

ITC MARKET BRIEFS

EXPORTING IMITATION JEWELLERY TO THE EUROPEAN UNION

**An overview of import trends and
trade contacts in the European Union**

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

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trade contacts in the European Union

Trade Information Dissemination Unit
Division of Product and Market Development

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

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NOTES

Abbreviations used:

ACP	African, Caribbean and the Pacific countries enjoying preferences under the Lomé Convention
CEFTA	Central European Free Trade Association
CEN	Comité Européen de Normalisation / European Committee for Standardization
CIF	Cost, Insurance & Freight
EFTA	European Free Trade Association
EU	European Union
GSP	Generalized System of Preferences
ISO	International Organization for Standardization
LDC	Least Developed Country
MFN	Most Favoured Nation
TC	Technical Committee

Discrepancies in the data are due to the use of different statistical sources; data have been rounded off to the nearest tenth.

Conversion rates

	ECU	=	US\$		=	FF
1993	1.00	=	1.171	1.00	=	6.634
1994	1.00	=	1.190	1.00	=	6.583
1995	1.00	=	1.308	1.00	=	6.525
1996	1.00	=	1.270	1.00	=	6.493
1997	1.00	=	1.134	1.00	=	6.613

1. PRODUCT DESCRIPTION

The market brief includes imitation jewellery, classified according to the Harmonized System, under the following codes:

7117	Imitation jewellery
7117.11	Cuff links and studs, of base metal, whether or not plated with precious metal
7117.19	Imitation jewellery, of base metal, whether or not plated with precious metal (excluding cuff-links and studs)
7117.19.10	Imitation jewellery, of base metal, whether or not clad with silver, gold or platinum, with parts of glass (excluding cuff-links and studs)
7117.19.91	Imitation jewellery, of base metal, whether or not clad with silver, gold or platinum, (excluding jewellery with parts of glass, cuff-links and studs)
7117.19.99	Imitation jewellery, of base metal (excluding jewellery clad with silver, gold or platinum, or with parts of glass, cuff-links and studs)
7117.90	Other: imitation jewellery (excluding imitation jewellery of base metal, whether or not plated with precious metal)

The expression imitation jewellery is restricted to small objects of personal adornment, such as rings, bracelets, necklaces, ear-rings, cuff-links, etc., but not including buttons, hair combs, hair-slides or the like, and hairpins, provided they do not incorporate precious metal or metal clad with precious metal (except as plating or as minor constituents) nor natural or cultured pearls, precious or semi-precious stones (natural, synthetic or reconstructed).

The heading also covers unfinished or incomplete articles of imitation jewellery (ear-rings, bracelets, necklaces, etc.) such as:

- a) Semi-finished split rings, consisting of anodised aluminium wire, usually twisted or surface worked, whether or not fitted with a crude clasp, sometimes used as ear-rings without further working;
- b) Ornamental motifs of base metal, whether or not polished, assembled by small links into strips of indefinite length.

2. MARKET OVERVIEW

Jewellery has been worn by people of all cultures as ornaments, badges of social or official rank and as emblems of religious or other belief. Today, it has become an important fashion accessory, affecting the way a person looks, feels, and others' reaction to the person. The main purpose of costume/imitation jewellery is to copy fine and precious jewellery without the cost. It can be traced back to as early as 1656 with the world's first imitation pearls, designed by a Frenchman. Imitation jewellery has evolved since then and, today it comprises not only pearls and colour-coated beads, but also jewellery made from various semi-precious stones and metals.

Despite a slowdown in the trade, consumer demand for imitation jewellery has been ever increasing as it is closely related to the clothing sector. With travel made possible, people are beginning to discover new cultures, thus influencing the way they dress, think, etc. Fashions are also affected by the current trends seen on television, in the movies and the music world. Styles

also vary largely depending on the geographical situation of a country. For example, countries in the north of Europe prefer subdued colours and silver jewellery, whereas the Southern countries opt for gold and bright colours.

Although the main consumers of imitation jewellery are women of all ages, it is more popular with teenagers and working women in the age group 20-45 years, who keep up with the latest fashions and consider jewellery as being complementary to their dress. Older women prefer to buy precious and ethnic jewellery. Men buy jewellery more for gifts, rather than for themselves, however, a small percentage of men buy, most often, rings and bracelets for their own use.

In recent years, the market for costume jewellery has grown considerably owing to the rise in the number of working women as well as growth in disposable income. Women are willing to spend more on clothes and accessories as they are becoming increasingly fashion conscious. In addition habits have changed - earlier imitation jewellery was bought mainly to give away as gifts, whereas now it is being bought more for personal use.

The imitation jewellery market can be divided into three major segments: the upper-end market, middle range market and the lower range market. The top range market generally comprises of designer jewellery and includes brand names such as Christian Dior, Valentino and Yves Saint Laurent, to name a few. In recent years, imitation jewellery is increasingly designer made and natural materials such as dried flowers, feathers, resin and leather, as well as crystal, blown glass and enamel are being used in many collections. However, gold-plated (with 22 carat gold), sometimes with a matt finish, and silver-plated jewellery remain popular. Pearls and semi-precious stones are used fairly widely. Designs vary from traditional to modern and can be either discreet or voluminous. Working women, normally 35 years and older, are the main consumers in this category as the jewellery is elegant, exclusive and expensive.

In the middle range market, material used to make the jewellery varies from wood to metal (most often copper, aluminium, stainless steel and titanium), which are sometimes gold-plated. Coloured stones and imitation pearls are also used. Styles vary according to the seasons and the clothes; like in the clothing sector, the jewellery industry has two main collections: the Spring/Summer collection and the Fall/Winter collection. Jewellery in this segment is normally of average quality and prices are reasonable. It is most often bought by women of all ages and frequently, in order to give a finishing touch to a particular outfit.

The lower-end of the market is dominated by cheap and fashionable jewellery worn by teenagers and students. Designs are original and the jewellery is made from different material and in different colours that vary according to the season.

Ear-rings remain the major items of jewellery sold, followed by bracelets and necklaces - ear-rings are not only used for ears, but also on different parts of the body as body-piercing is increasingly gaining popularity. Jewellery made from metal, gold or silver-plated, dominates the market and demand for allergy-free stainless steel (nickel-free) jewellery is rising. Colours are used more in the summer. For future trends on imitation jewellery, manufacturers should procure a copy of the Trends Book (publishers address is given in Annex IV).

