

- ◆ physical e.g. customs formalities
- ◆ technical e.g. different product standards
- ◆ fiscal e.g. diverse VAT and excise duties
- ◆ social e.g. social security payments, pensions.

In order to meet the December 1992 deadline, the Commission completed its programme of 282 legislative proposals, although some Member States have not yet implemented them. Most of the legislation is in the form of Directives which oblige Member States to achieve a particular result within a stated time limit, but leave them free to choose the method of implementation. The majority of Directives were due to be implemented by 31st December 1992, and the area in which greatest progress has been made is the abolition of technical and physical barriers to permit a Single European Market for goods.

Breaking down the Barriers

Barriers to free movement of goods, services, money and people may be broadly categorised into four groups: physical, technical, fiscal, and social. All these barriers need to be removed before a truly Single European Market can be realised. Legislation is being put into place to remove these barriers.

Commonwealth exporters need to understand the way these barriers will be eliminated in order to know the marketing environment in Europe in the 1990s. The imminent enlargement of the EC to include Austria, Finland and Sweden means that the market will become even more important for Commonwealth trade by 1995.

Physical barriers

Physical barriers consist principally of customs formalities and immigration borders. As of 1st January 1993, customs clearance procedures throughout the Community have been replaced by a specialized computerised programme known as cooperation in the automation of data and documentation for imports, exports and agriculture (CADDIA). This system will make it much more simple for goods to move from one

Community country to another and will replace the Single Administrative Document (SAD) which was introduced by the EC in 1988. However, the SAD will still be used in Spain and Portugal for another 5 years but will not be used to move goods between the other 10 Member States.

The harmonisation of animal and plant health controls form part of the elimination of customs barriers. This is of particular interest to Commonwealth exporters as this will mean animals and plants imported into the EC will have to undergo health and veterinary checks on point of entry into the Community, and thereafter will be permitted to move freely.

Technical barriers

Since 1985 the European Commission has adopted a new approach to standardisation based on mutual recognition of standards rather than total harmonisation. Directives adopted under the new approach do not specify detailed technical standards, but rather lay down essential safety requirements with which the products in question must comply if they are to be eligible for sale throughout the Community. Two distinct and equally important European standardisation bodies, the CEN and CENELEC, specify European standards. Conformity with the European standard is proof that a product complies with the essential safety requirement, and products must carry a "CE" mark.

FIGURE 1
The C E Mark



Technical barriers have been eliminated in many areas of EC activity. Indeed, it is estimated that more than 75% of EC proposals relating to the abolition of technical barriers had been adopted by end 1991. Specific product sectors where European Community standards currently apply are:

- ◆ simple pressure vessels
- ◆ toys
- ◆ construction and building materials
- ◆ machinery and equipment safety
- ◆ personal protective equipment
- ◆ gas appliances.

The breaking down of these technical barriers should be seen as an opportunity for Commonwealth exporters. Technical standards differ distinctly between Member States. Until now differences in standards between Member States created difficulties for the producer/exporter forcing them to modify their products if they wished to sell in different EC countries. Harmonisation of technical standards will eliminate the need for the producer to comply with different national standards. Less capital investment will therefore be required to service the Single European Market.

Alongside the harmonisation legislation, the EC has adopted Directives regarding common product liability rules, consumer credit arrangements, and bans on misleading advertising. To complement these moves, the Commission has also proposed common measures regarding intellectual property, including patents, trade marks and copyright, but these have not yet been agreed.

Fiscal Barriers

Fiscal barriers in the form of disparities in national tax systems frequently distort the market and inhibit cross-border investments. As part of the Single Market programme, the Commission has proposed a range of legislation including:

- ◆ taxation of gains arising on mergers, divisions and transfers of assets
- ◆ taxation applicable to parent companies and their subsidiaries
- ◆ arbitration procedures for transfer pricing disputes
- ◆ taxation on the carry-over of losses
- ◆ the abolition of taxes on securities transactions
- ◆ taxation of interest and royalty payments.

Indirect taxation, principally in the form of value added tax (VAT), is being harmonised. Member States of the EC have agreed to set a minimum rate of 15% for VAT. Currently, VAT rates within the EC vary from 0% to 38%. Similarly, excise duties, such as on alcohol, vary from 0 to 10.5 ecu per litre. The continued existence of differential indirect taxation rates ensures the maintenance of customs formalities, and so creates further obstacles to the free movement of goods and services.

Since 1st January 1993, crossing a frontier no longer gives rise to a tax obligation. During a transitional period (from 1993 until 1996) VAT will be applicable in the country of destination. All goods purchased by taxable persons and purchases by non-taxable persons in excess of 35,000 ecu per annum are subject to VAT in the country of destination. The transitional VAT scheme will expire on 31st December 1996 at the latest, and by that date there should be a common VAT system throughout the EC.

Social Barriers

Social barriers to free movement are likely to persist after 1993. The EC Social Action Programme is designed to promote more intense cooperation in this area, but the United Kingdom in particular is reluctant to accept the jurisdiction of the EC in such areas as workers' rights, pensions, and sickness and disability payments. Progress in the social sector is uncertain, and depends on the political will of the Member States.

Economic and Monetary Union

The Maastricht Treaty on European Union of 1992 commits those Member States who qualify to do so to achieve Economic and Monetary Union (EMU) by 1999. Special arrangements were made for the parliaments of the United Kingdom and Denmark, to approve this momentous step.

The EMU provisions commit the Member States to:

- ◆ irrevocable fixing of exchange rates and the creation of a single European currency (the ECU)
- ◆ establishing a European Central Bank
- ◆ defining and conducting a single monetary policy and exchange rate policy
- ◆ supporting the general economic policies of the Community.

The EMU agreement provides for the establishment of the European System of Central Banks (ESCB) and a European Central Bank (ECB), with the primary objective to maintain price stability. Assuming the ratification of the Maastricht Treaty, the transition to EMU will begin on 1 January 1994, by which time all Member States must have abolished exchange controls and seek to avoid excessive government deficits. With the establishment of the EMU and the ECB, national economic policies of Member States will henceforth be regarded as "a matter of common concern".

For EMU to be achieved the following conditions have to be met by Member States:

- ◆ price stability - which means an average rate of inflation not more than that of the average of the three best performing states by 1.5%
- ◆ low government budgetary deficits
- ◆ an average nominal long term interest rate which must not exceed that of the three best performing states in terms of price stability by more than 2%
- ◆ membership of the narrow band of the European Exchange Rate Mechanism for two years.

Commonwealth exporters selling into the European Community would do well to monitor the debate regarding the emergence of the EMU and the eventual establishment of a Single European Currency and a European Central Bank. This will eliminate much of the economic risk involved in selling across Europe. Harmonisation of exchange rates means stability in pricing long term contracts with EC importers. There will be similarity in carrying out financial transactions throughout the Community using one currency, hence greatly simplifying the task of moving goods across the Single European Market.

The European Economic Area

In October 1991 the concept of the Single European Market was further extended to embrace the EFTA countries - Austria, Finland, Norway, Switzerland, Liechtenstein, Sweden, and Iceland - which have signed the European Economic Area (EEA) Agreement and thereby committed themselves to creating a larger single market. As a result of the failure of Switzerland to ratify, the EEA will not come into force until 1 July 1993.

THE MAIN FEATURES OF THE EEA

- ◆ European Parliament to approve treaty; ratification by each state's parliament
- ◆ Freedom to live and work anywhere in the EEA
- ◆ Free movement of goods and services throughout the EEA
- ◆ Free movement of capital: some limitations on investment
- ◆ EC regulations on research and company law, education, social policy and the environment
- ◆ An independent joint court to handle EEA matters and competition policy appeals
- ◆ EC legislation to apply in the case of mergers, public procurement, anti-trust issues, state aid and abuse of privileged placement
- ◆ No votes for EFTA countries on EC laws
- ◆ First review at the end of 1993, then every two years
- ◆ Food, energy, coal and steel covered by specific provisions
- ◆ EFTA farm policies can be retained.

The market open to Commonwealth exporters will then extend not only to the 12 members of the EC but will cover practically the whole of Western Europe. Three EFTA states - Austria, Finland and Sweden - are also negotiating membership of the EC.

Eastern Europe and the EC

The historic events in Eastern Europe - the unification of Germany, the fall of the communist structure, the move towards a market economy in the former USSR and Eastern Europe - will no doubt have their effect on the rest of Europe and the rest of the world. Western Europe is seen as a paternal/maternal figure assisting these countries in the infancy of their market economies. For this reason developing countries are

concerned about political and economic policies which could adversely affect trade and investment prospects.

Over the short term it is foreseen that patterns of production and volume of exports from Eastern Europe will not change significantly as expansion is limited by inefficient factories, inability to meet quality requirements and political instability.

In the medium term production capacity and capability could improve as Western Europe starts to invest in manufacturing for reexport. Being "closer to home" makes Eastern Europe a good choice for outward investment. Products most likely to be covered are those which have very short product life cycles such as high fashion garments or products which require technical expertise readily available from Eastern Europe. However, progress is slow and there are few viable operations ready for investment, and communist structures built over 40 years will take some time to dismantle.

EC economic policies will also play a primary role. Preferential market access granted to Eastern Europe could increase imports from this area at the expense of Commonwealth countries. For developing countries trade diversion will be significant if preferential treatment is more favourable to Eastern European countries.

On the other hand, liberalisation of Eastern Europe also means a new market for Commonwealth exporters. This depends on trade policies decided by new governments. Imports could be restricted to protect local industry. At present all is in a state of flux, boundaries are still changing, governments are still deciding on what direction to take. The full implications for Commonwealth countries cannot as yet be known for certain.

The Reality of "1992"

While the countdown to the Single European Market is well advanced, exporters from Commonwealth countries will find in reality that not all barriers to trade were removed by 1st January 1993. Implementation by Member States has not maintained the same pace, and there are problems regarding the slow record of implementation.

There will be an interim period during which the Spanish and the Portuguese markets will continue to be partially separated and hence protected. This results from the transitional arrangements agreed with Spain and Portugal on accession to the EC in 1986, which provided 10 years for adjustment regarding a range of products. This means that in some respects the Single European Market will not be a reality until the later 1990s.

Although the EC is organized as a single market, exporters should not be seduced by the illusion that to sell to one EC country is exactly the same as selling to another EC country. Exporting to the EC will still involve, in some respects, dealing with not one market but twelve different ones. Factors such as culture, history, taste and even climate may mean different marketing strategies for individual Member States.

Nevertheless, Commonwealth exporters must now learn to see the EC As a cohesive market rather than a patchwork of national economies. There are product groups which can be marketed throughout the EC with little differentiation. Entry into one Member State means that the other 11 markets are potentially accessible if the exporter can support that level of sales.

The Common Customs Tariff (CCT) will remain a vital feature of the Single European Market. The CCT is the foundation of the EC's foreign trade regime and provides a unified set of import rules. The Member States take a common position in bilateral and multilateral trade agreements with developing countries. Commonwealth exporters should be familiar with decision making procedures in the European Community. An ever-increasing range of decisions affecting all aspects of trade will be made at the level of the European Community rather than the Member States. Negotiations for preferential trade access to the EC must conform with the requirements of the Single European Market. These negotiations are crucial for Commonwealth exporters which fall under the different preferential trade regimes of the Community.

Commonwealth exporters must also be aware of the fact that breaking down the barriers within Europe could also imply a raising of the wall of technical standards which would make the EC market less accessible. The EC legislation on health and safety represents the minimum standards to be adopted in the EC. These

minimum standards could be beyond the capability and capacity of some Commonwealth developing countries.

There is no doubt that the Single European Market presents opportunities for Commonwealth exporters while EC governments may still be discussing legislation and its implementation, the fact remains that the Single European Market is well and truly in place.

Overview of EC Policies and Implications for Commonwealth Exporters

Introduction

The Single European Market is based on a complex legislative programme which may appear daunting to Commonwealth exporters wishing to do business with the EC. Fortunately not all legislation from Brussels needs to be dealt with in great depth. The EC's approach to product standardisation affects present and potential Commonwealth exporters. Policies on the environment, consumer protection, health and safety, product liability, etc. indirectly but greatly affect marketing within the EC. They serve as guidelines/parameters to be kept in mind when considering whether a product can be successfully sold to the EC market. Decisions are therefore made not just on the basis of value for money but public concern is taken into account. European legislation serves as a means of implementing rules which otherwise would be difficult to enforce on a national level. Higher standards of health and safety, for example, may be considered an extra cost and products from one state may become uncompetitive due to higher prices.

1. Product Standardisation

Producers, suppliers, purchasers and, most of all, consumers often want to be assured that they get uniformity and consistency in quality of the products. Member States in the EC have instituted the following arrangements in order to ensure quality:

- ◆ **TECHNICAL REGULATIONS** lay down the legal requirements enacted by national parliaments mainly in the interests of health, safety and the environment;
- ◆ **STANDARDS** are produced by private national standardisation bodies (such as BSI in Britain or the DIN in Germany). These standards are only voluntary codes, but they often assume a quasi-legal status because of their use as a reference in technical regulations.
- ◆ **TYPE TESTING AND CERTIFICATION** is used to check that a product complies either with voluntary standards or with statutory regulations.

Differences in technical regulations, standards, testing and certification among Member States represent technical barriers to trade within the EC. Manufacturers are unable to benefit from economies of scale. Differences in standards force them to produce for national rather than Community-wide standards. Varying systems of testing and certification can result in repeated checks on the same product. This usually entails considerable extra cost for potential EC sellers. These problems apply to Commonwealth exporters as well.

As free movement of goods is at the heart of the drive to create a Single European Market, the EC aims to eliminate such barriers to trade by a new approach on product standardisation and technical regulation. The key elements of this approach are:

1. *Establishment of compulsory requirements essential to the marketing of products*

Highly detailed standards usually apply to specific product categories. They are generally referred to as vertical standards as they apply to products within a very specific narrow band. The "new approach" followed by the EC establishes a set of essential requirements for general product groups on a horizontal level.

Legislative harmonisation is limited to the adoption of these essential safety requirements (or other requirements in the general interest) which products put on the market must conform in order to enjoy free movement throughout the Community.

2. Creation of harmonised European Standards by European Standardisation Bodies

The task of drawing up the technical specifications needed to conform to the essential requirements is entrusted to competent standardisation bodies. The main European standardisation bodies are CEN and CENELEC.

The EC will therefore only lay down essential requirements, leaving the guidelines for technical applications to be worked out by a European standardisation organisation. The essential requirements are drawn up by civil servants and experts of all Member States. National governments, producers, buyers, research institutes, consumers, employees, employers, national standardisation institutes and approval and certifying institutes are consulted over a period of time before the final legislation is issued. These international requirements are binding and must be converted into legislation and regulation by the national governments of the EC.

Technical specifications issued by the European standardisation bodies CEN and CENELEC become European standards or norms (EN). It often takes several years before these are agreed and established, as they are drawn up in collaboration with national standardisation organisations. Setting standards is therefore a matter of seeking consensus among those national organisations. These bodies agree to adopt these European standards and to withdraw any existing conflicting standards.

These technical specifications are not mandatory and maintain their status as voluntary standards. A manufacturer therefore has a choice of ignoring these European norms, but he must prove in some way that his product meets the essential requirements laid down by EC legislation. There are therefore two basic routes the manufacturer can take to demonstrate conformity with essential requirements:

1. EC Declaration of Conformity

- ◆ Manufacturer with a full quality control system in place may make a declaration that the product conforms to Directive requirements. The quality control system is then inspected by an approved body notified by a Member State
- ◆ Manufacturer must make a detailed statement concerning design, manufacture, and performance of product; and a design dossier will also be examined by a notified body
- ◆ Manufacturer must submit to surveillance by the notified body, to ensure that the obligations of the approved quality system is fulfilled

(Manufacturer not required to use EC standard)

2. EC Type Examination (This goes together with an EC Verification and EC Declaration of Conformity to Type) **EC Type Examination**

- ◆ This is a procedure by which an approved body of a Member State examines a sample (type) of the product and certifies that it satisfies the requirement of the EC legislation.

In some product categories for example active implantable medical devices the following declarations are required:

EC Verification

- ◆ Procedure carried out by a notified body, to establish by random sampling that a product conforms to the sample approved under "type examination" procedure.

EC Declaration of Conformity to Type

- ◆ Procedure which a manufacturer who has chosen the type examination route guarantees and declares that the product conforms to that approved in the type examination certificate and meets with the Directive requirements.

For Commonwealth exporters the second route is more advisable. To set up a full quality system is a lengthy and costly undertaking. There is also no assurance that products will be accepted as conforming to essential requirements.

Type examination may be a simpler route to follow. There is more certainty that products will be approved as EC standards will be the basis of production. Difficulties may arise if there are a number of models as each model or each change in specification will need to be approved.

For most products approval of products can be obtained from EC Members of the European Committee of Standardisation (CEN). For manufacturers outside the EC, application for approval can be made by the manufacturer himself or by the manufacturer's EC representative or importer.

Products which conform with the demands of the essential requirements of safety, health, environment and consumer protection are allowed to bear the CE mark. This mark of approval stands for "Conformite Europeenne". Within the next few years about 40% of all products traded in the EC will have to bear the CE mark. This applies to products manufactured outside the EC. Once legislation is implemented on a national level, products which do not conform to the essential requirements may no longer be traded within the EC.

In the case of a great number of products which entail little risk, the producer or EC importer may himself draw up a declaration stating that the product fulfils the essential requirements established. He may affix the CE mark without involvement of a third party. However, there are other products for which this procedure is not applicable. In which case the importer or manufacturer needs a certificate from an independent inspection institute. Only when he has obtained their approval may the product be affixed with the CE mark.

Agreement on standards is expected to take a long time to achieve. As a transitional measure, the mutual recognition of national standards has been accepted by EC Member States until approved European standards are created. Products approved by national authorities of one Member State must be allowed to be marketed within others. The EOTC (European Organisation for Assessment and Certification) was founded on 28th November 1990 to encourage and manage the development of European Certification System. The EOTC ensures that the assessment given in each State is sufficient and comparable. It should be noted however that the European structure for certification and assessment only applies to legal demands. It is envisaged that, in the future, these organisations will exert a strong influence on the voluntary forms of certification and assessment.

A data bank called "Certificat" has recently been set up to enable one to find out which certification systems and procedures are used in the different European countries and which institutions need to be contacted for assessment. The following information will be offered by Certificat:

- ◆ general information of certification in individual countries and on a European level
- ◆ practical information on the institutions, which play an active role in the issuing of certificates and assessment reports, including laboratories and inspection institutions
- ◆ descriptions of systems and procedures for certification of quality guarantee and of the technical and administrative basis according to the kind of product.

Certificat is managed by AFNOR, the French standardisation body. Full details can be found in Part III.

2. General Product Safety

The EC has issued legislation which when implemented will impose a requirement on producers to place only safe products on the market. It applies to all products which are not subject to other Community laws already containing safety requirements. Products such as toys, machinery, gas appliances, etc. already have specific rules. These will have to meet the safety requirements specified in the relevant Directives. However, where Community law governs only specific aspects of a product's safety, that law will continue to apply in respect of the specified aspects and the general safety requirement will apply to its other aspects.

The following points in particular will be considered in assessing safety of the product:

- ◆ The characteristics of the product, including its composition, packaging, instructions for assembly and maintenance
- ◆ the effect on other products, where it is reasonably foreseeable that it will be used with other products
- ◆ the presentation of the product, the labelling, any instructions for its use and disposal and any other indication or information provided by the producer
- ◆ the categories of consumers at serious risk when using the product, in particular children.

Legislation also requires producers to take appropriate measures to be informed of risk or prevent possible dangers once the product is in the market. For example, marking of products or product batches so that they can be identified and recalled quickly, sample testing of products, investigation of product complaints.

Products can be denied entry into the EC by customs authorities if they are not marked in accordance with rules of product safety or if there is reason to believe the products could cause possible harm to health and safety.

Further legislation has been implemented so that if a consumer who has suffered damage shows that the injury was caused from using the product, consumers can sue the manufacturer if damage exceeds 500 ECU. It is up to the producer to prove that the product satisfied safety requirements. For this reason assessment marks, or certifications from a notified body, although not required by legislation, can prove to be advantageous as they provide a way of proving the manufacturer's innocence. Although manufacturers from countries outside the EC will not be held directly liable, importers will need to be more careful when selecting imported products which may cause injury. Exporters must therefore be aware of and comply with EC accepted safety standards if the products are to be marketed in the EC.

3. Quality

There is growing concern for quality in Europe. The International Standards Organisation has established norms for quality assurance under the ISO 9000 series. This establishes generally applicable rules for establishing and controlling a quality system. The EC has adopted this standard under EN 2900-29004. Manufacturers of products which require an EC Declaration of Conformity must show proof of a full quality control system and meet requirements of this standard.

The norms of the ISO 9000 series are as follows:

ISO 9000 clarifies the difference and connection of the main principles of quality care. It provides guidelines for choice and utilisation of quality systems according to ISO 9001-9004.

ISO 9001 establishes a model for quality assurance when specific demands are made on design and the requirements of the products are stated in functional terms. The model aims to avoid defects at all stages from design to after-care of the product.

ISO 9002 establishes a model for quality assurance when the suppliers have to demonstrate competence to control the processes which determine the delivery of goods. It provides quality assurance during manufacture and installation of products.

ISO 9003 provides a model for quality assurance for final approval and testing of the product when it is finished.

ISO 9004 describes a number of basic elements which can be used to implement an internal quality care system.

Under the framework of ISO 9000-9004 Commonwealth exporters must bear in mind the following concepts:

Quality Management

The objectives of a (company's) organisation in relation to quality, as well as the ways and means which lead to the realisation of these objectives, as these are formally expressed in a statement from the management.

Quality Care

The aspect of the entire way the management functions, which determines the establishing and implementation of the quality management.

Quality System

The organisational structure, responsibility, procedures, processes and arrangements for the implementation of quality care.

Quality Control

The operational techniques and activities which are utilised, so as to ensure that the quality demands are fulfilled.

Quality Assurance

The entirety of all planned and systematic actions necessary to instil sufficient confidence that a product or service conforms to the set quality demands.

Costs of implementing a quality guarantee system can be quite high but it does offer a manufacturer a competitive edge. The services of a quality expert will be required and implementation covered take several months. It must be remembered that each organisation's quality system will be different as it depends on a company's objectives in relation to quality, its product or service and its specific method of working.

Many Commonwealth countries are members of ISO National Standardisation Institutions and are familiar with ISO 9000. Alternatively, exporters or manufacturers can contact the European Standardisation Committee or any of its members as detailed in Part III.

Manufacturers from Commonwealth countries must be fully aware of the high quality standards demanded by markets in the EC. Some Commonwealth markets may not be so demanding where choice is limited and price more than quality can be a decisive factor in the purchase decision. If Commonwealth countries are to be competitive in Europe they must meet the quality expectations of their intended market.

4. The EC and the Environment

The Single European Act (SEA) introduced specific Treaty rules on the environment. Although the EC had been taking measures in the environmental field ever since a Declaration by EC heads of government in October 1972 called for an action programme on the environment, the SEA provides an

explicit Treaty basis for such activity for the first time.

The EC's environment policy has the following objectives:

- ◆ to preserve, protect and improve the quality of the environment
- ◆ to contribute to protecting health
- ◆ to ensure a prudent and rational utilisation of natural resources.

The underlying principles of EC action are that preventative action should be taken, that the source of environmental damage be clearly identifiable and that the polluter should pay. Environmental protection requirements are to be a component of other EC policies.

In determining measures relating to the environment, the EC is to take account of:

- ◆ available scientific and technical data
- ◆ environmental conditions in the different parts of the Community
- ◆ the potential benefits and costs of action or lack of action
- ◆ the economic and social development of the Community as a whole and the balanced development of its regions.

This policy has a direct effect on some product categories. Chemicals harmful to the environment are being closely monitored and appropriate legislation is being prepared. Businesses have begun to specify less toxic ingredients to prevent pollution. The EC's policy on the environment has also resulted in the following legislation which would effect almost all product categories.

Packaging

Packaging is an essential part of almost any product category. Not only is packaging a means of protecting the product for transport and handling but it is also an important marketing tool. Commonwealth exporters must see packaging as part of the product and not just as an added extra particularly when selling to the developed markets of the EC.

The EC's policy on the environment has added a further dimension to the subject of packaging. It is estimated that more than 100 million households in the EC produce waste from consumer packaging, in addition to industrial and commercial enterprises. Total EC packaging waste is estimated as currently being 15 million tonnes per year. The environmental effects of such a large amount of packaging waste have caused major concern within the EC as only about 9 million tonnes (18% on average) is said to be recycled.

As a result, legislation on packaging and packaging waste management is before the European Commission and is forecast to take effect mid-1994. Member States must introduce a collection/return and management system for packaging waste within 5 years of the legislation. To provide free movement of goods where packaging waste can be collected and recycled anywhere in the Community, manufacturers and users of packaging must meet essential requirements of packaging laid down by EC legislation. Packaging must therefore be re-usable, recyclable or otherwise recoverable. Commonwealth exporters must take account of these requirements.

The packaging legislation covers the following areas:

1) Manufacture and Composition of Packaging

- ◆ packaging volume and waste must be limited to the minimum adequate amount to maintain necessary levels of safety and consumer acceptance

- ◆ packaging must be designed, produced and marketed so as to permit its re-use or recovery and to minimise its impact on the environment when packaging waste or residues from packaging waste management operations are disposed of
- ◆ noxious metals and other hazardous substances as constituents of the packaging material or of any of the packaging components must be limited to such a level as to minimise their presence in emissions, ash on incineration or land-fill
- ◆ the total concentration levels of lead, cadmium, mercury and hexavalent chromium present in packaging or packaging components will be limited by this EC legislation.

2) Marking

- ◆ packaging which is re-usable or recoverable must bear the mark shown below:

FIGURE 2.A

1. (a) Reusable Packaging

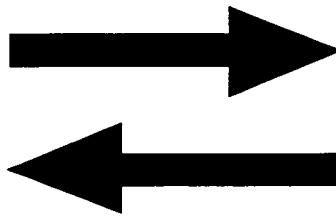


FIGURE 2.B

1. (b) Recoverable Packaging

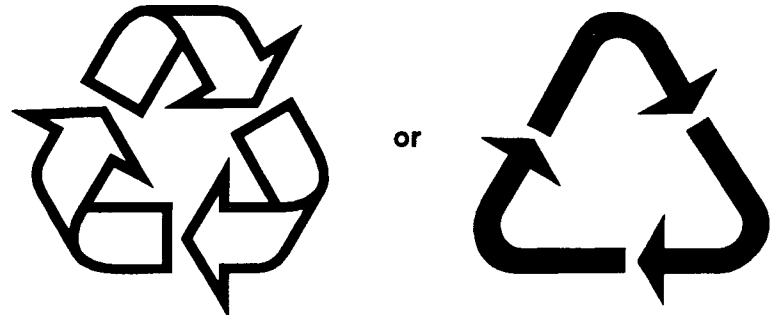
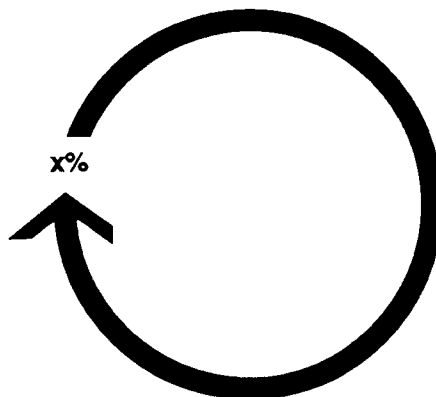


FIGURE 2.C

1. (c) Packaging made partly or entirely of recycled materials



x% = percentage of recycled material used in the manufacturing of the product.

Aside from these essential requirements European standards are to be expected on the following:

- ◆ shapes of packaging for specific products to promote re-use or recovery
- ◆ modular distribution packaging
- ◆ product specifications for use of recycled material in packaging.

Member States of the EC are also expected to implement national measures to promote the following:

- ◆ limitation of excess use of packaging
- ◆ packing concentrated products where feasible
- ◆ substitution where possible of small contents packaging units for bigger ones or by bulk services
- ◆ adoption of product specifications to promote use of recycled materials in packaging and other products.

This new legislation will not take effect until 1994. Packaging manufacturers and users of packaging must not assume that they have all the time to adapt packaging to the requirements of this legislation. EC Member States such as Germany, The Netherlands and France have already instituted their own national requirements with regards to packaging and packaging waste. At the present time for Commonwealth exporters to remain competitive it is best to keep abreast of national as well as EC developments on this matter.

Eco Labelling

In line with the EC's policy on the environment a scheme of "eco labelling" for consumer goods is now being developed in the EC which will provide an official label for approved "green" products. This scheme will provide an authoritative guidance to consumers who wish to chose products for environmental reasons. The eco labelling scheme aims to encourage the production of more environmentally friendly products and to facilitate trade in these products.

The Council of Environment Ministers set out a frame-work for a scheme whereby the eco label as shown below will be awarded to those products which have the best environmental performance within particular product categories.

FIGURE 3



The EC has begun the process of setting down the criteria which will be based on a "cradle to grave" analysis of the environmental performance of each product category. Only those products which meet these criteria will be allowed to carry the eco label.

Eco labelling criteria for the following product groups have been initiated:

- ◆ detergents
- ◆ hair spray
- ◆ soil improvers
- ◆ textiles - tee shirts and bed linen
- ◆ household cleaning products
- ◆ shampoos
- ◆ batteries
- ◆ refrigerators
- ◆ floor and wall tiles
- ◆ light bulbs
- ◆ paints and varnishes.

Although the scheme will be officially launched in June 1993 it will take at least a year before the EC decides on definite criteria for the products mentioned above. Commonwealth exporters can ask their importers in the Community to apply for the award of an eco label to a competent body designated by the Member States. This is not compulsory but may prove to be an advantage in promoting a quality image.

Conclusion

Commonwealth exporters and all the various trade development bodies in the exporting countries must invest more effort in keeping up to date with these EC requirements. Remember the key issues:

- ◆ PRODUCT STANDARDISATION
- ◆ GENERAL PRODUCT SAFETY
- ◆ QUALITY ASSURANCE
- ◆ ENVIRONMENTAL LEGISLATION.

EC – Commonwealth Trade Regime

Background

Commonwealth exporters seeking to sell more to the EC have to consider the Common Customs Tariff (CCT) and the Common Agricultural Policy (CAP). Commonwealth developing countries generally enjoy concessions under both the CCT and the CAP which give them, to a greater or lesser extent, special access conditions to the EC market. They can all benefit from the Generalised System of Preferences (GSP), while some have a more preferential position. For example, Commonwealth members of the African, Caribbean and Pacific (ACP) group enjoy highly preferential status under the terms of the Lomé Convention, while Mediterranean Commonwealth countries (Cyprus and Malta) enjoy a special association status. In terms of EC Commonwealth trade, there is a pyramid of preference, with the ACP states at the top, the Mediterranean associates in the middle, and the GSP beneficiaries of Asia at the base.

Commonwealth countries exporting to the EC enjoy preferential tariff status under the following corresponding trade regimes:

Country	ACP	GSP	LDDC	Associate	Country	ACP	GSP	LDDC	Associate
Antigua & Barbuda	●				Nigeria	●	●		
Bahamas	●	●			Pakistan		●		
Bangladesh		●	●		Papua New Guinea	●	●		
Barbados	●	●			St Kitts	●			
Belize	●	●			St Lucia	●			
Botswana	●	●	●		St Vincent	●			
Brunei		●			Seychelles	●			
Cyprus		●		●	Sierra Leone	●	●	●	
Dominica	●				Singapore		●		
Gambia	●				Solomon Islands	●	●		
Ghana	●	●			Sri Lanka		●		
Grenada	●	●			Swaziland	●	●		
Guyana	●	●			Tanzania	●	●	●	
India		●			Tonga	●	●	●	
Jamaica	●	●			Trinidad/ Tobago	●	●		
Kenya	●	●			Tuvalu	●			
Kiribati	●	●			Uganda	●			
Lesotho	●	●	●		Vanautu	●			
Malawi	●	●			Western Samoa	●	●	●	
Maldives		●	●		Zambia	●	●		
Malaysia	●	●			Zimbabwe	●	●		
Malta		●		●					
Mauritius	●	●							
Namibia	●								
Nauru		●							

This chapter outlines the broad details of these three basic trade regimes which govern the terms and conditions under which Commonwealth exporters can sell into the EC market: first, the GSP; second, the Mediterranean Agreements; and third, the Lomé Convention.

1. The Generalised System of Preferences

Commonwealth members trading with the EC under the GSP conditions are:

- ◆ Bangladesh
- ◆ Brunei
- ◆ India
- ◆ Malaysia
- ◆ Maldives
- ◆ Pakistan
- ◆ Singapore
- ◆ Sri Lanka.

The GSP was introduced by the United Nations Conference on Trade and Development (UNCTAD) in 1968, and introduced by the EC in 1972. It was revised in 1981/2 and was due for review in 1992. However, the basic concept of GSP is that the richer, more industrialised countries throughout the world make offers of preferential access to their markets for the benefit of developing countries. The preferential access takes the form of a tariff reduction for developing countries in respect of manufactured and semi-manufactured products and special arrangements regarding a restricted range of agricultural products.

Under the GSP, imports from developing countries into the EC are exempt from customs duties, often subject to a ceiling or quota. The EC provides more generous entry conditions to the least developed countries, including Bangladesh and Maldives.

Rules of Origin

The EC GSP granted to developing countries specifies that only originating products transported direct from the beneficiary country to the Community can be eligible.

The EC regulations define the following as originating products:

(a) products which are wholly obtained in the exporting country, this includes:

- i) mineral products extracted from the soil or sea bed
- ii) vegetable products harvested there
- iii) live animals born and raised in the exporting country
- iv) products obtained by hunting or fishing conducted in the exporting country
- v) products of sea fishing and other products taken from the sea by the exporting country's vessels; *
- vi) products made on board factory ships registered in the exporting country exclusively from the products referred to in v)
- vii) products obtained in the exporting country from live animals
- viii) used articles selected in the exporting country only fit for the recovery of raw materials

* Conditions as regards ship registration, ship ownership and crew have to be respected

- ix) waste and scrap resulting from manufacturing operations conducted in the exporting country
 - x) products produced in the exporting country exclusively from products specified in i) to ix).
- (b) products obtained in the exporting country, but in the manufacture of which, non-originating products are used, providing that these products have undergone sufficient working or processing. To be considered as sufficiently worked or processed, the product obtained must be classified in the Common Customs Tariff under a Heading (4 digit code) different from the headings of all the non-originating products used in its manufacture.

However, the following operations will never be considered as sufficient working or processing to confer the status of originating products regardless of whether or not a change of heading occurs:

- i) operations ensuring the preservation of products in good condition during transport and storage
- ii) simple operations consisting of removal of dust, sifting or screening, sorting, classifying, machining, washing, painting, cutting up
- iii) changes of packing and breaking up and assembly of consignments
- iv) simple placing in bottles, flasks, bags, cases, boxes, fixing on cards or boards, etc., and all other simple packing operations
- v) the affixing of marks, labels or other like distinguishing signs on products or their packaging
- vi) simple mixing of products, whether or not of different kinds, where one or more components of the mixture do not meet the conditions enabling them to be considered as originating products
- vii) simple assembly of parts or products to constitute complete products.

Direct transportation from the exporting country to the EC means the following:

- ◆ products transported through the territories of third countries with or without transshipment or temporary warehousing in these countries, providing that transport through these countries is justified for geographical reasons or the products have remained under the surveillance of the Customs Authorities of the country of transit or warehousing, and have not entered into commerce or been delivered for home use there, and have not undergone operations other than unloading and any operation intended to keep them in good condition; appropriate documentation will have to be supplied to the Customs Authorities to substantiate that the conditions have been respected.

On importation into the Community, originating products will be eligible to benefit from the tariff preferences on the following conditions:

- ◆ production of a Certificate of Origin (Form A)
- ◆ providing that the beneficiary country has fulfilled all administrative requests by the EC.

