

# **Market Development**

**MARKET BRIEF ON  
GHERKINS**

**OVERVIEW OF THE EUROPEAN UNION MARKET  
1994**

**ITC**



**INTERNATIONAL TRADE CENTRE UNCTAD/WTO**

## Gherkins - overview of the European Union market

### Product description

HS 2001.10 Cucumber and gherkins prepared in vinegar or acetic acid.

### Production

Most EU member countries have a substantial domestic production of gherkins, however, total production figures are not available. Germany, which is one of the largest markets, produces about 250,000 tons of canned gherkins per year. Producers in the EU use fresh or chilled gherkins grown locally or imported from neighboring countries, or preserved gherkins in brine or vinegar.

### Trade

Q: metric tons; V: ECU '000	Imports Q	Imports V	Exports Q	Exports V
<b>1988</b>	79,154	55,535	37,675	35,074
<b>1989</b>	85,135	69,259	41,952	40,614
<b>1990</b>	93,823	81,523	47,235	45,903
<b>1991</b>	125,932	104,802	41,729	41,371
<b>1992</b>	135,174	106,372	41,890	40,785

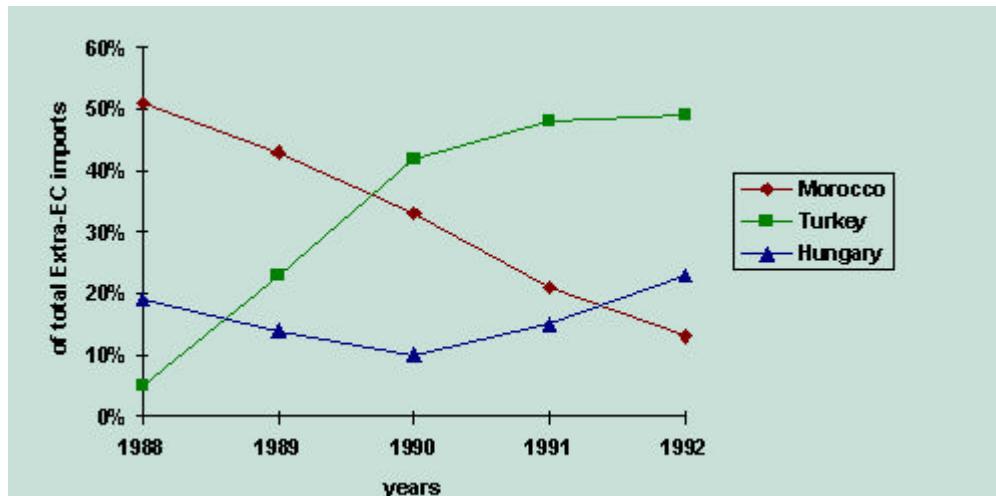
See statistical annex II for details.

**Source:** Eurostat, Luxembourg.

During the period 1988-1992, the total volume of imports increased by 41% while exports only increased by 10%. Germany was the largest importer of gherkins followed by France and the Netherlands. In recent years German imports of gherkins have almost doubled, mainly due to German reunification. The difference in the unit value of imports between France and other major importers suggests that France is importing a more expensive and higher quality variety of gherkins. With a total of 22,677 tons in 1992, Germany is by far the biggest EU exporter of gherkins, accounting for over 50% of the total volume of EU exports. Other large EU exporting countries are the Netherlands and the Belgium-Luxembourg Economic Union.

### Main origins of imports

The main suppliers of gherkins to the EU are Turkey (29%), Germany (18%), the Netherlands (15%), Hungary (13%) and Morocco (8%). Other significant developing countries supplying gherkins are Bulgaria, Madagascar and Sri Lanka. (See statistical annex II for details). As can be seen from the graph below, Turkey replaced Morocco in 1990 as the leading supplier of gherkins to the EU and has seen a constant increase in its market share. Hungary, as one of the principal Eastern European suppliers, is emerging as a serious competitor.



**Graph 1: Evolution of the share of principal non-European Union supplier countries, 1988-1992**

### Market characteristics

Gherkins, like other processed vegetables from the group of pickles, are mainly eaten together with meat and meat products, either as a side-dish or in sandwiches. Gherkins are available in different seasonings and sizes and reflect the variations in taste of European consumers. The German "Gurken", for example, are larger in size than the "cornichons" available in France and are also marketed in slices. The seasoning is "sweet-and-sour", whereas the gherkins sold in France usually do not contain any added sugar and are sold whole. There are six different sizes of gherkins available on the market, with the smaller sizes mostly available through retail outlets and the larger used in the food industry and the catering sector.