3. IMPORTS

3.1 World

World imports of imitation jewellery have slowed down over the period under consideration. In the recent past, several countries have experienced unstable financial and political conditions and hence despite a rise in disposable income, made possible by the increase in the number of working women, consumer spending has become more cautious and reflective, affecting imports.

The market for imitation jewellery accounts for about 40% of the jewellery trade, the other 60% corresponding to precious jewellery. Preliminary figures for 1997 (please note that data from the Comtrade database, for 1997, were incomplete at the time of preparation of this market brief) show that imports amounted to approximately US\$ 1.5 billion with the European Union, the United States, Hong Kong and Japan dominating the import market for imitation jewellery. In 1996, these countries together accounted for over 78% of total imports.

TABLE1: WORLD IMPORTS OF IMITATION JEWELLERY IN US\$ '000

(V: US\$ '000)

	1993	1994	1995	1996	1997
TOTAL *	1,924,430	2,058,354	1,996,076	1,852,583	1,517,746
OF WHICH:					
EUROPEAN UNION	654,154	658,736	703,245	636,761	550,016
USA	590,305	624,805	521,648	497,816	498,815
HONG KONG	137,288	148,918	163,041	161,109	150,329
JAPAN	139,006	210,466	202,474	158,032	125,561
SWITZERLAND-LIECHTENSTEIN	60,749	61,441	66,315	58,450	58,807
CANADA	56,817	60,441	52,049	48,646	54,192
SAUDI ARABIA	33,873	26,758	32,673	30,473	-
KOREA REPUBLIC	14,794	18,947	24,743	30,423	-
AUSTRALIA	30,574	33,984	31,978	30,424	29,323
SINGAPORE	25,430	29,448	27,551	25,284	24,354
CHINA	22,023	21,199	18,064	17,735	16,700
NORWAY	25,410	18,659	19,886	20,262	15,492
MEXICO	28,135	36,103	15,633	14,578	-
UNITED ARAB EMIRATES	13,757	-	-	-	-
COLOMBIA	2,836	3,440	4,856	6,737	9,251
ISRAEL	8,406	11,400	10,499	12,123	8,396
THAILAND	4,173	5,806	7,436	7,072	7,433
MALAYSIA	5,886	7,116	6,316	7,130	-
BRAZIL	1,281	2,381	5,539	6,164	7,010
NEW ZEALAND	4,890	6,917	6,474	6,108	-

*: Totals are only approximative

SOURCE: UNSD/ITC

Other importers were Switzerland, Canada, Saudi Arabia, Republic of Korea, Australia and

Singapore (Table 1). Despite an increase in its imports, Korea remains one of the major suppliers of imitation jewellery (Table 2), showing a dynamism in the internal market.

South and East Asian countries account for a big share in the exports of imitation jewellery. This can be partly explained by the cheap labour costs prevailing in the Far East that forced many countries to move their production units to Asia. Major suppliers in 1997 were the European Union (mainly France, Austria, Germany, Italy and the United Kingdom), China, Republic of Korea, the United States, and Hong Kong (Table 2).

TABLE 2: MAJOR SUPPLIERS OF IMITATION JEWELLERY TO THE WORLD IN US\$ '000

(V: US\$ '000)

	1993	1994	1995	1996	1997
TOTAL *	1,924,508	2,058,455	1,996,161	1,852,747	1,517,764
OF WHICH:					
EU	455,279	556,223	617,829	555,358	391,090
OF WHICH:					
FRANCE	76,519	90,991	98,772	96,607	73,557
AUSTRIA	86,959	90,210	96,793	100,627	64,988
GERMANY	85,070	88,414	97,280	91,349	58,229
ITALY	56,807	64,859	63,031	74,338	52,110
UNITED KINGDOM	52,733	64,165	100,065	68,331	49,444
SPAIN	28,138	67,646	71,636	39,554	34,901
IRELAND	28,391	40,760	45,553	37,107	20,692
CHINA	292,978	342,149	386,840	390,294	379,559
KOREA REPUBLIC	261,628	264,754	241,590	222,956	194,340
USA	151,719	154,321	153,012	146,241	117,293
HONG KONG	129,547	113,228	115,724	107,132	95,518
THAILAND	67,432	69,110	71,219	63,661	53,857
MEXICO	9,732	11,636	13,965	17,138	24,537
CANADA	28,494	33,018	27,414	22,667	18,930
CZECH REPUBLIC	22,641	22,151	26,276	21,962	14,973
PERU	3,874	4,774	4,967	8,275	13,174
PHILIPPINES	50,622	59,658	27,949	15,451	12,378
JAPAN	33,403	24,701	21,659	17,100	11,235
MACAU	4,866	5,263	5,923	6,418	6,868
SWITZERLAND-LIECHTENSTEIN	8,328	8,773	9,218	17,215	6,726
BRAZIL	4,216	4,003	3,225	3,072	4,173

*: Totals are only approximative

SOURCE: UNSD/ITC

3.2 European Union

TABLE 3: EU TRADE FLOWS FOR IMITATION JEWELLERY

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
ARRIVALS	3,777	133,597	4,043	139,080	4,513	264,759	4,225	240,923	3,874	212,427
IMPORTS	10,140	367,491	10,328	347,667	8,558	270,216	7,399	254,487	7,314	272,596
TOTAL IMPORTS	13,917	501,088	14,371	486,747	13,071	534,975	11,624	495,410	11,188	485,023
EXPEDITIONS	3,026	156,808	4,024	201,380	4,331	281,548	4,070	275,273	4,005	319,076
EXPORTS	2,707	187,794	2,844	235,039	2,745	218,835	2,512	224,056	2,295	203,991
TOTAL EXPORTS	5,733	344,602	6,868	436,419	7,076	500,383	6,582	499,329	6,300	523,067

SOURCE: EUROSTAT-COMEXT

Intra-EU trade in imitation jewellery has been oscillating over the five-year period. These fluctuations could be due to varying levels in the stock, affecting both imports and re-exports. After a reasonable growth between 1993-1996, EU arrivals dropped to approximately 4,000 tons, valued at ECU 212 million, in 1997 - a fall of 8% from 1996 in terms of quantity. Expeditions however grew by 32% between 1993-1997 and were about 4,000 tons (ECU 319 million), in 1997 (Table 3).