To summarise, the EC rules of origin impose stringent conditions. Perhaps the most important requirement to be borne in mind is that component parts must be classified under a different tariff code from the final exported product if the latter is to benefit from GSP rates.

Review of the EC GSP Scheme

The current EC GSP scheme began in 1972, review of the system is in process and is likely to be completed in 1993-4. Also in 1992-3 the United Nations (UNCTAD) began its review of the first 20 years of the GSP scheme. Alterations to the EC scheme in the light of the implementation of the Single European Market, may require the GSP scheme to be re-shaped and should define quotas in terms of access to the Community market as a whole rather than individual national markets (as has hitherto been the case).

It is therefore somewhat difficult to make definitive judgements about export prospects from Commonwealth developing countries and their opportunities to benefit from the GSP scheme, when the scheme itself is likely to undergo fundamental change during 1994. At the present time, sensitive and semi-sensitive products bear quotas and ceilings, with very strictly defined quantitative limits on the entry of goods into EC markets.

The European Commission (DG1) has proposed to the Member States that the EC GSP should be fundamentally reformed. These reforms, in the Commission's view, should focus on the following:-

- (a) There should be a move away from quotas and ceilings for sensitive and semi-sensitive products.
- (b) Rather than duty-free entry and quotas, graduated tariff discounts should be introduced in relation to the sensitivity of products and the competitiveness of the exporting countries.
- (c) The system should be much more transparent and predictable, enabling exporting developing countries to have a much clearer view of their market entry prospects.
- (d) Safeguard clauses should be more clearly defined.
- (e) Overall, there should be greater consistency between the EC scheme and the objectives of GATT, especially to deliver more advantages to poorer developing countries.

It is likely that the EC's rules of origin will be changed in the context of the current EC review, which could benefit the least developed Commonwealth exporters.

Cumulation and Outward Processing Relief

At the present time, many developing country exporters suffer from the lack of a bilateral Community cumulation clause. This means that at present, whether Commonwealth countries import components from South Korea or from Germany, the end product is assessed in the same way for export to the EC.

The country content rules of the EC GSP regime have no provision for cumulation. Currently, only the exporting country origin counts towards eligibility for GSP. This means that products imported to Commonwealth countries from the United Kingdom or other EC countries and then further processed there and exported back to the EC are treated as if they had no EC country content.

In the context of the current EC review of the GSP, the Council of Ministers Group on the GSP has given the European Commission a mandate to propose new rules on cumulation and originating products. The Commission Working Group on Origin is likely to propose donor country content cumulation. This would work to the benefit of Commonwealth countries and other beneficiaries of the EC's GSP.

However, some EC states are rather sceptical and obstructive (especially Spain and Greece), but the United Kingdom, France and Germany are pushing hard to achieve this reform of GSP rules.

Sensitive products, especially those subject to the additional restrictions of the MFA (garments and textiles), are unlikely to be included in any cumulation provision.

Sensitive Products

Under the current EC GSP, some 60 or so products are identified as very sensitive, and some developing countries (including India, Pakistan, Malaysia and Singapore) are subject to individual tariff quotas. These quotas are sub-divided into specific allocations for each of the EC Member States. When imports from these markets from a competitive developing country exceed the allocated share, then they are subject to the normal CCT duty.

There are also a range of 60 or so less sensitive products, for which all developing countries have been given individual, identical tariff ceilings. These tariff ceilings differ from tariff quotas in two ways: first, they are not divided into Member States' shares and second, they constitute indicative rather than maximal thresholds. When imports from a developing country reach the ceiling, the CCT duty will not necessarily be imposed.

Non-sensitive Products

In addition, the EC GSP nominates almost 2,000 non-sensitive products from all developing countries which enjoy unrestricted duty free treatment under the CCT, although this could be withdrawn at relatively short notice if any one of the EC Member States alleges an abuse of the market situation. The European Commission has sought means to guarantee GSP access to developing countries for non-sensitive products, but several Member States have been reluctant to agree. Commonwealth exporters must constantly be aware that protectionist forces are at work in the majority of EC countries, and that they cannot take for granted the preferential access which they enjoy, unless it is bound in an international treaty, such as the Lomé Convention.

2. Non-preferential Commercial Agreements

Most Asian Commonwealth countries trade with the EC not only on the basis of GSP but also through non-preferential commercial agreements. Brunei, Malaysia and Singapore are all parties to the ASEAN-EC Agreement while Bangladesh, India, Pakistan and Sri Lanka enjoy bilateral agreements with the EC.

ASEAN

The Association of South East Asian Nations (ASEAN) came into being in 1967, and the group negotiated a non-preferential commercial agreement with the EC in 1976. The ASEAN-EC agreement is a mix of trade cooperation, economic/investment cooperation, and limited financial assistance. The agreement has run for renewable periods of 5 years at a time.

The trade cooperation regime consists of mutual most favoured nation treatment, together with a commitment by the EC to study ways and means of overcoming trade barriers and dealing with any trade problems. The EC is also committed to supporting trade development and export promotion measures in the ASEAN countries.

Singapore is the most significant beneficiary of ASEAN-EC trade, followed by Thailand, Malaysia and Indonesia.

The record of ASEAN-EC trade cooperation is generally seen as successful. Within the framework of the agreement there has been an important shift during the last decade involving a major change in the pattern of ASEAN exports from traditional commodities to manufactures. This is not to say that traditional ASEAN exports of commodities and raw materials have ceased to be important - on the contrary, these exports have flourished. These include particularly palm oil, tin, tropical wood and cocoa. However, manufactured exports have grown rapidly, especially textiles and clothing and, to an increasing extent, a wide range of electrical, electronic and engineering products especially from Singapore.

It should be emphasised that a major advantage for developing Commonwealth exporters in ASEAN is the existence of cumulation in the rules of origin (see section 1 above regarding EC rules of origin). Components from one ASEAN country can be imported to another ASEAN country and still qualify for preferential access to the EC. This has been particularly significant in encouraging cooperation between Malaysia and Singapore to achieve very successful levels of market penetration throughout the EC for manufactured products based on local raw materials.

South Asia *

Bangladesh, India, Pakistan and Sri Lanka have all negotiated non-preferential commercial cooperation agreements with the EC. The goal of these agreements is to promote bi-lateral trade, not on the basis of any special concessions, but through both sides offering the other most favoured nation treatment. However, it should be emphasised that for these Commonwealth exporters, they probably trade more preferentially with the EC under GSP than they could under the terms of the commercial cooperation agreements.

* The non-preferential commercial cooperation agreement was signed respectively in the following: Bangladesh - 1976, India - 1974, Pakistan - 1976, & Sri Lanka - 1975. They are all respectively for 5 year periods renewable.

Nevertheless, these agreements do have commercial value, especially in terms of the institutions which have been set up under them to examine specific barriers to trade. These joint committees provide a formal structure for discussion of trade problems. Thus, for example, talks within the EC-India joint committee have enabled India significantly to increase its trade in computer related products, to attract investment from the EC in this sector, and to expand its market in the EC for computer products and related services. Similarly, EC-Sri Lanka cooperation has provided a dynamic framework for the expansion of Sri Lanka's precious jewellery exports to the EC, much of which was financed by export promotion programmes assisting Sri Lankan jewellers to target specific EC market opportunities.

3. Mediterranean Association Agreements

Cyprus and Malta are two Commonwealth developing countries which enjoy associate status with the EC. This dynamic relationship is designed to pave the way for the eventual integration of Cyprus and Malta into the EC by means of full membership. As such, the association agreements are seen as interim arrangements, although they may last for many years and there is no specified date for eventual membership.

EC tariffs on all imports from Cyprus and Malta are being reduced in three stages. In return, and in total contrast to the Lomé Convention and the GSP, these countries committed to reducing their customs duties and other restrictions on imports from the EC. By the end of the final stage, it is intended that all trade with the EC will be free of restrictions.

It should be admitted that this final goal has somewhat faded into the distant future as the Mediterranean associates have been unable to meet their reciprocal obligations to the EC. In the 1980's both countries have experienced sufficiently severe problems to justify delays along the road to membership.

Cyprus signed its first agreement with the EC in 1977, establishing the first stage of association. The second stage was signed in 1987. The agreement allows for duty free entry for all industrial products except for agricultural or farm implements and agricultural equipment. These products must meet the EC requirements on rules of origin.

For Cyprus, concessions under the Common Agricultural Policy are extremely important. In the case of products subject to the CAP, duty free entry is allowed during certain periods of the year for specified agricultural products. Particularly sensitive agricultural products receive reduced customs duties. Potatoes are Cyprus's most important agricultural export to the EC. Between 1st January and 30th June of each year, Cyprus new potatoes enter the EC duty free, when potatoes grown within the EC are in short supply. Cyprus wines are also allowed reduced tariff entry within the limits of an annual EC tariff quota. Imports beyond the tariff quota are charged at full rate of duty.

Perhaps of most significance, there are no quota restrictions on textile and clothing exports from Cyprus to the EC. This therefore represents a significant potential export for Cyprus.

Cypriot exporters need to complete the EUR 1 form regarding certification of origin in order to obtain tariff free or reduced tariff treatment.

Malta signed its first association agreement with the EC in 1971, which was extended to the second stage in December 1980, and again in December 1990. Many commentators perceive Malta as a short term candidate for full EC membership.

Malta's exports enjoy similar preferential treatment to those from Cyprus, i.e. duty free import of industrial products except for farm or agricultural implements and duty free or reduced tariffs for most agricultural products with a similar tariff quota restriction for wine and other liqueurs. There are some quota restrictions regarding textile and clothing products under the MFA arrangement. These will be phased out during the 1990's.

Maltese exporters need to obtain a EUR 1 form to certify the origin of products export from Malta if they are to benefit from tariff free or reduced tariff treatment in the EC market.

4. The Lomé Convention for The African, Caribbean and Pacific Commonwealth

The majority of Commonwealth developing countries are signatories to the Lomé Convention, agreed between the EC and the ACP States originally in 1975 and renewed every 5 years. The Fourth Lomé Convention came into force in 1991 and is due to govern EC-ACP trade until the end of the Century.

Commonwealth ACP States are:

- ◆ Antigua & Barbuda
- ◆ Bahamas
- ◆ Barbados
- ◆ Belize
- ◆ Botswana
- ◆ Dominica
- ◆ The Gambia
- ◆ Ghana
- ◆ Grenada
- ◆ Guyana
- ◆ Jamaica
- ◆ Kenya
- ◆ Kiribati
- ◆ Lesotho
- ◆ Malawi
- ◆ Mauritius
- ◆ Namibia
- ◆ Nigeria
- ◆ Papua New Guinea
- ◆ St. Kitts & Nevis
- ◆ St. Lucia
- ◆ St. Vincent & The Grenadines
- ◆ Seychelles
- ◆ Sierra Leone
- ◆ Solomon Islands
- ◆ Swaziland
- ◆ Tanzania
- ◆ Tonga
- ◆ Trinidad & Tobago
- ◆ Tuvalu
- ◆ Uganda
- ◆ Vanuatu
- ◆ Western Samoa
- ◆ Zambia
- ◆ Zimbabwe

Commonwealth ACP countries receive GSP preferences from the EC, but the regime governing access for their exports to the EC under the Lomé Convention is at least of equivalent value, generally greater, and is guaranteed over the life of the Convention - currently 10 years. This is an exceptional arrangement for manufactured and many other products, although to date relatively few ACP Commonwealth exporters (with the exception possibly of Mauritius) have been in a position to take full advantage of these concessions. The Lomé Convention provides significant concessions for the export of agricultural products to the EC market, although there are some restrictions.

The basic principles of the Lomé Convention guarantee the ACP Commonwealth exporters access to the EC market on a non-reciprocal basis. If any EC state seeks to interfere with this basic arrangement, it must invoke the safeguard clause which can only be imposed under certain limited conditions. More than 99% of ACP Commonwealth exports to the EC enter duty free. This includes all the major tropical agricultural commodities, raw materials, and non-traditional exports of manufactured and semi-manufactured products.

In terms of agricultural exports, the Lomé Convention introduces three main instruments of trade preference: derogation from tariff, subject to a marketing time-table in the case of certain fruits and vegetables; reductions in the variable agriculture levy generally in the order of 50%, although this in some cases may be subject to tariff quotas (as is the case regarding millet, sorghum, rice, poultry meat, pig meat and dairy products); and specific quotas for beef and sugar. There are also special arrangements for ACP bananas. There is a general consensus in the GATT Secretariat and the Commonwealth Secretariat that the Uruguay Round tariff liberalisations, if and when they are agreed, are unlikely to affect ACP exports of agricultural products under the Lomé Convention. However, there could be some specific impact on ACP Commonwealth exporters of boneless beef (principally Botswana, Swaziland and Kenya) and conceivably on prices regarding sugar. However, it is almost impossible to predict the future shape of the world sugar trade, and ACP export revenue from sugar is much more likely to be affected by internal CAP reforms which could reduce the price of sugar allocated to ACP exporters by as much as 5%.

Lomé IV improved ACP Commonwealth access for a wide range of agricultural products, including millet, sorghum, yams, rice, molasses, strawberries, tomatoes, citrus fruit and a wide range of processed agricultural products.

In the case of agricultural products subject to specific restrictions, there are several protocols attached to Lomé IV. In the case of beef and veal, there is an overall annual import quota of 39,100 tonnes and ACP exporters are not required to levy an export tax in exchange for the 90% reduction in levies accorded by the EC. The principal beneficiaries of this protocol are Botswana, Kenya, Swaziland and Zimbabwe.

In the case of the Caribbean Commonwealth, Lomé IV significantly extended market access for rum. As part of the Single European Market programme, the special protocol on rum provided for the phasing out of restricted national EC quotas for rum from ACP countries, with a rapid increase in the global quota from 1993 and the abolition of quota restrictions after 1995.

The protocol on bananas attached to Lomé IV was renewed. It was supplemented by an EC declaration which undertook to maintain the advantages of traditional banana suppliers even after the internal market regime for bananas is completed. It should, perhaps, be mentioned that the EC has not yet succeeded in establishing a common regime for banana imports, and the free movement of bananas is apparently restricted by special arrangements in the British, French, Spanish, Portuguese and to a lesser extent Italian markets.

ACP Rules of Origin

The basic principles of rules of origin are similar to GSP stipulations. The Lomé IV Convention made significant revisions to the rules of origin applicable to ACP exports to the EC. Improvements included the following:

- ◆ a single simplified list of exceptions
- ◆ the requirement concerning the degree of processing or working in the ACP state has been reduced to 40%
- ◆ the abolition of the double threshold rule for a number of products, whereby previously the use of components from third countries was limited to 40% of the value, with at least half the value of the materials originating in either the ACP or the EC
- ◆ the origin criteria for fishery products has been liberalised, and ACP countries may now charter third country vessels and an extended quota has been provided for ACP Commonwealth canned tuna
- ◆ procedures for obtaining derogation to the basic rules of origin for ACP exports have been revised, to make the system more rapid and transparent.

ACP countries have the advantage of cumulation in the rules of origin. Raw materials, components and the like from any EC country or EC of the Overseas Countries and Territories (OCT) can be imported to an ACP country and the end product can be reexported to the EC under preferential arrangements agreed by the Lomé Convention.

5. The GATT Uruguay Round

Discussion of EC trade regimes is not complete without mentioning the GATT Uruguay Round discussions on World Trade. The countries within the EC negotiate as one trading bloc and the outcome of these discussions will correspondingly affect EC's trade relations with other countries. The EC for instance is currently waiting to finalise its second 10-year revision of the GSP scheme dependent on the outcome of the Uruguay Round.

Changes induced by the Uruguay Round in terms of reduction of CCT tariffs could adversely affect developing countries. This will lessen the overall preferential benefit of GSP. It will also reduce the level of preference enjoyed by the Mediterranean associated countries (especially Cyprus and Malta) and the ACP states.

The reforms already negotiated in the Uruguay Round have imposed a distinction within the GSP between "least developed countries" and other developing countries. It has generally been agreed by the industrialised countries which operate the GSP scheme that least developed countries should enjoy "graduated" privileges at their earlier stages of development. This has very clear implications for Commonwealth exporters from those countries with a more advanced industrial export base. For example, more industrialised countries such as Singapore and Malaysia, and probably India and Pakistan, can expect to have their GSP benefits reduced for their most competitive exports to the EC in the coming years. However, the final outcome of the Uruguay Round is still awaited.

PART II

PRODUCTS AND MARKET ENTRY

*Meat and Fish Products***1. Introduction**

Imports of animals and animal products into the EC are subject to chapters 2 to 4 of the EC's Common Customs Tariff (CCT), which also includes fresh, chilled, frozen, salted or dried meat and fish products.

EC legislation in the case of these products has aimed at ensuring and protecting public health. As a result the EC has issued Directives to improve animal and fish health and hygiene in the Community. The standards apply not only to products produced in the EC but also to imports from non-member countries.

In order to avoid destabilization of domestic agricultural markets by imports, the EC has introduced a system of reference prices for certain products in this section. If a product is imported into the EC at a price lower than the reference price, a countervailing tax may be imposed. Alternatively, entry may also be subject to quotas and levies.

2. Meat Products

The EC has issued strict regulations on public health and animal hygiene rules which cover meat products imported from other countries. Fresh, chilled or frozen meat products from non-EC countries must fulfil the following conditions:

- ◆ come from EC approved establishments (slaughter house and cutting plant)
- ◆ require an animal health certificate and public health certificate drawn by an official veterinary from the exporting country
- ◆ bear a HEALTH MARK in the form of a label, seal or stamp
- ◆ be subject to inspection upon arrival into the EC.

EC government officials do not normally enter into negotiations to allow imports from a certain country until an approach is received from the veterinary authority of the exporting country. This is because close cooperation with the exporting veterinary authorities will be required before any progress can be made towards allowing entry into the EC.

In order to establish the necessary degree of confidence that imports would present no risk to public health, it is preferred that detailed correspondence on animal health matters are dealt with directly with authorities responsible for disease control in the exporting country.

Similarly where imports come from unapproved establishments (slaughter houses and cutting plants), Commonwealth suppliers should first approach the veterinary authorities in the exporting country. New establishments can only be considered for approval on the recommendation of the veterinary authority concerned. Potential Commonwealth exporters should also be aware that approval is often conditional on inspection of the establishments by an EC veterinary inspector.

Health Mark

The health mark is proof that the product has been checked by an authorised body. The EC has designed special health marks for fresh meat of beef, pig, sheep and goat.

Other imports of meat products must carry a health mark specified by the exporting country.

For further information contact the European Commission (DG VI) as detailed in Part III.

3. Fishery Products

As of 1 January 1993, all fish, crustaceans, molluscs and other fishery products brought into the EC will have to comply with the health and hygiene standards set by the EC. Fishery products from non-EC countries must fulfil the following import requirements:

- ◆ Fishery products must come from EC approved establishments. Products sent to the EC must be clearly marked with the approval number of the establishment of origin
- ◆ Every consignment to the EC must have a health certificate drawn up by an official veterinary from the exporting country
- ◆ Fishery products will be subject to inspection upon entry into the EC.

The EC has also laid down minimum requirements for the following:

- ◆ design and equipment of factory vessels
- ◆ hygiene conditions relating to on-board handling and storage
- ◆ unloading and landing conditions
- ◆ facilities required at processing plants
- ◆ conditions for frozen, thawed and processed products
- ◆ packaging
- ◆ storage and transport conditions.

Full details on health standards and conditions and other relevant information are given in EC Official Journal OJ L 268 of 24 September 1991, ref. 91/493/EC.

4. Other Animal Products

For some edible animal products the EC has issued laws which define the composition of the products, and in certain cases, special labelling requirements. For example, there are specific Directives for:

- ◆ Honey (Ref. Directive 74/409/EEC)
- ◆ Preserved milk (Ref. Directive 76/118/EEC)

For further information contact the European Commission (DG VI) as detailed in Part III.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITIONS
<p>1. Association of the Fish Industries of the EEC 1 Green Street Grosvenor Square London W1Y 3RG United Kingdom Tel: +44 71 629 0655 Fax: +44 71 499 9095</p> <p>2. European Wholesale Meat Trade Association 29 Rue Fortuney F-75017 Paris France Tel: +33 1 46 22 93 80 Fax: +33 1 44 40 48 62</p> <p>3. Association of Poultry Processors and Poultry Import and Export Trade in the EEC Countries Vester Farimagsgade 1 DK-1606 Copenhagen V Denmark Tel: +45 33 115670 Fax: +45 33 935670</p> <p>4. Liaison Centre for the Meat Processing Industries of the EC 21 Boulevard Baudouir B-1210 Brussels Belgium Tel: +32 2 223 0141 Fax: +32 2 223 1244</p>	<p>1. ANUGA World Food Market Location: Cologne, Germany Contact: Messe-und Ausstellungs-Ges mbH Koln PO Box 21 07 60 Messeplatz 1 D-5000 Koln 21 Germany Tel: +49 221 8210 Fax: +49 221 8212574 Frequency: Every 2 years in October Next fair - 1993</p> <p>2. EUROGASTROTEL European Frozen Food Exhibition Location: Brussels, Belgium Contact: Faire International de Bruxelles ASLB Parc des Expositions B-1020 Brussels Belgium Tel: +32 2 247 8460 Frequency: Every 2 years</p>

European Commission

200 Rue de la Loi
 1049 Brussels
 Belgium
 Tel: +32 2 299 1111

Frozen Prawns and Shrimps

Product Coverage

CCT CODE	PRODUCT DESCRIPTION
03061310	Shrimps and prawns of the pandalidae family, frozen
03061330	Shrimps of the genus crangon, frozen
03061390	Other shrimps and prawns, frozen

Customs Duties

CCT CODE	Full	ACP	GSP	LDDC
03061310	12%	0%	4%	0%
03061330	18%	0%	18%	0%
03061390	18%	0%	4.5%	0%

Product Standards

There are no official grading classification for tropical shrimps. General trade practice followed in the industry depends on whether the products are brought into the market - whole (whole shrimps with head), head-off, shell-on or peeled. The trade works with systems such as "number per kg" which is usually pre-printed on the packaging.

New EC legislation will require all shrimps and prawns come from approved establishments which meet the health and hygiene standards of the EC. The packer of shrimps and prawns should also have a licence from - and valid in - the importing country.

Labelling

There are EC regulations on the labelling of frozen food products for final consumer and catering establishments. The following information must be available:

- ◆ name of product (species)
- ◆ country of origin
- ◆ net content in g or kg (not in lbs)
- ◆ date mark (i.e. Best Before)
- ◆ grading.

Packaging

King-size prawns are normally transported in frozen condition packed in 2 kg carton boxes, with 6 to 10 cartons placed in an outer box of corrugated fibreboard.

The EC requires that plastic packaging in contact with the food must be of "food grade" quality. The EC has issued a list of additives that can be used in plastic packaging which will not unduly affect food products. The environmental policy of the EC indicates that the trend will be towards using packaging material with possibilities of recycling.

Marketing and Distribution

The end customer of frozen shrimps and prawns is often a restaurant or catering service. Alternatively, the product is brought into the EC for further processing for value added food products.

Methods of distribution will vary from one member country to the other. In the United Kingdom, for example, shrimps and prawns are brought in by either an importer who buys in goods and sells to processors and distributors or shrimps and prawns can be brought directly by processors. On the other hand in countries like France agents take a bigger role in the distribution process. Spain, Italy and France are major EC importers of fish and shrimps. The Netherlands market is comparatively small but has a big distribution network.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

New legislation will require a health certificate for fisheries products in the near future.

Other Information

Prices: Price information on frozen shrimps and prawns as well as other fishery products can be obtained from:

Fishery Division
Food and Agriculture Organisation (FAO)
Via delle Terme di Caracalla
00100 Rome
Italy
Tel: +39 6 57971
Fax: +39 6 57973152

Trade Associations: European Association of the Fish Trade

1 Green Street
Grosvenor Square
London. W1Y 3RG
United Kingdom
Tel: +44 71 629 0655
Fax: +44 71 499 9095

Trade Fair:

ANUGA
World Trade Market
Location: Cologne, Germany
Contact:: Messe-und Ausstellungs-
Ges mbH Koln
Postfach 21 07 60
Messeplatz 1
D-5000 Koln 21
Tel: +49 221 8210
Fax: +49 221 8212574
Frequency: Every two years in October - Next fair 1993

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Beef and Veal

Free of customs duties on entry into the EC. Tariff free entry is restricted by a quota for the following products:

- ◆ fresh, chilled or frozen beef or veal
- ◆ fresh, chilled or frozen skirt of bovine animals.

Although beef and veal are exempt from customs duties other import duties are applicable. Under the Lomé Convention, a 90% reduction of other import duties for a fixed annual quota of boneless meat of beef or veal is allowed from the following countries:

- ◆ Botswana
- ◆ Kenya
- ◆ Madagascar
- ◆ Zimbabwe
- ◆ Namibia

Sheep and Goat Meat

Free of customs duty but may be subject to a levy. The following products are exempted from this levy:

- ◆ fresh, chilled frozen meat from goats and non-domestic sheep
- ◆ salted, dried meat from goats and non-domestic sheep.

Meat from domestic sheep gets a 50% reduction of the levy for an annual quota of 250 tonnes. Imports in excess of this quota will have to pay the full price of the levy.

Poultry Meat

Reduction of 50% from the agricultural levy but is subject to an annual quota of 200 tonnes. Imports in excess of this quota will have to pay full price of the levy.

Swine/Pig Meat

No preferential treatment given to swine meat except for sausages and similar products of meat (please refer to Chapter 3 - Processed Food Products).

Fish, Crustaceans, Molluscs and other Aquatic Invertebrates

Free from customs duties upon entry into the EC. No levies are imposed on these products.

Rules of Origin:

The following products are subject to special rules which can be obtained from your national Customs and Excise office.

- ◆ fresh, chilled, frozen meat from bovine animals
- ◆ fresh, chilled or frozen edible meat offal
- ◆ meat and edible meat offal salted, in brine, chilled or smoked
- ◆ fish other than live fish
- ◆ dairy products
- ◆ butter milk, curdled milk, cream, yogurt
- ◆ fresh, dried or cooked birds eggs not in shell.

Documentation

Form EUR 1 must accompany products sent from ACP countries to benefit from reduced or tariff free entry into the EC. These forms are available from exporter's national Customs and Excise office or Ministry of Trade.

A health certificate signed by a veterinary official of the exporting country must accompany meat products. It is likely that in the near future a health certificate will be required for fishery products.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Reduced tariff duties are given to most meat and fish products coming from GSP countries including the following:

- ◆ fresh, chilled or frozen meat of non-domestic swine
- ◆ fatty livers of geese or ducks
- ◆ frog's legs
- ◆ meat and edible offal of wild rabbit/hare.

Rules of Origin:

The following products are subject to special rules which can be obtained from exporter's national Customs and Excise office:

- ◆ meat of bovine animals
- ◆ edible offal
- ◆ fish other than live
- ◆ dairy products
- ◆ buttermilk, yogurt
- ◆ birds eggs not in shell.

Documentation:

Certificate of Origin (Form A) must accompany products from GSP countries if the exporter is to benefit from reduced tariff duties. These forms are available from the exporter's national Customs and Excise office.

A health certificate signed by a veterinary official from the exporting country must accompany consignments of meat products. It is likely that in the near future a health certificate will be required for fishery products.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

The EC allows tariff free and quota free entry for a number of agricultural products from LDDC countries including:

- ◆ fresh, chilled or frozen meat of non-domestic swine
- ◆ fresh, chilled or frozen edible meat offal of bovine animals, non-domestic swine, sheep and goats
- ◆ salted, dried or smoked edible meat offal of bovine animals, sheep and goat, non-domestic swine
- ◆ fresh, chilled or frozen fish
- ◆ fresh, chilled or frozen crustaceans
- ◆ molluscs and other aquatic invertebrates
- ◆ natural honey
- ◆ non-poultry eggs fresh, preserved or cooked.

Although customs duties are not charged other import duties may be imposed on the above products.

Rules of Origin:

The following products are subject to special rules which can be obtained from a national Customs and Excise office:

- ◆ pig meat
- ◆ edible offal
- ◆ fish other than live
- ◆ dairy products
- ◆ buttermilk, yogurt
- ◆ birds eggs not in shell

Documentation:

Certificate of Origin (Form A) must accompany products from LDDC countries if the exporter is to benefit from reduced or tariff free entry into the EC. These forms are available from the exporting country's national Customs and Excise office.

A health certificate signed by a veterinary official of the exporter's country must accompany consignments of meat products. It is likely that in the near future a health certificate will be required for fishery products.

Figure 4.1 HEALTH CERTIFICATE

for fresh meat for consignment to a Member State (1) of the EEC

Exporting country No (2)
 Ministry
 Department
 Ref. (Optional)

I. Identification of meat

Meat of (Animal species)
 Nature of cuts
 Nature of packaging
 Number of cuts or packages
 Month(s) and year(s) when frozen
 Net weight

II. Origin of meat

Address(es) and veterinary approval number(s) of the approved slaughterhouse(s)
 Address(es) and veterinary approval number(s) of the approved cutting plant(s)
 Address(es) and veterinary approval number(s) of the approved store(s)

III. Destination of meat

The meat will be seen from (Place of loading)
 to
 by the following means of transport (3) (Country and place of destination)
 Name and address of consignor
 Name and address of consignee

IV. Health attestation

I, the undersigned official veterinarian, certify that the meat described above was obtained under the conditions governing production and control laid down in

Directive 64/443/EEC on health problems affecting intra-Community trade in fresh meat and that it is, therefore, considered as such to be fit for human consumption.

Done at on

 (Signature of the official veterinarian)

(1) Fresh meat: in accordance with the Directive referred to in IV of this certificate, this means all parts fit for human consumption from domestic bovine animals, swine, sheep and goats and solipeds which have not undergone any preserving process; however, chilled and frozen meat shall be considered to be fresh meat.

(2) Optional.

(3) In the case of rail trucks and lorries, state the registration number, in the case of aircraft the flight number, and in the case of boats the name, and where necessary the number of the container.

PUBLIC HEALTH CERTIFICATE

for fresh meat (1) intended for(Name of EEC Member State)
 No(2).

Exporting country
 Ministry
 Department
 Ref. (Optional)

I. Identification of meat

Meat of (Animal species)
 Nature of cuts
 Nature of packaging
 Number of cuts or packages
 Month(s) and year(s) when frozen
 Net weight

II. Origin of meat

Address(es) and veterinary approval number(s) of the approved slaughterhouse(s)
 Address(es) and veterinary approval number(s) of the approved cutting plant(s)

Address(es) and veterinary approval number(s) of the approved store(s)

III. Destination of meat
The meat will be seen from
(Place of loading)
to
(Country and place of destination)
by the following means of transport (3)
Name and address of consignor

IV. Health attestation
'I, the undersigned, official veterinarian, certify that:
a) — the meat described above (4),
— the label affixed to the packages of meat described above (4), bear(s) (4) a mark to the effect that the meat comes wholly from animals slaughtered in slaughterhouses approved for exporting to the country of destination;
b) the meat was obtained under the conditions governing production and control contained in Council Directive 72/462/EEC and that it is therefore considered as such to be fit for human consumption;
c) the meat has been cut in an approved cutting plant (4);
d) the meat has/has not been subject to an examination for trichinosis or, where Article 3 of Directive 77/96/EEC applies, has undergone cold treatment;
e) the means of transport and the loading conditions of the meat of this consignment meet the hygiene requirements laid down in respect of export to the country of destination.

Done at on
.....
(Signature of the official veterinarian)

(1) Fresh meat within the meaning of Article 2(b) of Directive 64/433/EEC.
(2) Optional.
(3) For railway wagons or goods vehicles the registration number should be given, for aircraft the flight number and for ships the name.
(4) Delete as appropriate.

HEALTH CERTIFICATE FOR MEAT PRODUCTS (1) INTENDED FOR CONSIGNMENT
TO A MEMBER STATE OF THE EEC

Exporting country No (2)
Ministry
Department
Ref. (2)

I. Identification of meat products
Products manufactured with meat from:
(Animal species)

Nature of products (3)
Nature of packaging:
Number of individual items or of packages:
Storage and transport temperature (4):
Storage life (4):
Net weight

II. Meat products from
Address(es) and veterinary approval number(s) of the approved processing establishment(s):

III. Destination of meat products
The meat products will be seen from
(Place of loading)
to
by the following means of transport (5)
Name and address of consignor
Name and address of consignee

IV. Health attestation
'I, the undersigned, certify that:
(a) the meat products described above were manufactured from fresh meat or meat products under conditions that comply with the standards laid down in Directive 77/99/EEC (6);
(b) the said meat products, their wrappings or packaging, bear a mark proving that they have all come from approved establishments (6);
(c) the fresh pigmeat used in the manufacture of the meat products has/has not been (6) subjected to a trichinae detection test;
(d) the transport vehicles and equipment and the loading conditions of this consignment comply with the hygiene requirements laid down in Directive 77/99/EEC.

Done at on
.....
(Signature)
Stamp (Name in capital letters)

(1) Under Article 2 of Directive 77/99/EEC.
(2) Optional.
(3) Possible indication of ionizing radiation for medical reasons.
(4) Where an indication is given in accordance with Article 4 of Directive 77/99/EEC.

*Fruits, Vegetables
and Plants***1. Introduction**

Fruits, vegetables, nuts, cut flowers and other plant products are listed in Chapters 6-14 of the EC Common Customs Tariff (CTT). These chapters also include coffee, tea, cereals, gums, resins and other raw material from plants such as bamboo, rattan, and kapok.

Cut flowers attract the highest customs duties of 17 - 24%. Tropical fruits and nuts (except bananas) have lower tariff rates of 2-13%, dried fruits and vegetables command tariff rates of 4-12%.

Most fruits and vegetables are under EC market regulation within the framework of the Common Agricultural Policy (CAP).

In order to prevent unfair competition from imported produce the EC has established a reference price system for certain agricultural products in this section. A countervailing tax, known as a levy, is imposed on products imported below a set reference price. The reference prices are set annually according to the market situation and can vary by country of origin.

EC legislation regarding plant health requires that a phytosanitary certificate confirming that products are free from serious pests and disease accompanies consignments exported. Phytosanitary certificates are required for the following:

- ◆ plants
- ◆ uprooted cuttings
- ◆ fruits
- ◆ vegetables
- ◆ cut flowers: roses, carnations, chrysanthemums, gladioli, gypsophila, statice.

Chemical residue in fresh produce is becoming an issue of concern in the EC. Some importers already test for chemical residue. Recent proposals have indicated maximum levels of chemical residue in fresh produce. The list of maximum levels of residues by product group is still under discussion and it may take a few years before a final EC list is issued. Nevertheless, Commonwealth exporters need to monitor this situation and be ready to take remedial action.

Fresh produce is increasingly being irradiated to increase shelf-life. The United Kingdom, Belgium, France and the Netherlands have lists of products approved for irradiation. Irradiated fruit and vegetables are not allowed entry into Germany. All irradiated food sold in the EC must be properly labelled as such.

2. Fresh Fruit and Vegetables**Quality standards**

The EC has laid down common quality standards for certain types of fresh fruit and vegetables. These standards apply to fresh produce when they are sold, delivered, and marketed within the Community either by traders or directly by the producers, and when they are imported from a country outside the EC.

The following commodities are subject to specific quality standards:

Fruit	Vegetables	Salads
Apples	Artichokes	Aubergines
Apricots	Asparagus	Chicory
Cherries	Bean (other than	Cucumber
Grapes	shelling beans)	Lettuce endives and batavia
Kiwifruit	Brussel sprouts	Sweet peppers
Lemons	Cabbage	Tomatoes
Mandarins (and	Carrots	
similar hybrids)	Cauliflowers	
Oranges	Celery	
Peaches	Courgettes	
and	Garlic	
Nectarines	Leeks	
Pears	Onions	
Plums	Peas	
Strawberries	Spinach	

The EC standards prescribe minimum marketing requirements and up to four quality classes. The quality classes can be described briefly as follows:

Extra Class:

- ◆ excellent quality and usually only very specially selected and presented produce.