Number of whole gherkins per kg

40 - 45	120 - 130
60 - 70	180 - 200
90 - 100	250 - 300

### Market access

**Tariffs:** The European Union applies the Common External Tariff (CET) rate which is 22% ad valorem. Under the Generalized System of Preferences (GSP), imports of gherkins from least developed countries (LDCs) are exempt from duties on the condition that consignments are accompanied by a certificate of origin. Imports from ACP and OCT countries (LOMAB) are also granted duty free access.

**Sanitary regulations:** So far, no common sanitary regulations are applied in the EU; however, member states have individual regulations with which all foodstuffs have to comply. Importers will provide such information as they are responsible for ensuring that food products meet the requirements of existing national food regulations. Food laws and regulations are in the process of being harmonized within the EU.

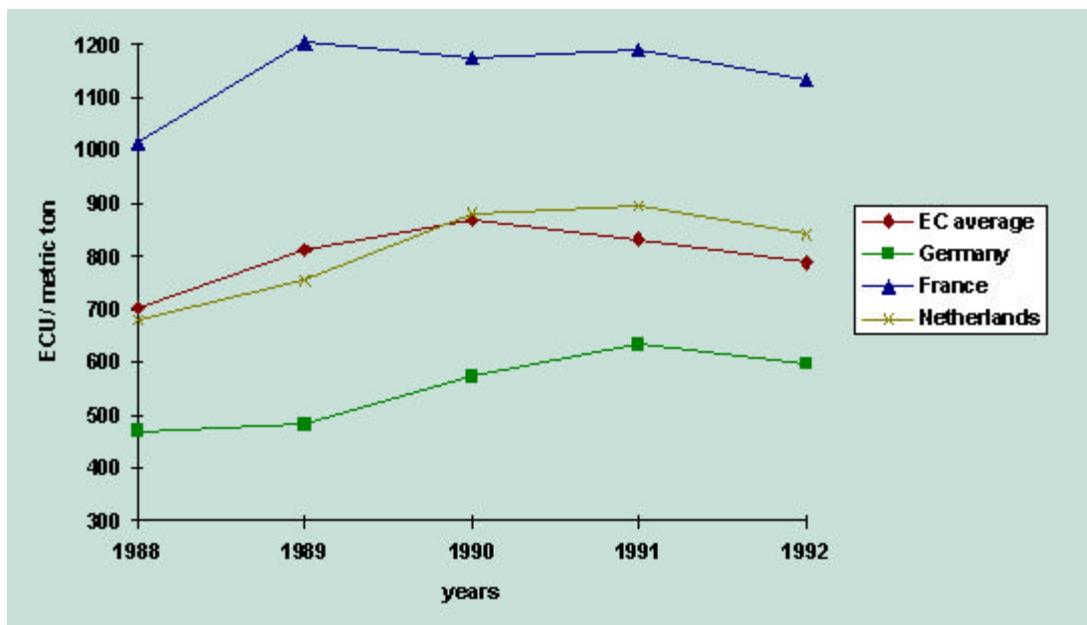
(Source: Worldtariff and Taric).

## Prices

According to trade sources, wholesale prices in France for gherkins packed in tins containing 2,210 grams net weight were as follows:

<u>Number</u>	<u>Price per kg (FF)</u>	<u>Number</u>	<u>Price per kg (FF)</u>
40 - 45	20	120 - 130	32
60 - 70	23	180 - 200	40
90 - 100	29	250 - 300	n.a

The following graph, based on the unit value of imports, indicates the evolution of the import price for gherkins in major EU importing countries.



Graph 2: Evolution of unit values of EU imports between 1988 and 1992

## Packaging

Gherkins are usually imported in barrels of 180 kg and tins of 5 kg. They are repackaged in glass jars for retail sale.

## Sales promotion

The two major European trade fairs for food products - *Anuga* (Cologne, Germany) and *SIAL* (Paris, France) - are held biennially; see useful addresses for further information on these and other trade fairs.

## **Trade Channels**

Imports of gherkins are usually handled by specialized importers of foodstuffs. A list of importers is given in annex I. Imported gherkins are channelled to the retail trade and the catering sector by specialized importers/packers, either direct or through wholesalers. The main retail outlets for gherkins are supermarkets and discount stores; others include groceries, delicatessens and specialty food shops.