However, extra-EU trade has been gradually declining over the past few years. In 1997, EU imports amounted to 7,314 tons (ECU 273 million), a decrease of only 1% from 1996, in terms of quantity, but almost 28% since 1993. Exports fell by 15% over the period under consideration and, in 1997, were at 2,295 tons (ECU 204 million). The drop in net imports could be due to a shift from cheap imports to high-value imports, as can be seen from Table 4 that indicates the evolution in unit values over the period under consideration. Consumers' tastes have changed and they prefer to buy good quality, expensive jewellery.

TABLE 4: AGGREGATED UNIT VALUES OF EU TRADE FLOWS FOR IMITATION JEWELLERY

	1993	1994	1995	1996	1997
ARRIVALS	36.24	33.66	31.57	34.34	37.27
IMPORTS	35.37	34.40	58.66	57.02	54.83
EXPEDITIONS	51.82	50.04	65.00	67.63	79.67
EXPORTS	69.37	82.64	79.72	89.19	88.88

Production statistics are not available. However, according to trade sources, the EU production has fallen sharply over the past years. Due to cheap labour costs and fierce price competition from Asian countries, many manufacturers were forced to move their production units to these countries. However, others who remained in Europe, concentrated on the upper-end market, producing high quality, designer jewellery, in relatively smaller quantities. According to trade sources, the principal producing countries in the EU are Italy, France, Spain and the United Kingdom.

Major EU importing countries of imitation jewellery, in 1997, were the United Kingdom with 31%, followed by France (16%), Germany (16%), Italy (8%) and Spain (7%). Annex I gives

details on both the intra-EU arrivals and EU imports statistics as well as the unit values and the average ranking of each country based on the percentage of the average unit value. The ranking indicates whether the country imports high, middle or low-priced imitation jewellery.

In 1997, the main category of imports was HS 7117.19 (imitation jewellery of base metal, whether or not plated with precious metal - excluding cuff-links and studs) accounting for 72% of total EU imports of which HS 7117.19.99 (excluding jewellery clad with precious metal or parts of glass, cuff-links and studs) accounted for 60%. HS 7117.90 followed with 27% of total imports (Annex I).

The principal suppliers for 1997 included China, with 44% of extra-EU imports, followed by South Korea (11.9%), Taiwan (9.1%), India(8.3%) and Hong Kong (7.9%). The main intra-EU suppliers were Italy, with 28.1% of intra-EU imports, followed by the United Kingdom (14.1%), Germany (13.8%) and Belgium (10.8%) (Annex II).

The following table gives the major suppliers with its market share for 1997 for each country of the EU. The importing countries have been classified according to the three main price segments as indicated above.

TABLE 5: MAJOR SUPPLIERS AND THEIR MARKET SHARE IN 1997

RANK		SUPPLIERS				
HIGH:	PORTUGAL	HONG KONG	CHINA	UNITED STATES	MOZAMBIQUE	BRAZIL
		25.6%	25.6%	15.4%	12.8%	5.1%
	SWEDEN	CHINA	TAIWAN	INDIA	SOUTH KOREA	HONG KONG
		30.0%	22.1%	17.4%	13.1%	9.9%
	IRELAND	SOUTH KOREA	HONG KONG	CHINA	UNITED STATES	CZECH REPUBLIC
		59.7%	11.7%	11.7%	9.1%	2.6%
AUSTRIA	THAILAND	CZECH REPUBLIC	CHINA	TAIWAN	HONG KONG	
	50.3%	33.8%	32.5%	6.5%	5.2%	
GERMANY	CHINA	SOUTH KOREA	TAIWAN	HONG KONG	INDIA	
	42.1%	13.4%	11.3%	8.0%	6.5%	
DENMARK	SOUTH KOREA	CHINA	TAIWAN	INDIA	CZECH REPUBLIC	
	39.6%	24.3%	14.4%	4.5%	3.6%	
MIDDLE:	NETHERLANDS	HONG KONG	CHINA	UNITED STATES	INDIA	SOUTH KOREA
		30.7%	2.1%	10.3%	9.4%	9.0%
	FRANCE	CHINA	SOUTH KOREA	INDIA	TAIWAN	PHILIPPINES
		55.6%	11.1%	9.4%	6.1%	3.3%
	GREECE	CHINA	INDIA	HONG KONG	SOUTH KOREA	UNITED STATES
	27.6%	22.4%	15.5%	12.1%	10.3%	
FINLAND	CHINA	ESTONIA	TAIWAN	HONG KONG	SOUTH KOREA	
	35.1%	23.4%	16.2%	15.3%	4.5%	
UNITED KINGDOM	CHINA	SOUTH KOREA	TAIWAN	HONG KONG	UNITED STATES	
	46.0%	10.9%	10.5%	9.0%	8.4%	
LOWER:	SPAIN	CHINA	SOUTH KOREA	INDIA	TAIWAN	INDONESIA
		38.5%	11.9%	8.8%	8.6%	5.0%
	ITALY	CHINA	SOUTH KOREA	INDIA	TAIWAN	CZECH REPUBLIC
		55.9%	9.6%	9.2%	6.7%	3.6%
BELGIUM	CHINA	SOUTH KOREA	INDIA	HONG KONG	TAIWAN	
	62.2%	10.5%	8.3%	7.8%	4.6%	

4. DISTRIBUTION CHANNELS

Distribution circuits vary from country to country. However, in the EU, the principal channels include importers, wholesalers and retailers.

In the case of importers, they buy goods directly from manufacturers or suppliers, or in some cases from wholesalers (mainly when the importer needs a stock of articles at short notice). Like importers, wholesalers usually buy from the manufacturers and occasionally from importers. Both importers and wholesalers are then responsible for further distribution of the jewellery. They sell either directly to a retailer on a cash and carry basis or, through sales people who visit various shops with samples and take orders. In addition to the two methods, there exists a system by which wholesalers supply stocks on a regular basis to selected stores, taking into account the prevailing trends.

Being locally based, importers are generally well informed of the local market conditions and are able to provide information, to the supplier/manufacturer, on the current trends, prices and other information related to the trade. New exporters are therefore advised to go through importers as they are considered the safest method of entering a new market.

Retailers buy directly either from manufacturers/suppliers or from importers/wholesalers. Agents are often used as intermediaries to represent the manufacturer as well as the retailer. This method is more effective when there exists an established buyer-seller relationship and when the quality of the articles is good.