Class I:

- ◆ good quality produce with no important defects.

Class II:

- ◆ reasonably good quality, sound but deficient in one or two requirements such as shape, colour, smell, blemishes and marks.

Class III:

- ◆ produce of marketable quality which is not up to the standard of the higher classes.

N.B. Class III will only operate in special circumstances e.g. shortage of supply throughout the Community. In recent years it has only been introduced for a limited period for witloof chicory and asparagus.

The standards may be waived temporarily in a season of shortage when supplies in the EC are insufficient to meet consumer demand and minimum sizes may be raised in a season of surplus. Such decisions are taken on a Community-wide basis.

Fruit and vegetables imported into the EC must be inspected to ensure that produce meets EC common quality standards or equivalent standards. Products can either be checked upon entry or when applicable by an EC approved inspection authority. In the latter case an inspection certificate from this body must accompany consignments.

For fruits and vegetables not already covered by market regulation there will be no EC legislation on quality standards in the immediate future. However, quality must not be taken for granted and both distributors and consumers expect higher standards of product and service. The import trade will demand higher quality standards but this will be determined on a company-to-company basis. A key success factor for Commonwealth exporters will be the ability to provide continuous delivery at consistent quality on a sufficient scale.

Packaging

It is possible to use reclaimed containers provided these are clean and suitably protect the product. However packaging material used inside the package must always be new and clean. In view of European legislation concerning environmental policy, it is advised to use recyclable packaging material.

Information on packaging can be obtained from the following reference book:

MANUAL ON THE PACKAGING OF FRESH FRUIT AND VEGETABLES

Published by: International Trade Centre
UNCTAD/GATT
54-56 rue de Montbrillant
1202 Geneva 10
Switzerland
Tel: +41 22 7346021
Fax: +41 22 733 4439

Labelling

Each package must be labelled legibly, indelibly marked and visible from the outside. It should state the following:

- i. Identification: name and address or official code mark of EC seller/packer
- ii. Origin of produce
- iii. Commercial specifications: quality class
size and/or count
- iv. Nature of produce if contents are not visible from outside.

Irradiated produce must be properly labelled as such.

Distribution

Each member state of the EC will draw up a register of traders and importers of fruit and vegetables. This will be beneficial to developing country exporters as they will be able to deal with reliable buyers in the EC.

For more information contact the trade associations as detailed in Section 6.

3. Fruits and Vegetables for Processing

Since 1 January 1993, imported fruits and vegetables identified in Section 2 due to be processed in the EC must be accompanied by a "processing certificate" issued by a competent import inspection authority. Fruits and vegetables for processing need not comply with quality standards. Therefore it is necessary to certify and check that these fruits and vegetables are not sold to consumers.

Each member state of the EC is in process of drawing up a register of traders and importers of fruit and vegetables. This will be beneficial to developing country exporters as they will be able to deal with reliable buyers in the EC.

For more information contact the trade associations as detailed in Section 6.

4. Live plants

The EC has set a common trading system and common quality standard for the following:

- ◆ live trees
- ◆ roots
- ◆ bulbs
- ◆ cut flowers
- ◆ foliage.

The quality standards are designed to keep unsatisfactory produce off the market and facilitate trade under fair conditions. The standards relate to:

- ◆ grading
- ◆ presentation
- ◆ wrapping
- ◆ marketing.

Consignments are inspected upon entry to ensure that products meet quality standards laid down by EC.

Certain species of plants may be covered by provisions laid down by the Convention on International Trade of Endangered Species of Wild Fauna and Flora (CITES). Special licences will be required for plants classified as "endangered species".

Details on quality standards for cut flowers and foliage can be found in the EC Official Journal OJ L 071 of 21 March 1968 ref. 68/316/EC. Quality standards for flowering bulbs, corms, tubes, tuberous roots, crowns and rhizomes are found in the EC Official Journal OJ L 055 of 2 March 1968 ref. 68/315/EC.

Further details can be obtained from the European Commission (DG VI) as detailed in Part III.

5. Nuts

There are proposals to introduce EC quality standards for shelled and unshelled sweet almonds and hazelnuts. The standards proposed would apply to products intended for processing as well as delivered fresh to the consumer. However, there is no common EC regime at present.

6. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITIONS
<p>1. Confederation of Importers and Marketing Organisation in Europe of Fresh Fruit and Vegetables Avenue de Broqueville 272 Bte 4, B-1200 Brussels Belgium Tel: +32 2 771 3635 Fax: +33 2 762 9425</p> <p>2. European Federation of Importers of Dried Fruits, Preserves, Spices and Honey Plan 3, Warenverein der Hamburger B@rse W-2000 Hamburg Germany Tel: +49 40 326414 Fax: +49 40 322639</p> <p>3. European Union of Fruit and Vegetable Wholesale, Import and Export Trade 18 Avenue de la Brabanconne Bte 8, B-1040 Brussels Belgium Tel: +32 2 736 1584 Fax: +32 2 734 8771</p> <p>4. COLE ACP 5 Rue de la Corderie Centra 342 94586 Rungis Cedex France Tel: +33 1 468 70206 Fax: +33 1 468 63115</p>	<p>1. ANUGA World Food Market Location: Cologne, Germany Contact: Messe-und Ausstellungs-Ges mbH Koln PO Box 21 07 60 Messeplatz 1 D-5000 Koln 21 Germany Tel: +49 221 8210 Fax: +49 221 8212574 Frequency: Every 2 years in October Next fair - 1993</p> <p>2. SIAL International Food Products Exhibition Location: Paris, France Contact: SIAL 39 rue de la Bienfaisance 75008 Paris France Tel: +33 1 89 4687 Fax: +33 1 89 4694 Frequency: Every 2 years in November Next fair - 1994</p> <p>3. FLORISSIMO International Exhibition of Exotic Plants and Flowers Location: Dijon, France Contact: Parc des Expo et Congres 3 Blvd de Champagne 21000 Dijon, France Tel: +33 1 80 714434 Fax: +33 1 80 748650 Frequency: Every 3 years in March Next fair - 19937 Tel: +32 2 299 1111e</p>

European Commission
200 Rue de la Loi
1049 Brussels
Belgium

*Cut Flowers***Product Coverage**

Fresh cut flowers suitable for bouquets and ornamental purposes imported under the following CCT numbers:

CCT NUMBER	PRODUCT DESCRIPTION
06031011	Roses
06031013	Carnations
06031015	Orchids
06031021	Gladioli
06031025	Chrysanthemums
06031029	Others

Customs Duties

CCT NUMBER	FULL RATE				
	1 June - 1 Nov - ACP	GSP	LDDC	31 Oct	31 May
06031011	20	15	0%	15	0%
06031013	20	15	0%	15	0%
06031015	20	15	0%	15	0%
06031021	20	15	0%	15	0%
06031025	20	15	0%	15	0%
06031029	20	20	0%	7%	0%

Product Standards**Quality and Classification**

All produce must have been carefully cut or picked according to the species and have reached an appropriate stage of growth.

Cut flowers can be classified under the following categories.

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

Class I: Flowers in this class must be of good quality. They must have the characteristics of the species and, where appropriate, of the variety.

They must be:

- ◆ Whole
- ◆ Fresh
- ◆ Unbruised
- ◆ Free of animal or vegetable parasites and from resultant damage
- ◆ Free of residue of pesticides and other extraneous matter affecting the appearance
- ◆ Free of development defect.

Calyx splitting is not considered a development defect of carnations. However, American carnations (as grown under glass in this country) must be ringed, packed separately in uniform lots and the packages marked accordingly.

According to the species and variety, the stems must be rigid and sufficiently strong to support the flower(s).

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

Class II: This class includes flowers which do not meet all the requirements of Class I but are:

- ◆ Whole
- ◆ Fresh
- ◆ Free of animal parasites.

The following defects may be present providing 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 pesticides
- ◆ Weaker and less rigid stems.

Up to 10% of the cut flowers may vary from requirements of the Class. However, not more than half of this 10% may be damaged by animal or vegetable parasites. The defects in question must not impair the use of the flowers.

Sizing

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

Description code	Minimum and maximum stem lengths
0	less than 5cm or flowers marketed without seams
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 in sizing must be followed and in any one unit of presentation (eg bunch, bouquet or box, etc.) the maximum permitted difference between the shortest and longest stem lengths is as follows:

	Description Code	Stem length
For stem lengths less than 20 cm	0 - 15	2.5 cm
For stem lengths 20 - 60 cm	20 - 50	5 cm
For stem lengths greater than 60 cm	60 and over	10 cm

The difference may be doubled for flowers in flat-packed bunches; also for flat-packed bunches of large flowered chrysanthemums of stem lengths 20 - 60 cm (ie codes 20 - 50) the permitted variation is further increased to a maximum of 20 cm.

The size scale and uniform lengths set out below do not apply to mimosa which have special provisions.

Presentation and Labelling

Presentation

A unit of presentation must consist of 5, 10 or a multiple of 10 pieces. If flowers are sold singly or by weight or other units used, packages must be marked to show exact composition of the unit of presentation contained. Each unit of presentation must contain flowers of the same genes, species or variety and of the same quality class and which have reached the same stage of development. Mixtures of flowers and mixtures of flowers with foliage of the same quality class but of different genus, species or variety are permitted provided they are appropriately marked.

Labelling

The following information must be shown in respect of each consignment or lot. When packaged it is preferable that the containers are marked legibly and indelibly on one side or end.

Identification

Packer and/or Despatcher: Name and address, or officially issued or accepted code mark

Nature of produce

- ◆ genus
- ◆ species or variety or colour of flowers
- ◆ where appropriate 'Mixture' or equivalent term
Origin of produce (optional)
- ◆ country of origin and, optionally, district where grown or national, regional or local place name
Commercial specifications
- ◆ class
- ◆ size - length code or minimum and maximum lengths (optional)
- ◆ number or net weight.

Marketing and Distribution

An important feature of the market is the major influence of the Netherlands as a re-exporter of cut flowers. The largest flower auction market in the world is situated in the Netherlands, near Amsterdam Schiphol airport. Flowers are imported and quickly re-exported either by refrigerated road-transport or by air.

Cut flowers are normally sold on a consignment basis, the usual commission rate being 12.5 - 15%. Much of the import trade with the Netherlands is beginning to be conducted on the basis of either "firm price" or profit sharing with Dutch auction based exporters.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Phytosanitary certificate are required for the following:

- ◆ Roses
- ◆ Gladioli
- ◆ Carnations
- ◆ Gypsophila
- ◆ Chrysanthemums
- ◆ Statice.

CITES certification will be required for several species of orchids classified as "endangered species".

Other Information

Trade Association: International Association of Flowers and Plants
Werestemstraat 12
Postbus 170
NL-2180 AD Hillegram
The Netherlands
Tel: +31 252 018544
Fax: +31 252 029017

Trade Fairs:

FLORISSIMO

International Exhibition of Exotic Plants and Flowers

Location: Dijon, France

Contact: Parc des Expo et Congres

3 Blvd de Champagne

21000, Dijon, France

Tel: +33 1 80 71 44 34

Fax: +33 1 80 74 86 50

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

All major topical agricultural commodities can be allowed quota free into the EC.

The following products under EC marketing regulations are also allowed quota free and tariff free entry:

- ◆ cut flowers
- ◆ radishes
- ◆ leguminous vegetables
- ◆ aubergines
- ◆ sweet peppers
- ◆ courgettes
- ◆ pistachios
- ◆ pecans
- ◆ other nuts
- ◆ grapefruit
- ◆ limes
- ◆ other citrus fruit
- ◆ melons and watermelons
- ◆ pawpaws
- ◆ fruits of specie vaccirium myztilus
- ◆ other fresh fruit
- ◆ other vegetables

For more sensitive agricultural produce which could be in competition with EC produce, trade preference could be given through the following:

1. Marketing timetable - tariff free or reduced tariff entry allowed only on specified months of the year, usually during months when the product is not in season in the EC. An annual quota can be imposed wherein only a set amount is allowed preferential tariff rates.
2. Progressive abolition or reduction of customs duties - customs duties will be reduced by a certain percentage until the product is allowed free entry into the EC. More sensitive products will be reduced only up to a set percentage.

Progressive abolition subject to a marketing timetable applied to the following:

- ◆ tomatoes
- ◆ onions
- ◆ garlic
- ◆ chinese leaves
- ◆ iceberg cabbage
- ◆ carrots
- ◆ horseradish
- ◆ salad beetroot
- ◆ small winter cucumbers
- ◆ artichokes
- ◆ mushrooms
- ◆ walnuts
- ◆ figs
- ◆ oranges
- ◆ mandarins
- ◆ apples
- ◆ pears
- ◆ apricots
- ◆ cherries
- ◆ plums
- ◆ peaches
- ◆ strawberries
- ◆ mixtures of nuts

Rules of Origin:

In the case of products imported frozen, dried or provisionally preserved, all raw fruits, vegetables and nuts (including mixtures) must already come from an ACP or EC country.

Documentation:

Certificate of Origin (EUR 1) must accompany the consignment if the exporter is to benefit from reduced or tariff free entry into the EC. These forms can be obtained from the exporter's national Customs and Excise Office or Ministry of Trade.

Phytosanitary certificate issued by an authorised official of the exporting country must accompany consignments of the following products:

- ◆ fresh fruits
- ◆ fresh vegetables
- ◆ live plants
- ◆ cut flowers: roses
carnations
chrysanthemums
gladioli
gypsophila
statice.

CITES certificate or a special licence is required to import plants classified as endangered specie.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry for the following:

- ◆ fresh or chilled charantarellas
- ◆ fresh or chilled okra
- ◆ dried horseradish
- ◆ dried chickpeas
- ◆ fresh or dried sweet potatoes
- ◆ pistachios
- ◆ dried bananas
- ◆ fresh bilberries
- ◆ fresh or dried guavas and mangosteen
- ◆ fresh, dried or provisionally preserved pawpaws
- ◆ fresh or dried rose-hip fruit
- ◆ crushed or ground nutmeg
- ◆ fresh, frozen, dried or provisionally preserved peel of citrus fruit or melon
- ◆ flour, meal and powder of banana
- ◆ crushed or ground melon
- ◆ seaweeds and other algae
- ◆ crushed or ground locust beans
- ◆ agar-agar

Reduced tariffs for most other agricultural plant products are given to exports from GSP countries.

Rules of Origin:

In the case of products imported frozen, dried or provisionally preserved; all raw fruits, vegetables and nuts (including mixtures) must already come from a GSP country.

Documentation:

Certificate of Origin (Form A) must accompany the consignment if the exporter is to benefit from reduced or tariff free entry into the EC. These forms can be obtained from the exporter's national Customs and Excise Office or Ministry of Trade.

Phytosanitary certificates issued by an authorised official of the exporting country must accompany consignments of the following products:

- ◆ fresh fruits
- ◆ fresh vegetables
- ◆ live plants
- ◆ cut flowers: roses
carnations
chrysanthemums
gladioli
gypsophila
statice

CITES certificate or a special licence is required to import plants classified as endangered specie.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

The following are allowed tariff free and quota free entry into the EC:

- ◆ live trees and plants
- ◆ roots
- ◆ ornamental foliage
- ◆ fresh or chilled horseradish, aubergines, celery, chanerelles, peppers, courgettes
- ◆ all frozen vegetables except olives
- ◆ dried potatoes, onions, tomatoes, carrots, bananas
- ◆ dried apricots, prunes, apples, peaches, nectarines, pears, pawpaws, mixtures of nuts and fruits, peels of citrus fruit or melon
- ◆ fresh melon, pawpaws, sloes, cherries, raspberries, currants, kiwifruit, tamarinds, lychees, jack fruit
- ◆ fresh or dried dates, pineapples, guavas, mangosteen, mangoes
- ◆ flour, meal and flakes of potatoes
- ◆ vegetables
- ◆ bulbs
- ◆ cut flowers

Rules of Origin:

In the case of products imported frozen, dried or provisionally preserved; all raw fruits, vegetables and nuts (including mixtures) must already come from an LDDC country.

Documentation:

Certificate of Origin (Form A) must accompany consignment if exporter is to benefit from reduced or tariff free entry into the EC. These forms can be obtained from the exporter's national Customs and Excise officer or Ministry of Trade.

A phytosanitary certificate issued by an authorised official of the exporting country must accompany consignments of the following products:

- ◆ fresh fruits
- ◆ fresh vegetables
- ◆ live plants
- ◆ cut flowers: roses
chrysanthemums
gladioli
gypsophila
statice

CITES certificate or a special licence is required to import plants classified as endangered specie.

*Processed Food Products***1. Introduction**

Exporters of processed food products will need to consult the EC's Common Customs Tariff (CCT), Chapters 16-22. These chapters include canned meat and fish; meat and fish preparations (sausages, pre-cooked frozen food); preserved fruit, vegetables and nuts; jams, purees and juices; pastry products; sauces and beverages. Dried products are not included and can be found in the first two sections of the Common Customs List. (See Chapters 1 and 2 above.)

Customs duties are relatively high to protect the EC market for local producers. Processed meat and fish products attract duties of 17-26% and in addition a levy is applied to some products. Processed fruit and vegetables have higher rates of up to 30% with an additional levy on the sugar content in certain cases.

2. EC Food Legislation**Food Labelling**

The EC has issued legislation for the labelling of prepacked foods sold to the ultimate consumer or to a catering establishment. The following must be included in the label of prepacked foods:

- ◆ The name of the food
- ◆ a list of ingredients
- ◆ the appropriate durability indication (datemark) e.g. "use by" date
- ◆ any special conditions of storage or use
- ◆ the name and address of the manufacturer, or packer, or EC seller
- ◆ place of origin when required
- ◆ instructions for use where necessary.

Full details on the specific requirements of the above are found in the EC Official Journal No. L33 of 08 February 1979 ref. 79/112/EC and in subsequent amendments of the legislation. The most recent legislation gives specific labelling instructions for irradiated food products.

Lot Marking

The EC has established a framework for a common lot (or batch) identification system throughout the Community in order to facilitate product recall along the whole chain of distribution, for example in cases where the product constitutes a health risk to consumers. This applies to all foodstuffs intended for human consumption including wines and spirits.

Details on specific requirements are found in EC Official Journal L186 of 30 June 1989 ref. 89/389/EC.

Food Additives

In order to protect public health the EC has drawn up a list of additives accepted as safe throughout the Community. EC approved additives are given an "E" number for reference and labelling.

The EC has already issued approved lists and conditions of use of the following additives:

- ◆ colourants
- ◆ antioxidants
- ◆ emulsifiers
- ◆ stabilisers
- ◆ preservatives
- ◆ extraction solvents.

The EC will publish an approved list of flavourings and processing aids in 1993. New additives must be tested and obtain EC clearance before they can be used as ingredients in food. Food which contains additives judged to be unsafe will not be allowed entry into the EC.

For more information contact the European Commission (DG VI) as detailed in Part III.

Food Packaging

Materials and articles in contact with food are also regulated by the EC. Packaging materials for food products would fall under this legislation. The general requirement is that any material or article must not affect the food in any way that:

- ◆ could endanger human health
- ◆ bring about unacceptable changes in the nature, substance or quality of the food.

Specific legislation has been issued by the EC on plastic and regenerated cellulose film. It specifies lists of substances permitted for use in these materials. Details are contained in Official Journal L40 11 February 1989 ref. 89/109/EEC.

Nutrition Labelling

Proposals have been made to introduce compulsory nutrition labelling of foodstuffs intended for sale to the ultimate consumer. Nutrition labelling at the present time is compulsory if a nutrition claim is made on the label or advertising material. Information on energy value, amount of protein, carbohydrates, sugar, fat, etc. must be provided. Details of nutrition labelling rules can be found in the EC's Official Journal L276 of 6 October 1990 ref. 90/496/EEC.

For more information contact the European Commission as detailed in Part III.

Quick Frozen Food

Food which has undergone a process whereby the temperature zone of maximum crystallisation is spanned as rapidly as is necessary for product temperature to be reduced to -18°C or lower are subject to legislation on quick-frozen food.

Legislation covers a list of permitted cryogenic fluids, mandatory temperatures for storage and transport and labelling requirements. Requirements can be found in the EC's Official Journal OJ L40 of 11 February 1989 ref. 89/108/EEC.

3. Meat and Fish Products

There are very stringent health and hygiene standards for meat and fish products imported and sold in the EC.

Prepared and processed meat products imported into the EC must comply with the following rules:

- ◆ come from establishments approved by EC for this type of product and which meets health and hygiene standards of the Community
- ◆ use only fresh meat from an approved slaughterhouse
- ◆ require a health certificate drawn up by an official veterinary inspector from the exporting country
- ◆ be subject to inspection upon arrival into EC.

Meat products must come from approved cutting and slaughter houses. Approval of these establishments is made on a government to government basis. Exporters are advised to contact their country's veterinary authorities. (Please refer to Chapter 1, Section 2 for more details),

By 1 January 1993, all prepared and processed fishery products must fulfil the following import conditions:

- ◆ they must have been caught and handled on board vessels in accordance with specified hygiene rules of the EC.
- ◆ they must have been packaged, prepared and processed in establishments approved by the EC.

For more information contact the European Commission (DG VI) as detailed in Part III.

Meat and fish products in hermetically sealed containers (cans, glass jars, flexible pouches or any container) must be safe for human consumption. All heat processes must be established by competent persons using scientific methods. For further advice see:

Codex alimentarius code of hygiene practice for low acid and acidified low-acid canned foods

SECTION 7.5: Thermal processing

Published by: FAO/WHO Food Standard Programme
 Food and Agriculture Organisation
 Via delle Terme di Caracalla 00100
 Rome, Italy
 Tel: +39 6 57971
 Fax: +39 6 57973152

Local export promotion agencies should have copies of this code.

4. Fruit Juices, Beverages and Drinks

Legislation in the area of beverages has been limited to defining the compositional requirements of the product. EC regulations have been issued for the following products:

- ◆ fruit juices and similar products
- ◆ natural mineral water
- ◆ bottled drinking water
- ◆ spirit drinks.

Labelling requirements in the EC include compulsory indication of alcoholic strength of beverages containing more than 1.2% by volume of alcohol. Proposals have been made to make it mandatory to list ingredients for all alcoholic drinks.

5. Other Processed Food Products

The EC has not set specific common standard regulations for certain other processed food products

such as sauces and soups. These products will have to follow the requirements for each member state and the general standards detailed in Section 2.

In the case of fruit jams, jellies and marmalades, the identity and purity criteria are being discussed in the light of technical developments in their production.

6. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. European Federation of Importers of Dried Fruits, Preserves, Spices and Honey Plan 5, Warenverein der Hamburger Börse W-2000 Hamburg, Germany Tel: +49 40 326414 Fax: +49 40 322639</p> <p>2. European Food Brokers Association 10 Wellbank Hook Norton Banbury OX15 5LN United Kingdom Tel: +44 608 737176 Fax: +44 608 730256</p> <p>3. International Association for the Distribution of Food Products and General Consumer Goods 34 rue Marianne B-1180 Brussels, Belgium Tel: +32 2 345 9923 Fax: +32 2 346 0204</p>	<p>1. ANUGA World Food Market Location: Cologne, Germany Contact: Messe-und Ausstellungs- Ges mbH Koln PO Box 21 07 60 Messeplatz 1 D-5000 Koln 21 Germany Tel: +49 221 8210 Fax: +49 221 8212574 Frequency: Every 2 years in October Next fair 1993</p> <p>2. SIAL International Food Products Exhibition Location: Paris, France Contact: SIAL 39 Rue de la Bienfaisance 75008 Paris, France Tel: +33 1 42 89 46 87 Fax: +33 1 42 89 46 94 Frequency: Every 2 Years in November Next Fair 1993</p>

EUROPEAN COMMISSION
 200 Rue de la Loi
 1049 Brussels
 Belgium
 Tel: +32 2 299 1111

Canned Fish

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
1604 1310	Sardina pilchardus
1604 1390	Other (Than Sardines)
1604 1410	Tuna & Skipjack
1604 1490	Bonito
1604 1510	Mackerel - Scomber scombrus & Scomber japonicus
1604 1590	Mackerel - Scomber australasicus

Custom Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
1604 1310	25%	0%	25%	0%
1604 1390	20%	0%	9%	0%
1604 1410	25%	0%	25%	0%
1604 1490	25%	0%	18%	0%
1604 1590	20%	0%	9%	0%

Product Standards

Canned tuna can be in steak form (solid pack), in chunks or flakes, either packed in vegetable oil or, to a lesser extent, brine. Pilchards are traditionally packed either in oil or tomato paste.

Quality of the ingredients, oil, brine or paste must be good or the taste of the basic fish may be ruined.

The EC has issued strict hygiene standards for processing. Effective autoclaving and sealing is essential to avoid contamination. The following must be followed in the canning of fish:

- ◆ water used for the preparation of cans must be of drinking water standard
- ◆ process used for heat treatment must be appropriate
- ◆ regular checks should be carried out to ensure appropriate heat treatment, efficiency of sealing and that the containers are not damaged
- ◆ all containers must be given a batch identification mark.

If the products are to be sold to the consumer or a catering establishment then the labels must state the following:

- ◆ country of origin
- ◆ name and address of EC importer or distributor
- ◆ weight of the can
- ◆ nett weight of solid matter
- ◆ description of contents and ingredients
- ◆ appropriate date mark
- ◆ storage conditions if necessary.

Marketing

Canned fish are generally handled by importers and agents as well as central buying groups normally specialised in that product area.

Major importers will inspect suppliers' processing plant before placing any order. EC approval of plants is essential and Commonwealth exporters must give assurance of quality and standards. Production samples are normally pre-shipped before confirming orders. Importers and agents can advise manufacturers of accepted can sizes for each individual member state.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other Information:

Trade Fairs: ANUGA
 World Food Market
 Location: Cologne, Germany
 Contact: Messe-und Ausstellungs-
 Ges mbH Koln
 PO Box 21 07 60
 Messeplatz 1
 D-5000 Koln 21
 Germany
 Tel: +49 221 8210
 Fax: +49 221 8212574
 Frequency: Every 2 years in October
 Next fair 1993

Trade Associations: Association of Fish Industries in the EEC
 1 Green Street
 Grosvenor Square
 London. W1Y 3RG
 United Kingdom
 Tel: +44 71 629 0655
 Fax: +44 71 499 9095

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

The following prepared or processed animal products are exempt from customs duties on entry into the EC from ACP countries:

- ◆ beef and veal
- ◆ fish
- ◆ crustaceans
- ◆ molluscs and other aquatic invertebrae
- ◆ sheep and goat meat

Although beef products are exempt from customs duties these products are still subject to a levy.

Poultry Meat

Cooked, prepared or preserved poultry meat is allowed 50% reduction from the agricultural levy. Reduced levy is granted within the limits of an annual quota of 250 tonnes. Imports in excess of this quota will have to pay the full price of the levy.

Pig Meat

Only sausages and similar products are granted preferential access to EC markets. These products are granted a 50% reduction of the agricultural levy within the limits of an annual quota of 250 tonnes.

Canned Fish

Certain restrictions apply to canned fish from ACP States. Please refer to the section on Rules of Origin.

Processed Fruits, Vegetables and Nuts

Tariff free and quota free entry into the EC except for processed or preserved products of the following:

- ◆ sweetcorn
- ◆ yams, sweet potatoes
- ◆ palm hearts
- ◆ olives.

Additional duty on sugar content of processed fruit and vegetable is normally imposed. The following ACP exports are exempt from this duty:

- ◆ pineapples - whole, slices
- ◆ grapefruit segments
- ◆ pears
- ◆ strawberries
- ◆ mixtures of pineapple, pawpaw and pomegranate.

- ◆ grapes
- ◆ plums
- ◆ passionfruit, guava and tamarinds
- ◆ grapefruit juice
- ◆ pineapple juice
- ◆ passionfruit juice
- ◆ guava juice
- ◆ mixtures of pineapple, pawpaw and pomegranate juices
- ◆ non-citrus jams, fruit jellies, marmalade, purees and paste.

Other Processed Foods

Customs and quota free entry for other processed foodstuff such as sauces, condiments and mixed seasoning.

Rules of Origin:

In most cases the raw material (meat, fish, crustacean, fruits, nuts and vegetables) must come from ACP countries. Specific rules of origin hold for other processed food stuff such as:

- ◆ jams, jellies, marmalade
- ◆ juices, purees
- ◆ confectionary
- ◆ sauces and mixed seasoning
- ◆ cakes, biscuits
- ◆ tapioca

There are restrictions on the importation of canned and other fishery products which do not meet required rules of origin. Special provisions have been made to allow entry of these products from ACP States in limited quantities.

Rules of Origin:

Health certificate from an official veterinary officer from the exporting country must accompany consignments of meat products. It is likely that in the near future a health certificate will be required for fishery products.

Form EUR 1 must also accompany products from ACP countries if the exporter is to benefit from reduced or tariff free entry into the EC. These forms are available from the exporting country's national Customs and Excise Office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Reduced tariff duties are allowed for most prepared and processed food products from GSP countries, including the following:

Meat Products

- ◆ sheep
- ◆ goat
- ◆ non-domestic swine
- ◆ fish fillet in batter or breadcrumbs

Fishery Products

- ◆ crabs
- ◆ shrimps and prawns
- ◆ lobsters
- ◆ bonito & mackerel

Fruit and Vegetables

- ◆ preserved in vinegar: mushrooms, sweetcorn, palm hearts, papaya chutney sauer kraut, asparagus, capers and bamboo shoots
- ◆ other prepared or preserved fruit, vegetables and nuts are given reduced tariff depending on type of fruit and sugar content.

Other Processed Foods

- ◆ sauces and preparations
- ◆ soups and broths
- ◆ confectionery: marzipan, gum, jelly, toffee, caramels.

Rules of Origin:

In most cases the raw materials (including meat, fish, crustaceans, fruit, nuts and even sugars) must already be from the GSP country.

Documentation:

Health certificate from an official veterinary officer from the exporting country must accompany consignments of meat products. It is likely that in the near future a health certificate will be required for fishery products.

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporter's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff and quota free entry for the following products:

- ◆ prepared or preserved fish
- ◆ prepared or preserved crustaceans, molluscs and other aquatic invertebrates
- ◆ sugar confectionary
- ◆ pastry products
- ◆ prepared or processed fruit, vegetables and nuts (jams, purees and juices)
- ◆ sauces, mixed seasonings.

Rules of Origin:

In most cases the raw material (meat, fish, crustaceans, fruit, nuts, vegetables and even sugars) must already be from an LDDC country.

Documentation:

Health certificate from an official veterinary officer from the exporting country must accompany consignments of meat products. It is likely that in the near future a health certificate will be required for fishery products.

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporter's national Customs and Excise office or Ministry of Trade.

Figure 4.1 HEALTH CERTIFICATE

for fresh meat for consignment to a Member State (1) of the EEC

Exporting country
Ministry
Department
Ref.
No (2)

(Optional)

I. Identification of meat

Meat of
(Animal species)
Nature of cuts
Nature of packaging
Number of cuts or packages
Month(s) and year(s) when frozen
Net weight

II. Origin of meat

Address(es) and veterinary approval number(s) of the approved slaughterhouse(s)
Address(es) and veterinary approval number(s) of the approved cutting plant(s)
Address(es) and veterinary approval number(s) of the approved store(s)

III. Destination of meat

The meat will be seen from
(Place of loading)
to
(Country and place of destination)
by the following means of transport (3)
Name and address of consignor
Name and address of consignee

IV. Health attestation

'I, the undersigned official veterinarian, certify that the meat described above was obtained under the conditions governing production and control laid down in

Directive 64/443/EEC on health problems affecting intra-Community trade in fresh meat and that it is, therefore, considered as such to be fit for human consumption.'

Done at on
(Signature of the official veterinarian)

(1) Fresh meat: in accordance with the Directive referred to in IV of this certificate, this means all parts fit for human consumption from domestic bovine animals, swine, sheep and goats and solipeds which have not undergone any preserving process; however, chilled and frozen meat shall be considered to be fresh meat.

(2) Optional.

(3) In the case of rail trucks and lorries, state the registration number, in the case of aircraft the flight number, and in the case of boats the name, and where necessary the number of the container.

PUBLIC HEALTH CERTIFICATE

for fresh meat (1) intended for(Name of EEC Member State)
No(2).

Exporting country
Ministry
Department
Ref.
(Optional)

I. Identification of meat

Meat of
(Animal species)
Nature of cuts
Nature of packaging
Number of cuts or packages
Month(s) and year(s) when frozen
Net weight

II. Origin of meat

Address(es) and veterinary approval number(s) of the approved slaughterhouse(s)
Address(es) and veterinary approval number(s) of the approved cutting plant(s)

Address(es) and veterinary approval number(s) of the approved store(s)

III. Destination of meat

The meat will be seen from
(Place of loading)
to
(Country and place of destination)
by the following means of transport (3)

Name and address of consignor

Name and address of consignee

IV. Health attestation

'I, the undersigned, official veterinarian, certify that:

- a) — the meat described above (4),
- the label affixed to the packages of meat described above (4), bear(s) (4) a mark to the effect that the meat comes wholly from animals slaughtered in slaughterhouses approved for exporting to the country of destination;
- b) the meat was obtained under the conditions governing production and control contained in Council Directive 72/462/EEC and that it is therefore considered as such to be fit for human consumption;
- c) the meat has been cut in an approved cutting plant (4);
- d) the meat has/has not been subject to an examination for trichinosis or, where Article 3 of Directive 77/96/EEC applies, has undergone cold treatment;
- e) the means of transport and the loading conditions of the meat of this consignment meet the hygiene requirements laid down in respect of export to the country of destination.

Done at on
.....
(Signature of the official veterinarian)

- (1) Fresh meat within the meaning of Article 2(b) of Directive 64/433/EEC.
- (2) Optional.
- (3) For railway wagons or goods vehicles the registration number should be given, for aircraft the flight number and for ships the name.
- (4) Delete as appropriate.

HEALTH CERTIFICATE FOR MEAT PRODUCTS (1) INTENDED FOR CONSIGNMENT
TO A MEMBER STATE OF THE EEC

Exporting country
Ministry
Department
Ref. (2)

No (2)

I. Identification of meat products

Products manufactured with meat from:
(Animal species)
Nature of products (3)

Nature of packaging:

Number of individual items or of packages:

Storage and transport temperature (4):

Storage life (4):

Net weight

II. Meat products from

Address(es) and veterinary approval number(s) of the approved processing establish
men(s):

III. Destination of meat products

The meat products will be seen from
(Place of loading)
to
by the following means of transport (5)

Name and address of consignor

Name and address of consignee

IV. Health attestation

'I, the undersigned, certify that:

- (a) the meat products described above were manufactured from fresh meat or meat products under conditions that comply with the standards laid down in Directive 77/99/EEC(6);
- (b) the said meat products, their wrappings or packaging, bear a mark proving that they have all come from approved establishments (6);
- (c) the fresh pigmeat used in the manufacture of the meat products has/has not been (6) subjected to a trichinae detection test;
- (d) the transport vehicles and equipment and the loading conditions of this consignment comply with the hygiene requirements laid down in Directive 77/99/EEC.

Done at on

Stamp
(Name in capital letters)
(Signature)

- (1) Under Article 2 of Directive 77/99/EEC.
- (2) Optional.
- (3) Possible indication of ionizing radiation for medical reasons.
- (4) Where an indication is given in accordance with Article 4 of Directive 77/99/EEC.

*Chemical Products***1. Introduction**

Chemical products in chapters 28 - 38 of the EC's Common Customs Tariff (CCT) code vary from bulk chemicals to higher value speciality chemicals and pharmaceuticals. It also includes fertilizers and agro-chemicals; synthetic resins; paints; varnishes; printing inks; essential oils and flavourings; soap and toilet preparations; and photographic materials such as film and developing materials.

Customs duties imposed differ greatly between product groups. Certain types of fertilizers enter free of customs duties while categories of inorganic chemical compounds attract duties of up to 17.5%.