## **Marker Prospects**

Despite a stagnation of household expenditure due to current economic conditions in the EU, demand for gherkins is expected to grow but at a smaller rate. With price awareness increasing among consumers and the expansion of large retail organizations, competition is likely to become fiercer in the EU market. These developments can be seen as an opportunity for developing countries, which can provide an alternative to existing and established suppliers who have to cope with higher labor costs. However, delivery terms, particularly regular quality and supply, are essential in this market as imports generally undergo strict industrial processing. Prospects for developing countries seem also good for exporting "Cucumbers and gherkins, provisionally preserved but unsuitable in that state for immediate consumption" (HS 0711.40). In 1992 the EU imported ECU 7.6 million (13,389 tons) of this type of gherkins. Main EU importers were the United Kingdom, France and Germany. The largest supplier was Sri Lanka, followed by the Netherlands and Chile.

## **Useful addresses**

### **A. Trade fairs**

ANUGA  
World Food Market  
KölnMesse Messe- und Ausstellungs GmbH  
Postfach 210760  
50532 COLOGNE, Germany  
*Tel: 0221/8210*  
*Fax: 0221/8212574*  
*Frequency: biennial, odd years*

ALIMENTARIA  
Feria de Barcelona  
Avda. Reina M. Cristina  
08004 BARCELONA, Spain  
*Tel: 3-4233101*  
*Fax: 3-4238651*  
*Frequency: biennial, even years*

SIAL  
39, rue de la Bienfaisance  
75008 PARIS, France  
*Tel: (1) 42.89.46.87*  
*Fax: (1) 42.89.46.94*  
*Frequency: biennial, even years*

EXPO FOOD  
Expo Cts  
Via Serbelloni, 2  
20122 MILAN, Italy  
*Tel: 2-77181*  
*Fax: 2-781828*  
*Frequency: annual*

### **B. Import Promotion Offices**

CBI -Centre for the Promotion of  
Imports from Developing Countries  
Beursgebouw, 5th floor  
Beursplein 37  
P.O. Box 30009  
3001 DA ROTTERDAM,  
The Netherlands  
*Tel: (010) 201 3443*  
*Fax: (010) 411 4081*

BfAI- Bundesstelle für  
Aussenhandelsinformation  
Agrippastrasse 87-93  
50676 COLOGNE,  
Germany  
*Tel: (0221) 20570*  
*Fax: (0221) 205 7212*

PROMEX-PMA  
10, avenue d'Iéna  
75016 PARIS  
France  
Tel: (1) 4073 3067  
Fax: (1) 4073 3969

DeCTA- The Developing Countries  
Trade Agency  
Bank House  
Sutton Court Road  
SUTTON, Surrey SM1 4SP  
United Kingdom  
Tel: (081) 643 3311  
Fax: (081) 643 8030

## Annex I

### **List of importers/producers/packers (non-exhaustive)**

#### **1. France**

##### **Importers:**

Paquet International  
15-17, 4ème rue  
Z.I. les Estroublans  
13127 VITROLLES  
Tel: 42.79.60.75  
Fax: 42.79.60.62

Delieuze (Sté)  
86, route de Montpellier  
B.P. 124B.P. 95  
34202 SETE CEDEX  
Tel: 67.48.64.43  
Fax: 67.48.94.90

Sornibus  
58, Blvd de la Vilette  
75019 PARIS  
Tel: 42.08.05.84  
Fax: 42.08.66.29

Valdué  
Z.I. La Herse  
B.P. 22  
72160 CONNERRE  
Tel: 43.89.02.58  
Fax: 43.89.16.12

##### **Producers/packers:**

SOGEPI S.A.  
Dept. Agro-Alimentaire  
Tour Cit. Montparnasse 3  
Rue de l'Arrivée, Bureau 621/622  
75749 PARIS CEDEX 15  
Tel: 43.21.65.98  
Fax: 42.79.99.04

Kinay France  
Z.I. Paris Est 18 actipol  
Boulevard Beaubourg  
Croissy Beaubourg  
77183 MARNE-LA-VALLÉE  
Tel: 64.62.29.93  
Fax: 64.62.29.92

Vital  
Z.I. 15., 4ème rue  
B.P. 28  
13741 VITROLLES CEDEX  
Tel: 42.89.26.84  
Fax: 42.79.53.28

Magnette et Cie  
9, rue de la Durance  
67024 STRASBOURG CEDEX 1  
Tel: 88.40.23.24  
Fax: 88.40.14.11

France Comestibles  
42, rue du Port  
93300 AUBERVILLIERS  
Tel: 48.39.34.08  
Fax: 48.34.34.03

Segma-Liebig-Maille  
Tour d'Asnière  
4, av. Laurent Cely  
92606 ASNIERES CEDEX  
Tel: 40.80.88.00  
Fax: 40.80.87.88

Toutolives  
Rue des Mercières Z.I.  
69140 RILLIEUX-LA-PAPE  
Tel: 78.88.06.66  
Fax: 78.97.17.85