Some of the retail outlets are:

- Specialized stores include stores selling only jewellery (precious or imitation) and/or fashion accessories. The jewellery is generally mid-upper end and prices vary accordingly.

- Non-specialized stores include:

Mid-upper end of the market

department stores

boutiques

perfume stores

fairs and exhibitions

Mid-lower end of the market

supermarkets

large clothing stores

drugstores

street-vendors

- Sales by correspondence (mail order - through catalogues, teleshopping and via the Internet) and network marketing.

5. PRICES

As seen earlier, the imitation jewellery sector is divided into three main segments principally on the basis of quality, brand name and price. Prices, in the sector, thus vary to a large extent and it is rather difficult to indicate exact prices.

Retail prices of imitation jewellery depend on a number of factors, some of which include: quality, fashions, exclusivity of designs and brand names, type of sales outlet and volume of business, import tariffs, country of origin of the articles, transport costs, rate of currency exchange and other economic factors. In addition, importers', wholesalers' and retailers' margins have to be considered in order to determine the final retail price. Margins vary depending on the type of segment, storage costs, etc. A certain percentage is added to make up for the losses incurred by retailers from cases of shoplifting that occur frequently in the mid-lower end markets. Suppliers are recommended to contact importers concerning prices of imitation jewellery prevailing in the market.

6. COMMERCIAL PRACTICES

There are two main collections in the jewellery sector, following the clothing industry, that are: the spring/summer collection and the fall/winter collection. The former is generally purchased by the importers between September and November of the previous year and the latter is purchased between January and March. Air freight consignments are the preferred method of delivery and, deliveries normally take between 4 and 6 weeks, sometimes even up to 2 months, from the date of order. As importers have to react quickly to changes in market trends and have to be able to satisfy buyers' requirements, suppliers must keep up delivery schedules. Delays may result in the cancellation of orders by the retailers, in which case importers find themselves with unsold stocks for that particular season.

The standard purchasing procedure involves exporters to provide samples to the importers, who after thorough examination place a trial order of about 500 pieces. Once the buyers are satisfied with the articles, orders of about 2,000-2,500 pieces are placed.

Prices are quoted in CIF terms. The most common method of payment used are letters of credit. They are particularly recommended when selling to new importers. Cash against documents (the buyer takes possession of the goods only after payment) as well as agreements on payments, between 30-60 days, are widely used. Bank transfers are used when there is an existing buyer-seller relationship. Normally very small orders are paid with cheques.

In order to be successful, importers and exporters must specify the following terms: quality and price of the product, quantities, terms of payment and delivery and packaging methods.

7. MARKET ACCESS

7.1 Regulations, quality standards and packaging

The main criteria to be considered for imitation jewellery marketing are those of quality, safety and the use of allergy-free articles.

At present, there are no specific standards prescribed by the EU for imitation jewellery and the current CEN standards relate more to precious jewellery. However, these standards are often taken into consideration for imitation jewellery. CEN's TC 174 Jewellery lays down standards regarding the sizes of rings, colours of stones and metals, precious metal-plated jewellery etc. With respect to colours, the international Pantone coding system that defines colours and finishes, is recommended.

Directive 92/59/EC concerning general product safety defines a safe product as "a product which, when normally and reasonably used during anticipated conditions and period of time, poses no risk, although limited risks consistent with the use of the product and from the angle of a high level of protection for the health and safety of persons are regarded as acceptable, when taking into consideration the following aspects:

- S** the characteristics of the product;
- S** the effect of this on other products;
- S** the way in which the product is offered;

S the categories of the consumer”.

The Directive came into effect on 29 July 1994, in all EU countries, and requires that all goods bear a safety guarantee and that no unsafe product be sold in the market.

Recently, the EU passed a special Directive 94/27/EC to restrict the use of nickel within the member countries. The directive was introduced as a result of skin allergies, experienced by men and women, caused by articles containing nickel. The Directive has not yet been enforced in many countries due to a lack of a common agreement regarding testing methods. However, some countries carry out tests and apply their own standards and most importers demand nickel-free jewellery while importing. For further details on quality etc., exporters are advised to contact the standards' organizations (a list of which is to be found in Annex III) in the country of import.

Hallmarking standards (guarantee of the State regarding the fineness of precious metals) are generally not applicable in the case of imitation jewellery. However, if the jewellery is made from silver, exporters should check with importers if hallmarks are relevant.

Further, copyrights and patent legislation for jewellery designs are important factors that have to be taken into consideration. All EU countries have very strict rules concerning copying and it is always necessary for the suppliers to check the import market before exporting.

In 1994, the EU issued a Directive 94/62/EC that determines the minimum legal requirements for packaging and labelling. Introduction of the environmental laws has brought about the concepts of waste recovery and recycling. By July 2001, manufacturers and buyers must be able to recover about 50 to 65 percent and recycle at least 25 to 45 percent of the packaging material. In addition to recovery and recycling demands, the directive also specifies regulations on the volume and weight of the packaging material as well as its security and hygiene, minimize the effects, caused by pollution and the disposal of packaging wastes on the environment and lastly identification numbers and symbols.

Suppliers of imitation jewellery have to make sure that packaging is in compliance with the above-mentioned requirements. Packaging also depends on the type of jewellery - the segment, whether not a brand name etc. Retail packaging is often done locally by the importer or buyer himself, however, exporters have to pay attention to the bulk packaging. It has to be waterproof and protect the articles from any damage that can be caused during transportation. The packages must have the names and addresses of the importer and exporter, the country of origin, the port of transshipment, batch number, product number etc. For further details on packaging and labelling, suppliers should contact the importers who will give the specifications required by them.

7.2 Tariffs

The EU applies the Common Customs Tariff to imports from non-EU sources. The MFN rate for 1998 is between 4.5 and 4.9 per cent. Table 6 gives the duty rates for the European Union. Imports from developing countries are regulated by the Generalized System of Preferences. The new GSP scheme is based on two underlying principles - graduation and incentives. In the case of graduation, tariff advantages will vary according to the sensitivity of the product and the degree of competitiveness of the exporting country. The GSP rate for semi-sensitive products, that includes imitation jewellery, is 35% of the MFN rate (65% of the

preferential margin). The principle of incentives applies to recipient countries who are able to prove a commitment to international standards of social progress and environmental protection, in which case they will benefit from additional tariff reductions by way of incentives.