2. Chemicals

Due to the nature of chemical products, legislation has been issued to take into account two major concerns of the EC: public health and safety and the protection of the environment.

The EC has introduced a uniform system for hazard classification and labelling of preparations through the Dangerous Preparations Directive. Suppliers are required:

- ◆ to identify the hazards (or dangers) of the chemicals they supply;
- ◆ to give information about hazards to suppliers, handlers and users;
- ◆ to package the chemicals safely.

Dangerous chemicals are classified under three main categories:

1. Substances and preparations dangerous because of their physical or chemical properties, i.e. explosive, oxidizing, flammable.
2. Substances and preparations dangerous because of their health effects, i.e. toxic, harmful, corrosive, irritant, carcinogenic, mutagenic.
3. Substances dangerous to the environment.

There are some 1,400 or so more common dangerous substances already classified by the EC. The EC has set up a Scientific Advisory Committee to examine the toxicity and eco-toxicity of chemical compounds. However if a substance is not on the classified list suppliers themselves have to classify it according to predetermined guidelines.

If a dangerous chemical is supplied in a package, the package must be labelled. The aim is to inform anyone handling the package or using the chemical about its hazards and give brief advice on the precautions. The label contains details about:

- ◆ the supplier
- ◆ the chemical
- ◆ the category of danger
- ◆ risk phrases - "may cause cancer" or "toxic by inhalation"

- ◆ safety phrases - "keep away from children" or "do not empty into drains"
- ◆ warning symbol (skull and crossbones, or picture of an explosion).

Chemicals must also be packaged safely to withstand the conditions of supply and carriage.

For full details of this legislation and approved list of classified chemicals contact European Commission (DG III) as detailed in Part III.

Chemical substances and preparations such as asbestos which have been proven to be a risk to public health or the environment are carefully monitored by the EC. Legislation restricts the marketing and use of these substances. Classification, packaging and labelling are also governed by EC legislation implemented in each Member State.

3. Paints

Paints and coatings will be affected by higher environmental standards required by the EC. Organic solvents used in paints are released into the environment both as waste from the manufacturing process and application of the product. It is a major source of air pollution through excessive emission of VOC (volatile organic compounds) into the atmosphere. These emissions contribute to acid rain while other paint constituents may be highly toxic.

The United Nations Economic Commission for Europe is developing a VOC Protocol involving agreement by signatories to reduce man-made VOC emissions by 30% in 1999. VOC which is found mainly in solvents used as drying agents for paints have made a number of paint users switch from solvent-based to water-based paints and varnishes.

Measures to prevent pollution of the environment have encouraged paint users to demand paints with lower solvent content. For example in the United Kingdom, manufacturers that

use over 5 tonnes of organic solvents per annum will come under the supervision and control of local government authorities. To avoid the bureaucracy and paper work of direct supervision manufacturers may prefer to decrease their usage of paint containing organic solvents.

4. Pharmaceuticals

The EC pharmaceutical industry is highly fragmented. This is caused by:

- ◆ national price controls which cause dramatic price differences between countries
- ◆ different levels of usage of similar pharmaceutical products
- ◆ marketing licences obtained at a national level.

The EC would like to eliminate the need for companies to obtain separate product licences for each EC country and allow free movement of pharmaceutical goods within the EC. In November 1992 it was agreed that a European Medicines Agency would be established. It is envisaged that after 1 January 1995 this agency will evaluate all new medicinal products intended for human or veterinary use and issue a marketing licence valid throughout the Community. Mutual recognition of national authorisations granted in the past will be allowed for existing medical products.

Proposals have also been made to introduce a method of increasing the patent life of medicines. This is aimed to protect EC research-based companies against competition from low-cost generic substitutes. If legislation is implemented it could be a barrier for potential Commonwealth pharmaceutical exporters wishing to sell cheaper generic drugs.

A harmonised list of particulars which must appear on the packaging of medicinal products for humans has been enforced since 1965. However, due to national registrations and requirements packaging and labelling varies a great deal among EC Member States.

Proposals have been made to improve labelling and include the following information on the outer package:

- ◆ name of medicinal product
- ◆ its composition
- ◆ pharmaceutical form and content
- ◆ list of instructions that should be known to ensure effective use of medicine
- ◆ method of administration
- ◆ date of expiry
- ◆ storage precaution
- ◆ name and address of EC seller/importer.

(Member States may demand that price and conditions of reimbursement by social security organisations also appear)

The EC has also laid down the principles and guidelines of Good Manufacturing Practice (GMP) for medicinal products for human use. A copy of these guidelines (Ref. CB-55-89-722) can be obtained from

Office of Official Publications of the European Communities
2 Rue Mercier
2985 Luxembourg
Tel: +352 499 281
Fax: +352 490 003

Jean Monnet House
8 Storey's Gate
London. SW1P 3AT
United Kingdom
Tel: +44 71 973 1992
Fax: +44 71 973 1900

5. Cosmetics

The cosmetics industry has been highly regulated across the EC since the late 1970's due mainly to concern for public health. Legislation defines what products are to be considered as cosmetic and differentiates them from drugs which would then require medical licenses from EC Member States. Legislation also introduces lists of substances subject to restriction and in some cases requires appropriate labelling when present in cosmetic products. This is the case for hair dye ingredients. The Scientific Committee on Cosmetology, an expert group of toxicologists appointed by the EC to advise on matters relating to the safety of cosmetic ingredients and products, has been established to review the safety of ingredients brought to its attention by Member States. This is usually as a result of some considered allergic potential. When approving the use of an ingredient the SCC can advise that the substance should be listed on the label of a product when present.

The following proposals have been made:

- ◆ inventory listing of ingredients used in cosmetics within the EC
- ◆ the requirement for a full dossier on every product
- ◆ the registration of all manufacturing sites
- ◆ requirement for comprehensive ingredient labelling for all cosmetic products.

The objective of this amendment is to provide "absolute transparency" i.e. both authorities and the consumer will have the ability to obtain information relating to a cosmetic and its ingredients. The EC cosmetic industry is keen to ensure that any labelling scheme proposed is as compatible as possible with that used in the USA so that a system can be established which automatically will be of use internationally.

Problems exist in implementing the requirements of this legislation. A common system of nomenclature must be agreed before comprehensive ingredient labelling can be established. There are many hundreds of ingredients used within the EC and it will take some time before the European industry can set up a system whereby some form of common dictionary is established.

Despite EC legislation on cosmetics individual Member States have added their own requirements for labelling over and above that which is specified in this Directive. French cosmetic products must declare the percentage of any "promoted" ingredient and the Italian Government requires an alcohol declaration for cosmetic products sold in the country. Cosmetic companies in other EC states are pushing to ensure that additional requirements by Member States can no longer be imposed, given the harmonisation of legislation in the EC.

A consolidated version of existing Community laws concerning cosmetic products can be found in the EC's Official Journal C 322 of 21 December 1990, ref. SEC(90)1985.

Certain cosmetic and toiletry products prepacked in preestablished quantities may have to be unit priced from 7th June 1995. This is in line with EC legislation on unit pricing. This legislation presents practical problems for manufacturers and retailers. The industry is making a strong plea for exemptions of luxury perfumes, cosmetics and specific creams which by their very nature are not suited to unit pricing. Proposals to the Commission have been made so that all cosmetic and toiletry products which are not powders or solids can continue to be priced by volume.

6. Fertilizers

The EC has specific laws regarding the marketing of fertilizers in the Community. It has issued a list of natural and chemical substances which may be designated EEC Fertilizers and be labelled as such. Additional information must be given on the type of fertilizer as well as a guaranteed nutrient content list.

Details on laws governing the marketing of fertilizers can be found in the EC's Official Journal OJ L 111 of 22 April 1989, ref. 89/284/EEC.

For more information contact the European Commission (DG VI) as detailed in Part III.

7. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. European Federation of Pharmaceutical Industries Association Avenue Louise 250-Bte 91 B-1050 Brussels Belgium Tel: +32 2 640 6815 Fax: +32 2 647 6049</p> <p>2. European Confederation for Trade in Paint, Wall and Floor Coverings 42 Avenue Marceau F-75008 Paris France Tel: +33 1 47 23 64 48 Fax: +33 1 47 20 30 90</p> <p>3. European Federation of the Perfume, Cosmetics and Toiletries Industry Rue de la Loi 233 Bte 2, B-1040 Brussels, Belgium Tel: +32 2 230 9179 Fax: +32 2 231 1587</p> <p>4. European Fertilizer Import Association Rue de l'Orme 19 B-1040 Brussels Belgium Tel: +32 2 733 1264 +32 2 734 1240 Fax: +32 2 734 6702</p> <p>4. European Chemical Industry Council 4 E. van Nieuwenhuysse B-1160 Brussels Belgium Tel: +32 2 676 7211 Fax: +32 2 676 7300))</p>	<p>1. INTERCHIMIE International Exhibition for Chemical and Process Engineering Location: Paris-Nord/Villepinte Contact: SEPIC 1 rue du Parc 92300 Levallois-Perret Paris, France Tel: +33 1 49 68 51 00 Fax: +33 1 47 37 74 68 Frequency: Every 3 years in April. Next fair - 1993</p> <p>2. PRIMIERE/AMBIENTE/AUTUMN FAIR International Trade Fair for Consumer Goods (Cosmetic products ind.) Location: Frankfurt, Germany Contact: Messe Frankfurt GmbH Postfach 970126 6000 Frankfurt 1 Germany Tel: +49 69 75750 Fax: +49 69 75756433 Frequency: Primiere: Every year in January Ambiente: Every year in February Autumn Fair: Every year in August</p> <p>3. FARBE International Exhibition of Colour Design and Colour Application Location: Cologne, Germany Contact: Messe-und Ausstellungs- ges mbH Koln Postfach 21 07 60 Messeplatz 1 D-5000 Koln 21, Germany Tel: +49 221 8210 Fax: +49 221 8212574 Frequency: Every 2 years in March Next fair - 1993</p>

European Commission
 200 Rue de la Loi
 1049 Brussels
 Belgium
 Tel: +32 2 299 1111

*Dyes and Chemicals***Product Coverage**

CCT NUMBER	PRODUCT DESCRIPTION
320411	Disperse dyes
320412	Acid and mordant dyes
320413	Basic dyes
320414	Direct dyes
320415	Vat dyes
320416	Reactive dyes
320417	Pigments
320419	Other dyes

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
320411	10%	0%	0%	0%
320412	10%	0%	0%	0%
320413	10%	0%	0%	0%
320414	10%	0%	0%	0%
320415	10%	0%	0%	0%
320416	10%	0%	0%	0%
320417	10%	0%	0%	0%
320419	10%	0%	0%	0%

Product and Standards

Dyes can be classified as natural dyes coming from natural materials or as synthetic dyes made from chemicals. Due to the considerable volume of natural resources required to obtain natural dyes, the industry has turned to synthetic dyes which give an overall superior quality as a colouring agent. At present the main user of natural dyes is the food industry while synthetic dyes are essential requirements for the textile industry.

New dyes have been developed to meet the market demand for improved colour fastness and a wider colour range. Along with new dyes other chemical products have also been developed such as mordants which are

substances (usually metallic compounds) applied during the dye process to increase the fastness of dyes. These chemicals however have proven to be highly toxic. Waste disposal after industrial dyeing process has proven to be a problem for many EC manufacturers. In fact chemical companies have taken 40 dye stuff products off the market because of environmental objections.

To protect public health and safety and the environment legislation has been issued requiring all new chemical substances to be given an identity card, showing what potential dangers may be present for human health and environment. Manufacturers or importers must present the following information to the EC authorities:

- ◆ a technical dossier detailing the physical, chemical, toxicological, and eco-toxicological characteristics of the product, use to be made and any necessary safety precautions required
- ◆ potential risks of the product to human health and environment
- ◆ proposals for any measures relating to the conditions of use of the product intended to limit any unfavourable effects
- ◆ classification of the new product into different pre-defined categories.

This means any modifications to dyes must be tested and registered before the modified product can be marketed even if a new substance accounts for only 0.1% of an existing formula.

Marketing and Distribution

Dyestuffs are made by a relatively specialised sector of the chemical industry in the EC. Prices are between £20,000 and £50,000 a tonne. World sales of dyestuffs reached £7 billion in 1989.

Dyestuffs from third countries are usually sold by chemical merchants directly to industrial users. Dyestuffs manufactured in developing countries are reported to be available from these merchants at a quarter of the price of European equivalents. However, these chemicals do not comply with labelling and registration requirements of the EC. EC enforcement in the past years has not been stringent but is expected to be so in the future. As an example Benzidine dyes which are known to be carcinogenic and should be labelled as such are available quite cheaply in the market.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other Information:

Trade Association: The Ecological and Toxicological Association of the Dyestuff Manufacturing Industry
Clarastrasse 4, P.O. Box
CH-4005 Basel 5
Switzerland
Tel: +41 616 812230
Fax: +41 616 914278

Trade Fair: INTERCHEMIE
International Exhibition for Chemical and Process Engineering
Location: Paris-Nord/Villepinte
Contact: SEPIC
1 rue du Parc
92300 Levallois-Perret
Paris, France
Tel: +33 1 49 68 51 00
Fax: +33 1 47 37 74 68

GSP Commonwealth Countries

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rule of origin for chemical and allied products states that non-originating (i.e. not from an ACP or EC country) material used to produce the final product must have a different customs tariff classification heading from the end product imported into the EC. However, non-originating materials classified within the same heading may be used as long as they do not make up more than 20% of the value of the final product.

Petroleum based products are at the present time of writing subject to national rules of origin. The EC intends to harmonize rules of origin during 1993.

Documentation:

Certificate of Origin (EUR 1 must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Products of chemical and allied industries are allowed entry into the EC free of customs duties. Tariff ceilings apply to a number of chemical products including:

Inorganic Chemicals

- ◆ ammonia
- ◆ sodium hydroxide
- ◆ chromium oxide and hydroxide
- ◆ antimony oxides
- ◆ ammonium chloride
- ◆ barium carbonates
- ◆ sodium dichromate

Organic Chemicals

- ◆ chloroethylene
- ◆ methyl alcohol
- ◆ quinol
- ◆ lactic and citric acid
- ◆ paracetamol
- ◆ vitamin C and other vitamins
- ◆ cortisone

Fertilizers

- ◆ urea
- ◆ sugar phosphates
- ◆ mixtures of urea and ammonium nitrate

Miscellaneous Chemical Products

- ◆ gelatin and derivatives
- ◆ active carbon
- ◆ resin from fresh eleoresins

Imports beyond the ceiling may be subject to the full rate of duty.

Rules of Origin:

The general rule of origin for chemical and allied products states that non-originating (i.e. not from a GSP country) material used to produce the final product must have a different customs tariff classification heading from the end product imported into the EC. However, non-originating materials classified within the same heading may be used as long as they do not make up more than 20% of the value of the final product.

Petroleum based products are at the present time of writing still subject to national rules of origin. The EC intends to harmonize rules of origin during 1993.

Documentation:

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free quota free entry into the EC.

Rules of Origin:

The general rule of origin for chemical and allied products states that non-originating (i.e. not from an LDDC country) material used to produce the final product must have a different customs tariff classification heading from the end product imported into the EC. However, non-originating materials classified within the same heading may be used as long as they do not make up more than 20% of the value of the final product.

Petroleum based products are at the present time of writing subject to national rules of origin. The EC intends to harmonize rules of origin during 1993.

Documentation:

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

Rubber and Plastic Products

1. Introduction

Chapters 39 and 40 of the EC's Common Customs Tariff (CCT) detail imports of rubber and their derived products. Raw rubber and rubber products attract lower rates of duty. Raw rubber (either natural or synthetic) is allowed free entry into the EC while tyres and inner tubes are charged at 5.8%. Conveyor belts bear the highest duty in this product category of 10%. Plastic and its derived products attract duties of 7-12.5%. Plastic packaging is charged 8.4% while plastic in its primary form attracts 12.5% customs duties. All rubber and plastic products for civil aircraft are allowed free entry into the EC.

Although there is no EC legislation directly related to these chapters of the CCT, legislation applies to broad product categories, for example construction products or personal protective equipment which include rubber and plastic products.

2. Construction products

The EC has issued legislation setting down the following essential requirements for construction products:

- ◆ Chemical resistance and stability
- ◆ Safety in case of fire
- ◆ Hygiene, health and environment
- ◆ Safety in use
- ◆ Protection against noise
- ◆ Energy economy and heat retention.

Depending on the intended use of the product and subsequent technical requirements to be issued, all, some, one or none may be relevant. The European Standards bodies, CEN and CENELEC, have been given the mandate to produce suitable European standards for groups of construction products in line with this legislation.

At present 32 draft provisional mandates for product standards are under review. Plastic construction products such as doors, roofs, floors and drainage are included in this list of proposals. Products which meet the established requirements can qualify for the CE mark to be affixed to the product, label, packaging or accompanying commercial documents and can be sold anywhere within the EC.

For more information contact the CEN and CENELEC as detailed in Section 6.

Full details of the Construction Products Directive can be found in the EC's Official Journal OJ L040 of 11 February 1989 ref. 89/106/EEC.

3. Personal protective equipment

Rubber and plastic products sold as personal protective equipment (PPE) must conform with standards laid down by the EC. PPE standards concern various aspects according to the type of product, but all

products must provide the following information:

- ◆ Storage, use, cleaning, maintenance, servicing and disinfection
- ◆ Performance as recorded during technical tests designed to establish the level of protection provided
- ◆ Suitable accessories and the characteristics of appropriate spare parts
- ◆ The classes of protection appropriate to different levels of risk and the corresponding limits of use
- ◆ The obsolescence, deadline or period of obsolescence of PPE or certain of its components
- ◆ The type of packaging suitable for transport
- ◆ The significance of any marking.

Full details on both product standards and accompanying information are given in the EC Official Journal, OJ L399 of 30 December 1989, ref. 89/681/EC.

4. Packaging Products

The protection of the environment has become a major concern of the EC. Legislation on packaging and packaging waste is expected in the very near future. All packaging must comply with the following essential requirements:

- ◆ Minimise weight and volume compatible with safety and consumer requirements
- ◆ Be designed, produced and marketed so as to permit its re-use, recycling or recovery for energy etc., according to stated criteria, and so as to minimise its environmental impact on final disposal
- ◆ Minimise content of hazardous substances.

Packaging will have to be marked with EC symbols to indicate whether it is reusable or recyclable under rules to be implemented in each member state within 5 years of the EC legislation.

The EC will also establish a system of identification and classification of packaging materials used. Plastics shall use a number from 1 to 19, paper and cardboard from 20 to 39, metal from 40 to 49, wood from 50 to 59, textiles from 60 to 69, glass from 70 to 79. Identification may also be done by using abbreviations (e.g. HDPE: high density polyethylene).

The EC is also expected to issue European standards in packaging relating in particular to:

- ◆ Dimensions and shapes of packaging for agreed products in order to facilitate their re-use
- ◆ Product specifications for the use of recycled materials in the manufacturing of packaging and other products.
- ◆ Modular distribution packaging for transport.

Please refer to Part I, Chapter 2 for more details on packaging in the EC.

5. Automotive Parts

EC legislation with respect to motor vehicles has harmonised EC type approval procedures. Type approval means that a type of vehicle, system or component is approved and certified to meet technical requirements of performance and safety specified by the EC and is marketable throughout the Single European Market.

Tyres

EC legislation for motor vehicles includes the establishment of standards for car components including tyres. Tyres must undergo type approval and have a type approval certificate before being marketed in

the EC. Tyres for passenger vehicles must have a minimum tread depth of 1.6mm in the main groove of the tyre surface. Main grooves means that the broad grooves in the central part of the tread surface, which covers about 3/4 of the width of the tread surface. This particular legislation is expected to have a favourable effect on demand for replacement tyres.

Full information on type approval for tyres can be found in the EC's Official Journal OJ L 129 of 14 May 1992, ref. 92/2/1EEC.

Developments in the tyre market have been forced to keep pace with increasing demands made by vehicle manufacturers. One result is a sharp increase in range of sizes in the tyre market. There were 186 different car tyre sizes in 1986, but this number had risen to 306 by 1991. Higher speed rated tyres have become more popular in the Europe.

Recycling of tyres is now a big environmental issue and tyre manufacturers are compelled to find some solution for recovery of raw material or total destruction of worn or non-retreadable tyres. Legislation on this issue may be demanded in the future.

Other Rubber Components

Durability and precision in rubber components is demanded in the automotive industry. New and better designs for vehicles have meant longer lasting and more reliable component parts. V-belts used for driving shafts in engines, alternators, oil and water pumps and air conditioner compressors are expected to endure for over 160,000 km compared with the current average of 50,000 km. Developments in rubber technology involving the use of compound materials have brought new products which can stand temperatures of up to 140 °C. Rubber compounds have found new applications in automotive and other industries, so Commonwealth manufacturers will have to face a more technologically advanced market.

6. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. Liaison Office of the Rubber Industries of the EC (BLIC) Rue des Arts 3 Boite 12, B-1040, Brussels Belgium Tel: +32 2 218 4940 Fax: +32 2 218 6162</p> <p>2. International Federation of National Associations of Tyre Specialists and Retailers (BIPAVER) P.O. Box 7190 CH-8023 Zurich Switzerland Tel: +41 136 13060 Fax: +41 136 28351</p> <p>3. European Association of Plastic Packaging Manufacturing 6 rue Jardin F-75017 Paris France Tel: +33 1 46 22 33 66 Fax: +33 1 46 22 02 35</p> <p>4. European Plastic Convertors 66 Avenue de Cortenberg B-1040 Brussels Belgium Tel: +32 2 732 4124 Fax: +32 2 732 4218</p>	<p>1. EUROPLAST International Plastic and Rubber Exhibition Location: Paris - Nord/Villepinte, France Contact: ADMS 1040 ave Albert Len 92563, Rueil Malmaison Paris, France Tel: +33 1 47 52 94 14 Fax: +33 1 47 52 94 35 Frequency: Every 4 years in June Next fair - 1994</p> <p>2. K International Trade Fair in Plastics and Rubber Location: Messegelände, Dusseldorf, Germany Contact: "NOWEA" Postfach No. 320203 4000 Dusseldorf, 30 Germany Tel: +49 211 456001 Fax: +49 211 4560668 Frequency: Every 2 years in November Next fair - 1994</p> <p>3. REIFEN International Trade Fair for Retreading, New Tyres, Tyre Trade Location: Messegelände Frankfurt, Germany Contact: Messe Essen GmbH Messehaus Ost Norbertasse D-4300 Essen 1 Germany Tel: +49 201 72440 Fax: +49 201 7244248 Frequency: Every 2 years in May Next fair - 1994</p>

- 1. European Commission**
200 Rue de la Loi
1049 Brussels
Belgium
Tel: +32 2 299 1111

- 2. European Standardisation Committee (CEN)**
Rue de Stassart 36
B-1050 Brussels
Belgium
Tel: 32 2 519 6811
Fax: 32 2 519 6819

- 3. European Committee for
Electrotechnical Standardisation (CENELEC)**
Rue de Stassart 35
B-1050 Brussels
Belgium
Tel: +32 2 519 6871
Fax: +32 2 519 6919

- 4. International Tyre Association**
328 Hall Road
Hebron CT 06248
U.S.A.
Tel: +1 203 2284739
Fax: +1 203 2289772

- 5. Plastic and Rubber Institute**
11 Hobart Place
London. SW1W 0HL
United Kingdom
Tel: +44 71 245 9555
Fax: +44 71 823 1379

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
401110	New pneumatic tyres for motor cars
401120	New pneumatic tyres for buses and lorries
401140	New pneumatic tyres for motor cycles
401150	New pneumatic tyres for bicycles
401191	Tyres with "herring-bone" or similar treads
401210	Re-treaded tyres not for civil aircraft

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
401110	5.8%	0%	0%	0%
401120	5.8%	0%	0%	0%
401140	5.8%	0%	0%*	0%
401150	5.8%	0%	0%*	0%
401191	5.8%	0%	0%	0%
401210	5.8%	0%	0%*	0%
401220	5.8%	0%	0%	0%

* Imports of certain types of tyres from GSP countries enter the EC free of customs duties within the limit of a ceiling. Imports beyond the ceiling may be subject to the full rate of duty

Product and Standards

The success of the modern steel belted radial car tyre has increased product life to between 37,000 and 50,000 miles compared to the 20,000 miles of the old cross-ply tyre. Radial tyres now account for 99% of tyre production for cars and vans in Europe. The most important characteristics of car tyres are listed below:

- a) Speed rating; car tyres are designed for safety up to a set speed and given a speed rating. There are lower speed rated tyres and higher speed tyres for up to 240 m.p.h.
- b) Car tyres vary in their ability to handle different road and weather conditions. There is usually a trade-off between a tyre's road grip and its durability. Moreover a tyre which has a good wet road grip may not perform so well under other road conditions.

- c) Durability; the length of life of a tyre will partly depend on its speed rating and road grip characteristics.
- d) Other aspects of tyre performance, such as comfort of ride, noise and vibration.
- e) Standard or low profile tyres; a recent trend has been in the demand for low profile tyres designed for high-performance cars. Low profile tyres are low, squat type of tyres with a greater surface area of rubber in contact with the road for better road-holding performance.

The most important characteristics of truck tyres are safety, economy and re-treadability. Recent developments in truck tyres have been the development of low rolling resistance tyres (increased fuel economy), an increase in the number of lightweight and low profile tyres (to improve braking efficiency) and tyres which generate less noise.

Europe is also showing environmental concern and this has been reflected in the tyre industry. Replacement tyres are expected to have lower rolling resistance and lower CO₂ emission. Re-tread tyres play a much larger role now particularly in the bus and truck market as manufacturers are concerned about the environmental impact of disposing of old tyres. EC has set a minimum tread depth of 1.6mm for tyres for passenger vehicles. Road worthiness checks in all EC countries have become mandatory and more frequent which increases the demand for replacement tyres.

Tyres must be submitted for type approval before they can be marketed in the EC.

Marketing and Distribution

Multi-national companies dominate not only the EC but also the world tyre market. It is estimated that 77% of world tyre sales is controlled by 13 companies. In all EC countries the multi-nationals of Michelin, GoodYear, Firestone, Continental, Pirelli, Dunlop and Goodrich have a good stronghold, although parallel imports from non-multi-nationals have held their own in the lower end of the market.

There appears to be a distinct division in marketing of tyres in the EC. The more affluent countries of the EC such as the United Kingdom, France, Germany, Belgium and The Netherlands have a more highly developed retail organisation. Developments such as hypermarkets and quick-fit operators are beginning to replace the traditional tyre outlets of garages and petrol stations. In these countries also the multi-national companies seem to dominate operating their own tyre specialist outlets. In other countries of the EC the market is more fragmented with a variety of dealers and importers. Lower priced, lower quality tyres could have a better chance as the economies in the less affluent regions support fewer new car registrations and demand for higher quality tyres is not as strong as in other more developed regions of the EC. This however is expected to change as strict adherence to road test requirements is enforced in all EC countries. Demand for better quality products will become the norm throughout the EC.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Tyres must be submitted for type approval and manufacturer given a type approval certificate.

Application for approval can be obtained from designated agencies in the EC such as:

UNITED KINGDOM: Vehicle Certification Agency
 1 Eastgate Office Centre
 Bristol. BS5 6XX
 United Kingdom
 Tel: +44 272 515131
 Fax: +44 272 523103

GERMANY: Motor Vehicle Office
Kraftfahrt-Bundesamt (KBA)
Postfach 2063
Fordestrasse 16
2390 Flensburg-Murwik
Germany

FRANCE: Ministere de l'Equipement du
Logement de l'Amenagement du
Territoire et des Trasports
L'Arch de la Defence
92055 Paris
Cedex 04
France

Type approval is indicated by a type approval number marked on the product or packaging and requires no further documentation to enter the EC.

Other Information

Publications

"International Rubber Digest"
Secretariat of the International Rubber Study Group
8th Floor, York House
Empire Way, Wembley. HA9 0PA
United Kingdom
Tel: +44 81 903 7727
Fax: +44 81 903 2848

(information on prices, supply, demand, summarised rubber reports world-wide)

"European Rubber Journal"
Crain Communications Inc.
Cowcross Court
75-77 Cowcross Street
London. EC1M 6BP
United Kingdom
Tel: +44 71 608 1116
Fax: +44 71 608 1173

Associations:

Liaison Office of the Rubber Industries of the EC (BLIC)
Rue des Arts 2
Boite 12,
B-1040 Brussels
Belgium
Tel: +32 2 218 4940
Fax: +32 2 218 6162

European Tyre and Rim Technical Organisation
Avenue Brugman 32
B-1060, Brussels
Belgium
Tel: +32 2 344 4059
Fax: +32 2 344 1234

Trade Fairs:

REIFEN
International Trade Fair for Retreading, New Tyres, Tyre Trade
Location: Messegelände
Frankfurt, Germany
Contact: Messe Essen GmbH
Messehaus Ost
Norbentasse
D-4300 Essen, Germany
Tel: +49 201 72440
Fax: +49 201 7244248
Frequency: Every 2 years in May
Next fair - 1994

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free quota free entry into the EC.

Rules of Origin:

General rules of origin apply to rubber and its derived products. Special rules however apply to the following:

- ◆ laminated slabs of crepe rubber for shoes
- ◆ compounded rubber, unvulcanised
- ◆ tyres, inter-changeable tyre treads and tyre flaps of rubber
- ◆ articles of hard rubber.

Documentation:

Certificate of Origin (EUR 1) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

The following products are allowed entry into the EC free of Customs duties within the limits of a ceiling:

- ◆ polyethylene having specific gravity of 0.94 or more
- ◆ polymers of styrene, in primary forms
- ◆ polymers of styrene in waste, paving or scrap
- ◆ other plates, sheets, film, foil and strips of plastic
- ◆ polymers of vinyl chloride
- ◆ tubes, pipes and hoses of plastic
- ◆ articles of clothing including gloves
- ◆ tyres and inner tubes of rubber

Imports beyond the ceiling may be subject to the full rate of duty.

Rules of Origin:

General rules of origin apply to rubber and its derived products. Special rules apply to the following:

- ◆ laminated slabs of crepe rubber for shoes
- ◆ compounded rubber, unvulcanised
- ◆ tyres, inter-changeable tyre treads and tyre flaps of rubber
- ◆ articles of hard rubber

Special rules of origin apply to all plastic products in primary form or as a finished product. In the case of articles of plastic (i.e. packaging, tableware, buildersware, etc.), the value of the material or component not from the GSP country used in the manufacture of these goods must not be more than 50% of the value of the final product.

Documentation:

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply to rubber and its derived products. Special rules apply to the following:

- ◆ laminated slabs of crepe rubber for shoes
- ◆ compounded rubber, unvulcanised
- ◆ tyres, inter-changeable tyre treads and tyre flaps of rubber
- ◆ articles of hard rubber

Special rules of origin apply to all plastic products in primary form or as a finished product. In the case of articles of plastic (i.e. packaging, tableware, buildersware, etc.), the value of the material or component not from the LDDC country used in the manufacture of these goods must not be more than 50% of the value of the final product.

Documentation:

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

Figure 5.1

MODEL
(maximum format: A 4 (210 x 297 mm))

EEC COMPONENT TYPE-APPROVAL CERTIFICATE
(tyre)

STAMP
OF ADMINISTRATION

Communication concerning the:

- type-approval (1)
- extension of type-approval (1)
- refusal of type-approval (1)

of a component with regard to Directive 92/23/EEC relating to tyres.

EEC component type-approval No: Extension No:

SECTION I

- 0. General
- 0.1. Make (trade name of manufacturer):
- 0.2. Commercial description(s):
- 0.3. Means of identification marked on the component (tyre)(a):
- 0.4. List of applicable annexes:
- 0.5. Name and address of applicant:
- 0.6. Address(es) of manufacturing plant(s):

(1) Delete where inapplicable.

(a) The means of identification of type, if used, must appear only on those tyres covered by the individual approval.
If the means of identification of type contains characters not relevant to describe the tyre types covered by this component type-approval certificate (e.g. a date code) such characters must be represented in the documentation by the symbol: '?' (e.g.) ABC ?? 123 ??)

- the size designation,
- the category of use,
- the load capacity index,
- the speed category,
- whether or not the tyre may be used tubeless,
- whether or not the tyre is 'reinforced' or 'T-type temporary use spare tyre' in the case of passenger car tyres,
- whether or not the tyre is 'regroovable' in the case of commercial vehicle tyres,
- additional load capacity index/indices and speed category symbol.

SECTION II

1. Additional information
- 1.1. The list of rims on which the tyres may be fitted:
2. Technical service responsible for carrying out the tests:
3. Date of test report:
4. Number of test report:
5. Grounds for extending component type-approval (where appropriate):
.....
6. Comments (if any):
7. Place:
8. Date:
9. Signature:
10. A list of documents making up the component type-approval file lodged with the authority that has granted the approval and which may be obtained on request, is attached.

Raw Hides and Leather Products

1. Introduction

Raw hides, leather, skins and fur skins, and products derived from these raw materials are listed in the EC's Common Customs Tariff (CCT) code, Chapters 41-43. These chapters include clothing products as well as industrial products such as conveyor belts made from leather and skins, but exclude silkworm guts and silkworm gut products.

Custom duties of 0-12% are normally imposed on these products upon entry to EC. Raw hides, skins and fur skins can enter free of tariff from all countries while items such as handbags, cases, trunks made with plastic normally attract a tariff rate of 12%.

The member states of the EC adhere to the CITES. There are restrictions on the importation of animals considered as endangered species and their by-products.

From 1 January 1995, none of the skins or products derived from the skins of animals listed below will be allowed entry to the EC unless the country of origin complies with the international animal trapping standards:

- | | | |
|-----------|------------|-----------|
| ◆ beaver. | ◆ lynx. | ◆ muscat. |
| ◆ otter. | ◆ bobcat. | ◆ fisher. |
| ◆ coyote. | ◆ sable. | ◆ badger. |
| ◆ wolf. | ◆ raccoon. | ◆ marten. |
| ◆ ermine. | | |

Details relating to this regulation are given in the EC Official Journal L 308 of 9th November 1991 ref: 5254/91/EEC.

2. Raw Hides & Skins & Leather

The EC market is not regulated but there are very strict common industry standards. They cover the following areas:-

- ◆ methods of packing (doubleskin packing).
- ◆ methods of shipping.
- ◆ sizing.
- ◆ grading.
- ◆ insect and pest control.
- ◆ dusting.
- ◆ freshness.
- ◆ anti-rotting precautions.
- ◆ documentation and labelling.

For further information contact the International Council of Hides, Skins & Leather Trade Associations as detailed in Section 5.

3. Products of Skins, Hides and Leather

There are no EC or European industry-wide standards for these products except in the case of personal protective equipment (PPE) derived from skins, hides and leather. These PPE standards concern various aspects according to the type of product but all products must provide the following information:

- ◆ storage, use, cleaning, maintenance, servicing and disinfection.
- ◆ performance as recorded during technical tests designed to establish the level of protection provided.
- ◆ suitable accessories and the characteristics of appropriate spare parts.
- ◆ the classes of protection appropriate to different levels of risk and the corresponding limits of use.
- ◆ the obsolescence deadline or period of obsolescence of PPE or certain of its components.
- ◆ the type of packaging suitable for transport.
- ◆ the significance of any markings.

Full details on both product standards and accompanying information is given in the EC Official Journal, OJ L 399 of 30 December 1989, ref. 89/681/EC.

4. Furskin and Furskin Products

The CITES Convention imposes restrictions on the importation of fur skins from animals listed in the Convention. In general, trade in the EC market has no set standards except those already cited under raw skins and hides.