Champ's  
530, rue de Paris  
B.P. 128  
60771 RIBECOURT CEDEX  
Tel: 44.76.80.53  
Fax: 44.75.03.66

Rougié SA  
Z.I. Madrazes  
B.P. 118  
24200 SARLAT-LA-CANEDA  
Tel: 53.31.72.00  
Fax: 53.59.40.86

Société européenne des condiments  
7, rue Jean Moulin  
B.P. 49  
21160 COUCHEY  
Tel: 80.52.11.25  
Fax: 80.51.46.85

Gem  
1, rue Jeanne-de-Chantal  
21000 DIJON  
Tel: 80.41.23.59

Tête Noire SA  
85, quai de Queyries  
B.P. 16  
33015 BORDEAUX CEDEX  
Tel: 56.86.50.67  
Fax: 56.86.69.22

Christ Fils  
65, rue de Paris  
72160 CONNERRE  
Tel: 43.89.16.16  
Fax: 43.89.08.89

Conserveries Besiers  
Domaine de Varennes  
B.P. 70  
82100 CASTELSARRASIN  
Tel: 63.32.30.84  
Fax: 63.32.50.83

Salles Frères SA  
Route de Gignac  
34150 ANIANE  
Tel: 67.57.70.83  
Fax: 67.57.41.39

Amora SA  
48, quai Nicolas Rolin  
B.P. 670  
21017 DIJON CEDEX  
Tel: 80.44.44.44  
Fax: 80.44.44.50

Fallot  
31, rue du Fbg Bretonnière  
21200 BEAUNE  
Tel: 80.22.10.02  
Fax: 80.22.00.84

Reine de Dijon  
Ets Tenveniaud  
21370 VELARS SUR OUCHE  
Tel: 80.33.63.13  
Fax: 80.33.63.95

Moutarde de Phalempins  
28, rue d' Athènes  
59200 TOURCOING  
Tel: 20.94.42.47  
Fax: 20.46.76.74

Scampi  
Route de Roquemaure  
B.P. 41  
84101 ORANGE CEDEX  
Tel: 90.34.34.80  
Fax: 90.34.93.57

Produits Méditerranée  
34, 2ème avenue Z.I. des Estroublans  
13127 VITROLLES  
Tel: 42.79.56.16  
Fax: 42.89.09.73

## 2. Germany

### Producers/packers:

Appel & Frenzel GmbH  
Postfach 10 13 43  
40468 DÜSSELDORF  
Tel: 0211/41590  
Fax: 0211/4159107

AVG Konserven e.G.  
Postfach 27  
97469 GOCHSHEIM  
Tel: 09721/61061  
Fax: 09721/62981

Deliko GmbH Gut Lindau 24326 ASCHEBERG Tel: 04526/8004 Fax: 04526/8003	Ernst Deppert KG Postfach 2 97469 GOCHSHEIM Tel: 09721/61077 Fax: 09721/63477
Develey Feinkostfabrik GmbH Postfach 1180 82008 UNTERHAICHING Tel: 089/611020 Fax: 089/61102127	Carl Durach Sauerkraut & Konservenfabrik GmbH &Co. KG Kapellenstrasse 20 86447 TODTENWEIS Tel: 08237/1077 Fax: 08237/5471
Richard Hengstenberg GmbH & Co. Postfach 229 73728 ESSLINGEN Tel: 0711/3920 Fax: 0711/392230	Jackstädt & Co. Postfach 1151 95145 OBERKOTZAU Tel: 09286/548 Fax: 09286/1759
Jüterboger Konservenfabrik, Richard Meyer GmbH Vorstadt-Neumarkt 5-7 14913 JÜTEBORG Tel: 03372/2652 Fax: 03372/2652	Kollbachtaler Konserven, Karl Hocholzer GmbH Obere Hofmark 26 94424 ARNSTORF Tel: 08723/1327 Fax: 08723/1784
Carl Kühne KG Postfach 50 09 09 22761 HAMBURG Tel: 040/853050 Fax: 040/85305235	Mamminger Konserven e.G Prangstrasse 19 94437 MAMMINGEN Tel: 09955/416 Fax: 09955/1070
Meistermarken Werke GmbH Postfach 10 78 69 28215 BREMEN Tel: 0421/35020 Fax: 0421/3502355	Neukon Vertriebs & Marketinggesellschaft mbH Greifstrasse 91a 17034 NEUBRANDENBURG Tel: 0395/4223009 Fax: 0395/6328
Oderfruct Konserven GmbH Postfach 111 15234 FRANKFURT/ODER Tel: 0335/325280	Alfred Paulsen Sauerkonservenfabrik Alfred-Paulsen-Strasse 8 21762 OTTERNDORF Tel: 04751/2091 Fax: 04751/2094
Peeneland Konserven GmbH Erlenweg 40 17129 TUTOW Tel: 039999/335 Fax: 039999/338	Karl Pegels GmbH & Co. KG Postfach 12 40 41516 GREVENBROICH Tel: 02182/60061 Fax: 02182/60066
Poppenburger Gurkeneinlegerei- Sauerkraut-Konserven Gustav Zache Brackestrasse 11 38159 VECHELDE Tel: 05302/2773 Fax: 05302/2773	Schwäbische Conservenfabrik Gundelsheim Neckar KG Postfach 80 74831 GUNDELSHEIM Tel: 06269/880 Fax: 06269/8835 & 8866

