

**Dried plums - Finland \***

Product description	1988		1989		1990	
	Q	V	Q	V	Q	V
(Q = metric tons V = US\$ 1,000)						
<b>Production</b>	negligible		negligible		negligible	
<b>Imports</b>	3,423	5,409	2,863	4,513	2,979	4,699
<b>Re-exports</b>	10	19	19	42	18	25
<b>Apparent consumption</b>	3,413	5,390	2,844	4,471	2,961	4,674

The Harmonized Commodity Description and Coding System (HS) has been applied in Finland since 1988.

(Source: Official Statistics of Finland/Finnish Board of Customs)

**Main origins of imports (% of import value 1990)**

United States 79, Chile 18, Australia 1.

**Market characteristics**

Dried plums, with or free of stones, supplied by the United States are most popular. Demand is highly seasonal, Christmas being the peak season. Therefore, importers tend to place their orders during August/October.

**Market access**

The Finnish Customs Laboratory controls the quality of imported foodstuffs. The Finnish food legislation contains strict regulations concerning foreign substances, pesticide residues, microbiological limit values and impurities in food. The presence of insect filth and other biological impurities are among the common defects found in dried fruit. Further information can be obtained from the National Board Administration (see list of useful addresses).

The customs duty rate is set at 4% ad valorem. The GSP scheme is applicable and there are no quantitative restrictions.

**Distribution channels**

Imports and wholesale of dried plums, as for channels other foodstuffs in general, are dominated by the four largest central wholesale organizations: KESKO Oy, TUKO Oy, SOK and EKA (90%). Retail distribution through self-service shops (40%), supermarkets (31%), department stores (15%), general stores (5%), hypermarkets (5%) and others (4%).

**Transport and packaging**

Transport from European countries is mostly effected by truck. Goods are shipped by sea from more distant countries, either directly through the port of Helsinki or via the main ports in Europe (e.g. Hamburg).

There are no labelling requirements for bulk goods. Labels, printed in English and in Swedish, are required for consumer packed goods. These must include the following information: the country of origin, the name of the packer, the name of the product, the quantity and a list of all the ingredients, including additives.

**Commercial practices**

Terms of delivery are mainly based on c.i.f. or c.&f. Helsinki.

CAD (Cash Against Delivery) is the most common means of payment. Importers frequently apply a clause entitled "Following Customs Clearance" in order to avoid payment in case the merchandise is found to be unacceptable. L/C (Letter of Credit) is sometimes used, but more flexible terms are usually expected.

**Market opportunities**

Imports of dried plums averaged some 3,000-3,500 tons per annum in the 1980s and the market is not expected to expand to any significant extent. Plums are among the more popular type of dried fruit, accounting for some 40% of the total of Finnish imports. The overall, per capita, consumption of dried fruit in Finland was approximately 1.5 - 2.0 kg during the 1980s.

**Useful addresses  
(non-exhaustive list)**

**Central wholesale organizations**

TUKO OY  
Työpajakatu 13  
P.O. Box 24  
00581 Helsinki  
Tel: (3580) 6191  
Tlx: 122722 tuko sf  
Fax: (3580) 6196157

KESKO OY  
Satamakatu 3  
P.O. Box 135-136  
00161 Helsinki  
Tel: (3580) 1981  
Tlx: 124748 kpk sf  
Fax: (3580) 655473

SOK  
Fleminginkatu 34  
P.O. Box 171  
00511 Helsinki  
Tel: (3580) 1881  
Tlx: 124456 sokpk sf  
Fax: (3580) 1882332

EKA  
Hämeentie 19-Käenkuja 3-5 B  
P.O. Box 72  
00501 Helsinki  
Tel: (3580) 7331  
Tlx: 124454 eka sf  
Fax: (3580) 7332921

### Associations and government organizations

PRODEC-IMPORT  
The Finnish Import Promotion  
Office for Products from  
Developing Countries  
Simonkatu 12 A  
00100 Helsinki  
Tel: (3580) 43131  
Fax: (3580) 6851037

FINNISH FOREIGN TRADE AGENTS'  
FEDERATION  
Museokatu 9 B 21  
00100 Helsinki  
Tel: (3580) 446768  
Fax: (3580) 408807

NATIONAL BOARD ADMINISTRATION  
Kaikukatu 3  
P.O. Box 5  
00531 Helsinki  
Tel: (3580) 77261  
Fax: (3580) 77267666

CUSTOMS LABORATORY  
Tekniikantie 13  
02150 Espoo  
Tel: (3580) 4550311  
Fax: (3580) 463383

### Sources of information

- Official Statistics of Finland/Finnish Board of Customs.

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\* Prepared by PRODEC - Finland

This brief has not been formally edited by ITC.