TABLE 6: TARIFF REGIME FOR THE EUROPEAN UNION

HS CODE	PRODUCT DESCRIPTION	BASE RATE OF DUTY (%)	MFN RATE FOR 1998 (%)	BOUND RATE OF DUTY (%)
7117	Imitation jewellery Of base metal, whether or not plated with precious metal:			
7117.11.00	- Cuff-links and studs	7.2	4.6	4.0
7117.19	Other:			
7117.19.10	- With parts of glass Without parts of glass	8.5	4.9	4.0
7117.19.91	- Gilt, silvered or platinum plated	8.5	4.9	4.0
7117.19.99	Other	8.5	4.9	4.0
7117.90.00	Other	6.7	4.5	4.0

Source: Uruguay Round of Multilateral Trade Negotiations, Schedule 19

TARIC

Note: Following the Uruguay Round, reductions in tariffs were implemented in equal instalments that began on 1 July 1995 and will end on 1 July 2000. The base rate of duty refers to the initial rate that existed and was negotiated for during the Uruguay Round, while the bound rate of duty refers to the final rate, applicable from the year 2000, unless specified otherwise.

Imports originating from LDCs enjoy duty-free entry into the EU. Signatories of the Lomé Convention (agreement between the EU and ACP countries) are exempted from duties and quotas when exporting to the EU. Other countries benefitting from duty-free entry into the EU are Bolivia, Colombia, Ecuador, Peru and Venezuela. There also exists several bilateral trade agreements between the EU and EFTA and EU and CEFTA. For more information, exporters may contact the European Commission, Directorate General for External Economic Affairs, North-South Relations, Unit I.K.3/GSP, 14 rue de la Science, 1049 Brussels, Belgium, Tel: (32 2) 299 0778, Fax: (32 2) 299 1047.

In order to benefit from the preferential rates, goods must be accompanied by a certificate of origin: Form A. This document is generally issued by an authority in the exporting country certifying that the goods have been produced in that country.

7.3 PROMOTION

A new exporter should choose appropriate marketing strategies so as to make the products known. There exist different ways to achieve successful market penetration: an exporter can contact either importers or companies directly or participate in trade fairs, the latter being more effective. Trade fairs not only help exporters to establish personal contact with importers and other interested buyers but also allow them to display their products. They also offer them an excellent opportunity to keep up to date with the current and future trends in the imitation jewellery market. In case the manufacturer is unable to participate in the trade fairs, he should prepare a catalogue, with pictures, prices and other details, and send it to potential buyers (Annex

IV gives a list of some of the more important trade fairs in the EU, as refers to imitation jewellery).

Another method of trade promotion is by advertising in trade journals and other specialized publications (a list of which can be found in Annex IV). Imitation jewellery is most often advertised in specialized magazines for women, magazines on fashions and styles and other magazines specialized in jewellery and fashion accessories.

The Internet has become increasingly popular method of advertising in the recent past. Manufacturers and suppliers use this method to promote their products. Having viewed the products, buyers can often order directly via the Internet thus eliminating agents and other intermediaries.

8. MARKET PROSPECTS

In recent years, the market for imitation jewellery has been on the decline. However, the EU remains the largest import market and in 1997, imports amounted to approximately 11,200 tons, valued at ECU 485 million. According to trade sources, this situation is expected to change giving way to growth in the sector, but with a slight shift in the type of segment. Current trends show that women prefer to buy good quality, expensive jewellery; this could be due to the rise in the purchasing power as well a growing interest in fashion trends. Sales of middle to upper range imitation jewellery and quality designer jewellery are expected to increase in the future. Demand for the lower range is likely to drop a bit, but will nevertheless continue to be popular among consumers between the ages 10-15 years.

Today, more than 90% of EU imports are from South and East Asian countries like China, South Korea, Taiwan and India. Importers are constantly looking for new suppliers who possess the following characteristics: flexibility and the ability to react quickly to changes in the market, reliability with respect to quality and delivery schedules, originality in designs and finally ability to identify new markets. New exporters wishing to enter a market should begin by visiting the market and carrying out a thorough survey. Participation in trade fairs, where they can present their products, is strongly recommended.

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Various sites on the **Internet**

ANNEX I

EU Statistics of Imitation Jewellery, by Product

3.2 European Union

EU IMPORTS OF IMITATION JEWELLERY

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
7117	13,917	501,088	14,371	486,747	13,071	534,975	11,624	495,410	11,188	485,023
711711	113	4,451	208	5,618	192	6,957	191	7,249	99	6,858
711719	9,507	376,019	8,767	348,087	8,765	439,492	8,393	405,557	8,063	392,503
71171910	1,333	65,807	969	57,517	1,393	118,556	1,432	119,036	1,101	95,620
71171991	2,480	107,885	2,016	89,081	2,084	125,646	2,229	96,634	2,083	100,354
71171999	5,694	202,327	5,782	201,489	5,288	195,290	4,732	189,887	4,879	196,529
711790	4,297	120,618	5,396	133,042	44,730	88,526	3,040	82,604	3,026	85,662

SOURCE: EUROSTAT-COMEXT

EU EXPORTS OF IMITATION JEWELLERY

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
7117	5,733	344,602	6,868	436,419	7,076	500,383	6,582	499,329	6,300	523,067
711711	61	11,442	62	13,546	70	14,352	115	14,015	150	16,319
711719	4,027	258,623	4,158	314,656	4,579	410,960	4,198	406,970	4,381	426,405
71171910	459	59,393	509	80,569	590	106,388	606	130,033	1,014	158,735
71171991	1,365	71,775	1,046	91,494	1,121	117,506	1,161	86,164	896	82,555
71171999	2,203	127,455	2,603	142,593	2,868	187,066	2,431	190,773	2,471	185,115
711790	1,645	74,537	2,648	108,217	2,427	75,071	2,269	78,344	1,769	80,343