For more information contact the International Fur Trade Federation as detailed in Section 5.5.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITIONS
<p>1. International Council of Hides & Skins and Leather Trade Association Dalriach House Tummel Bridge Perthshire PH16 5NZ United Kingdom Tel: +44 88 263 4241 Fax: +44 88 263 4321</p> <p>2. International Fur Trade Federation 2 The Quintet Churchfield Road Walton-on-Thames Surrey KT12 2TZ United Kingdom Tel: +44 93 22 32866</p> <p>3. European Union of Hide and Skin Merchants 2 Rue de Viarmes F -75040 Paris Cedex 01 France Tel: +33 1 45 08 08 54</p> <p>4. European Confederation of the Wholesale Leather Trade (Import-Export) Fritz-Elsas-Strasse 36 W-7000 Stuttgart 1 Germany Tel: +49 711 293690</p> <p>5. European Committee of National Federations of the Leather, Travel Goods and Allied Industries 59 Bd Magenta F-75010 Paris France Tel: +33 1 42 41 44 55 Fax: +33 1 42 41 31 70</p>	<p>1. SEMAINE DE CUIR Location: Porte de Versailles/Paris France Contact: Semaine Internationale du Cuir 109 rue du St. Honore 75373 Paris Cedex 8 France Tel: +33 1 43 59 05 69 Fax: +33 1 43 59 30 02 Frequency: Every year in September</p> <p>2. International Leather Exhibition Location: Hong Kong Convention and Exhibition Centre Contact: Hong Kong Trade Fair Ltd. 44/F China Resources Building 26 Harbour Road Hong Kong Tel: +852 8276211 Fax: +852 8277831 Frequency: Every year in April</p>

European Commission
 200 Rue de la Loi
 1049 Brussels
 Belgium
 Tel: +33 2 299 1111

*Leather Garments***Product Coverage**

CCT NUMBER	PRODUCT DESCRIPTION
420310	Articles of apparel
420321	Gloves, mittens and mitts for sports
420329	Other gloves, mittens and mitts
420330	Belts and bandoliers
420340	Other clothing accessories

Customs Duties

CCT NUMBER	FULL	GSP*	LDDC	ACP
420310	7%	0%	0%	0%
420321	10%	0%	0%	0%
420329	10%	0%	0%	0%
420330	7%	0%	0%	0%
420340	7%	0%	0%	0%

* Imports of leather articles of apparel and clothing accessories are allowed entry into the EC free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to the full rate of duty.

Product Standards

Fashion is the major factor in this industry. Certain classical designs and colours remain with slight changes from year to year. Changes in colour standards are usually decided by professional associations of tanners and dress designers in the United Kingdom, France, Italy and the United States. These are regularly published by trade journals and magazines.

Softness, drape and aesthetic appeal are essential requirements of quality garments. Introduction of new machinery and technical innovation has made leather goods from all animal sources more usable and major fashion houses regularly include leather in their sample garment range emphasising its prestige and demand from the fashion conscious market.

Marketing and Distribution

Over the last two years overseas skin tanning industries have grown rapidly and imports of finished and semi-finished garments have increased rapidly.

Hides and Skins

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
41011	Small bovine hides
41012	Bovine hides (fresh or wet salted)
41013	Bovine hides (dried or dry salted)
41014	Hides and skins of equine animals
40121	Lamb and sheep skins with wool
40122	Lamb and sheep skins without wool
41031	Goat and kid skins

Customs Duties

Imports of raw hides and skins are allowed entry into the EC free of customs duties from anywhere in the world.

Product Standards

Hides and skins must be graded according to quality (in particular blemishes or damage), weight and size. First and second quality pelts are used to produce high quality clothing leather. Ungraded or poorly graded shipments, although accepted by some importers, will get a much lower price. Careful consideration must be given to method of packaging and precautions must be taken to preserve quality and freshness during shipment.

Marketing and Distribution

Hides and skins are normally brought into the EC by brokers, agents, merchants or traders. They look for new sources of supply around the world. They work closely with suppliers to establish quality. Suppliers wishing to make an offer must send information not only of price but also details of selection, grading, sizes and methods of drying. In most cases the importer will inspect source of supply to verify information in order to establish quality and consistency. Importers will initially trade on a consignment basis on the first few shipments.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

CITES certification or a special licence is required to import garments made from animals classified as endangered species.

Other Information

Information on prices of cattle, sheep and goat hides is available from:

The Market News Services
International Trade Centre
54-56 rue de Montbrillant
1202 Geneva 10
Switzerland.
Tel: +41 22 734 6021
Fax: +41 22 733 4439
Tlx: 414118 MNS

Trade Association: International Council of Hides and Skins and Leather Trade
Dalriach House
Tummel Bridge
Perthshire PH16 5NZ
United Kingdom
Tel: +44 88 263 4241
Fax: +44 88 263 4321

Trade Fair: SEMAINE DE CUIR
Location: Porte de Versailles/Paris
Contact: Semaine Internationale du Cuir
109 rue du St. Honore
75373 Paris
Cedex 8, France
Tel: +33 1 43 59 05 69
Fax: +33 1 43 59 30 02
Frequency: Every year in September

Publications: "The International Leather Guide"
Benn Publications Ltd
Sovereign Way
Tonbridge
Kent. TN9 1RW
United Kingdom

*Leather Goods***Product Coverage**

CCT NUMBER	PRODUCT DESCRIPTION
42021	Trunks, suitcases, vanity cases, executive cases, brief-cases, school satchels and similar containers
420221	Handbags
420231	Articles of a kind normally carried in the pocket or handbag

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
420211	5.1%	0%	0%*	0%
420221	5.1%	0%	0%*	0%
420231	5.1%	0%	0%*	0%

* Imports of leather goods from GSP countries enter the EC free of customs duties within the limits of a tariff ceiling. Imports beyond the ceiling may be charged the full rate of duty.

Product Standards

As in all consumer items dependent on changing styles and fashion there are no set standards applicable to the sale of leather goods. Prices are dependent on quality of leather and craftsmanship. The market is very competitive with higher quality goods already coming from EC member states. The middle and low end of the market is extremely price sensitive and at the moment is facing fierce competition from products made from very good synthetic materials.

Marketing and Distribution

Distribution and marketing will vary from country to country. There is an increasing trend towards direct buying from large retail and mail order companies. With the Single European Market this should increase as links between member companies are formed through mergers and acquisitions.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

CITES certification or a special licence is required to import garments made from animals classified as endangered species.

Other Information

Trade Association European Committee of National Federations of the Leather, Travel Goods and Allied Industries
59 Bd Magenta
F-75010 Paris
France
Tel: +33 1 42 41 44 55
Fax: +33 1 42 41 31 70

Trade Fairs PRIMIERE/AMBIENTE/AUTUMN FAIR

Location: Frankfurt, Germany

Contact: Messe Frankfurt GmbH
 Postfach 970126
 D-6000 Frankfurt 1
 Germany
 Tel: +49 697 5750
 Fax: +49 697 5756433

Frequency: Primiere - Every year in January
 Ambiente - Every year in February
 Autumn - Every year in August

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply. The following products are subject to special rules which can be obtained from your national Customs and Excise:

- ◆ raw skins of sheep or lamb, with or without hides
- ◆ leather, without hair or wool other than chamois leather and patent leather
- ◆ patent leather and patent laminated leather.

Documentation:

Form EUR 1 must accompany products sent from ACP countries, if the exporter is to benefit from the preferential treatment applicable. These forms should be available from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Entry to the EC is generally tariff and quota free.

The following products are subject to tariff ceilings:

- ◆ Leather of bovine or equine animals
- ◆ Sheep or lamb skin leather
- ◆ Goat or kid skin
- ◆ Trunks, suitcase, cases, satchels, handbags and similar articles
- ◆ Articles of apparel and clothing accessories
- ◆ Tanned and dressed furskins.

Imports beyond the ceiling may be subject to the full rate of duty.

Rules of Origin:

General rules of origin apply. The following products are subject to special rules which can be obtained from your national Customs and Excise office:

- ◆ Raw skins of sheep or lamb, with or without hides
- ◆ Leather, without hair or wool other than chamois leather and patent leather
- ◆ Patent leather and patent laminated leather.

Documentation:

Certificate of Origin (Form A) must accompany products from GSP countries if the exporter is to benefit from reduced tariff duties. These forms are available from the exporter's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff and quota free entry to the EC.

General rules of origin apply. The following products are subject to special rules which can be obtained from your national Customs and Excise office:

- ◆ Raw skins of sheep or lamb, with or without hides
- ◆ Leather, without hair or wool other than chamois leather and patent leather
- ◆ Patent leather and patent laminated leather.

Certificate of Origin (Form A) must accompany products from GSP countries if the exporter is to benefit from reduced tariff duties. These forms are available from the exporter's national Customs and Excise office or Ministry of Trade.

*Wood Products***1. Introduction**

Chapters 44 - 49 of the EC's Common Customs Tariff (CCT) Code details products of wood, cork, straw, wicker, paper and paper board. Unprocessed woods from certain species enter free of customs tariffs. Builders' woodwork (doors, windows) enter at a 6% rate of duty. Paper products (particularly stationery products) attract higher rates of 9 - 12%. Although there are no EC Directives related to these chapters of the CCT, legislation applies to broad product categories, for example construction products or packaging materials which include wood or paper products. The most prominent issue in this product range concerns the EC's environmental policy to protect the tropical rain forests. After 1995, only products made of wood originating from sustainable forest areas approved by the EC will be allowed to be imported.

2. Building Products

Building products constitute the largest product category under wood products. They cover a variety of wood and wood-based products for the construction industry. Products include sawn wood and ply wood, panels, boards, beams, joinery, windows and doors.

The most important factors affecting trade are as follows:

- ◆ restrictions on international tropical wood trade brought about by environmental concerns
- ◆ desire of most producer countries to add value to the wood at source which will disrupt present chain of production and distribution
- ◆ European standards for building/construction products.

Europe has traditionally been an importer of raw lumber or timber with most processing done within established mills and factories in the EC. Exports of logs and sawn wood are discouraged by supplying countries including Commonwealth countries in favour of value added products such as doors and windows. Value added products, however, have been slower to take off in Europe compared to other high growth areas such as Japan. Traditional European importers have been reluctant to shorten the marketing chain and have instead looked for other sources of wood. Under the present circumstances this is unsustainable and the industry foresees new distribution chains: the promotion brokerage and wholesale enterprise set up by producer countries in major trading centres of Europe, possibly helped by European joint venture capital. Commonwealth exporters should look towards setting up joint ventures with companies from the United Kingdom, Netherlands and Germany, which are the largest importers of wood products.

There is a great concern for conserving tropical rain forests. Consumers are moving away from tropical hardwood and manufacturers are seeking suppliers that use wood from sustainable forests. Popularity of paler woods reflect this trend as end users have begun to use colour to gauge origin of timber, staying away from red colour woods which are associated with hardwood. Wood has become a popular construction material due to its being seen as environmentally friendly and more energy efficient. Timber frame houses are said to cost 25% less to heat compared to similarly constructed masonry houses.

The EC has issued legislation setting down the following essential requirements for construction/building products:

- ◆ chemical resistance and stability
- ◆ safety in case of fire
- ◆ hygiene, health and environment
- ◆ safety in use
- ◆ protection against noise
- ◆ energy economy and heat retention.

Depending on the intended use of the product and subsequent technical requirements to be issued all, some, one or none may be relevant. The European standards bodies, CEN and CENELEC, have been given the mandate to produce suitable European standards for groups of construction products in line with this legislation.

At present 32 draft provisional mandates for product standards are under review. Products such as strawboards, panels, doors and windows will be affected. The detailed requirements are in the process of discussion.

A new European design code for timber products (Euro code 5) is being drafted. The code requires the use of the metric system, sets minimum stress tolerance, marketing sizes, etc. Implementation of this code is yet unknown as there is an on-going debate within the industry due to differences in EC national requirements.

For more information contact CEN and CENELEC as detailed in Section 6.

3. Packaging Products

The protection of the environment has become a major concern of the EC. Legislation on packaging including paper and paper board packaging is expected in the very near future. All packaging must comply with the following essential requirements:

- ◆ minimise weight and volume compatible with safety and consumer requirements
- ◆ designed, produced and marketed so as to permit its re-use, re-cycling or recovery for energy etc., according to stated criteria, and so as to minimise environmental impact on final disposal
- ◆ minimise content of hazardous substances.

Packages will have to be marked with EC symbols to indicate whether it is re-usable or re-cyclable under rules to be implemented in each Member State within 5 years of the EC legislation.

The EC will also establish a system of identification and classification of packaging materials. Plastics shall use a number from 1 - 19, paper and cardboard from 20 - 39, metal from 40 - 49, wood from 50 - 59, textiles from 60 - 69, glass from 70 - 79.

The EC is also expected to issue European standards in packaging relating in particular to:

- ◆ dimensions and shapes of packaging for agreed products in order to facilitate their re-use
- ◆ product specification for the use of re-cycled materials in the manufacture of packaging and other products
- ◆ modular distribution packaging for transport.

Paper and paper-board packaging is expected to benefit from this forthcoming EC legislation. These products lend themselves easily to re-cycling, or recovery for energy, and have very little environmental impact on final disposal.

For more information on EC policy on packaging refer to Part I Chapter 2 of this book.

4. Stationery Products

Paper stationery products have been greatly influenced by green issues. Re-cycled paper or board products (containing percentages of re-cycled paper to 100%, unbleached paper and paper bleached without use of chlorine) have become popular in certain EC countries, particularly well developed countries such as Germany and the United Kingdom. Germany has instituted the "Blue Angel" and "Green Spot" labels for products which have environmental advantages. The trend is expected to grow although the cost factor is an important issue and most European consumers buy on the basis of price rather than on environmental consideration. At the present time European suppliers already dominate the market and it is advisable for Commonwealth exporters to concentrate on niche markets of specialised paper products such as hand-made paper products, paper ornaments, etc.

5. Decorative and Gift Items

The decorative and gift items market is very fashion sensitive. The "back to nature" and "back to naturalness and reality" trend is dominant throughout Europe. For wood items there is an interest in sculpted frames, fitting in with the nostalgic trend, and for original carvings in classical African designs. There is a promising market for woven baskets which have become a standard accessory with dried flowers and pot pourri. The import of decorative and gift items is done either on a commercial basis by specialised home decoration importers or by department stores.

6. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. European Confederation of Wood Working Industries covers: 109-111 rue Royale B-1000 Brussels Belgium Tel: +32 2 217 6365 Fax: +32 2 217 5904</p> <p>2. European Federation of Wooden Pallets and Packaging Health Street Tamworth Staffs. B79 7JH United Kingdom Tel: +44 827 52337 Fax: +44 827 310827</p> <p>3. European Confederation of Pulp, Paper and Board Industries 54 rue Delfacqz B-1050 Brussels Belgium Tel: +32 2 534 1010 Fax: +32 2 534 1424</p> <p>4. World Crafts Council P.O. Box 2045 DK-1012 Kobenhavn K Denmark Tel: +45 42 86 1887 Fax: +45 42 86 0347</p> <p>5. European Paper Institute 42 rue Galilé F-75116 Paris France Tel: +33 1 47 20 43 83 Fax: +33 1 47 20 37 20</p>	<p>1. CONSTRUCTA Location: Hanover, Germany Contact: Deutsche Messe AG Messegelände D-3000 Hanover 82 Germany Tel: +49 511 890 Fax: +49 511 893 2626 Frequency: Every year in February</p> <p>2. SIPPA International Stationery and Office Suppliers Show Location: Paris-Nord/Villepinte France Contact: OIP 62 rue de Miromesnil 75008 Paris France Tel: +33 1 49 53 27 00 Fax: +33 1 49 53 27 86 Frequency: Every year in February</p> <p>3. PRIMERE/AMBIENTE/AUTUMN FAIR Consumer Goods Fair Location: Frankfurt, Germany Contact: Messe Frankfurt GmbH Postfach 970126 6000 Frankfurt 1 Germany Tel: +49 697 5750 Fax: +49 697 5756433 Frequency: Primiere: Every year in January Ambiente: Every year in February Autumn: Every year in August</p>

1. European Commission

200 Rue de la Loi
1049 Brussels
Belgium
Tel: +32 2 299 1111

2. European Standardisation Committee (CEN)

Rue de Stassart 36
B-1050 Brussels
Belgium
Tel: +32 2 519 6811
Fax: +32 2 519 6819

**3. European Committee for
Electrotechnical Standardisation
(CENELEC)**

Rue de Stassart 35
B-1050 Brussels
Belgium
Tel: +32 2 519 6871
Fax: +32 2 519 6919

Wooden Doors and Windows

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
441810	Windows, french windows and their frames
441820	Doors and their frames

Customs Duties

CCT NUMBER	FULL	ACP	GSP*	LDDC
441810	6%	0%	0%	0%
441820	6%	0%	0%	0%

* Imports of wooden doors and windows are allowed entry into the EC free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to the full rate of duty.

Products and Standards

The EC has issued legislation for construction products. Essential requirements cover:

- ◆ mechanical resistance and stability
- ◆ safety in case of fire
- ◆ hygiene, health and environment
- ◆ safety in use
- ◆ protection against noise
- ◆ energy economy and heat retention.

At present 32 construction products are under review by the European Standards Bodies (CEN and CENELEC) to produce European standards to meet the above criteria. As doors and windows are not included in this present list it is unlikely that a harmonized standard will be implemented within the next 5 years as other products are taking priority.

Each EC Member State determines required standards for its products. Member States have different specifications on size and moisture content requirement for doors and windows. Most states have national standards bodies that give specifications. Manufacturers normally comply with these standards even if they are not legal requirements. Windows are more difficult to standardise in terms of size as there are a number of sizes including made-to-measure window requirements.

Quality control in most countries is controlled by manufacturers and importers and Commonwealth exporters are advised to work closely with them or obtain product standards of specific target markets.

Packaging is an important consideration to maintain the quality of the product. Adequate protection normally by plastic packaging is required to protect against dirt and scratches. Protection against damage due to changes in moisture level must also be considered.

Marketing and Distribution

Timber products sold in the EC normally go through importers to builders' merchants/ manufacturers (for further processing)/D-I-Y (do-it-yourself) outlets. In Germany and the United Kingdom, agents play a greater role and contact with their country suppliers is normally initiated through the agents who are also responsible for quality control.

Doors and windows made from hardwood are losing popularity in the EC. Marketing efforts have been directed towards emphasising that wood products come from sustainable forests.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments if exporter is to benefit from reduced tariff or tariff free entry into the EC.

Other Information

Trade Association: European Confederation of Wood Working Industries
109-111 rue Royale
B-1000 Brussels
Belgium
Tel: +32 2 217 6365
Fax: +32 2 217 5904

Trade Fairs: CONSTRUCTA HANOVER
International Building Trade Exhibition
Location: Hanover, Germany
Contact: Deutsche Messe AG
Messegelände
D-3000 Hanover 82
Germany
Tel: +49 511 890
Fax: +49 511 8932626
Frequency: Every year in February

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry to the EC.

Rules of Origin:

General rules of origin apply. Special rules apply to the following products:

- ◆ roughly layered
- ◆ veneer and plywood sheets
- ◆ beading and moulding
- ◆ packing cases, boxes, crates, drums of wood
- ◆ builders' joinery and carpentry of wood
- ◆ articles of cork
- ◆ match splints
- ◆ carbon paper
- ◆ envelopes, cards, postcards, greeting cards
- ◆ toilet paper
- ◆ letter pads
- ◆ calendars

Documentation:

Certificate of Origin (EUR 1) must accompany consignment of goods in order to obtain tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

The following products are allowed into the EC free of customs duties within the limit of a ceiling:

- ◆ plywood
- ◆ veneered panels
- ◆ laminated wood
- ◆ ornaments and statuettes of wood
- ◆ wood marquetry and inlaid wood of non tropical woods
- ◆ windows
- ◆ doors
- ◆ parquet panels
- ◆ shuttering for constructional work

Imports of the above products beyond the ceiling may be subject to the full rate of tariff.

Rules of Origin:

General rules of origin apply. Special rules apply to the following products:

- ◆ wood roughly layered
- ◆ veneer and plywood sheets
- ◆ beading and moulding
- ◆ packing cases, boxes, crates, drums of wood
- ◆ builders' joinery and carpentry of wood
- ◆ articles of cork
- ◆ match splints
- ◆ carbon paper
- ◆ envelopes, cards, postcards, greeting cards
- ◆ toilet paper
- ◆ letter pads
- ◆ calendars

Documentation:

Certificate of Origin (Form A) must accompany consignment of goods in order to obtain tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply. Special rules apply to the following products:

- ◆ wood roughly layered
- ◆ veneer and plywood sheets
- ◆ beading and moulding
- ◆ packing cases, boxes, crates, drums of wood
- ◆ builders' joinery and carpentry of wood
- ◆ articles of cork
- ◆ match splints
- ◆ carbon paper
- ◆ envelopes, cards, postcards, greeting cards
- ◆ toilet paper
- ◆ letter pads
- ◆ calendars

Documentation:

Certificate of Origin (Form A) must accompany consignment of goods in order to obtain tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

*Textiles and Clothing***1. Introduction****The Multi-Fibre Arrangement**

The importation of textiles and clothing into the EC is governed by the Multi-Fibre Arrangement (MFA). Under the MFA, the EC, the United States and most other developed countries regulate the volume of textile and clothing imports from developing countries to protect their domestic industries. The EC negotiates and signs for the 12 Member States. The present MFA (MFA IV) is particularly complex in that the EC has set out quotas for annual imports of clothing and textiles for each Member State. The allocated quota for the EC follows the distribution given below:

Country	Percent
Germany	25.5
U.K.	21.0
France	16.5
Italy	13.5
Benelux	9.5
Rest of EC	14.0

The establishment of the Single European Market will undermine this system and national quotas will be abolished and replaced by one large quota for the EC. Imports under the MFA should circulate freely within the EC. As indicated in Part I, Chapter 2, the EC is due to revise its MFA rules in 1993 but has postponed this process until 1994 in view of the delays in the Uruguay Round of world trade negotiations. Therefore, the opening up of the EC market should offer new opportunities for Commonwealth exporters of textiles and clothing.

The Future of the MFA

At the end of 1991, proposals in the GATT Uruguay Round for textiles and clothing set a transitional period of 10 years starting 1 January 1993 for the abolition of the MFA. The phase-out of the MFA will be monitored and supervised by the Trade Monitoring Body (TMB) under the GATT Council. Even when the Uruguay Round is completed there is very little time to implement the section on clothing and textiles. The Foreign Affairs Council of the EC has given the Commission the mandate to negotiate an extension of the MFA with supplier countries and it is expected that an MFA-type regime will continue until 1994. Once the GATT arrangements can be fully implemented it will overtake the extension of the MFA.

Nevertheless the EC is expected gradually to abolish quantitative restrictions in the textile and clothing sector. This provides an excellent opportunity for Commonwealth exporters to increase exports. The prospect of greater competition from third countries, however, may mean much stricter control of imports into the EC, particularly in respect of the "rules of origin" which determine whether a product is judged to have come from a country with preferential access to the EC.

Capitalisation of the EC textile and garment market will no doubt call for demands by EC producers to equal and reciprocal access to developing countries' markets. They may also demand enforcement of international trade marks and registered designs to avoid manufacture of "counterfeit" products in low cost producing countries.

A number of EC companies are moving labour intensive processes involved in textile production to low cost regions and this could provide investment opportunities for Commonwealth countries. Germany has already begun sub-contracting either labour-intensive production processes or the manufacture of final products to factories in developing countries. Removal of trade restrictions on both sides will give greater incentive to EC manufacturers to pursue markets abroad and at the same time to sub-contract in order to make greater use of economies of scale, serving both local and EC markets.

In the next few years it is expected that those Mediterranean and Asian countries which have formed well established trading links with the EC will continue to take the lead. Opportunities are still open as fashionable and high value added products will be manufactured within the EC or near it, such as in Eastern Europe, while low, average and standard quality products produced on a large scale will tend to be manufactured outside the EC. Imports of bulk products such as T-shirts are likely to increase as the EC clothing industry abandons production of these items to more low cost producers.

2. Textiles

The EC market for textiles is already dominated by imports despite the restriction of quotas. There is a growing tendency for consumers to prefer natural to synthetics, therefore cotton and wool are becoming more popular. Only in the United Kingdom is the use of synthetics greater but this is expected to change.

The EC has issued legislation on the fibre content labelling of textile products. Fibre content may be labelled in one of the following ways:

- ◆ printed on the textile product, sewn-in label
- ◆ swing ticket
- ◆ gummed label
- ◆ labelled on to the packing or packaging itself.

This regulation also applies to garments, umbrellas, floor coverings, camping goods, etc.

Fibre content indication must be marked in one of three ways:

- ◆ by name of the main fibre with its percentage by weight
- ◆ by the name of the main fibres with the words such as "85% minimum"
- ◆ names of all fibres in declining order of their proportion by weight and percentages by weight.

The EC also has issued a common list of textile names to be used in the labelling of textile and textile products. The main list can be found in the EC Official Journal L 185 of 16 August 1971, ref. 71/307/EEC.

For more information contact the European Commission (DG I/Textiles Division) as detailed in Part III.

Labelling of care and washing instructions is not a legal requirement but may be useful in marketing in the EC. The International Textile Care Labelling Association helps develop and promote international textile care labelling schemes.

For further information contact GINETEX as detailed in Section 5.

3. Garments

The Single European Market has not yet harmonised the different systems of size measurement at this point in time. The given chart shows the different garment sizes in Europe. There have been proposals from the EC retail sector through the International Standards Organisation (ISO) to introduce uniform standards of clothing sizes and universal use of the metric system, but it is not clear if this is likely to be achieved.

In the textile and clothing industry, technical standards are not a major issue in selling to the EC. Countries within the EC have their own laws in different sectors. The U.K. for example has a law which stipulates that upholstery for furniture must be flame retardant. The Netherlands has adopted similar regulations on childrens' sleepwear.

4. Household textiles, textile furnishing and floor coverings

The EC market for household textiles, textile furnishings and floor coverings is far from homogeneous. Demand for these products varies a great deal across the EC depending on the following factors:

- ◆ standard of living
- ◆ habit and culture
- ◆ climate
- ◆ taste and fashion.

Socio-economic factors and changes in lifestyle have affected the strict demarcation of the traditional functions and purpose of the rooms within the home. This translates to a change in the use of household accessories. In this market where the fashion cycle is much longer in comparison to clothing, modernisation and coordination of colour and design of furniture and household furnishings have become more common. Plain white bed sheets, for example, which dominated the market in the past can now be seen mainly in hotels and hospitals.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. COMITEXIL <i>Coordination Committee for the Textile Industries of the EEC</i> 24 Rue Montoyer B-1040 Brussels Belgium Tel: +32 2 230 9580 Fax: +32 2 230 6054</p> <p>2. Confederation of Manufacturers of Carpets and Furnishing Fabrics Hans-Böckler-Strasse 205 D-W-5600 Wuppertal 1 Germany Tel: +49 202 75970 Fax: +49 202 759797</p> <p>3. GINETEX <i>International Textile Care Labelling Association</i> Arbeitsgemeinschaft Pflegekennzeichen FHr Textilien Schaumainkall 87 D-6000, Frankfurt, Germany Tel: +49 696 330461 Fax: +49 696 311641</p> <p>4. International Apparel Federation Wichmanstrasse 20 D-1000 Berlin 30 Germany Tel: +49 302 621026 Fax: +49 302 613313</p>	<p>1. PREMIERE VISION <i>Clothing Textiles Fair</i> Location: Paris - Nord Villepinte, France Contact: Premiere Vision Le Britannia, A 20 boulevard Eugène Deruelle 69432 Lyon Cedex 03 France Frequency: Twice a year in March and October</p> <p>2. HEIMTEXTIL <i>International Trade Fair for Home and Household Textiles</i> Location: Messegelände, Frankfurt, Germany Contact: Messe Frankfurt GmbH, Postfach 970126 6000 Frankfurt, Germany Tel: +49 697 5750 Fax: +49 697 5756612 Frequency: Every year in January</p> <p>3. IGEDO <i>International Fashion Fair</i> Location: Dusseldorf Fairgrounds Dusseldorf, Germany Contact: IGEDO International Modemesse Kronen Kg 101 Danziger Str 4000 Dusseldorf 30 Germany Tel: +49 211 439601 Fax: +49 211 439345 Frequency: Every year in March and September</p>

EUROPEAN COMMISSION
 200 Rue de la Loi
 1049 Brussels
 Belgium
 Tel: +32 2 299 1111e

Product Coverage

CATEGORY NUMBER	CCT NUMBER	PRODUCT DESCRIPTION
20	630210-39	Bed linen
39	630240-59	Table linen
39	630260-99	Towels

Customs Duties

CCT NUMBER	FULL1	GSP2	ACP	LDDC
630210	12-13%	0%	0%	0%
630240	12-13%	0%	0%	0%
630260	13%	0%	0%	0%

- Household linen made from non-woven man-made fibre has a lower rate of duty of 6.0%.
- Imports of household linens from GSP Commonwealth countries can enter free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to full rate of duty.

Under the MFA, quantitative restriction on imports of garments and textiles depends on type of product and country of origin.

Quantitative restrictions in the form of a quota are imposed on Pakistan (for bed linen) and India (for bed linen, table linen and towels). Imports beyond the quota will be denied entry into the EC.

Imports of handloom fabrics and of cottage industry products made from such handloom fabrics and of traditional folkloric handicraft textile products are not subject to quotas provided that they are certified as such by the appropriate authorities.

Product standards

The following factors must be considered in selling to the EC:

1. Quality

Although quality requirements can vary from one country to the next, product quality must be consistent. Flaws in the weave are unacceptable. The quality of the fabric used is also very important - good printing and dyeing is essential and products must be colour fast. For bed linen (duvet covers) an important factor is easy care of washing, ironing and drying. For towels a compact weave together with softness is very important.

2. Fashion

Fashion in household textiles does not change quickly and trends last 3 to 4 years. Comfort, security, and warmth which are important selling points of household linens, mean there is a preference for warm colours and luxury fabrics. There is a strong trend towards colour and design coordination, not only in household linen but also in furniture and furnishings.

3. Packaging

Packaging varies from one article to the next. Towels, for example, are generally not packaged at all. Labelling is an important aspect and must give information on

- ◆ size
- ◆ fabric
- ◆ washing instructions.

4. Fabric

There has been a preference for natural fabrics instead of mixes of natural fibres and synthetics. The use of environmentally friendly materials such as cotton is gaining popularity.

Marketing and Distribution

The major EC importers of household textiles are West Germany, the UK, France, Italy and the Netherlands. Bathroom and kitchen linen have greater demand while table linen represents the smallest market in the EC. In the bed linen sector there has been a general shift from sheets and blankets to duvet covers.

Distribution varies in each Member State. In continental Europe, the independent retailers, mostly organised under buying groups, and the very cheap textile supermarkets are the most important retail outlets for household textiles. Department stores are the second major outlet for these products.

Quick delivery of household textiles is not of great importance due to long-term fashion trends. However, long lapses between orders may put suppliers out of touch with the market.

The institutional market comprising hospitals, railways, hotels and state institutions should not be overlooked. In these markets the main considerations are quality and practical applicability rather than fashion.

It is important to remember that household textiles are no longer purchased for utility alone in the higher income market of the EC. Colour and design coordinated linens are in keeping with the status and lifestyle of the consumer.

Documentation

For products coming from countries where a quota has been imposed an export certificate issued by the appropriate authority in the exporting country will be required. The original copy of the export licence must be sent to the EC importer to be able to get a corresponding import licence to obtain release of the goods.

Certificate of Origin (Form A for LDDC and GSP countries and EUR 1 for ACP countries) must accompany consignment to benefit from tariff free entry to the EC.

Other information

Prices

On average, the final consumer price of household textiles is 2.9 times the CIF value. Purchase prices can be strongly influenced by exchange rate fluctuations, particularly those involving the US dollar.

Trade Fairs

The major trade fair for household linens is HEIMTEXTIL held annually in the beginning of January in Frankfurt, Germany. Interested exporters can contact:

Messe Frankfurt GmbH
Postfach 970126
D-6000 Frankfurt 1
Germany
Tel: +49 69 75750
Fax: +49 69 75756433

Carpets and Rugs

Product Coverage

CATEGORY NUMBER	CCT NUMBER	PRODUCT DESCRIPTION
59	570110-90	Carpets and other textile floor coverings, knotted
59	570210-99	Carpets and other textile floor coverings, woven
59	570310-90	Carpets and other textile floor coverings, tufted
59	570510-90	Other carpets and other textile floor coverings

Customs Duties

CCT NUMBER	FULL	GSP*	ACP	LDDC
5701	6.9-8.9%	0%	0%	0%
5702	8.9%	0%	0%	0%
5703	14%	0%	0%	0%
5704	6.7%	0%	0%	0%
5705	8.9%	0%	0%	0%

* Imports of carpets and rugs are free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to full rate of duty.

Unlike other textiles, imports of carpets into the EC from third countries are not subject to quantitative restrictions. However, they are subject to an administrative monitoring mechanism. Under this arrangement, quantitative limitations can be applied if imports grow faster than a pre-determined rate (between 2-5% per year depending on product category and country of origin).

Product Standard

There are no EC-wide standards for carpets and rugs. The quality of these products however has improved a great deal due to the use of improved types of synthetic and natural fibre. Better machinery has improved product quality and has provided scope for greater versatility in patterning.

A diversity of influences prevail within the market. Traditional designs of carpet remain, but alongside these various new designs from aspects of romanticism, new age, geometric designs, art deco and ethnic influences have entered the market. In the medium term it is unlikely that any one design will dominate the market but rather the consumers will have an increased number of choices.

Marketing and Distribution

The majority of carpets and rugs sold in the EC come from within the Community, particularly from Belgium, which is the largest exporter of carpets and rugs, especially tufted carpets. Importers play an important role although wholesalers carry the bulk of the product acting as intermediaries between manufacturer and retailer. Carpets and rugs are usually sold in large department stores or DIY (Do-It-Yourself) outlets. More specialised carpets with more intricate designs or hand-woven specialities are brought in by importers and sold at specialist carpet shops.

The International Oriental Carpet Centre (IOCC) in London currently has 21 companies and has become an important trading centre with an international reputation. Some companies specialise in specific types of carpet from one country and others offer a wider range. Companies under the IOCC can offer guidance on design and price.

Factors such as standard of living, tradition, culture and climate will determine demand for carpets and rugs in each EC country. In Germany, most living rooms have carpets. In Southern European countries such as Spain and Portugal there is a preference for stone, tiled or linoleum floors for the long, hot, dry summer months. Rugs are much more appealing products in these countries.

There are three distinct markets - residential, contract and automobile market. The rule of thumb is 20% contract market, 5% automobile, the rest is residential.

A major factor in this industry is price. Woollen carpets are widely preferred but are often more expensive. Wool/nylon mixes have brought the prices to a more affordable level.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Imports of products made of hand-loom fabrics, and of traditional folkloric handicraft textiles are not subject to monitoring for quota provided that they are certified as such by the appropriate authorities of the exporting country.

Other information

Trade organisation: International Carpet Classification Organisation
Rue Montoyer 24
B-1040 Bruxelles
Belgium
Tel: +32 2 330 2601
Fax: +32 2 512 2165

International Oriental Carpet Centre Ltd.
Block L
53 Highgate Road
London. NW5
United Kingdom
Tel: +44 71 267 3346
Fax: +44 71 267 4130

Trade Exhibitions: **DOMOTEX**
World Trade Fair for Carpets and Floor Coverings
Location: **Messegelände, Hanover, Germany**
Contact: **Deutsche Messe AG**
Messegelände
3000 Hanover 82
Germany
Tel: +49 511 890
Fax: +49 511 893 2626
Frequency: **Every year in January**

Woollen Knitwear

Product Coverage

CATEGORY NUMBER	CCT NUMBER	PRODUCT DESCRIPTION
5	61101010	Jersey and pullovers containing at least 50% by weight of wool
5	61101031	Men's and boy's jerseys, cardigans and pullovers of wool
5	61101091	Women's or girl's jerseys, cardigans, pullovers of wool

Customs Duties

CCT NUMBER	FULL	GSP*	ACP	LDDC
61101010	10.5%	0%	0%	0%
61101031	14%	0%	0%	0%
61101091	14%	0%	0%	0%

*Imports of woollen knitwear from GSP Commonwealth countries can enter free of custom duties within the limits of a ceiling. Imports beyond the ceiling may be subject to full rate of duty.