Spreewaldkonserve Golssen GmbH  
Bahnhofstrasse 1  
15938 GOLSSEN  
Tel: 035452/701  
Fax: 035452/707

J. & W. Stollenwerk OHG  
Postfach 22 46  
50171 KERPEN  
Tel: 02275/1090  
Fax: 02275/10960

Vortella Lebensmittelwerk  
Postfach 12 80  
32353 PREUSSISCH OLDENDORF  
Tel: 05742/470  
Fax: 05742/47199

Stöver Snack Service GmbH &Co. KG  
Aldrup  
27793 WILDESHAUSEN  
Tel: 04434/870  
Fax: 04434/87100

Straubinger Konserven & Sauerkrautfabrik  
A. Buchner  
Haid 14  
94315 STRAUBING  
Tel: 09422/1821  
Fax: 09422/3939

Zamek Handels GmbH  
Postfach 13 09 10  
40599 DÜSSELDORF  
Tel: 0211/74850

### 3. Netherlands

#### **Importers:**

Kühne Nederland BV  
Diemermere 1  
1112 TA DIEMEN  
Tel: 020/56 99 323  
Fax: 020/56 99 789

Nestlé Nederland BV  
Izaak Enschedeweg 38  
2031 CR HAARLEM  
Tel: 023/327 850  
Fax: 023/321 326

#### **Producers/packers:**

Koeleman Konserven BV  
Smidskade 10  
2461 TR TERAAR  
Tel: 01722/3966  
Fax: 01722/3974

C.N. van der Pijl BV  
H. van Beyeenstraat 11  
2461 EM TER AAR  
Tel: 01722/3971  
Fax: 01722/3544

Uytewaal BV  
Westkanaalweg 1  
2461 EC TER AAR  
Tel: 07123/8475  
Fax: 07123/9643

### 4. Denmark

#### **Importers:**

Edeka Danmark A/S  
Mers Allé 32  
8700 HORSENS  
Fax: 75 644 002

Firma Carl B. Feldthusen A/S  
Vesterbrogade 2 D  
1620 COPENHAGEN V  
Tel: 33 112 409  
Fax: 33 912 775

Hedegaard & Christensens Eftf. A/S  
Postboks 70  
9400 NÆRRESUNDBY  
Tel: 98 171 755  
Fax: 98 192 775

K.K Specialiteter  
Industrievej 8  
7700 THISTED  
Tel: 97 920 788  
Fax: 97 925 504

NAF International  
Vester Farimagsgade 1  
1606 COPENHAGEN V  
Tel: 33 151 533  
Fax: 33 155 861

Fin Poulsen & Co.  
Fagerbo 14  
2950 VEDBÆK  
Tel: 42 893 800  
Fax: 42 893 800

Svansø Import A/S  
Strandvejen 1  
5800 NYBORG  
Tel: 65 314 100  
Fax: 65 301 041

Ove Juel-Christensen A/S  
Stubbeløbgade 3-5  
2100 COPENHAGEN Ø  
Tel: 39 295 588  
Fax: 39 208 769

Carl Lange & Co. A/S  
Nordholmen 2  
2650 HVIDOVRE  
Tel: 36 772 002  
Fax: 36 770 685

PIR Trading ApS  
Restrup Kærvej 35  
St. Restrup  
9240 NIBE  
Tel: 98 341 111  
Fax: 98 341 335

Rynkeby Mosteri A/S  
Rynkebyvej 243  
5350 RYNKEBY  
Tel: 65 391 150  
Fax: 65 391 172

Van der Bergh Foods A/S  
(Unilever Danmark A/S) Postboks 60  
2600 GLOSTRUP  
Tel: 43 284 328  
Fax: 43 444 535