SOURCE: EUROSTAT-COMEXT

INTRA-EU ARRIVALS OF HS 7117

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	3,777	133,597	4,043	139,080	4,271	264,759	4,225	240,923	3,874	212,427
OF WHICH:										
SPAIN	237	10,922	496	10,606	625	10,201	393	11,501	607	14,321
FRANCE	1,800	35,020	1,511	32,905	857	40,056	1,031	41,609	597	44,608
UNITED KINGDOM	151	21,220	334	20,580	258	22,838	275	22,237	430	24,684
GREECE	99	3,206	173	6,074	413	3,697	247	3,940	428	4,743
GERMANY	389	14,361	346	18,504	827	86,745	881	66,820	412	24,799
PORTUGAL	226	6,737	232	6,988	155	8,030	254	7,712	292	8,318
NETHERLANDS	218	8,064	281	9,322	262	8,955	276	12,098	259	11,930
AUSTRIA	-	-	-	-	113	34,958	240	30,162	242	28,182
BELGIUM & LUX.	400	13,231	257	12,494	251	14,191	179	10,030	177	10,421
IRELAND	106	3,664	269	5,172	174	5,669	98	4,877	154	6,044
SWEDEN	-	-	-	-	141	6,970	120	7,058	114	6,570
ITALY	129	14,702	106	14,194	120	17,751	127	17,883	102	21,116
FINLAND	-	-	-	-	37	2,389	26	2,216	31	2,214
DENMARK	22	2,470	38	2,241	38	2,309	78	2,780	29	4,477

EU IMPORTS OF HS 7117

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	10,140	367,491	10,328	347,667	8,558	270,216	7,399	254,487	7,314	272,596
OF WHICH:										
UNITED KINGDOM	2,088	61,326	2,370	77,590	2,211	78,860	2,274	74,945	2,283	80,976
FRANCE	1,846	77,484	1,608	62,068	1,490	48,719	1,240	42,938	1,154	44,694
GERMANY	2,617	125,347	2,420	112,599	1,531	49,958	1,246	46,665	1,153	46,963
ITALY	1,058	27,006	1,180	25,186	882	17,915	411	13,981	612	17,455
SPAIN	1,009	24,987	1,146	22,019	655	14,240	498	12,184	522	14,346
NETHERLANDS	673	21,805	653	20,373	644	21,749	555	18,945	454	16,963
BELGIUM & LUX.	385	15,890	363	12,589	361	9,823	427	12,471	376	11,669
SWEDEN	-	-	-	-	289	10,383	255	10,365	210	9,247
AUSTRIA	-	-	-	-	77	4,357	120	6,811	157	14,004
DENMARK	198	5,217	227	6,403	140	4,600	99	4,243	111	4,722
FINLAND	-	-	-	-	83	3,857	133	4,652	111	2,214
IRELAND	62	2,077	43	1,839	32	1,360	45	2,681	77	3,726
GREECE	115	3,338	181	4,314	86	2,494	57	2,066	59	1,768
PORTUGAL	89	3,014	137	2,687	77	1,901	39	1,540	35	1,814

UNIT VALUES AND AVERAGE RANKING OF EU COUNTRIES IMPORTING IMITATION JEWELLERY

	1993			1994			1995			1996			1997			AV. RANK
	UV	%	RANK	UV	%	RA	UV	%	RA	UV	%	RAN	UV	%	RAN	
UK	29.37	0.88	7	32.74	1.05	5	35.67	1.05	6	32.96	0.85	12	35.47	0.86	10	12.60
FRANCE	41.97	1.25	2	38.94	1.25	3	32.70	0.96	8	34.65	0.89	9	38.74	0.94	7	11.20
GERMANY	47.90	1.43	1	46.53	1.49	1	32.51	0.96	9	37.45	0.96	6	40.73	0.99	6	9.00
ITALY	25.53	0.76	10	21.34	0.69	9	20.31	0.60	14	34.02	0.87	10	28.52	0.69	13	8.40
SPAIN	24.76	0.74	11	19.21	0.62	11	21.71	0.64	13	24.51	0.63	14	27.48	0.67	14	8.00
NETH.	32.40	0.97	6	31.20	1.00	7	33.77	0.99	7	34.14	0.88	11	36.94	0.89	9	8.00
BELGIUM	41.27	1.23	3	34.68	1.11	4	27.21	0.80	11	29.21	0.75	13	31.06	0.75	116	6.60
SWEDEN	-	-	-	-	-	-	35.93	1.06	5	40.73	1.05	5	43.78	1.06	4	6.00
AUSTRIA	-	-	-	-	-	-	56.58	1.66	1	56.76	1.46	2	89.20	2.16	1	5.80
DENMARK	28.74	0.86	9	31.53	1.01	6	37.48	1.10	4	46.14	1.18	3	42.59	1.03	5	5.40
FINLAND	-	-	-	-	-	-	46.47	1.37	2	34.98	0.90	8	38.31	0.93	8	4.67
IRELAND	33.50	1.00	5	42.77	1.37	2	42.50	1.25	3	59.58	1.53	1	48.39	1.17	2	4.60
GREECE	29.03	0.87	8	23.83	0.77	8	29.00	0.85	10	36.25	0.93	7	30.43	0.74	12	2.60
PORTUGAL	33.87	1.01	4	19.61	0.63	10	24.69	0.73	12	44.00	1.13	4	46.51	1.13	3	1.33
AVERAGE	33.49			31.13			34.04			38.95			41.30			

INTRA-EU ARRIVALS OF HS 7117.11

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	103	3,659	194	4,622	169	4,983	149	4,626	65	4,172
OF WHICH:										
UNITED KINGDOM	-	907	3	1,329	15	1,421	16	1,483	30	1,325
FRANCE	70	883	162	1,112	141	1,340	123	940	21	775
SWEDEN	-	-	-	-	1	317	0	230	4	210
IRELAND	1	66	1	39	-	62	0	92	3	139
GERMANY	0	107	0	100	-	189	0	228	2	240
ITALY	1	385	1	992	2	659	2	612	1	491
NETHERLANDS	5	420	22	123	1	134	-	172	1	179
DENMARK	-	94	-	90	-	93	7	232	1	130
BELGIUM & LUX.	1	180	4	221	3	177	1	139	1	125
FINLAND	-	-	-	-	3	77	0	98	1	111
SPAIN	5	367	1	311	2	303	0	209	0	264
PORTUGAL	20	242	0	79	-	78	0	76	0	70
AUSTRIA	-	-	-	-	1	100	0	86	0	62
GREECE	0	8	0	226	0	33	0	29	0	51