Under the MFA, quantitative restrictions on imports for garments and textiles depend on type of product and country of origin. Quantitative restrictions in the form of a quota are imposed on India, Malaysia, Pakistan and Singapore for woollen knitwear. Imports from these countries beyond the quota will be denied entry into the EC.

Product standards

As with all textile products woollen knitwear must be properly labelled with a corresponding fibre content.

Technical improvements have made it possible to produce a much lighter woollen fabric which can be worn all year round. Growing environmental concerns within western Europe and the movement for a more natural and healthy lifestyle have favoured wool products. The International Wool Secretariat has utilised this trend successfully in its advertising, promoting wool as a fashionable, environmentally healthy fibre which is comfortable, sensual and easy to wear.

Marketing and distribution

Demand for textiles and clothing has increased in the EC despite the restriction of the MFA. Wool textiles and clothing are regarded as premium high-quality merchandise. Quantitative restrictions are not fibre specific and the trend towards switching to more natural fibres has become more obvious. Non-wool knitwear is still by far more popular in the EC, most probably because of the cost factor. However, woollen knitwear is growing in popularity, particularly to the younger age group.

Distribution is done mainly through clothing importers and wholesalers and to a lesser extent by retailers usually grouped into buying organisations. Many of the German manufacturers have moved towards outward textile processing which means that much of the production is done outside the EC. Italy remains a strong producer of woollen textile and textile clothing. Many European-based companies have begun to combat the threat of imports by shortening the design and production cycles. Companies such as Benneton have immediate response mechanisms to indicate colour and designs that are showing potential to be best-sellers. Reorder cycles have shortened, proving that imports can best compete in items less dictated by fashion or by entering the mass market at the moment of maximum popularity.

The mark-up on imported prices of commodity basics is on average between 100% and 200%. The mark-up in chain stores catering for mass market consumers tends to be less than in those aiming at fashion conscious buyers. Timing of shipments must take into account the various buying seasons. Purchasing frequently begins 9-12 months in advance of seasonal retail selling.

Documentation

Quantitative restrictions under a quota depend on the product category and the country of origin. An export licence issued by the appropriate authority in the exporting country may be required for products under quota. Products not subject to quota must be accompanied by Certificate of Origin Form A for LDDC and GSP countries while the EUR 1 form must accompany consignments from ACP countries in order to benefit from tariff-free entry into the EC.

Other information

Trade Associations: The Wool Secretariat
 Centre International Rogier
 18 Etage, Boite 329
 B-1210 Brussels, Belgium
 Tel: +32 2 218 6064
 Fax: +32 2 818 0464

Clothing and Footwear Institute
71 Bushfield Street
London. E1 6AA
United Kingdom
Tel: +44 71 247 1696

Trade Fair: IGEDO
 International Fashion Fair
 Location: Dusseldorf Fairgrounds
 Dusseldorf, Germany
 Contact: Igedo International
 Modemesse Kronen KG
 101 Danziger Strasse
 4000 Dusseldorf 30
 Germany
 Tel: +49 211 439601
 Fax: +49 211 4396345

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry

Tariff free and quota free entry into the EC.

Rules of Origin

Rules of origin are extremely restrictive regarding the import of textiles and garments into the EC. In general, garments must be manufactured from cloth woven in ACP or EC countries in order to qualify for tariff free access. In the case of textiles non-originating fibres or textile material may only make up to 10% of the total weight of the textile. There are also special rules which apply to textile trimmings and accessories used in garment and textile products.

Documentation

Certificate of Origin (EUR 1) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise Office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry

Under the MFA quantity restrictions in the form of quotas are applied to GSP countries. The application of a quota depends upon the type of product and country of origin. Imports within this quota can enter the EC free of customs duties. Imports beyond this quota are denied entry. Other imports of garments and textiles from GSP Commonwealth countries can enter free of customs duties up to a set limit, thereafter duties are imposed. Other categories of garments and textiles could be subject to customs duties upon request by an EC member state, if imports threaten EC producers.

Rules of Origin

Rules of origin are extremely restrictive regarding the import of textiles and garments into the EC. In general, garments and textiles must be manufactured from cloth woven in the exporting country in order to meet GSP rules of origin. There are also special rules which apply to textile trimmings and accessories used in garment and textile products.

Documentation

For products coming from countries where a quota has been imposed an export licence must be obtained from a designated government office of the exporting country. The original export licence is sent to the EC importer for presentation to the officials of the importing country. A corresponding import licence is issued for the importer to obtain release of the goods from customs.

Imports of handloom fabrics and of cottage industry products made from such handloom fabrics and of traditional folkloric handicraft textile products are not subject to quotas provided that they are certified as such by the appropriate authorities.

For products not restricted by quotas, Certificate of Origin (Form A) must accompany consignments for tariff free entry into the EC. These forms can be obtained from the exporting countries national Customs and Excise Office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry

Tariff free and quota free entry into the EC.

Rules of Origin

Rules of origin are extremely restrictive regarding the import of textiles and garments into the EC. In general, garments and textiles must be manufactured from cloth woven in the exporting country in order to qualify for tariff free and quota free access. There are also special rules which apply to textile trimmings and accessories used in garment and textile products.

Documentation

Certificate of Origin (Form A) must accompany products if exporters is to benefit from tariff free entry into the EC. These forms may be obtained from the exporter's national Customs and Excise Office or Ministry of Trade.

T-shirts, shorts, trousers and men's shirts imported from Bangladesh are presently under double surveillance. Although no quota is imposed an export licence must be obtained from government authorities in Bangladesh. The original export licence is sent to the importer for presentation to the official of the EC importing country. A corresponding import licence is issued for the importer to obtain release of the goods from customs.

Jewellery, Fashion Accessories and Footwear

1. Introduction

The EC import regime for jewellery and fashion accessories is detailed in Chapter 71 of the EC's Common Customs Tariff (CCT) code. Watches are classified under instruments and devices in Chapter 91 while chapters 64-66 cover all footwear, headgear and other items such as umbrellas, walking sticks and riding crops.

Customs duties for jewellery range from 3% to 8.5% depending on the metal/material content. Leather footwear attracts duties of 8% while footwear made of rubber or plastic carries the full duty rate of 20%. Normal duty for headwear is 6%, however straw hats and similar plaited products can enter the EC free of customs duty.

Fashion and taste are important factors in this product market and EC legislation has been minimal in this area. Harmonization of product standards has been discussed but has yet to be implemented.

2. Jewellery, Watches and Fashion Accessories

Jewellery and watches cover a wide range of products from high value gold and gems to imitation costume jewellery. Fashion accessories of different materials have begun to gain popularity - wood, shell and plastic fun jewellery have become inexpensive alternatives for the younger generation.

Precious jewellery

All but three countries in the EC operate a statutory system for testing precious metals. Gold, silver and platinum jewellery normally must be tested and hallmarked to denote that the metal content is as stated. There is no hallmarking system in Germany which is a major EC market. Government inspection and the threat of severe fines ensure that products are of the standard claimed by the manufacturer or EC seller.

The jewellery industry recognises the need for a common marking system. The countries of the EFTA (Sweden, Austria, Finland, Norway, Switzerland) along with the EC countries of Portugal, Ireland and the United Kingdom have agreed on common marks under the "Convention on the Control of Articles of Precious Metals". Jewellery bearing certain specified marks will be accepted in any of the above countries without further assay or marking. The standards recognised by the convention are 750 (18 carat), 585 (14 carat) and 375 (9 carat) for gold; similar standards apply to silver and platinum.

Watches

The introduction of the relatively cheap technology of quartz movements has led to a change in the whole market for watches. The popularity of a fashion watch designed to complement outerwear fashions can be widely seen all over Western Europe. While the market for high-value watches is still dominated by European, particularly Swiss products, cheaper timepieces are generally imported from Hong Kong, Japan and other Asian suppliers countries.

3. Umbrellas, Hats and other Accessories

There are no EC regulations directly related to these products. However, if these products are made of textiles, the EC requires fibre content labelling. Fibre content may be printed on the textile product,

sewn-in label, swing ticket, gummed label, labelled on the packing or packaging itself.

Fibre content indication must be marked in one of three ways:

- ◆ by name of the main fibre with its percentage by weight
- ◆ by the name of the main fibres with the words such as “85% minimum”
- ◆ names of all fibres in declining order of their proportion by weight and percentages by weight.

The EC has also issued a common list of textile names to be used in the labelling of textile and textile products. The main list can be found in the EC Official Journal L 185 of 16 August 1971, ref. 71/307/EEC.

Headgear used for personal protection is covered by the Personal Protective Equipment Directive which can be found in the EC Official Journal OJ L399 of 30 December 1989, ref. 89/681/EC. Personal Protective Equipment (PPE) standards concern various aspects according to the type of product, but all products must provide the following information:

- ◆ storage, use, cleaning, maintenance, servicing and disinfection
- ◆ performance as recorded during technical tests designed to establish the level of protection provided
- ◆ suitable accessories and the characteristics of appropriate spare parts
- ◆ the classes of protection appropriate to different levels of risk and the corresponding limits of use
- ◆ the obsolescence deadline or period of obsolescence of PPE or certain of its components
- ◆ the type of packaging suitable for transport
- ◆ the significance of any markings.

For further information contact the European Commission (DG III) as detailed in Part III.

4. Footwear

At the present moment there is no EC legislation directly related to common standards for footwear. The European Footwear Association has put forward proposals regarding the common coding and labelling of materials used in footwear, e.g. leather, fabric, synthetic and rubber.

For further information contact the European Confederation of the Footwear Association or the European Commission (DG III) as detailed in Part III.

EC legislation on personal protective equipment also covers safety footwear. Please refer to Section 2 for general information.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. International Federation of Watches, Jewellery, Gold and Silverware Retailers of the EEC Countries 63-65 Grandes Arcades F-67000 Strasbourg, France. Tel: +33 883 24589</p> <p>2. European Confederation of the Footwear Industry Rue Francois Bossaerts 53 B-1030 Brussels Belgium Tel: +32 2 736 5810 Fax: +32 2 736 1276</p>	<p>1. PREMIERE CLASSE Fashion Accessories Show Location: Hippodrome d'auteuil Paris, France Contact: Premiere Classe 10 rue du Louvois 75002 Paris, France Tel: +33 1 42 86 94 87 Fax: +33 1 42 86 895 6 Frequency: Twice a year in October and March</p> <p>2. AMBIENTE International Trade Fair for Consumer Goods Location: Messegelände, Frankfurt, Germany Contact: Messe Frankfurt GmbH, Postfach 150210 6000 Frankfurt, Germany Tel: +49 697 5750 Fax: +49 697 5156612 Frequency: Every year in February</p> <p>3. GDS International Shoe Fair Location: Messegelände Dusseldorf, Germany Contact: Dusseldorfer Messegesellschaft mbH "Nowea" Postfach 320203 D-4000 Dusseldorf 30 Germany Tel: +49 211 456001 Fax: +49 211 4560668 Frequency: Twice a year in September and March</p>

1. European Commission

200 Rue de la Loi
1049 Brussels
Belgium
Tel: +32 2 299 1111

2. World Gold Council

1 rue de la Rotisserie
CH-1204 Geneva
Switzerland
Tel: +41 22 219666

**3. Footwear Technology Centre
(SATRA)**

Rockingham Road
Kettering
Nottingham NN16 9JH
United Kingdom
Tel: +44 536 516318
Fax: +44 536 410626

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
6401	Waterproof footwear of rubber and plastic
6402	Other footwear of rubber and plastic
6403	Footwear of outer soles of rubber, plastic, leather or composition leather and uppers of leather
6404	Footwear of outer soles of rubber, plastic, leather or composition leather and uppers of textile material
6405	Other footwear (combination of leather, textile, rubber and plastic with other materials)

Customs Duties

CCT NUMBER	FULL	ACP	GSP*	LDDC
6401	20%	0%	0%	0%
6402	20%	0%	0%	0%
6403	8%	0%	0%	0%
6404	20%	0%	0%	0%
6405	4.9-5.8%	0%	0%	0%

* Imports of footwear from GSP Commonwealth countries enter the EC free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to the full rate of duty.

Product and Standards

Europe is a net exporter of footwear due mainly to the predominance of the Italian footwear industry, which is the largest Community producer of footwear. Leather footwear is principally sourced from within the Community while products of rubber and synthetic material have been imported mainly from Far East sources and from Brazil.

The most important features are comfort, appearance, softness, durability and suitability. According to industry research, most purchases of footwear (particularly of women's footwear) are replacements not additions. Footwear producers are looking to market footwear so as to increase the number of shoes owned per person. At the moment France has the highest per capita shoe consumption per annum in the EC (5.5 pairs) followed by the United Kingdom (5 pairs).

There are no European standards for footwear. The European Footwear Association is pushing the EC to pass legislation regarding common coding for material used in footwear e.g. leather, fabric, synthetic and rubber. Final legislation is not expected for several years.

Marketing and Distribution

Marketing and distribution patterns vary from one EC country to another. New suppliers would be well advised to consider contracting the services of a footwear import agent to obtain contracts with EC buyers. Orders tend to be placed 9 to 12 months before sales.

Most EC manufacturers now concentrate on middle to up market range, servicing the higher price, higher quality segment. Some manufacturers buy in cheaper products and repackage them under their own brand name for retail or re-export. They have ceased manufacture of most rubber and plastic footwear and slippers and have sub-contracted manufacturing to other countries. This could prove to be a good opportunity for footwear manufacturers in Commonwealth countries to manufacture with guidance on style and design from EC manufacturers which have better knowledge of their market.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other information

- Trade Association: European Footwear Federation
Rue Francois Bossaerts 53
B-1030 Brussels, Belgium
Tel: +32 2 736 5810
Fax: +32 2 736 1276
- Trade Fair: International Shoe Fair
Location: Messegelände
Dusseldorf, Germany
Contact: Dusseldorfer
Messegesellschaft mbH
"NOWEA" Postfach 320203
4000 Dusseldorf 30
Germany
Tel: +49 211 456001
Fax: +49 211 4560668
Frequency: Twice a year in September and March
- Trade Organisation: Footwear Technology Centre (SATRA)
Rockingham Road
Kettering. NN16 9JH
United Kingdom
Tel: +44 536 516318
Fax: +44 536 410626

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
71131100	Jewellery of silver, whether or not plated or clad with other precious metal
71131900	Jewellery of other precious metal, whether or not plated or clad with precious metal
71132000	Jewellery of base metal clad with precious metal
71171100	Cuff links and studs of base metal, whether or not plated with precious metal
71171900	Other imitation jewellery

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
71131100	3.5%	0%	0%	0%
71131900	3.5%	0%	0%	0%
71132000	5.8%	0%	0%	0%
71171100	7.2%	0%	0%*	0%
71171190	6.7%	0%	0%*	0%

* Imports of imitation jewellery from GSP countries enter the EC free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to the full rate of duty.

Product and Standards

The quality of gold jewellery is expressed in the carat system which states the proportion of gold to other metals in a particular alloy. Pure gold is stated as 24 carat, 22 carat gold therefore contains 22 parts gold to 2 parts of other metals. At the moment legal standards vary in different EC countries. There have been proposals from the EC jewellery sector to set common standards for European gold content. At the moment minimum accepted standards range from 8 carats in West Germany, 9 carats in the United Kingdom, 14 carats in Holland and 18 carats for both Italy and France. It is best to seek advice from EC importers on relevant standards.

Gold and silver jewellery used in most EC countries must be tested and hallmarked to denote that the metal is up to standard. The importer is responsible for submission of products for official examination. However, Germany which is a major market for jewellery, has no formal system for hallmarking. Regular government inspection ensures that the alloy content stamped on product is as stated.

In countries where hallmarking is required, products under the category of "silver products" should have at least a content of 83.5% real silver.

Limitation or costume jewellery can be made from any type of non-precious material, e.g. plastic, metal, glass, wood, etc. This type of jewellery is much more influenced by rapid changes in fashion. The consumer can easily change when a certain fashion has passed.

Marketing and Distribution

The largest market for gold jewellery is Italy, followed by the United Kingdom, Germany and France. However, British adults buy more pieces of gold jewellery a year than any of their European counterparts, although at relatively lower prices. Germany represents the largest market in terms of volume of precious jewellery sold annually.

A generally strong demand for gold jewellery over the last few years has been attributed to the emergence of new retail outlets, growth in men's jewellery and low world gold prices. Italy has a very strong jewellery industry and imports may have difficulty competing. France and Spain are seen as growing markets.

Distribution at the high end of the market is usually through specialist jewellery shops. Marketing and distribution at the lower end of the market is more fragmented and diverse. Costume jewellery is found in a variety of outlets but the bulk is sold in fashion retail stores. Germany has a unique set up wherein two big coffee suppliers with hundreds of branches sell large amounts of jewellery in the very low price ranges. Trade channels will therefore vary in each EC country. Larger jewellery outlets often import directly while specialist importers would service the rest of the market.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other information

Trade Association: International Federation of Watches, Jewellery, Gold and Silverware Retailers of the EEC Countries
63-65 Grandes Arcades
F-67000
Strasbourg, France.
Tel: +33 88 32 45 89

Trade Exhibitions: INHORGENTA
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones
Location: Munich, Germany
Contact: Munchener Messe-und Ausstellungsgesellschaft GmbH
Postfach 121009
D-8000 Munich 12
Germany
Tel: +49 89 51070
Fax: +49 89 5107506
Frequency: Every year in February

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply to most products. Special rules for footwear state that the parts of footwear e.g. uppers, soles, in-shoes, heel cushion etc. must already come from the exporting country.

Textile hats and other headgear must be made from yarn or textile fibres woven in the exporting country. Depending on the type of product special rules also apply to imitation jewellery, watches and umbrellas.

Documentation:

Certificate of Origin (EUR 1) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

The following products are allowed entry into the EC free of custom duties within the limits of a ceiling:

- ◆ Waterproof footwear of rubber and plastic
- ◆ Other footwear of outer soles and uppers of rubber and plastic
- ◆ Footwear with outer soles of rubber, plastic, leather or composition leather and uppers of leather
- ◆ Footwear with outer soles of rubber, plastic, leather or composition leather and uppers of textile materials
- ◆ Other footwear with outer soles of rubber, plastic, leather or composition leather
- ◆ Umbrellas and sun umbrellas
- ◆ Imitation jewellery of base metal
- ◆ Other imitation jewellery excluding those made of leather or of wood
- ◆ Wrist watches, pocket watches and other watches including stop-watches

Imports beyond the ceiling may be subject to full rate of duty. Other accessories and footwear allowed entry to the EC free of customs duties.

Rules of Origin:

General rules of origin apply to most products. Special rules for footwear state that the component parts of footwear e.g. uppers, soles, in-shoes, heel cushion etc. must already come from the exporting country.

Textile hats and other headgear must be made from yarn or textile fibres woven in the exporting country. Depending on the type of product special rules also apply to imitation jewellery, watches and umbrellas.

Documentation:

Certificate of Origin (Form A) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply to most products. Special rules for footwear state that the parts of footwear e.g. uppers, soles, in-shoes, heel cushion etc. must already come from the exporting country.

Textile hats and other headgear must be made from yarn or textile fibres woven in the exporting country. Depending on the type of product special rules also apply to imitation jewellery, watches and umbrellas.

Documentation:

Certificate of Origin (Form A) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

Metal, Ceramic and Glass Products

1. Introduction

Base metals and articles of base metals such as iron, steel, zinc, nickel, etc. are found in Chapters 72 - 83 of the EC's Common Customs Tariff (CCT) code. Ceramic products are detailed in Chapter 69 while glass and glassware are covered in Chapter 70. As in the case of rubber and plastic products, EC legislation applies to broad product categories such as construction and packaging made from metal, ceramic or glass.

Ceramic products attract a customs tariff of 3.8 - 4% for building blocks and bricks and 8 - 9% for tiles. Ceramic tableware attracts the highest tariff of 13%. Glassware for household or office use or decoration also attracts a high tariff rate of 12%. For metal products certain types of stainless steel kitchen tableware attracts the highest rate of 17%.

2. Packaging Products

The protection of the environment has become a major concern of the EC. Legislation on packaging waste is expected in 1994. Packaging will have to be marked with EC symbols to indicate whether it is reusable or recyclable under rules to be implemented in each Member State within 5 years of the EC legislation. The EC will establish a system of identification and classification for packaging materials. Plastics shall use a number from 1 - 19, paper and cardboard from 20 - 39, metal from 40 - 49, wood from 50 - 59, textiles from 60 - 69, glass from 70 - 79.

The EC is also expected to issue European standards in packaging relating in particular to:

- ◆ dimensions and shapes of packaging for agreed products in order to facilitate their reuse
- ◆ product specifications for the use of recycled materials in the manufacturing of packaging and other products.

3. Construction Products

The EC has issued legislation stating the following essential requirements for construction products:

- ◆ chemical resistance and stability
- ◆ safety in case of fire and hygiene, health and environment
- ◆ safety in use
- ◆ protection against noise
- ◆ energy economy and heat retention.

The European Standards Bodies, CEN and CENELEC, have been given the mandate to produce suitable European standards for groups of construction products in line with this legislation.

Construction products such as doors, roofs, floors, frames, beams, etc. made of metal, ceramics and glass are included in the list of products under review by the Standards bodies. Products which meet the established requirements can qualify for the "CE" mark to be affixed on the product, packaging, or company commercial document and can be sold anywhere within the EC.

For more information contact the CEN or CENELEC as detailed in Section 6.

Full details of the Construction Products Directive can be found in the EC's Official Journal OJ L040 of 11 February 1989 ref. 89/106/EEC.

For more information contact the European Commission as detailed in Part III.

4. Simple Pressure Vessels

Welded vessels made of steel or aluminium intended to contain air or nitrogen under pressure sold within the EC must comply with the following:

- ◆ meet essential safety standards
- ◆ obtain a safety clearance from an EC approved body
- ◆ qualify and carry CE mark and indicate other specified conscriptions
- ◆ be accompanied by manufacturer's instructions.

Simple pressure vessels are classified under different categories, depending on their stored energy, expressed in terms of the product of maximum working pressure in bar and its capacity in litres (PS.V.). The higher the PS.V. the more exacting the safety requirements. The European Standardisation Committee (CEN) has issued a European standard for simple pressure vessels under the title EN 286.

For more information contact CEN as detailed in Section 6.

Aside from the CE mark the following specified inscriptions must be indicated:

- ◆ maximum working pressure in bar
- ◆ maximum working temperature in °C
- ◆ minimum working temperature in °C
- ◆ capacity of the vessel in litres
- ◆ name or mark of the manufacturer or EC seller
- ◆ type and serial or batch identification of the vessel.

Specific details of the requirements of this EC legislation are to be found in the EC's Official Journal OJ L220 of 8 August 1987, Ref. 87/404/EEC.

For further information contact the European Commission (DG III) and CEN as detailed in Part III.

5. Tableware

Materials and articles in contact with food are also regulated by the EC. There is no specific definition in the law of what constitutes a food contact material or article. It is generally considered that all types of food packaging, cookware, cutlery, tableware, work surfaces and food processing machinery and equipment are included, provided that there is scope for migration transfer of substances from the material or article into the food. The general requirement is that any material or article must not affect the food in any way that could:

- ◆ endanger human health
- ◆ bring about unacceptable changes in the nature, substance or quality of the food.

EC legislation has been issued on levels of lead and cadmium in the glazes on ceramic tableware and cookware. Discussions are currently underway between the EC Commission and the USA's Food and Drug Administration for more restrictive levels of lead. Concern regarding the migration of lead from

crystalware may bring about legislative action. Requirements for glass, metal and alloys, wood, textile products, and paraffin- and microcrystalline waxes are still under discussion.

National characteristics and preferences in tableware in Europe remain strong and are likely to remain so. Scandinavians tend to like their cutlery lightweight and streamlined, whereas French and Germans generally prefer heavier products. Continental consumers give more importance to size of dinner sets than their British counterparts. Design and colour coordination have become popular. Matching kitchen knives and chopping boards to coordinate or contrast kitchen decor have become fashionable.

6. Builders' Hardware

The market for builders' hardware in each EC country has its own distinctive characteristics. Material, design, size and finishing for products may vary from one country to the next. In the case of hand tools, preferences and technical requirements can be grouped into the following:

- ◆ design
- ◆ technical specification and material
- ◆ interchangeability for the interchangeable tools
- ◆ performance.

There are no EC standards, however national standards exist for most builders' hardware. Standards issued by the International Standards Organisation (ISO) are accepted in the EC.

For more information contact the ISO as detailed in Section 6.

7. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. European Association of Metals 47 rue Montoyer B-1040 Brussels Belgium Tel: +32 2 511 7273 Fax: +32 2 514 4513</p> <p>2. European Federation of Associations of Locks and Builders Hardware Manufacturers Postbus 71 NL-7260 AB Ruurlo The Netherlands Tel: +31 573 5 3276 Fax: +31 573 5 2952</p> <p>3. Federation of European Cutlery and Flatware Industries 58 rue du Louvre F-57002 Paris France Tel: +33 1 42 33 61 33 Fax: +33 1 40 26 29 51</p> <p>4. Common Market Committee of the European Federation of Porcelain, Earthenware, Tableware and Ornamental Industries 18-24 rue des Colonies bte 17, B-1000 Brussels Belgium Tel: +32 2 511 3012 Fax: +32 2 511 5174</p> <p>5. Standing Committee of the EC Glass Industries 89 Avenue Louise B-1050 Brussels Belgium Tel: +32 2 538 4446 Fax: +32 2 537 8469</p> <p>6. Grouping of the Ceramic Tile Producers of the EC 18/24 rue des Colonies bte 17, B-1000 Brussels Belgium Tel: +32 2 511 7025 Fax: +32 2 511 5174</p>	<p>1. GLASTEC <i>International Trade Fair for Glass, Machinery, Equipment, Application and Products</i> Location: Dusseldorf, Germany Contact: DHsseldorfer Messegellschaft mbH Nowea Postfach 32 02 03 D-4000 Dusseldorf 30 Germany Tel: +49 211 456001 Fax: +49 211 4560668 Frequency: Every 2 years in September Next fair - 1994</p> <p>2. PRIMIÈRE/AMBIENTE/AUTUMN FAIR Location: Frankfurt, Germany Products: Houseware, arts and crafts, home accessories Contact: Messe Frankfurt GmbH Postfach 970126 D-6000 Frankfurt 1 Germany Tel: +49 697 5750 Fax: +49 697 5756433 Frequency: Primiere - every year in January Ambiente - every year in February Autumn - every year in August</p> <p>3. CONSTRUCTA International Building Trade Fair Location: Hanover, Germany Contact: Deutsche Messe AG Messegelände D-3000 Hanover 82 Germany Tel: +49 511 890 Fax: +49 511 8932626 Frequency: Every year in February</p> <p>4. EMO <i>World Exhibition of Metal Working</i> Location: Hanover, Germany Contact: Verein Deutscher Werkzeugmaschinen - fabriken e.V.-VDW Corneliusstr 4 D-6000 Frankfurt, Germany Tel: +49 69 7 560810 Fax: +49 69 7 5608111 Frequency: Every 2 years in September - Next fair - 1993</p>

- 1. European Commission**
200 Rue de la Loi
1049 Brussels
Belgium
Tel: +32 2 299 1111

- 2. European standardisation Committee (CEN)**
Rue de Stassart 36
B-1050 Brussels
Belgium
Tel: +32 2 519 6811
Fax: +32 2 519 6819

- 3. European Committee for Electrotechnical Standardisation (CENELEC)**
Rue de Stassart 35
B-1050 Brussels
Belgium
Tel: +32 2 519 6871
Fax: +32 2 519 6919

- 4. International Standards Office (ISO)**
Bureau Central
1 Rue de Varembe
Case Postale 56
CH-1211 Geneva 20
Switzerland
Tel: +41 22 749 9011
Fax: +41 22 731 4206
+41 22 733 3430

*Hand Tools***Product Coverage**

CCT NUMBER	PRODUCT DESCRIPTION
820110	Spades and shovels
820120	Forks
820130	Mattocks, pitches, hoes and rakes
820140	Axes, bill hooks and similar hewing tools
820160	Hedge shears
820190	Other hand tools used in agricultural, horticulture or forestry
820210	Hand saws
820310	Files and rasps and similar tools
820320	Pliers
020330	Metal cutting shears and similar tools
820340	Pipe cutters, bolt choppers
820400	Hand generated spanners and wrenches
829520	Hammers and sledge hammers
820530	Planes and chisels

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
820110	4.4%	0%	0%	0%
820120	4.4%	0%	0%	0%
820130	4.4%	0%	0%	0%
820140	4.4%	0%	0%	0%
820160	4.4%	0%	0%	0%
820190	4.4%	0%	0%	0%
820210	5.8%	0%	0%	0%
820320	4.9%	0%	0%*	0%
820330	4.9%	0%	0%	0%
820340	4.9%	0%	0%	0%
820400	4.9%	0%	0%	0%
820450	4.6%	0%	0%*	0%
820530	4.6%	0%	0%*	0%

* Imports of pliers, hammers, sledge hammers, chisels and planes are allowed into the EC free of customs duties within the limits of a ceiling. Imports of these products above the ceiling may be subject to the full rate of duty.

Products and Standards

Handtools cover a wide range of products and models, from spades and picks to hammers and pliers. Requirements of quality depend on the end user of the product. Tools used by technicians or professional workmen such as metal workers, electricians or carpenters require very high technical specifications. Design and quality are important aspects. Tools used in the factory workshop or manufacturing unit need not be of the highest quality standard. Price will be an important consideration, although quality and performance will rate before price. For Do-It-Yourself (D-I-Y) markets, consumers are more conscious of price and attractive finish and may not be well versed in the different degrees of quality.

Each country and each product group has its own distinctive characteristics. For example, screw driver handles come in two basic shapes in Europe:

- a) the German pattern which is somewhat bulb shaped
- b) straight sided with a flange where the shaft begins.

Tool preferences and technical requirements can be grouped under the following:

- ◆ design
- ◆ technical specification and material
- ◆ interchangeability for interchangeable tools
- ◆ performance.

Marketing and Distribution

Trade channels for tools vary considerably as well as being dependent on the type of tool and end user. Supply from developing countries appears to be handled mainly by agents. Agents may act as both importer and distributor but tend to use local wholesalers for distribution for smaller customers.

Exclusive agency agreements are rarely stipulated. Agents/importers handle products from suppliers from several companies depending on where the best price can be obtained.

Larger D-I-Y stores normally buy directly from source and smaller hardware stores have begun to set up joint buying groups in order to buy from foreign producers.

Documentation

Aside from normal shipping and import documents, Certificate of Origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other Information

- Trade Associations:
- The European Federation of Association of Locks and Builders Hardware Manufacturers
Postbus 71
NL-7260 AB Ruurlo
The Netherlands
Tel: +31 573 5 3276
Fax: +31 573 5 2952
 - European Tool Committee
16 Avenue Hoche
F-75008 Paris
France
Tel: +33 1 45 63 02 00
Fax: +33 1 45 61 07 22
 - European Committee for Agricultural and Horticultural Tools and Instruments
Light Trades House
Melbourne Avenue
Sheffield. S10 2QJ
United Kingdom
Tel: +44 742 663084
Fax: +44 742 670910
- Trade Fairs:
- International Hardware Fair
Location: Cologne, Germany
Contact: Messe-und Ausstellungs-ges mbH Koln
Postfact 21 07 60
Messeplatz 1
D-5000 Koln 21
Germany
Tel: +49 221 8210
Fax: +49 222 8212574
Frequency: Every year in March

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin

General rules of origin apply. Special rules apply to a number of products including:

- ◆ safety glass
- ◆ glass mirrors
- ◆ glass containers and lids
- ◆ semi-finished and finished products of iron and steel
- ◆ copper, nickel and aluminium products
- ◆ lead, zinc and tin products
- ◆ hand tools
- ◆ knives and cutting blades
- ◆ cutlery
- ◆ statuettes and other ornaments of base metal.

Documentation:

Certificate of Origin (EUR 1) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Entry to the EC is generally tariff and quota free. However, to protect domestic markets tariff free entry for certain products is limited by a ceiling set by the EC. Imports in excess of this ceiling may be subject to the full amount of customs duty.

The following products are subject to tariff ceilings:

Ceramics

- ◆ glazed ceramic paving or wall tiles
- ◆ glazed ceramic mosaic tiles
- ◆ porcelain or china tableware, kitchenware and other household articles
- ◆ ceramic tableware, kitchenware and other household articles

Glass

- ◆ drawn or blown glass
- ◆ float glass and surface ground or polished glass
- ◆ glass inners for vacuum flasks
- ◆ glassware

Iron and Steel

- ◆ semi finished products
- ◆ wire
- ◆ bars and rods
- ◆ stainless steel ingots and products
- ◆ tubes and pipes
- ◆ screws, bolts, nuts, screw hooks, washers
- ◆ pliers and handtools
- ◆ padlocks and keys
- ◆ copper and aluminium bars, rods and profiles.

Rules of Origin:

General rules of origin apply. Special rules apply to a number of products including:

- ◆ safety glass
- ◆ glass mirrors
- ◆ glass containers and lids
- ◆ semi-finished and finished products of iron and steel
- ◆ copper, nickel and aluminium products
- ◆ lead, zinc and tin products
- ◆ hand tools
- ◆ knives and cutting blades
- ◆ cutlery
- ◆ statuettes and other ornaments of base metal.

Documentation:

Certificate of Origin (Form A) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply. Special rules apply to a number of products including:

- ◆ safety glass
- ◆ glass mirrors
- ◆ glass containers and lids
- ◆ semi-finished and finished products of iron and steel
- ◆ copper, nickel and aluminium products
- ◆ lead, zinc and tin products
- ◆ hand tools
- ◆ knives and cutting blades
- ◆ cutlery
- ◆ statuettes and other ornaments of base metal.

Documentation:

Certificate of Origin (Form A) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

Electrical and Electronic Products

1. Introduction

This section covers relevant products listed in the EC's Common Customs Tariff (CCT) Code, Chapters 84-85. It includes machinery, mechanical appliances, electrical and electronic products, including household appliances and electronic components.

Customs duties of between 3-6% are imposed on household appliances and most office machinery. Electronic products (e.g. televisions, radios, calculators) attract a higher tariff band of 7-14%. Tariff rates of 4-14% apply to electronic components.

EC legislation in these product groups has been in the area of harmonising standards of quality and safety.

The EC has set a common standard for electromagnetic compatibility. From 1 January 1996 almost all electrical or electronic products sold in the EC, including imports must:

- ◆ not cause excessive electromagnetic interference
- ◆ not be unduly affected by electromagnetic interference
- ◆ qualify and carry the CE mark

For most products a "technical construction file" will be drawn up. Information in this file include:

- ◆ description of the product
- ◆ procedures used to ensure that the product conforms with specified standards
- ◆ certificate from an EC approved inspection/certification body.

The file is held by the authorised representative of the overseas manufacturer within the EC, or the person who imports the product into the EC.

The European electrotechnical standardisation body CENELEC has been given the task of drawing up specific standards to be used to comply with this directive. Details relating to this regulation are given in the EC Official Journal L139 of 23 May 1989 ref: 89/336/EEC.

Commonwealth manufacturers or their EC representative can apply to any member of CENELEC within the EC for product testing and certification. Details of CENELEC members can be found in Part III of this guide.

For further information contact CENELEC as detailed in Part III.

2. Consumer Electrical and Household Appliances

Electrical Products

Most electrical products will have to comply with the Low Voltage Directive of the EC. This directive sets electrical equipment safety standards for all products designed for use within the voltage levels 75 to 1500 volts (in the case of direct current) and 50 to 1000 volts (in the case of alternating current).