## 5. Belgium

### Importers:

Bister SA  
Rue de Francquen 1  
5100 JAMBES  
Tel: 081/30 03 06

Vinaigrerie de l'Etoile SA  
Route Provinciale 58  
1301 BIERGES  
Tel: 010/22 67 81  
Fax: 010/22 20 46

Didden SPRL-BVBA (Usines)  
Chaussée de Gand 617-619  
1080 BRUSSELS  
Tel: 02/468 29 40  
Fax: 02/468 25 16

Mack SA - N.V.  
Strombeeksteenweg 34-36  
1800 VILVOORDE  
Tel: 02/267 38 38  
Fax: 02/267 92 22

## 6. United Kingdom

### Producers/packers:

H.P. Foods Ltd  
45 Northampton Rd  
MARKET HARBOROUGH LE16 9BQ  
Tel: 0858/410 410  
Fax: 0858/410 053

L. Noel & Sons Ltd  
Stanhill Village  
Oswaldtwistle  
ACCRINGTON BB5 4PR  
Tel: 0254/301 324  
Fax: 0254/385 357

Rayner & Burgess Ltd  
Bull Lane  
LONDON N18 1TQ  
Tel: 081/807 3080  
Fax: 081/807 9205

## 7. **Italy**

### **Importers:**

Cappelletti Remo  
Impresa Individuale  
Via del Vigneto 15/A  
39100 BOLZANO (BZ)  
Tel: 0471/203 454  
Fax: 0471/935 568

C.P.L. Imperial SpA  
Via Tiburtina Valeria 475  
65129 PESCARA (PE)  
Tel: 085/51141  
Fax: 085/50941

### **Producers/packers:**

Alimentare Padana Srl  
Via Volta, 1/13  
35010 LIMENA (PD)  
Tel: 049/769 166  
Fax: 049/769 202

Campbell Foods Srl  
Via G. Verdi, 11  
31038 PAESE (TV)  
Tel: 0422/958 106  
Fax: 0422/959 061

Coam Snc  
Via Stelvio, 286  
23017 MORBEGNO (SO)  
Tel: 0342/610 881  
Fax: 0342/610 066

Corac  
Localitá Gaudiano  
85024 LAVELLO (PZ)  
Tel: 0972/82033  
Fax: 0972/82064

Di Vita Sottaceti Srl  
Via Poirino, 13  
10022 CARMAGNOLA (TO)  
Tel: 011/971 6511  
Fax: 011/971 3387

Costa E.C. Snc  
Via San Martino, 3  
12043 CANALE (CN)  
Fax: 0713/979 020

Alpes SpA  
Viale Stelvio, 234  
23017 MORBEGNO (SO)  
Tel: 0342/610 102  
Fax: 0342/612 945

Centrone Pietro e figli Srl  
Via Castellana, Km2  
70014 CONVERSANO (BA)  
Tel: 080/995 4125  
Fax: 080/995 7181

Coelsanus SpA  
Via Ca' Berta, 1  
36040 SOSSANO (VI)  
Tel: 0444/885 155

Demetra Snc  
Via Romana, 41/B  
23018 TALAMONA (SO)  
Tel: 0342/670 304  
Fax: 0342/671 312

Due Stelle Srl  
Via Vechia 91 - Ceparana  
19020 LA SPEZIA (SP)  
Tel: 0187/933 460  
Fax: 0187/932 178

Fiamma Vesuviana Srl  
Via Pentelete, 77  
80044 OTTAVIANO (NA)  
Tel: 081/827 0477  
Fax: 081/827 0508

Fratelli D'Angolo SpA  
Strada S. Maria la Caritá  
84018 SCAFATI (SA)  
Tel: 081/863 7051  
Fax: 081/863 4615

Fratelli Polli SpA  
Via Sardegna, 48  
20146 MILAN (MI)  
Tel: 02/498 3841  
Fax: 02/481 6800

Fratelli Tafuro Srl  
Str. Statale XVIII, km82  
Contrada Papaleone  
84025 EBOLI (SA)  
Tel: 0828/601 177  
Fax: 0828/601 045

Gruppo Ortofrut. Ville Unite  
Ravenna-Grovura Scrl  
Via XXX Aprile 1  
Frazione S. Pietro in Vincoli  
48100 RAVENNA (RA)  
Tel: 0544/551 012  
Fax: 0544/551 150

I.N.P.A Srl  
Industria Nazionale Prodotti Alimentari  
Via Provinciale 22, Fraz. Sovigliana  
50059 VINCI (FI)  
Tel: 0571/508 100  
Fax: 0571/501 040

Italian Food SpA  
Industria Conserve Alimentari  
Via S. Clemente, 32  
84015 NOCERA SUPERIORE (SA)  
Tel: 081/514 3869