EU IMPORTS OF HS 7117.11

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	10	792	14	996	23	1,974	42	2,623	34	2,686
UNITED KINGDOM	1	343	6	497	8	572	15	694	13	1,049
FINLAND	-	-	-	-	11	840	20	1,224	12	849
BELGIUM & LUX.	0	20	3	71	0	8	0	20	5	210
SPAIN	4	186	1	75	1	94	0	21	2	42
SWEDEN	-	-	-	-	2	180	1	224	1	245
DENMARK	0	11	0	18	0	8	0	29	1	31
GERMANY	0	75	2	135	0	127	0	131	0	91
ITALY	0	15	1	33	0	38	1	67	0	86
FRANCE	3	103	1	131	0	45	4	113	0	32
NETHERLANDS	1	9	-	3	1	30	1	27	0	17
IRELAND	0	12	0	9	0	16	0	24	0	13
GREECE	0	0	0	0	0	0	0	40	0	11
AUSTRIA	-	-	-	-	-	11	0	9	0	7
PORTUGAL	1	18	0	24	0	5	0	0	0	3

INTRA-EU ARRIVALS OF HS 7117.19

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	2,282	101,253	2,426	104,000	2,697	223,587	3,005	201,506	2,700	170,728
OF WHICH:										
SPAIN	154	8,921	376	7,971	371	8,058	357	9,395	542	10,455
FRANCE	1,052	26,628	720	26,134	488	31,860	552	33,361	407	35,399
GREECE	90	2,599	129	4,669	95	2,849	199	3,210	343	3,296
UNITED KINGDOM	140	18,734	277	17,120	194	18,359	209	18,341	284	20,814
GERMANY	172	9,988	223	14,997	681	82,701	788	62,482	280	21,139
AUSTRIA	-	-	-	-	88	32,208	194	26,816	218	26,498
PORTUGAL	152	4,898	159	5,175	120	6,097	175	5,589	177	5,600
IRELAND	50	2,535	221	3,858	117	3,873	63	3,486	93	4,368
SWEDEN	-	-	-	-	116	5,774	103	6,096	85	5,673
ITALY	72	11,137	79	10,035	90	13,571	95	14,362	79	18,250
BELGIUM & LUX.	273	9,354	124	7,420	160	10,136	121	6,826	79	5,650
NETHERLANDS	112	4,618	100	5,032	132	4,488	108	7,781	66	8,050
DENMARK	15	1,841	18	1,589	18	1,773	24	2,068	25	3,919
FINLAND	-	-	-	-	27	1,840	17	1,693	22	1,617

EU IMPORTS OF HS 7117.19

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	7,225	274,766	6,341	244,087	6,068	215,905	5,388	204,051	5,363	221,775
OF WHICH:										
UNITED KINGDOM	1,534	48,521	1,540	58,937	1,517	62,347	1,501	55,198	1,541	59,739
FRANCE	1,449	67,754	1,108	50,316	1,150	41,179	947	36,865	899	38,825
GERMANY	1,616	76,160	1,361	66,434	1,107	40,209	957	39,014	863	39,241
ITALY	797	22,091	613	17,715	544	13,741	285	10,954	440	14,041
SPAIN	686	19,441	581	13,918	467	11,200	376	9,765	366	11,714
NETHERLANDS	519	17,662	505	16,595	491	18,201	441	16,067	333	14,144
BELGIUM & LUX.	325	13,873	301	11,155	273	8,609	313	10,708	304	9,815
SWEDEN	-	-	-	-	203	7,693	192	8,058	166	7,725
AUSTRIA	-	-	-	-	50	3,424	98	5,949	132	13,196
DENMARK	87	2,718	103	2,933	75	2,685	72	3,201	89	3,786
FINLAND	-	-	-	-	55	2,065	92	2,993	86	2,951
IRELAND	48	1,182	30	1,316	21	948	42	2,254	70	3,394
GREECE	96	2,936	107	2,825	66	2,130	41	1,749	45	1,545
PORTUGAL	68	2,428	92	1,943	49	1,474	31	1,276	29	1,659

INTRA-EU ARRIVALS OF HS 7117.19.10

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	274	17,155	160	17,116	722	91,624	855	92,165	464	62,177
OF WHICH:										
AUSTRIA	-	-	-	-	43	17,654	104	20,619	182	21,258
FRANCE	163	3,946	58	3,680	57	9,759	48	11,246	59	11,188
ITALY	11	3,243	6	3,925	39	7,589	48	8,621	44	12,049
SPAIN	10	2,027	8	1,059	23	1,360	34	2,872	42	2,738
GERMANY	28	2,176	23	2,164	426	48,699	507	41,432	38	5,487
IRELAND	2	243	2	303	2	418	8	724	28	1,164
UNITED KINGDOM	8	2,821	4	1,408	9	2,241	18	2,412	22	4,377
BELGIUM & LUX.	10	937	18	763	28	931	7	723	18	852
PORTUGAL	19	649	16	1,015	14	755	30	613	13	567
NETHERLANDS	4	205	5	321	73	885	32	1,064	12	1,484
GREECE	17	549	19	1,974	2	594	17	1,025	5	424
FINLAND	-	-	-	-	4	261	0	309	1	334
DENMARK	2	359	1	504	-	371	1	355	0	205
SWEDEN	-	-	-	-	2	107	1	150	0	50

EU IMPORTS OF HS 7119.19.10

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	1,059	48,652	809	40,401	671	26,932	577	26,871	637	33,443
OF WHICH:										
GERMANY	432	27,554	267	20,376	201	8,249	178	9,539	187	10,397
FRANCE	135	6,598	152	7,455	118	5,171	113	3,983	112	5,061
AUSTRIA	-	-	-	-	6	418	11	1,058	84	7,335
UNITED KINGDOM	100	3,182	94	3,537	104	4,830	86	3,673	80	3,739
SPAIN	61	2,630	59	2,152	52	1,792	54	1,569	33	1,549
BELGIUM & LUX.	33	1,621	23	789	29	482	34	1,121	31	550
NETHERLANDS	47	1,858	53	1,676	41	1,232	44	2,040	27	1,161
SWEDEN	-	-	-	-	23	885	17	667	25	628
ITALY	200	3,855	89	3,124	59	2,767	23	2,226	22	1,797
FINLAND	-	-	-	-	6	174	3	221	13	189
GREECE	13	573	25	735	17	529	5	364	11	466
DENMARK	31	491	17	333	6	177	4	220	7	370
IRELAND	3	80	2	76	2	71	3	122	3	120
PORTUGAL	4	210	28	148	7	155	2	68	2	81