Electrical products sold in the EC will have to satisfy the following general conditions:

- ◆ that persons and domestic animal are adequately protected against danger of physical injury or other harm either by electrical contact direct or indirect, temperatures or radiation caused by equipment, external influences on the electrical equipment (overload, non-mechanical influences in the environment)
- ◆ the manufacturer's or brand name or trade mark should be clearly printed on the electrical equipment or, where that is not possible, on the packaging
- ◆ the electrical equipment and its component parts should be made in such a way as to ensure that it can be safely and properly assembled and connected
- ◆ as proof of compliance to EC standards either of the following is required:
 - i. equipment to bear a mark of the a Community certification body or is accompanied by a certificate issued by such a body
 - ii. a manufacturer's declaration of conformity
 - iii. report drawn up by a notified body which may be relied upon to show that the product satisfies the EC standard.

Details of this directive can be found in the EC Official Journal L077 of 26 March 1973 ref 73/23/EEC.

For further information contact the European Commission (DG III) as detailed in Part III.

Gas appliances

In June 1990, the EC adopted the Gas Appliance Directive. This directive applies to appliances burning gaseous fuels and sets out the minimum safety requirements for these products. The following requirements must be fulfilled:

- ◆ meet specifications to ensure safety in operation in terms of proper ignition and combustion of gas, avoidance of unburned gas release, appropriate degree of ventilation
- ◆ obtain type-approval for appliance from EC notified bodies
- ◆ qualify and carry the CE mark.

Details of this directive are given in the EC Official Journal L189 of 20 July 1990 ref: 90/396/EEC.

For further information contact the European Commission (DG III) as detailed in Part III.

Labelling and product information

As from 1 January 1994, all household appliances must comply with labelling requirements and provide information on energy consumption to allow consumers to chose more energy-efficient appliances. The following appliances will be affected by this legislation:

- ◆ refrigerators, freezers and their combination
- ◆ water heaters and hot water storage appliances
- ◆ washing machines and driers
- ◆ lighting sources
- ◆ dishwashers
- ◆ air conditioning appliances
- ◆ ovens,

Details relating to the label and information in energy consumption for the above products are under discussion and are expected to be issued before 1 January 1994.

Product liability

In order to protect consumers or end users of the products, the EC has directives on common levels of protection throughout the Community. The Product Liability Directive renders manufacturers and importers strictly liable for injuries caused by defective products. Although manufacturers from countries outside EC will not be held directly liable, importers will need to be more careful when selecting imported products which may cause injury (exporters must be aware of and comply with EC accepted safety standards if their products are to be marketable in the EC).

For further information contact the European Commission (DG III) as detailed in Part III.

3. Industrial Machinery

From 1 January 1996 most machinery manufactured or sold in the EC, including imports, will have to comply with the EC directive on machinery. This directive applies to "functioning machines" and covers essential health and safety requirements.

The European Standardisation Committee (CEN) has proposed a work plan to produce a set of European standards in line with this directive.

Details of the relevant directives are found in EC Official Journal L139 of 23 May 1989 ref: 89/392/EEC and Official Journal L138 of 22 July 1991 ref: 91/368/EEC.

For further information contact the CEN as detailed in Part III.

Electrical products within voltage levels of 75 to 1500 volts (in the case of direct current) and 50 to 1000 volts (in the case of alternating current) used within industrial premises must also comply with the Low Voltage Directive described in Section 2 of this chapter.

4. Electronic Components

The EC has harmonised legislation covering the protection of the design (topography) of the internal layout of semiconductor integrated circuits. Member States are required to provide legal protection against unauthorised copying of original topographies. This is to protect EC semi conductor manufacturers from low cost counterfeits.

Full details of legislation can be found in EC Official Journal L024 of 27 January 1987, ref. 87/54/EEC.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS AND EXHIBITIONS
<p>1. European Association of Consumer Electronics Manufacturers Rue d'arlon 69-71, Bte 8 B-1040 Brussels, Belgium Tel: +32 2 230 5010 Fax: +32 2 230 9608</p> <p>2. European Committee of Manufacturers of Electrical Domestic Equipment 8 Leicester Street London WC2H 7BN United Kingdom Tel: +44 71 4370678 Fax: +44 71 4941094</p> <p>3. European Committee of Manufacturers of Electrical Machines and Power Electronics Stressmannallee 19 D-W-6000 Frankfurt am Main Germany Tel: +49 696 302232 Fax: +49 696 302279</p> <p>4. European Electronic Components Manufacturers Association Rue d'arlon 69-71 Bte 8, B-1040 Brussels, Belgium Tel: + 32 2 230 9630 Fax: + 32 2 230 9605</p>	<p>1. Productronica/Electronica International Trade Fair for Electronics Production Location: Munich, Germany Contact: Munchener Messe-und Ausstellungsgesellschaft mbH Postfach 121009 D-8000 Munich 12, Germany Tel: +49 89 51070 Fax: +49 89 5107506 Frequency: Alternate years in November</p> <p>2. Domotechnica International Domestic Electrical Products Fair Location: Cologne, Germany Contact: Messe-und Ausstellungsges mbH Postfach 210760 Messeplatz 1 D-5000 Koln 21, Germany Tel: +49 221 8210 Fax: +39 221 8212574 Frequency: Every year in February</p> <p>3. CEBIT (Computer and Office Information) Location: Hanover, Germany Contact: Deutsche Messe AG Messegelände D-3000 Hanover 82, Germany Tel: +49 511 890 Fax: +49 511 8932626 Frequency: Every year in March</p>

<p>1. European Commission 200 Rue de la Loi 1049 Brussels, Belgium Tel: +32 2 299 1111</p> <p>2. European Standardisation Committee (CEN) Rue de Stassart 36 B-1050 Brussels, Belgium Tel: +32 2 519 6811 Fax: +32 2 519 6819</p> <p>3. European Committee for Electrotechnical Standardisation (CENELEC) Rue de Stassart 35 1050 Brussels, Belgium Tel: +32 2 519 6871 Fax: +32 2 519 6919</p>
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Printed Circuit Boards

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
85340011	PCB with multiple circuits
85340019	Other printed circuits
85340090	Printed circuits with other passive elements

Customs Duties

CCT NUMBER	Full	ACP	GSP	LDDC
85340011	6.2%	0%	0%	0%
85340019	6.2%	0%	0%	0%
85340090	6.2%	0%	0%	0%

Product standards

Different industries will establish different requirements for PCBs. There is a major trend towards reduced size and thickness. This can be achieved by using surface mounted components. Boards using surface mounting can be less expensive than conventional boards because the amount of drilling is reduced. This has also led to an overall decline in the number of PCBs used in any one piece of equipment.

Flexible PCBs are playing an increasingly important role in the integration of electronics into consumer devices. Rigid-flex boards are becoming popular for cameras, printers, CD players and computer equipment.

Traditionally standards have followed two separate thrusts within the EC electronics industry. These are, firstly, the national specifications for telecoms and other professional applications. Secondly, in the case of military/aerospace applications, the U.S. Defense Department has played a major role in drawing up specifications. Both are being replaced more and more by standards drawn up by the Electronics Components Committee (CECC) of CENELEC in all sections of electronic usage. PCBs produced and certified under this committee's specification are accepted throughout the EC.

Marketing and distribution

Marketing and distribution of printed circuit boards depend largely on the degree to which they are manufactured to order. Unlike other electronic components, the specific requirements of customers mean that they are not generally marketed through the conventional distribution networks. "High technology", usually multi-layer, boards come from in-house sources. In the cases where security and technology are not a priority, buyers are tending to turn to lower priced merchant suppliers. This is the case for double-sided and 4-6 layer boards.

Demand for PCBs in the EC is forecast to grow in the automotive and telecommunications sectors. Opportunities for developing country exporters are in sectors where price is a major factor in the buying decision. Telecommunications and consumer white goods are two sectors mainly driven by cost.

Documentation

Aside from normal shipping and import documents, certificate of origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other Information

Trade Fair: Electronica/Productronica
International Trade Fair for Components and Assemblies in Electronics
Location: Munich, Germany
Contact: Munchener Messe-und
Ausstellungsgesellschaft mbH
Postfach 121009
D-8000, Munich 12
Germany
Tel: +49 895 1070
Fax: +49 895 107506
Frequency: Alternate years in November

Trade Association: European Electronic Components
Manufacturers Association
Rue d'arlon 69-71
Bte 8, B-1040 Brussels
Belgium
Tel: + 32 2 230 9630
Fax: + 32 2 230 9605

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply. However, special rules of origin apply to a majority of machines and electrical and electronic products. These rules can be obtained from national Customs and Excise offices.

In general, in order to qualify for tariff free entry:

- ◆ the value of all materials (components, etc.) not originating from an ACP or EC country must not exceed 40% of the price paid to the manufacturer of the end product.

Further restrictions are indicated for specific product categories.

Documentation:

Form EUR 1 must accompany products sent from ACP countries to benefit from reduced or tariff free entry into the EC. These forms can be obtained from the exporter's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Entry to the EC is generally tariff and quota free. However, for certain products tariff free entry is limited by a ceiling set by the EC. Imports in excess of this ceiling may carry the full amount of customs duty.

A number of products are subject to tariff ceilings including:

- ◆ sewing machines
- ◆ automatic data-processing machines (computer hardware)
- ◆ microwave ovens
- ◆ turntables, record players, cassette players, sound recording devices
- ◆ video recording and reproducing machines
- ◆ television receivers
- ◆ radios
- ◆ electric filament lamps
- ◆ cathode ray television picture tubes
- ◆ diodes, transistors, semi-conductor devices
- ◆ electronic integrated circuits and micro assemblies.

Rules of Origin:

General rules of origin apply. However, special rules of origin apply to a majority of machines and electrical and electronic products. These rules can be obtained from your national Customs and Excise office or Ministry of Trade.

In general, in order to qualify for tariff free entry:

- ◆ the value of all materials (components, etc.) not originating from a GSP country must not exceed 40% of the price paid to the manufacturer of the end product.

Further restrictions are indicated for specific product categories.

Documentation:

Certificate of Origin (Form A) must accompany products sent from GSP countries to benefit from reduced tariff duties. These forms are available from the exporter's national Customs and Excise office.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origins:

General rules of origin apply. However, special rules of origin apply to a majority of machines and electrical and electronic products. These rules can be obtained from national Customs and Excise offices.

In general, in order to qualify for tariff free entry:

- ◆ the value of all materials (components, etc.) not originating from an LDDC country must not exceed 40% of the price paid to the manufacturer of the end product.

Further restrictions are indicated for specific product categories.

Documentation:

Certificate of Origin (Form A) must accompany products sent from LDDC countries if the exporter is to benefit from reduced tariff duties. These forms are available from the exporter's national Customs and Excise office.

Vehicles and Components

1. Introduction

Vehicles of all kinds, aircraft, vessels and component parts fall under chapters 86-89 of the EC Common Customs Tariff (CCT) code. Passenger vehicles meet tariff rates of 10%, and component parts are brought into the EC at lower rates of 4.9% - 6.9%.

2. Motor Vehicles

Type Approval

There is a high incidence of technical trade barriers in the EC motor vehicle market. Harmonisation of vehicle standards has been in place since 1970 and Community type approval procedures have replaced existing type approval systems throughout the EC. Type approval means that a type of vehicle, system or component is approved and certified to meet defined technical requirements of performance and safety specified by the EC.

Details on the technical requirements of type approval for motor vehicles are found in OJ L225 of 10 August 1992, ref. 92/53/EEC.

Fuel

All vehicles registered after 1 October 1990 must be suitable for use with unleaded fuel. Together with this requirement, as of 1 January 1993, all petrol engine vehicles registered must be fitted with a catalytic converter to reduce pollutants of petrol engine vehicles. This is in line with the EC's policy on environmental protection.

3. Components

Depending on the type of vehicle, component and replacement parts are subject to type approval. The following components will require type approval certification regardless of the vehicle in which they will be installed in:

- ◆ fuel tanks
- ◆ rear protective devices
- ◆ door latches and hinges
- ◆ brakes
- ◆ lighting installations
- ◆ reflex reflectors
- ◆ lamps (side, rear, stop, rear fog)
- ◆ safety glass
- ◆ tyres
- ◆ coupling.

Several directives have been issued by the EC to cover the technical requirements of vehicles and components. EC legislation is normally based on standards and regulations of the Transport Committee of the United Nation's Economic Commission for Europe in Geneva.

For more information contact the European Commission (DG III) detailed in Part III and the UN ECE Transport Committee as detailed in Section 5.

EC vehicle manufacturers now require higher quality and better performance from the parts which they buy. Among examples of tougher specifications in the last few years have been: an increase from 70,000 to 150,000 km in the lifespan of shock absorbers; from 10,000 to 30,000 km for spark plugs; and from 50,000 to 80,000 km for stainless steel exhausts.

The EC legislation requires testing of roadworthiness and emissions of commercial and passenger vehicles. With stricter requirements for roadworthiness, component parts from Commonwealth countries must improve to meet rising standards. On the other hand this legislation could also provide an opportunity for exporters through increased demand for replacement parts. It is estimated that vehicles over two years old are likely to require new exhaust systems, tyres and brake pads.

4. Ships and Vessels

Sea going ships and vessels are imported free of customs duties. Other boats and vessels command the lowest customs duties of this section with the maximum rate at 3.8% for certain categories of sailboats, motor boats and lifeboats.

There is no EC legislation directly related to ships, boats and vessels. Legislation in this area has dealt mainly with agreement on a common shipping policy to ensure a competitive regime for shipping in the EC. Discussions and proposals have been made to legislate standards for marine equipment.

For more information contact the European Commission (DG VII/Marine) as detailed in Part III.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS AND EXHIBITIONS
<p>1. European Association of Automobile Manufacturers 211 rue du Noyer Place Jambline de Meux B-1040 Brussels Belgium Tel: +32 2 732 5550 Fax: +32 2 732 6001</p> <p>2. European Cyclist Federation ECFC c/o Fietserbond enfb Postbus 2150 NL-3440 DD Woerden Netherlands Tel: +31 3480 23119 Fax: +31 3480 14058</p> <p>3. Liaison Committee of Construction Equipment and Automobile Parts 95 rue de Stassart B-1050 Brussels Belgium Tel: +32 2 511 2919 Fax: +32 2 513 3802</p>	<p>1. International Bicycle and Motorcycle Exhibition Location: Cologne, Germany Contact: Koln Messe 1 Messe Platz PO Box 210760 D-5000 Koln 21, Germany Tel: +49 221 8210 Fax: +49 221 8212574 Frequency: Every 2 years in October</p> <p>2. International Exhibition of Car Components and General Equipment Location: Parc des Expo de Paris Paris, France Contact: Commite des Expo de Paris 55 Quai Alphonse e Gallo BP 317, F-92107 Boulogne, Cedex, France Tel: +33 4 90 96 088 Fax: +33 4 90 96 107 Frequency: Every 2 years in October Next fair - 1993</p> <p>3. International Motor Show Location: Exhibition Centre, Hanover Germany Contact: Deutsche Messe AG Messengelände D-3000 Hanover 82, Germany Tel: +49 511 890 Fax: +49 511 8932626 Frequency: Every year in May</p>

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| <p>1. European Commission
 200 Rue de la Loi
 1049 Brussels, Belgium
 Tel: +32 2 299 1111</p> <p>2. Transport Committee
 Economic Commission for Europe (ECE)
 United Nations
 Palais des Nations
 1211 Geneva 10, Switzerland
 Tel: +41 227 310211
 +41 227 349825
 Fax: +41 227 346011</p> |
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*Brake Pads***Product Coverage**

CCT NUMBER	PRODUCT DESCRIPTION
87083191	Parts for disc brakes
87083199	Parts for other types of brake systems

Custom Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
87083191	6.9	0%	0%	0%
87083199	6.9	0%	0%	0%

Product Standards

The Transport Committee of the United Nations in Geneva has approved legislative proposals covering replacement brake pads for sale in France, Italy, the United Kingdom and Germany. The requirements of the proposal are expected to eventually be accepted throughout the whole EC. Under these regulations brake pads will have to satisfy the following:

- ◆ meet the friction characteristics laid down by vehicle manufacturers
- ◆ conform to mechanical tolerances relating to the precise use to which they are to be put
- ◆ carry a number indicating approval of the product
- ◆ carry date of manufacture
- ◆ indicate name of manufacturer
- ◆ packaged in hermetically sealed, tamper-proof packs.

Other trends have been the diminishing use of asbestos as a component of friction material. Furthermore, asbestos has been replaced by mixes of synthetic, mineral, organic and metallic fibres. Asbestos free materials are reputed to last longer. According to industry, with normal driving brake pads should be changed every 30,000 km.

Marketing and Distribution

Traditional distributors of car components - the franchised network of vehicle manufacturers, independent garages and wholesalers - are faced with new actors in the market. New entrants include: specialised retailers, fast-fit operators (quick replacement centres for commonly required parts and maintenance items as well as normal vehicle servicing), franchised outlets of leading parts producers. For quick selling replacement parts hypermarkets and supermarkets in Germany and France have also become keen competitors.

Documentation

Aside from normal shipping and import documents, certificate of origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Brake pads must be submitted for type approval and manufacturer given a type approval certificate.

Application for approval can be obtained from designated agencies in the EC such as:

UNITED KINGDOM: Vehicle Certification Agency
1 Eastgate Office Centre
Bristol. BS5 6XX
United Kingdom
Tel: +44 272 515131
Fax: +44 272 523103

GERMANY: Motor Vehicle Office
Kraftfahrt-Bundesamt (KBA)
Postfach 2063
Fordestrasse 16
2390 Flensburg-Murwik
Germany

FRANCE: Ministere de l'Equipement du
Logement de l'Amenagement du
Territoire et des Trasports
L'Arch de la Defence
92055 Paris
Cedex 04, France

Type approval is indicated by a type approval number marked on the product or packaging and requires no further documentation to enter the EC.

Other Information

Trade Associations: Liaison Committee of Construction Equipment and Automobile Parts
95 rue de Stassart
B-1050 Brussels
Belgium
Tel: +32 2 511 2919
Fax: +32 2 511 3802

Trade Fairs: International Motor Show
Location: Exhibition Centre
Hanover, Germany
Contact: Deutsche, Messe AG
Messegelände
D-3000, Hanover 82
Germany
Tel: +49 511 890
Fax: +49 511 8932626
Frequency: Every year in May

Bicycles

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
87120010	Bicycles and other cycles without ball bearings
87120090	All other bicycles and other cycles

Custom Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
87120010	17%	0%	0%	0%
87120090	17%	0%	0%	0%

Product Standards

Product standards for bicycles depend on their use. The market varies from the relatively inexpensive to moderately expensive - from small cycles for children to folding bicycles, multi-geared mountain bicycles and racing models. Many of the technical developments in bicycle design and manufacture result from the drive to build ever faster racing bicycles. Improvements in design and components of bicycles show trends for lighter, more comfortable, safer and easier to ride models.

Bicycle frames have traditionally been made of seamed steel tubes but there is now a preference for cold drawn seamless steel tubes. Bicycle weight normally ranges from 10 kg to not more than 14 kg. More recently carbon fibre which is both lighter and stronger, is becoming widely used although it is relatively more expensive.

Although there are no EC wide standards, individual countries have their own legislation. Product and safety standards when applicable will have to be met. For example in the United Kingdom all bicycles must meet standards set by BS 6102. The new EC law on product liability, which makes importers liable for faulty performance and damage to consumers, has meant quality has become of greater importance.

There are a number of developments to increase safety for the ordinary bicyclist. Reflective tyres, which allow bicycles to be seen at night and also ensure it is recognised as a bicycle have become popular and in fact are compulsory for new bicycles in the Netherlands.

Marketing and Distribution

Import and export of parts and components are higher than that of complete bicycles. A majority of the complete bicycles entering international trade are sold in the form of completely knocked-down (CKD) or semi-knocked down (SKD) items. Freight costs are lower for the knocked-down form. At the most expensive end of the market, the frame is built to suit the customer and the components are usually imported. Other manufacturers import the frames and components and put their own label on the finished bicycle. This trend indicates that manufacturing is moving abroad with final assembly done in the importing country.

Marketing and distribution also depend on the end use. They will vary depending on whether the bicycle is a mode of transport, a toy, equipment for competitive sport, equipment for leisure and holidays or for health and fitness. Usage varies in different EC countries depending on climate and custom. Bicycles in general can find a good market in the EC, is growing consciousness of their environmental and health advantage. Bicycles have the advantage of no fossil fuel consumption, no pollution, as well as easing traffic congestion and improving health and fitness.

The price of a bicycle depends upon a number of factors - not only quality of construction and finish but also frame size and inclusion of extras (e.g. pump, bell, carrier, tool bag) and source of purchase. Prices are very variable within particular market sectors. Margins are also highly variable. Retail margins net of VAT are around 20-25%.

Bicycle components have a substantial market particularly for individual enthusiasts wishing to modify their bicycle. Retail margins on accessories are on average twice as high as on bicycles.

Documentation

Aside from normal shipping and import documents, certificate of origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other information

Trade Fair: IFMA
International Bicycle and Motorcycle Exhibition
Location: Cologne Messe
Cologne, Germany
Contact: Messe-und Ausstellungen
Ges mbH Koln, Messeplatz 1
Postfach 210760
5000 Koln 21
Tel: +49 221 8210
Fax: +49 221 8212574
Frequency: Every two years in October

Trade Associations: European Cyclist Federation
ECFC c/o Fietserbond enfb
Postbus 2150
NL-3440 DD Woerden
Netherlands
Tel: +31 3480 23119
Fax: +31 3480 14058

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

For vehicles to qualify for tariff free entry the value of all materials (parts, components, etc.) used not originating from an ACP or EC country must not exceed 40% of the price paid to the manufacturer of the end product.

Special rules apply to the following:

- ◆ work trucks
- ◆ motorcycles
- ◆ tanks, fighting vehicles
- ◆ bicycles without ball bearings
- ◆ trailers and semi-trailers
- ◆ baby carriages
- ◆ ships and boats.

Documentation:

Certificate of Origin (EUR 1) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Entry into the EC is free of customs duties. However, entry is restricted by a ceiling for a number of products including:

- ◆ tractors
- ◆ motorcycles for transport of 10 or more persons
- ◆ motor vehicles of cylinder capacity not exceeding 300 cm³
- ◆ motor vehicles for the transport of goods

For these products, imports beyond the ceiling may be subject to the normal rate of duty.

Rules of Origin:

For vehicles to qualify for tariff free entry the value of all materials (parts, components, etc.) used not originating from a GSP country must not exceed 40% of the price paid to the manufacturer of the end product.

Special rules apply to the following:

- ◆ work trucks
- ◆ motorcycles
- ◆ tanks, fighting vehicles
- ◆ bicycles without ball bearings
- ◆ trailers and semi-trailers
- ◆ baby carriages
- ◆ ships and boats.

Documentation:

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

For vehicles to qualify for tariff free entry the value of all materials (parts, components, etc.) used not originating from an LDDC country must not exceed 40% of the price paid to the manufacturer of the end product.

Special rules apply to the following:

- ◆ work trucks
- ◆ motorcycles
- ◆ tanks, fighting vehicles
- ◆ bicycles without ball bearings
- ◆ trailers and semi-trailers
- ◆ baby carriages
- ◆ ships and boats.

Documentation:

Certificate of Origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

*Instruments and Devices***1. Introduction**

Optical, photographic, measuring, checking, medical and surgical instruments and devices are covered under chapter 90 of the EC's Common Customs Tariff (CCT) code. Other mechanical devices can be found in Chapter 84 of the CCT code. Customs duties range from 3.8% to 10%. All instruments and devices for use in civil aircraft enter the EC free of customs duties.

Due to the technical nature of these product groups, the EC recognises the danger of technical barriers to realisation of the Single European Market. Each Member State has its own arrangements for testing and certifying products. These national technical barriers are progressively being eliminated through EC legislation. Standards have already been issued for instruments particularly in the medical field and others are presently under discussion.

2. Non-automatic weighing instruments

As of 1st January 1993, non-automatic weighing instruments must comply with EC regulations. Non-automatic weighing instruments are classified into two categories:

- ◆ **Category A:** instruments which determine mass for commercial transactions;
to calculate a toll, tariff, tax, penalty;
when applying laws or regulations;
to weigh patients in the practice of medicine;
to make up medicines on prescription;
to fix a price for direct sale to public.
- ◆ **Category B:** instruments used for any other purpose. e.g. domestic and industrial process control.

Non-automatic weighing machines must be submitted for EC-type examination to ensure that it satisfies EC standards. Approved products can then carry the CE mark.

Category A instruments must comply with essential requirements in the following areas:

- ◆ accuracy
- ◆ units of measurement
- ◆ design
- ◆ construction.

Standards to be followed are based on Recommendation No. 76 of the International Organisation of Legal Metrology (OIML).

For full details of the OIML recommendation contact OIML as detailed in Section 4.

Category B instruments need not meet essential requirements of that of Category A and do not have to carry the CE mark. However these instruments must carry the manufacturer's or EC seller's name or mark and indicate maximum capacity in a clearly visible, easily legible and indelible form. Information of

specific requirements of this EC legislation can be found in the EEC's Official Journal OJ L189 of 20 July 1990, ref. 90/384/EC.

3. Medical Instruments and Devices

A series of three directives regulating the safety and marketing of medical devices is being implemented throughout the EC. Legislation on active implantable medical devices was recently adopted by the EC and comes into effect on 1 January 1993. This legislation covers powered medical devices implanted in the human body such as heart pace-makers. Implantable medical devices sold within the EC must:

- ◆ safeguard the clinical condition and safety of patients, and not present any risks to others
- ◆ meet safety and efficacy requirements in their design, construction and materials used
- ◆ have been designed and manufactured subject to independent checks
- ◆ carry a CE mark; and provide instructions.

In order to show that products meet essential requirements manufacturers must either follow the EC declaration of conformity procedure, or

- ◆ follow EC type-examination procedure followed by either the EC notification procedure or the EC declaration of conformity to type procedure.

Please refer to Part I, Chapter 2 on product standardisation for descriptions of the above procedure.

Information on requirements upon active implantable devices can be found in the EC's Official Journal OJ L189 of 20 July 1990, ref. 90/385/EEC.

Legislation on medical devices, ranging from, for example, first aid bandages to CT scanners is expected to come into effect in the EC before late 1994. Requirements similar to medical implantable devices on safety, design, construction and efficacy is expected to be set out by this legislation.

Under this proposed legislation products are classified according to potential risk to consumer. The following classifications have been proposed:

CLASS I

Devices which do not enter into contact or interact with the body. The manufacturer alone is responsible for assessment of conformity to essential requirements and no third party verification is included.

CLASS II

Devices which are invasive or implantable or which interact with the body. Manufacturers must have products evaluated by a notified agency.

CLASS III

Devices which concern functions of vital organs. Products must be evaluated by a notified agency but will require more vigorous examination and more detailed information such as assessment of conformity based on clinical data.

Products to be included under these classifications are under discussion.

The third Directive in this product group covers medical devices, apparatus or systems to be used in-vitro for examination of substances derived from the human body. Drafting of this legislation has just begun and it is unlikely that it will take effect before 1996.

For more information contact the European Commission (DG III) as detailed in Part III.

4. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. European Committee of Weighing Instruments Manufacturers 36 Querue Hoche F-75008 Paris, France Tel: +33 1 45 61 18 51 Fax: +33 1 45 63 59 86</p> <p>2. Coordination Committee of the Radiological and Electromedical Industries P.O. Box 701261 Stresemannallee 19 D-6000 Frankfurt am Main 70 Germany Tel: +49 696 302206 Fax: +49 696 302390</p>	<p>1. INTERKAMA Market for Innovations in Measurement and Automation Location: Dusseldorf, Germany Contact: Dusseldorfer Mesegesellschaft mbH NOWEA Postfach 32 02 03 D-4000 Dusseldorf 30 Germany Tel: +49 211 456001 Fax: +49 211 4560668 Frequency: Every two years in October Next fair - 1994</p> <p>2. INTERHOSPITAL Location: Hanover, Germany Contact: Deutsche Messe AG Messegelände D-3000 Hanover 82 Germany Tel: +49 511 890 Fax: +49 511 8932626 Frequency: Every year in June</p>

<p>1. European Commission 200 Rue de la Loi 1049 Brussels Belgium Tel: +32 2 299 1111</p> <p>2. International Organisation of Legal Metrology (OIML) 11 Rue Turgot F-75009 Paris France Tel: +33 1 48 78 12 82 Fax: +33 1 48 82 17 27</p>
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Non-Automatic Weighing Instruments

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
842310	Personal weighing machines (household scales, baby scales)
842320	Scales for continuous weighing of goods on conveyors
842330	Constant weight scales
842380	Other weighing machines

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
842310	4.4%	0%	0%	0%
842320	4.4%	0%	0%	0%
842330	4.4%	0%	0%	0%
842380	4.4%	0%	0%	0%

Products and Standards

Non-automatic weighing instruments are divided into two product categories:

Class A:

Instruments which determine mass:

- ◆ for commercial transactions
- ◆ to calculate a toll, tariff, tax, bonus, penalty, remuneration or similar type of payment
- ◆ to weigh patients for monitoring, diagnosis or medical treatment
- ◆ to make up medicines on prescriptions in a pharmacy, or in analysis in medical or pharmaceutical laboratories
- ◆ to fix a price for direct sale to the public, or to make up pre packages.

Class B:

Instruments used for other purposes eg, domestic and industrial processing control.

Class B instruments are not subject to legislation and need not meet essential requirements. Class B instruments must however carry a manufacturer's mark or name, and indicate their maximum capacity in a clearly visible, easily legible and indelible form.

Class A instruments must meet the following essential requirements:

Metrological Requirements

1. Units of mass

The following units are permitted to be used in non-automatic weighing instruments:

- ◆ SI Units: kilogram, microgram, milligram, gram, tonne
- ◆ Imperial Units: pound, ounce, troy ounce
- ◆ Other non-SI Units: e.g. metric carat, in weighing precious stones.

2. Accuracy classes

The following accuracy classes have been defined:

- ◆ i - special
- ◆ ii - high
- ◆ iii - medium
- ◆ iv - ordinary.

The specifications of these classes have been set with corresponding verification scale intervals and minimum and maximum values.

Scale intervals have also been established. The actual scale interval (d) and the verification scale interval (e) shall be in the form:

- ◆ 1×10^k 2×10^k or 5×10^k mass units
(k being an integer or zero).

3. Classification and Accuracy

Instruments with one weighing range, instruments with multiple weighing ranges and multi interval instruments must be classified appropriately to a corresponding accuracy class given a specified verification scale interval. Non-automatic weighing instruments must not exceed the maximum permissible error of indication as shown in the table below.

Maximum Permissible Errors

LOAD				Maximum permissible error
Class I	Class II	Class III	Class IIII	
$0 \leq m \leq 50000e$	$0 \leq m \leq 5000e$	$0 \leq m \leq 500e$	$0 \leq m \leq 50e$	$\pm 0.5e$
$50000e < m \leq 2000000e$	$5000e < m \leq 20000e$	$500e < m \leq 2000e$	$50e < m \leq 200e$	$\pm 1.0e$
$200000e < m$	$2000e < m \leq 1000000e$	$2000e < m \leq 10000e$	$200e < m < 100e$	$\pm 1.5e$

Weighing results of all instruments must be repeatable and shall be reproducible by the other indicating devices used and with other methods of balancing use. They should be sufficiently insensitive to changes in the position of the load on the load receptor and instruments should react to small variations in weight.

The following are general requirements for the design and construction of non-automatic weighing instruments:

1. Design and construction of the instrument shall be such that instruments will preserve their metrological qualities when properly used and installed, and when used in the environment for which they are intended. The value of the mass must be indicated.
2. When exposed to disturbances, electronic instruments shall not display the effects of significant faults, or shall automatically detect and indicate them.
3. Digital electronic devices shall always exercise adequate control of the correct operation of the measuring process, of the indicating facility and of all data storage and data transfer.
4. When external equipment is connected to an electronic instrument through an appropriate interface the metrological qualities of the instrument shall not be adversely influenced.
5. The instrument shall have no characteristics likely to facilitate fraudulent use. Components that may not be dismantled or adjusted by the user shall be secured against such action.
6. The indication of the weighing results and other weight values shall be accurate, unambiguous and non-misleading and the indicating device shall permit easy reading of the indication under normal conditions of use.
7. The following inscriptions must be indicated on the product:
 - ◆ manufacturer's or importer's mark or name
 - ◆ accuracy class, enclosed in an oval or in two horizontal lines joined by two half circles
 - ◆ maximum capacity in the form: MAX ...
 - ◆ minimum capacity in the form: MIN ...
 - ◆ verification scale interval in the form: E = H

Products which have met the essential requirements of the EC will be allowed to carry the CE Mark which must be clearly visible, easily legible and indelible.

Marketing and Distribution

The end users of weighing instruments are normally industrial users. It is better to appoint an EC representative or an agent who will promote products in the EC. The market is highly competitive: German and Japanese made products are well known for their technical features. Their products do well in industries where a high degree of accuracy is required. Products from the Far East, China and Taiwan cover the lower end of the market. In any case, with new legislation all products will have to meet the high quality standards now demanded throughout the EC.

Documentation

Aside from normal shipping and import documents, certificate of origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other Information

Trade Association: International Organisation of Legal Metrology
11 Rue Turgot
F-75009
Paris, France
Tel: +33 1 48 78 12 82
+33 1 42 85 27 11
Fax: +33 1 42 82 17 27

European Committee of Weighing Instruments Manufacturers
36 Avenue Hoche
F-75008
Paris, France
Tel: +33 1 45 61 18 51
Fax: +33 1 45 63 59 86

Trade Fairs: INTERKAMA
Market Innovations in Measurement and Automation
Location: Dusseldorf, Germany
Contact: Dusseldorfer Mesegesellschaft mbH
NOWEA
Postfach 32 02 03
D-4000 Dusseldorf 30
Germany
Tel: +49 211 456001
Fax: +49 211 4560668
Frequency: Every two years in October
Next fair 1994

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

Special rules of origin apply to all instruments and devices. In the majority of cases the rule of origin requires that the value of materials and components not coming from the ACP or EC countries must not be greater than 40% of the final price of the product.

Documentation:

Certificate of origin (EUR 1) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

Special rules of origin apply to all instruments and devices. In the majority of cases the rule of origin requires that the value of materials and components not coming from the GSP country must not be greater than 40% of the final price of the product.

Documentation:

Certificate of origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

Special rules of origin apply to all instruments and devices. In the majority of cases the rule of origin requires that the value of materials and components not coming from the LDDC country must not be greater than 40% of the final price of the product.

Documentation:

Certificate of origin (Form A) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

*Consumer Products***1. Introduction**

Furniture, lamps, toys, brushes, buttons, writing instruments and many other typical consumer products fall under the category of "Miscellaneous manufactured articles" in the EC's Common Customs Tariff (CCT) code. With the exception of toys, common European standards have not been specified. Proposals have been made to implement legislation on other miscellaneous manufactured articles; for example, on non-flammability of furniture upholstery.

Customs duties vary depending on product category. Full customs duties for furniture range from 4.4% to 5.6%. Lighting and lighting fittings carry a tariff of 4.9% to 10%. Doll carriages/prams attract the highest rate of duty for toys at 10.5% while cricket and polo equipment enter the EC free of customs duties.

2. Toys**Toy safety**

The EC approved legislation to ensure the safety of toys traded within the EC in 1988. Childrens' toys supplied to the EC must:

- ◆ Satisfy the applicable essential safety requirements
- ◆ Qualify and carry the CE mark
- ◆ In some cases be accompanied by warning notices.

This legislation came into effect on 1 January 1990. Specific safety standards relate to the following:

- ◆ Physical and mechanical properties
- ◆ Flammability
- ◆ Chemical properties
- ◆ Electrical properties
- ◆ Graphic symbols for warning.

National institutions in the member states will monitor toys for conformity to these basic safety standards. Toys must be submitted for EC type examinations to ensure they meet the required safety standard. Approved products can then carry the CE mark.