Nestlé Italiana SpA  
Viale Giulio Richard  
20143 MILAN (MI)  
Tel: 02/891 351  
Fax: 02/891 23400

Simens Srl  
Vicolo Francesco Baracca, 1  
35018 S. MARTINO DI LUPARI (PC)  
Tel: 049/595 2588  
Fax: 049/595 3170

Fitimex Srl  
Localitá Campochiesa  
Reg. Rapalline  
17031 ALBENGA (SV)  
Tel: 0182/20641

Fratelli Pedon Srl  
Via Gazzo, 52  
36060 PIANEZZE (VI)  
Tel: 0424/470 390  
Fax: 0424/781 077

Fratelli Sacla' SpA  
Piazza Amendola, 2  
14100 ASTI (AT)  
Tel: 0141/3971  
Fax: 0141/352700

Fucinortaggi Ass. Prod.  
Via Marruvio, 65  
67051 AVEZZANO (AQ)  
Tel: 0863/410 488  
Fax: 0863/410 890

Industria Alimentare San Michele  
Localitá Piano Rosa  
28010 BOCA (NO)  
Tel: 0322/839 777  
Fax: 0322/839 812

Italconserve Srl  
Via A. De Gasperi, 45  
80133 NAPLES (NA)  
Tel: 089/462 510  
Fax: 089/341 400

Merlimi Riccardo SpA  
Via dell'Industria, 3  
37066 SOMMACAMPAGNA (VR)  
Tel: 045/896 0355  
Fax: 045/896 0772

Ponti SpA  
Via Privata Crespi, 2  
28074 GHemme (NO)  
Tel: 0163/841 371  
Fax: 0163/841 500

Triglia Srl  
Via dei Salcetti, 39 - Nodica  
56010 VECCHIANO (PI)  
Tel: 050/826 122  
Fax: 050/827 108

Unil-It SpA  
(Unilever Italy)  
Via Nino Bonnet, 10  
20154 MILAN (MI)  
Tel: 02/62331  
Fax: 02/659 7026

Zuccato Fratelli Snc  
Via Roma, 65  
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## 8. Spain

### Producers/packers:

Lazaro Rubio S.L.  
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26120 ALBELDA DE IREGUA  
Tel: 941/44 30 35

Rafael González Lazaro  
Ctra. Soria, km 11  
26120 ALBELDA DE IREGUA  
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Tarvis SA (Conservas)  
Avda. de Navarra, 4  
26141 ALBERITE  
Tel: 941/43 55 75

Conservas Gómez Aguirre S.L.  
Avda. de la Estación, 18  
26509 ALCANDRE  
Tel: 941/16 50 16

Conservas Tejeda  
Ctra. Lodosa, 17  
26509 ALCANDRE  
Tel: 941/16 50 75

Alcorioja  
Concordia, 10  
26540 ALFARO  
Tel: 941/18 28 31  
Fax: 941/37265

Cicosa SA  
Compañía Internacional de Condimentos  
Ctra. Navarrete, 20  
26360 FUENMAYOR  
Tel: 941/45 02 20  
Fax: 941/45 06 93

Conservas Felix Benito S.L.  
Pol. Indl. Cascajos  
26006 LOGROÑO  
Tel: 941/24 60 22

Comercial Rioverde SA  
Ctra. El Cortijo, km3  
26006 LOGROÑO  
Tel: 941/22 20 58

Cruz Andres Orriño  
Pol. San Lazaro  
26006 LOGROÑO  
Tel: 941/20 38 88

Mermeladas Eva S.L.  
Pol. de Lobete, 70  
26006 LOGROÑO  
Tel: 941/23 36 47

Conservas Trevijano SA  
Ctra. Cortijo, km3  
26006 LOGROÑO  
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Fax: 941/22 67 79

Conservas la Asunción S.L.  
El arrabal, s/n.  
26190 NALDA  
Tel: 941/44 70 92

Hernández Contreras SA  
Atenza, s/n.  
30500 MOLINA DE SEGURA  
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Sánchez, (Hnos.)  
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49600 BENAVENTE  
Tel: 988/63 12 14