Manufacturers or their legal representative in the EC who apply for the CE mark will have to provide information on:

- ◆ Name and address of the manufacturer or EC seller
- ◆ Description of the toy
- ◆ Extended information about the design and manufacturing process of the toy in question, accompanied by a model.

Manufacturers or their legal representative or importer in the EC must also keep the following information available for inspection by EC monitoring institutions:

- ◆ A technical description of the means by which the manufacturers check whether the toys are manufactured in conformity to the basic Community safety standards (i.e. a record of technical checks).
- ◆ The address of the place(s) where the toy is manufactured or stored.
- ◆ Comprehensive information on the design and manufacturing process.

Warning and indications of precautions must accompany certain toys. For example: labels indicating toys not suitable for children under 3 years; instructions on checks and maintenance for slides and swings, etc.

Important safety requirements are detailed in the Product Example section "Toys" in this Chapter.

Full details of the safety standards required can be found in the Toys Safety Directive published in EC Official Journal OJ L187 of 16 July 1988 ref. 88/378/EEC.

For further information contact the European Commission (DG III) as detailed in Part III.

Product Liability

The EC legislation on product liability makes it possible for consumers to sue producers or EC importers for damage or injury caused by faults in their products. Consumers can sue if the damage exceeds an amount of 500 ECU.

Importers will therefore be looking for products that will meet the stringent safety standards of the EC. Consistency in quality will also become a norm for EC suppliers.

Brand Names

Brand names are important in the toy market. European manufacturers are increasingly on their guard against imports of imitation products. EC legislation has been issued to protect brand names registered in the EC and brand names or other graphic symbols can be registered in EC member states. Information on legislation on trade marks can be found in the EC's Official Journal OJ L040 of 11 February 1989, ref. 89/104/EEC.

3. Furniture

At the present time there has not been any EC legislation directly related to furniture. There is a proposal to introduce barcodes on furniture. The European Commission is also drawing up guidelines for five safety standards for upholstered (covered) furniture but this is not expected to be in force for the next year or two.

On the whole, Commonwealth exporters will still be faced with a large number of national regulations. Manufacturers and importers may have products tested on a voluntary basis in national test centres in the EC.

This situation is, however, expected to change. The European Standardisation Committee (CEN) has set up a committee to establish quality and label standards incorporating norms of the International Standards Organisation (ISO). However, there has to date been no obligation to introduce these standards as law in the EC. Harmonisation of accepted European standards is inevitable as the move towards a single market progresses. Commonwealth exporters are well advised to produce according to CEN quality norms and label regulations.

The EC's concern with the environment has resulted in legislation implying that after 1995, only furniture made of wood originating from areas of sustainable forest approved by the EC will be allowed to be imported.

4. Lights and light fittings

Lighting and lighting supplies to the building industry will be covered by EC legislation on construction products. Standards for these products have not been finalised and are under study by CEN. The current legislation on construction products requires that all supplies to buildings must be energy efficient. It is expected that light and light fittings will have to meet “energy efficient” requirements of this legislation.

5. Further Information and Contact Points

TRADE ASSOCIATIONS	TRADE FAIRS & EXHIBITION
<p>1. European Federation of Toy Distributors Sandstrasse 29-IV D-8500 Nurnburg Germany Tel: +49 911 224188 Fax: +49 911 221637</p> <p>2. European Toy Confederation 47 Bvd Berthier F-75017 Paris, France Tel: +33 1 43 80 60 75 Fax: +33 1 42 27 82 72</p> <p>3. European Furniture Manufacturers Federation Rue de l'Association 15 B-1000 Brussels Belgium Tel: +32 2 218 1889 Fax: +32 2 219 2701</p> <p>4. European Lighting Council Rue Montoyer 31 Boite 1 B-1040 Brussels Belgium Tel: +32 2 513 6085 Fax: +32 2 514 3386</p>	<p>1. International Toy Fair Location: Nuremberg, Germany Contact: Spielwarenmesse eG Messezentrum D-8500 Nuremberg 50 Germany Tel: +49 911 998130 Fax: +49 911 869660 Frequency: Every year in February</p> <p>2. Paris International Toy Fair Location: Paris-Nord/Villepinte Contact: Salon International du Jouet 103 rue la Fayette 75010 Paris, France Tel: +33 1 40 16 00 15 Fax: +33 1 40 16 03 58 Frequency: Every year in February</p> <p>3. INTERZUM International Trade Fair for Furniture Location: Cologne, Germany Contact: Messe-und Austelunge ges mbH Koln Postfach 210760 Messeplatz 1 D-5000 Koln 21 Germany Tel: +49 221 8211 Fax: +49 221 8212574 Frequency: Every year in May</p> <p>4. International Trade Fair for Urban and Interior Design Location: Frankfurt, Germany Contact: Messe Frankfurt GmbH Postfach 970126 D-6000 Frankfurt 1 Germany Tel: +49 697 5750 Fax: +49 697 5756433 Frequency: Every two years Next fair - 1994</p>

1. European Commission

200 Rue de la Loi
1049 Brussels
Belgium
Tel: +32 2 299 1111

**2. European Committee for Standardisation
(CEN)**

Rue de Stassart 36
B-1050 Brussels
Belgium
Tel: +32 2 519 6811
Fax: +32 2 519 6819

**3. International Organisation for
Standardisation (ISO)**

Bureau Central
1 rue de Varembe
Case Postale 56
CH-1211 Geneva 20
Switzerland
Tel: +41 22 749 9011
Fax: +41 22 733 3430

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
950100	Wheeled toys; dolls carriages
950200	Dolls, accessories and parts
950310	Electric trains
950320	Scale model assembly kits
950330	Construction sets and toys
950340	Animals stuffed or made of other materials
950350	Toy musical instruments
950360	Puzzles
950380	Motorised toys and models
950390	Other toys: rubber, plastic, textile, etc.

Customs Duties

CCT NUMBER	FULL	ACP	GSP	LDDC
950100	10.5%	0%	0%	0%
950200	8-6.9%	0%	0%	0%
950310	8%	0%	0%	0%
950320	8%	0%	0%*	0%
950350	8-8.7%	0%	0%	0%
950340	8-8.7%	0%	0%	0%
950350	8-8.7%	0%	0%	0%

CCT NUMBER	FULL	ACP	GSP	LDDC
950360	8-8.7%	0%	0%*	0%
950380	8%	0%	0%	0%
950390	8%	0%	0%	0%

* Imports of scale models and puzzles are imported free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be charged full rate of duty.

Products and Standards

The EC has issued minimum safety standards for children's toys. The standards relate to the following:

1. Physical and mechanical properties

- ◆ Toys and their parts and, in the case of fixed toys, their anchorages must have the requisite mechanical strength and, where appropriate, stability to withstand the stresses to which they are subjected during use without breaking or becoming liable to distortion at the risk of causing physical injury.
- ◆ Accessible edges, protrusions, cords, cables and fastenings on toys must be so designed and constructed that the risks of physical injury from contact with them are reduced as far as possible.
- ◆ Toys must be so designed and constructed as to minimise the risk of physical injury which could be caused by the movement of their parts.
- ◆ Toys, and their component parts, and any detachable parts of toys which are clearly intended for use by children under 36 months must be of such dimensions as to prevent their being swallowed and/or inhaled.
- ◆ Toys, and their parts and the packaging in which they are contained for retail sale must not present risk of strangulation or suffocation.
- ◆ Toys intended for use in shallow water which are capable of carrying or supporting a child on the water must be designed and constructed so as to reduce as far as possible; taking into account the recommended use of the toy, any risk of loss of buoyancy of the toy and loss of support afforded to the child.
- ◆ Toys which it is possible to get inside and which thereby constitute an enclosed space for occupants must have a means of exit which the latter can open easily from the inside.
- ◆ Toys conferring mobility on their users must, as far as possible, incorporate a braking system which is suited to the type of toy and is commensurate with the kinetic energy developed by it. Such a system must be easy for the user to operate without risk of ejection or physical injury for the user or for third parties.
- ◆ The form and composition of projectiles and the kinetic energy they may develop when fired from a toy designed for that purpose must be such that, taking into account the nature of the toy, there is no unreasonable risk of physical injury to the user or to third parties.

Toys containing heating elements must be so constructed as to ensure that:

- ◆ The maximum temperature of any accessible surfaces does not cause burns when touched.
- ◆ Liquids and gases contained within toys do not reach temperatures or pressures which are such that their escape from a toy, other than for reasons essential to the proper functioning of the toy, might cause burns, scalds or other physical injury.

2. Flammability

- (a) Toys must not constitute a dangerous flammable element in the child's environment. They must therefore be composed of materials which:
 - ◆ do not burn if directly exposed to a flame or spark or other potential seat of fire; or
 - ◆ are not readily flammable (the flame goes out as soon as the fire cause disappears); or
 - ◆ if they do ignite, burn slowly and present a low rate of spread of the flame; or

- ◆ irrespective of the toy's chemical composition, are treated so as to delay the combustion process.

Such combustible materials must not constitute a risk of ignition for other materials used in the toy.

- (b) Toys which, for reasons essential to their functioning, contain dangerous substances or preparations, especially materials and equipment for chemistry experiments, model assembly, plastic or ceramic moulding, enamelling, photography or similar activities, must not contain, as such, substances or preparations which may become flammable due to the loss of non-flammable volatile components.
- (c) Toys must not be explosive or contain elements or substances likely to explode when used as intended or in a foreseeable way, bearing in mind the normal behaviour of children.
- (d) Toys and, in particular, chemical games and toys, must not contain, as such, substances or preparations:

which, when mixed, may explode:

- ◆ through chemical reaction, or through heating
- ◆ when mixed with oxidizing substances

which contain volatile components which are flammable in air and liable to form flammable or explosive vapour/air mixture.

3. Chemical properties

Toys must be so designed and constructed that, when used as intended or in a foreseeable way, bearing in mind the normal behaviour of children, they do not present health hazards or risks of physical injury by ingestion, inhalation or contact with the skin, mucus tissues or eyes.

They must in all cases comply with the relevant Community legislation relating to certain categories of products or to the prohibition, restriction of use or labelling of certain dangerous substances and preparations.

In particular, for the protection of children's health, bioavailability resulting from the use of toys must not, as an objective, exceed the following levels per day:

0,2 µg for antimony
0,1 µg for arsenic
25,0 µg for barium
0,6 µg for cadmium
0,3 µg for chromium
0,7 µg for lead
0,5 µg for mercury
5,0 µg for selenium

or such other values as may be laid down for these or other substances in Community legislation based on scientific evidence.

The bioavailability of these substances means the soluble extract having toxicological significance.

4. Electrical properties

- (a) Electric toys must not be powered by electricity of a nominal voltage exceeding 24 volts and no part of the toy may exceed 24 volts.

- (b) Parts of toys which are connected to, or liable to come into contact with, a source of electricity capable of causing electric shock, together with the cables or other conductors through which electricity is conveyed to such parts, must be properly insulated and mechanically protected so as to prevent the risk of such shock.
- (c) Electric toys must be so designed and constructed as to ensure that the maximum temperatures reached by all directly accessible surfaces are not such as to cause burns when touched.

The following toys must be accompanied by appropriate warnings to reduce risks:

- ◆ Toys not intended for children under 36 months
- ◆ Slides; suspended swings and rings; toys attached to a crossbeam
- ◆ Functional toys; e.g. scale models
- ◆ Toys containing inherently dangerous substances or preparations; chemical toys
- ◆ Toys intended for use in water.

A model of all toys sold in the EC must be submitted for testing to ensure that the toy meets the above standards. Applications for examination must be made by the manufacturer, his authorised representative or EC importer. This is sent to an EC approved testing centre. If the toy satisfies the required standard an EC type certificate will be issued and the product will be allowed to carry the CE mark.

Marketing and Distribution

Developments in the retail sector will have the most impact on marketing toys within the EC. There is a process of concentration in the toy distribution sector particularly in the more developed states. Centralised buying organisations, department stores and supermarkets are foreseen to be the major distributors for toys in the 1990s. The importer will still have a major role as some department stores and supermarkets are reluctant to go directly to developing country suppliers as it entails more risk and work to follow up quality control.

Major toy manufacturers are also moving towards developing and producing toys on a European rather than national scale. To reduce labour costs European toy manufacturers are also seeking to sub-contract labour intensive toys to developing countries. A link-up with a European firm could be advantageous in obtaining technical assistance for design and production process.

TOYS R US

TOYS R US opened its first 5 stores in the United Kingdom in 1985. As of September 1992 the number of stores has increased to 105 in Europe. Plans have been announced to open 6 new stores in France, 8 in Germany, 5 in Austria and 4 in Spain. With over 700 stores world wide and a turnover of £3.3 billion it is the world's largest and most successful speciality toy retailing chain.

Each store operates on a 45,000 sq. ft. warehouse with the following policy:

- ◆ maintaining a broad product line with a massive range of 20,000 product lines all year round
- ◆ centralised computer system monitors up to the minute sales and products are never "out of stock"
- ◆ unconditional refund policy
- ◆ very low prices.

The company has revolutionised the European toy industry with its policies. It develops partnerships with suppliers and this direct purchase policy has weakened traditional distributor/wholesaler roles.

The Company is now a major player in the European toy market and Commonwealth exporters need to take

note if they wish successfully to enter the volume end of the toy market. TOYS _ US welcomes suppliers from all over the world but insists that products comply with European standards.

TOYS R US Ltd.
Geoffrey House
Vanwall Business Park
Vanwall Road
Maidenhead. SL6 4UB
United Kingdom
Tel: +44 628 414141
Fax: +44 628 414092

Documentation

Aside from normal shipping and import documents, certificate of origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other information

Trade Association: European Federation of Toy Distributors
Sandstrasse 29-IV
D-8500 Nuremberg
Germany
Tel: +49 911 224188
Fax: +49 911 221637

European Toy Confederation
47 Bvd Berthier F-75017
Paris, France
Tel: +33 1 43 80 60 75
Fax: +33 1 42 27 82 72

Trade Fairs: International Toy Fair
Location: Nuremberg, Germany
Contact: Spielwarenmesse eG
Messezentrum
D-8500 Nuremberg 50
Germany
Tel: +49 911 998130
Fax: +49 911 869660
Frequency: Every year in February

Paris International Toy Fair
Location: Paris-Nord/Villepinte
Contact: Salon International du Jouet
103 rue la Fayette
75010 Paris, France
Tel: +33 1 40 16 00 15
Fax: +33 1 40 16 03 58
Frequency: Every year in February

Domestic Furniture

Product Coverage

CCT NUMBER	PRODUCT DESCRIPTION
940340	Kitchen furniture of wood
940350	Bedroom furniture of wood
940360	Dining and living room furniture of wood
940380	Furniture of other materials including cane, osier, bamboo and similar material

Customs Duties

CCT NUMBER	FULL	ACP	GSP*	LDDC
940340	5.6%	0%	0%	0%
940350	5.6%	0%	0%	0%
940360	5.6%	0%	0%	0%
940380	5.6%	0%	0%	0%

* Imports of domestic furniture from GSP countries are allowed entry into the EC free of customs duties within the limits of a ceiling. Imports beyond the ceiling may be subject to the full rate of duty.

Products and Standards

There are no official standards for quality, labelling and sizes of household furniture; some member states have implemented their own legislation for safety standards for upholstered furniture.

There has been a recent growth in demand for cane and rattan furniture due to the fashion for ethnic and folkloristic interiors. Wood and cane furniture are more popular than metal and synthetic materials as Western Europe moves towards more natural materials. Classic-style furniture largely of wood still accounts for the bulk of the market.

EC policy on the protection of tropical rain forests has resulted in legislation that stipulates that after 1995 only furniture made of wood originating from areas approved by the EC will be allowed into the Community.

Due to the high freight costs involved in transporting assembled furniture, knocked-down (KD) furniture has become popular imports from outside the EC. Retail groups also prefer KD to save retail storage space.

Marketing and Distribution

Germany and France are the largest importers of furniture in the EC, although all EC countries represent good markets for Commonwealth exporters as popularity of wood, cane and rattan furniture shows good potential for growth in the EC.

Market trends and fashions change at a much faster rate than previously and European buyers have begun to demand delivery times of 6-8 weeks. Speed rather than price becomes a more important factor. It is important to keep up to date with design and style through trade shows or through the European importer.

The European furniture sector is highly fragmented, furniture being bought in by specialist furniture importers. There has been a trend towards large out-of-town stores specialising in certain types of products such as mass-produced standard furniture.

Documentation

Aside from normal shipping and import documents, certificate of origin - Form A for GSP and LDDC countries, EUR 1 for ACP countries - must accompany consignments to benefit from reduced tariff or tariff free entry into the EC.

Other Information

Trade Association: European Furniture Manufacturer's Federation
Rue de l'Association 15
B-1000 Brussels
Belgium
Tel: +32 2 218 1889
Fax: +32 2 219 2701

Trade Fair: INTERZUM
International Trade Fair for Furniture
Location: Cologne, Germany
Contact: Messe-und Austelunge ges mbH
Köln
Postfach 210760
Messeplatz 1
D-5000 Köln 21
Germany
Tel: +49 221 8211
Fax: +49 221 8212574
Frequency: Once a year in May

ACP Commonwealth Countries

ACP Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply. Special rules apply to:

- ◆ base metal furniture incorporating unstuffed cotton cloth
- ◆ lamps and lighting fittings
- ◆ dolls with electric models
- ◆ scale models and puzzles
- ◆ fishing accessories
- ◆ brooms and brushes
- ◆ fountain pens
- ◆ buttons

Documentation:

Certificate of Origin (EUR1) must accompany products if the exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

GSP Commonwealth Countries

GSP Commonwealth Countries

Entry Conditions:

The following products are allowed entry into the EC free of customs duties within the limits of a ceiling:

- ◆ furniture
- ◆ articles for electric lighting fittings, eg. diffusers, lampshades, globes, ceiling lights
- ◆ all kinds of brooms and brushes
- ◆ scale models and puzzles
- ◆ carnival entertainment articles, e.g. conjuring tricks and novelty jokes

Imports of the above products beyond the limits of the ceiling may be subject to the full rate of duty.

All other products enter free of customs duties from GSP countries.

Rules of Origin:

General rules of origin apply. Special rules apply to:

- ◆ lamps and lighting fittings
- ◆ scale models and puzzles
- ◆ brooms and brushes
- ◆ ball point pens and other writing or marking instruments
- ◆ buttons

Documentation:

Certificate of Origin (Form A) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

LDDC Commonwealth Countries

LDDC Commonwealth Countries

Entry Conditions:

Tariff free and quota free entry into the EC.

Rules of Origin:

General rules of origin apply. Special rules apply to:

- ◆ lamps and lighting fittings
- ◆ scale models and puzzles
- ◆ brooms and brushes
- ◆ ball point pens and other writing or marking instruments
- ◆ buttons

Documentation:

Certificate of Origin (Form A) must accompany products if exporter is to benefit from tariff free entry into the EC. These forms can be obtained from the exporting country's national Customs and Excise office or Ministry of Trade.

PART III

CONTACT POINTS, PUBLICATIONS AND DOCUMENTATION

*Contact Points, Publications
and Documentation*

EUROPEAN COMMISSION OFFICES

European Commission
200 Rue de la Loi
1049 Brussels
Belgium
Tel: +32 2 299 1111

DIRECTORATES-GENERAL OF THE COMMISSION	
DG I	External Relations
DG II	Economic and Financial Affairs
DG III	Internal Market and Industrial Affairs
DG IV	Competition
DG V	Employment, Social Affairs and Education
DG VI	Agriculture
DG VII	Transport
DG VIII	Development
DG IX	Personnel and Administration
DG X	Information, Communication and Culture
DG XI	Environment and Nuclear Energy
DG XII	Science, Research and Development
DG XIII	Telecommunications, Information Industries and Innovation
DG XIV	Fisheries
DG XV	Financial Institutions and Company Law
DG XVI	Regional Policy
DG XVII	Credit and Investments
DG XIX	Budgets
DG XX	Financial Control
DG XXI	Customs Union and Indirect Taxation
DG XXII	Coordination of Structural Instruments
DG XXIII	Enterprise Policy, Distributive Trades, Tourism & Cooperatives

EUROPEAN STANDARDISATION BODIES

CEN (European Committee for Standardisation)

Rue de Stassart 36

B-1050 Brussels

Belgium

Tel: +32 2 519 6811

Fax: +32 2 519 6819

CENELEC (European Committee for Electrotechnical Standardisation)

Rue de Stassart 35

B-1050 Brussels

Belgium

Tel: +32 2 519 6871

Fax: +32 2 519 6919

EOTC

European Organisation for Testing and Certification

Rue de Stassart 33, 2nd Floor

B-1050 Brussels

Belgium

Tel: +32 2 519 6969

Fax: +32 2 519 6919/63

EUROPEAN STANDARDS BODIES - MEMBERS OF CEN

Austria	ON Österreichisches Normungsinstitut Postfach 130 Heinstrasse 38 A-1021 Wien 2 Austria Tel: +43 222 267 535 Fax: +43 222 267 552 Tlx: (047) 115960 norm a
Belgium	IBN/BIN Institut Belge de Normalisation Ave. de la Brabanconne-laan 29 B-1040 Brussels Belgium Tel: +32 2 734 9205 Fax: +32 2 733 4264 Tlx: 23877 benor b
Denmark	DS Dansk Standardiseringsrad Baunegardsvej 73 DK-2900 Hellerup Denmark Tel: +45 39 770 101 Fax: +45 39 770 202 Tlx: 15615 dansta dk

Finland	<p>SFS Suomen Standardisoimisliitto r.y. P.O. Box 116 SF - 00241 Helsinki Finland Tel: +358 064 5601 Fax: +358 064 3147 Tlx: (057) 122303 stand sf</p>
France	<p>AFNOR Association Francaise de Normalis Tour Europe Cedex 7 F-92080 Paris la Defense France Tel: +33 1 42 91 5555 Fax: +33 1 42 91 5656 Tlx: (042) 611974 afnor f</p>
Germany	<p>DIN Deutsches Institut fur Normung e.V. Postfach 11 07 Burggrafenstrasse 6 D-1000 Berlin 30 Germany Tel: +49 30 2 6011 Fax: +49 30 2 601231 Tlx: (041) 184273 din d</p>
Greece	<p>ELOT Ellinikos Organismos Typopoiisis Acharnon 313 GR-11145 Athens Greece Tel: +30 1 201 5025 Fax: +30 1 202 5917 Tlx: (0601) 291621 elot gr</p>
Iceland	<p>STRI Technological Institute of Iceland Keldnaholt IS-112 Reykjavik Iceland Tel: +354 1 687000 Fax: +354 1 687409 Tlx: (0501) 30241 istech is</p>
Ireland	<p>NSAI National Standards Authority of Ireland Ballymun Road Glasnevin IRL-Dublin 9 Ireland Tel: +353 1 370101 Fax: +353 1 369821 Tlx: (0500) 32501 olas ei</p>

taly	<p>UNI Ente Nazionale Italiano di Unificazione Via Battistotti Sassi 11 I-20133 Milano Italy Tel: +39 2 700 241 Fax: +39 2 701 06106 Tlx: (043) 312481 uni i</p>
Luxemburg	<p>ITM Inspection du Travail et des Mines Bte Postale 27 rue Zithe 26 L-2010 Luxembourg Tel: +352 49 9212106 Fax: +352 49 1447 Tlx: :(0402) 2985 mintss lu</p>
Netherlands	<p>NNI Netherlands Normalisatie Instituut P.O. Box 5059 Kalfjeslaan 2 NL-2600 GB Delft Netherlands Tel: +31 15 690 390 Fax: +31 15 690 190 Tlx: (044) 38144 nni nl</p>
Norway	<p>NSF Norges Standardiseringsforbund P.O. Box 7020 Homansbyin N-0306 Oslo 3 Norway Tel: +47 2 446 094 Fax: +47 2 464 457 Tlx: (056) 19050 nsf n</p>
Portugal	<p>IPQ Instituto Portugues da Qualidade rua José Estevao 83-A P-1199 Lisboa Codex Portugal Tel: +351 1 52 39 78 Fax: +351 1 53 00 33 Tlx: 404 13042 Qualit P</p>
Spain	<p>AENOR Asociacion Espanola de Normalizacion y Certificacion Calle Fernandez de la Hoz 52 E-28010 Madrid Spain Tel: +34 1 410 4851 Fax: +34 1 410 4976 Tlx: (052) 46545 unor e</p>

Sweden
SIS
Standardiseringkommissionen i Sverige
P.O. Box 3295
Tegnergatan 11
S-10366 Stockholm
Sweden
Tel: +46 8 613 5200
Fax: +46 8 117 035
Tlx: (054) 17453 sis s

Switzerland
SNV
Schweizerische Normen-Vereinigung
Muhlebachstrasse 54
CH-8008 Zurich
Switzerland
Tel: +41 1 384 4747
Fax: +41 1 384 4774
Tlx: (045) 755931 snv ch

United Kingdom
BSI
British Standards Institution
2 Park Street
London. W1A 2BS
United Kingdom
Tel: +44 71 629 9000
Fax: +44 71 629 0506
Tlx: (051) 266933 bsilon g

EUROPEAN STANDARDS BODIES - MEMBERS OF CENELEC

Austria
OEK
Osterreichisches Elektrotechnisches Komitee
beim Osterreichischen Verband fur Elektrotechnik (OVE)
Eschenbachgasse 9
A-1010 Wien
Austria
Tel: +43 222 5876373
Fax: +43 222 5674 08

Belgium
CEB/BEC
Comite Electrotechnique Belge/
Belgisch Elektrotechnisch Comite
3 Galerie Ravenstein, bte 11
B-1000 Brussels
Belgium
Tel: +32 2 512 0028
Fax: +32 2 511 2938

Denmark
DEK
Dansk Elektroteknisk Komite
Strandgade 26, st
DK-1401 Kobenhavn K
Denmark
Tel: +45 31 575050
Fax: +45 31 576350

Finland SESKO
Finnish Electrotechnical Standards Association
P.O. Box 134
SF-00211 Helsinki 21
Finland
Tel: +358 0 69631
Fax: +358 0 6925474

France UTE
Union Technique de l'Electricité
Cedex 64
F-92052 Paris la Defense
France
Tel: +33 1 47 68 50 20
Fax: +33 1 47 89 47 75

Germany DKE
Elektrotechnische Kommission im DIN und VDE
Stresemannallee 15
D-6000 Frankfurt/Main 70
Germany
Tel: +49 69 6 3080

Greece ELOT
Ellinkos Organismo Typopoises
Didotuo 15
GR-10680 Athens
Greece
Tel: +30 1 360 9517/9947
Fax: +30 1 364 4569

Iceland Institute of Iceland Technological
Keldnaholt
15-110 Reykjavik
Iceland
Tel: +354 1 68 7000
Fax: +354 1 68 7409

Ireland ETCI
Electro-Technical Council of Ireland
Ballymun Road
IRL-Dublin 9
Ireland
Tel: +353 1 37 6773
Fax: +353 1 36 9821

Italy CEI
Comitato Electrotecnico Italiano
Viale Monza 259
I-20126 Milano
Italy
Tel: +39 225 7731
Fax: +39 225 773222

Luxembourg	<p>Service de l'Energie de l'Etat B.P. No 10 L-2010 Luxembourg Tel: +352 442 030, ext. 20 Fax: +352 442 051</p>
Netherlands	<p>NEC Nederlands Electrotechnisch Comité Kalfjeslaan 2 Postbus 5059 NL-2600 GB Delft Netherlands Tel: +31 15 690390 Fax: +31 15 690190</p>
Norway	<p>NEK Norsk Elektroteknisk Komite Harbizalleen 2A Skoyen Postboks 280 N-0212 Oslo 2 Norway Tel: +47 2 526950</p>
Portugal	<p>Instituto Portugues de Qualidade rua Jose Estevao 83A PT-1199 Lisbon Cedex Portugal Tel: +3511 153 9891 Fax: +3511 53 0033</p>
Spain	<p>AEE Asociacion Electrotecnica y Electronica Espanola Comite Espanol del CENELEC Avenida de Brasil 7 E-Madrid 20 Spain Tel: +34 1 2704400 Fax: +34 1 2704972</p>
Sweden	<p>SEK Swedish Electrotechnical Commission Kistagangen 19 Box 1284 S-164 28 Kista Stockholm Sweden Tel: +46 8 750 7820 Fax: +46 8 751 8470</p>

Switzerland
CES
Comite Electrotechnique Suisse
Postfach
CH-8034 Zurich
Switzerland
Tel: +41 1 384 9111
Fax: +41 1 55 1426

United Kingdom
British Electrotechnical Committee
2 Park Street
GB-London. W1A 2BS
United Kingdom
Tel: +44 71 629 9000
Fax: +44 71 629 0506

WORLD ORGANISATIONS

International Organisation for Standardisation (ISO)
Bureau Central
1 rue de Varembe
Case Postale 56
CH-1211 Geneva 20
Switzerland
Tel: +41 22 749 9011
Fax: +41 22 733 3430

Organisation responsible for worldwide product standardisation.

Economic Commission for Europe (ECE)
United Nations
Palais des Nations
1211-Geneva 10
Switzerland
Tel: +41 22 7346011
Fax: +41 22 7349825

United Nations Regional Commission which promotes cooperation through agreements signed by member countries on issues of environment, transportation, trade, etc.

The ECE publishes periodic statistical bulletins on a number of commodities such as timber, steel, iron, etc.

Food and Agriculture Organisation (FAO)
Via delle Terme di Caracalla
00100 Rome
Italy
Tel: +39 6 57971
Fax: +39 6 57973152

Coordinating Agency for development programmes in food and agriculture. FAO has published a number of technical studies on various agricultural products.

International Trade Centre (ITC)
UNCTAD/GATT
54-56 rue de Montbrillant
1202 Geneva 10
Switzerland
Tel: +41 22 734 6021
Fax: +41 22 733 4439
Tlx: 414118 MNS-CH

ITC publishes a number of market surveys, export promotion handbook and technical materials available free of charge to public and private trade-related institutions and firms in developing countries.

It also operates a Market News Service (MNS) giving current price and market information for commercial and statistical purposes.

United Nations Conference on Trade and Development (UNCTAD)
Palais des Nations
1211-Geneva 10
Switzerland
Tel: +41 22 734 6011
Fax: +41 22 733 6542

UN Agency responsible for promoting international trade particularly of developing countries with a view to accelerate economic development.

General Agreement on Tariffs and Trade (GATT)
Centre William Rappard
154 rue de Lausanne
1211-Geneva 21
Switzerland
Tel+ 41 22 739 3111
Fax +41 22 731 4206

Multilateral treaty aiming to liberalise world trade against unfair competition and tariff and non-tariff barriers.

International Maritime Organisation (IMO)
4 Albert Embankment
London. SE1 7SR
United Kingdom
Tel: +44 71 735 7611
Fax: +44 71 587 3210

Specialised agency to facilitate cooperation among governments on technical matters effecting international shipping.

International Telecommunications Union (ITU)
Plais des Nation
1211-Geneva 20
Switzerland
Tel: +41 22 730 5111
Fax: +41 22 733 7256

Organisation which aims to encourage world cooperation in the use of telecommunications, to promote technical development and harmonise national policies in this field.

World Intellectual Property Organisation (WIPO)
34 Chemin des Colombettes
1211-Geneva 20
Switzerland
Tel: +41 22 730 9111
Fax: +41 22 733 5428

WIPO is responsible for promoting the protection of intellectual property (patents and trademarks) and copyrights (literary, musical, audiovisual, etc.)

PUBLICATIONS

"Yearbook of International Organisations"

Published by: Saur Verlag KG
Ortlerstrasse 8
D-8000 Munchen
Germany

Lists all International organisations and agreements. 3 volumes

"Trade Shows Worldwide"

Published by: Gale Research Centre Inc.
835 Penobscat Building
Detroit MI 48226
U.S.A.
Tel: +1 800 347 GALE
Fax: +1 313 9616815

Lists trade shows and exhibitions worldwide. Published yearly.

"International Trade Show Directory"

Published by: Duetscher Fachverlag
Mainzer Landstrasse 251
P.O. Box 10 15 28
W-6000 Frankfurt Main 1
Germany
Tel: +49 69 7 57502
Fax: +69 75 9 51280
+49 69 75951280

Lists of international trade shows and exhibitors with information on Fair managers, number of exhibitions and visitors.

"Calendar of Events - Trade Fairs and Exhibitions"

Published by: Deutsche Lufthansa AG
Marketing Cooperation Activities
Von-Gablenz-Strasse 2-6
D-5000 Koln 21
Germany

Chronological list of International trade fairs and exhibitions. Provides only name, date and location of fairs.

"Official Journal"

Published by: Office of the Official Publications of the European Community
2 rue Mercier
L-2985 Luxembourg
Tel: +352 499231
Fax: +352 490003
+352 495719

Official publication of the European Commission. Provides public notice of legislation, European Parliament proceedings, European Court of Justice rulings, Notices of Public Contracts and invitations to tender.

"Directory of European Community and Professional Associations"

Published by: Office of the Official Publications of the European Community
2 rue Mercier
L-2985 Luxembourg
Tel: +35 2 499281
Fax: +35 2 488573

"CERTIFICAT"

AFNOR

Tour Europe - Cedex 7

F-92049 Paris la Defense

France

Tel: +33 1 42 91 55 55

Fax: +33 1 42 91 56 56

Certificat is a compilation of data concerning bodies (names, addresses, activities); certification systems (products, personnel, quality); product certification description of procedure); bibliography of the reference texts. Available in printed form or diskettes on an annual subscription with quarterly updates.

OTHER SOURCES OF INFORMATION

Export Market Development Division

Commonwealth Fund for Technical Cooperation

Commonwealth Secretariat

Marlborough House

Pall Mall

London. SW1Y 5HX

Tel: +44 71 839 3411

Fax: +44 71 930 0827

The EMD of the Commonwealth Secretariat has published the following to assist Commonwealth exporters:

Guidelines for Exporters of Selected Fruits and Vegetables to the German Market

Guidelines for Exporters of Selected Vegetables to the UK Market

Guidelines for Exporters of Selected Fruits and Vegetables to Sweden, Denmark, Norway and Finland

Guidelines for Exporters of Cut Flowers to the UK Market

Guidelines for Exporters of Avocados, Mangoes, Pineapples, Papayas and Passion Fruit to the UK Market.

Office of the Official Publications of the European Community

2 rue Mercier

2985 Luxembourg

Tel: +352 499281

Fax: +352 490003

+352 495719

Telex: 1324 PUBOF LU

Publishers of official documents of the Commission of European Communities.

ITC Publications
International Trade Centre UNCTAD/GATT
54-56 rue de Montbrillant
1202 Geneva 10
Switzerland

Tel+ 41 22 734 6021
Fax +41 22 733 4439

ITC publishes a quarterly magazine entitled "International Trade FORUM". It focuses on export marketing and trade promotion techniques, import methods and trade promotion services available to developing countries. It is available in English, French and Spanish free of charge to public and private trade related institutions and firms in developing countries.

ITC also has the following:

- ◆ *Trade promotion handbooks*
- ◆ *Directories and bibliographies*
- ◆ *Market surveys and commodity handbooks*
- ◆ *Monographs on trade channels*
- ◆ *Short market surveys*
- ◆ *Training material*
- ◆ *Other technical materials.*



Export Market Development Department
of the
Export and Industrial Development Division

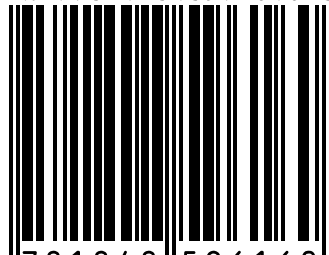
Commonwealth Secretariat

Marlborough House, Pall Mall, London SW1Y 5HX

Phone: 071 839 3411 Fax: 071 747 6307 or 071 930 0827 Telex: 27678

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ISBN 978-1-84859-616-0



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