**Annex II**  
**Import Statistics**

**European Union: Imports of cucumber and gherkins, prepared in vinegar or acetic acid**  
(V: ECU '000; Q: metric tons)

	1990		1991		1992		1993 (a)	
	V	Q	V	Q	V	Q	V	Q
TOTAL EUR12	81523	93823	104802	125932	106372	135174	61900	78779
GERMANY	18969	33148	39234	61872	37355	62446	18678	29792
FRANCE	32181	27360	26510	22285	25780	22774	21705	19172
NETHERLANDS	12944	14667	21592	24111	23590	28063	17197	22948
UK	7556	8687	7707	7799	8842	9681	1797	2562
BELG._LUXBG.	4040	4286	4517	4765	5638	6786	946	1980
DENMARK	1522	1807	1347	1541	1770	2086	466	917
ITALY	3155	2765	2519	2347	1618	1539	591	660
SPAIN	676	630	879	844	1131	1216	336	463
PORTUGAL	180	99	268	116	344	177	0	0
IRELAND	245	259	193	206	202	202	36	38
GREECE	55	115	36	46	102	204	148	247

(a) Trade between members of the European Union is not reflected in 1993 data. As of January 1993, with the creation of the Single Market, the European Union introduced a new statistical procedure to collect data on intra-EU trade flows; the compilation of complete 1993 time series has thus been delayed.

**European Union: Exports of cucumber and gherkins, prepared in vinegar or acetic acid**  
(V: ECU'000; Q: metric tons)

	1990		1991		1992		1993 (a)	
	V	Q	V	Q	V	Q	V	Q
TOTAL EUR12	45903	47235	41371	41729	40785	41890	8628	6939
GERMANY	22302	23255	22203	22806	22286	22677	5455	4770
NETHERLANDS	8537	10393	7738	8435	7458	8239	452	501
BELG._LUXBG.	2538	2914	1756	1579	3374	3544	33	28
SPAIN	5451	3705	2706	1735	2285	1365	321	234
FRANCE	2821	1423	2880	1687	1933	951	1383	588
DENMARK	1061	1494	1420	2000	1461	2172	282	276
ITALY	1373	1546	1049	1084	1142	1693	449	353
GREECE	1142	1821	962	1762	669	1115	20	24
UK	542	438	445	262	165	123	232	164
PORTUGAL	133	243	199	360	12	11	1	1
IRELAND	3	3	13	19	0	0	0	0

(a) Trade between members of the European Union is not reflected in 1993 data. As of January 1993, with the creation of the Single Market, the European Union introduced a new statistical procedure to collect data on intra-EU trade flows; the compilation of complete 1993 time series has thus been delayed.

**Principal suppliers of gherkins to the European Union**  
 (V: ECU '000; Q: metric tons)

	1990		1991		1992		1993 (a)	
	V	Q	V	Q	V	Q	V	Q
W O R L D	81523	93823	104802	125932	106372	135174		
EXTRA_EC	47463	58486	66225	87127	62022	88718	61900	78779
INTRA_EC	33902	35181	38575	38806	44349	46457		
TURKEY	20059	20373	31859	35567	30821	34922	41149	47949
GERMANY	17274	17739	16952	16833	19380	19402	—	—
NETHERLANDS	9749	11328	14571	15317	16829	18708	—	—
HUNGARY	4857	12443	9882	20287	14128	29014	6692	13402
MOROCCO	15664	15441	14335	13044	8246	7879	7230	6197
BELG._LUXBG.	1161	949	1511	1476	3718	3810	—	—
POLAND	865	1340	3736	7329	2333	5488	2061	4011
SPAIN	2292	1122	1983	1127	1751	1074		
BULGARIA	522	1315	886	1967	1509	3305	411	969
MADAGASCAR	210	204	715	576	1231	1285	991	904
CZECHOSLOVAK.	906	1831	1037	1993	1229	2779		
CZECH REP.	—	—	—	—	—	—	550	1142
SLOVAKIA							175	323
SRI LANKA	945	986	1242	1600	1219	1902	1118	1592
FRANCE	943	620	1442	915	868	509	—	—
GREECE	1098	1614	885	1510	827	1403	—	—
DENMARK	736	1073	854	1124	789	1247	—	—
MEXICO	501	404	347	385	320	529	0	0
YUGOSLAVIA	866	2691	1246	3389	206	453	115	185
ITALY	237	204	53	57	126	224		
CROATIA					108	258	150	308
CHILE	143	120	212	175	69	98	153	205
SWEDEN	4	3	39	18	69	66	39	33
ISRAEL	53	55	61	63	67	69	85	68
IRAN	42	46	30	63	52	102	51	92
LEBANON	28	37	28	42	48	70	70	103
JAPAN	19	4	36	6	46	7	40	13
PORTUGAL	108	169	196	324	44	63	—	—

(a) Trade between members of the European Union is not reflected in 1993 data. As of January 1993, with the creation of the Single Market, the European Union introduced a new statistical procedure to collect data on intra-EU trade flows; the compilation of complete 1993 time series has thus been delayed.

**Source:** Eurostat, CD/ROM Supplement 1-1993.