INTRA-EU ARRIVALS OF HS 7117.19.91

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	654	34,511	502	32,131	633	71,250	868	47,490	870	52,367
OF WHICH:										
GREECE	28	1,199	44	1,168	46	997	38	783	266	1,013
FRANCE	316	12,519	155	12,437	144	12,730	311	13,726	146	11,838
PORTUGAL	62	2,053	99	2,347	66	3,086	120	3,530	139	3,948
UNITED KINGDOM	35	4,560	34	4,035	34	3,774	46	3,789	86	9,021
GERMANY	42	3,061	49	2,798	100	23,566	89	8,452	64	5,387
SPAIN	30	2,327	38	2,047	46	1,830	98	3,040	32	3,435
SWEDEN	-	-	-	-	53	3,470	39	3,362	28	3,320
BELGIUM & LUX.	110	4,663	40	2,958	58	5,608	48	2,694	26	2,472
IRELAND	6	498	9	597	11	1,062	24	1,492	25	1,847
NETHERLANDS	20	2,138	26	2,355	21	1,794	22	2,075	22	3,801
FINLAND	-	-	-	-	12	858	2	589	13	620
ITALY	3	901	2	877	5	1,318	8	1,367	10	1,818
DENMARK	2	592	6	512	4	534	3	599	8	1,940
AUSTRIA	-	-	-	-	33	10,623	20	1,992	5	1,907

EU IMPORTS OF HS 7117.19.91

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	1,826	73,374	1,514	56,950	1,451	54,396	1,361	49,144	1,213	47,987
OF WHICH:										
FRANCE	663	29,639	454	19,257	474	16,817	406	13,811	381	15,002
GERMANY	424	18,649	369	15,137	309	10,927	234	10,123	175	8,904
UNITED KINGDOM	145	4,422	172	4,891	169	4,648	123	2,666	129	2,970
SPAIN	295	7,187	180	4,482	99	3,029	131	3,115	122	4,169
NETHERLANDS	99	5,922	102	5,755	127	8,812	190	7,894	117	6,632
BELGIUM & LUX.	71	2,783	105	3,363	70	2,367	81	2,837	110	2,922
ITALY	56	1,836	29	1,226	27	922	20	834	48	1,213
SWEDEN	-	-	-	-	68	2,640	73	3,322	46	2,573
FINLAND	-	-	-	-	31	1,099	36	1,306	41	1,061
GREECE	49	1,764	47	1,394	25	1,117	21	934	19	762
DENMARK	14	759	41	1,119	33	1,210	15	888	15	919
AUSTRIA	-	-	-	-	5	423	21	1,161	5	467
PORTUGAL	9	393	13	297	13	356	9	234	4	378
IRELAND	1	20	2	29	1	29	1	19	1	15

INTRA-EU ARRIVALS OF HS 7117.19.99

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	1,354	49,587	1,764	54,753	1,342	60,713	1,282	61,851	1,366	56,184
OF WHICH:										
SPAIN	114	4,567	330	4,865	302	4,868	225	3,483	468	4,282
FRANCE	573	10,163	507	10,017	287	9,371	193	8,389	202	12,373
GERMANY	102	4,751	151	10,035	155	10,436	192	12,598	178	10,265
UNITED KINGDOM	97	11,353	239	11,677	151	12,344	145	12,140	176	7,416
GREECE	45	851	66	1,527	47	1,258	144	1,402	72	1,859
SWEDEN		-		-	61	2,197	63	2,584	57	2,303
IRELAND	42	1,794	210	2,958	104	2,393	31	1,270	40	1,357
BELGIUM & LUX.	153	3,754	66	3,699	74	3,597	66	3,409	35	2,326
NETHERLANDS	88	2,275	69	2,356	38	1,809	54	4,642	32	2,765
AUSTRIA		-		-	12	3,931	70	4,205	31	3,333
ITALY	58	6,993	71	5,233	46	4,664	39	4,374	25	4,383
PORTUGAL	71	2,196	44	1,813	40	2,256	25	1,446	25	1,085
DENMARK	11	890	11	573	14	868	20	1,114	17	1,774
FINLAND		-		-	11	721	15	795	8	663

EU IMPORTS OF HS 7117.19.99

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	4,340	152,740	4,018	146,736	3,946	134,577	3,450	128,036	3,513	140,345
OF WHICH:										
UNITED KINGDOM	1,289	40,917	1,274	50,509	1,244	52,869	1,292	48,859	1,332	53,030
GERMANY	760	29,957	725	30,921	597	21,033	545	19,352	501	19,940
FRANCE	651	31,517	502	23,604	558	19,191	428	19,071	406	18,762
ITALY	541	16,400	495	13,365	458	10,052	242	7,894	370	11,031
SPAIN	330	9,624	342	7,284	316	6,379	191	5,081	211	5,996
NETHERLANDS	373	9,882	350	9,164	323	8,157	207	6,133	189	6,351
BELGIUM & LUX.	221	9,469	173	7,003	174	5,760	198	6,750	163	6,343
SWEDEN		-		-	112	4,168	102	4,069	95	4,524
DENMARK	42	1,468	45	1,481	36	1,298	53	2,093	67	2,497
IRELAND	44	1,082	26	1,211	18	848	38	2,113	66	3,259
AUSTRIA		-		-	39	2,583	66	3,730	43	5,394
FINLAND		-		-	18	792	53	1,466	32	1,701
PORTUGAL	55	1,825	51	1,498	29	963	20	974	23	1,200
GREECE	34	599	35	696	24	484	15	451	15	317

INTRA-EU ARRIVALS OF HS 7117.90

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	1,392	28,685	1,423	30,458	1,129	36,189	1,071	34,791	1,109	37,527
OF WHICH:										
NETHERLANDS	101	3,026	159	4,167	129	4,333	168	4,145	192	3,701
FRANCE	678	7,509	629	5,659	228	6,856	356	7,308	169	8,434
GERMANY	217	4,266	123	3,407	146	3,855	93	4,110	130	3,420
UNITED KINGDOM	11	1,579	54	2,131	49	3,058	50	2,413	116	2,545
PORTUGAL	54	1,597	73	1,734	35	1,855	79	2,047	115	2,648
BELGIUM & LUX.	126	3,697	129	4,853	88	3,878	57	3,065	97	4,646
GREECE	9	599	44	1,179	42	815	48	701	85	1,396
SPAIN	78	1,634	119	2,324	252	1,840	36	1,897	65	3,602
IRELAND	55	1,063	47	1,275	57	1,734	35	1,299	58	1,537
SWEDEN	-	-	-	-	24	879	17	732	25	687
AUSTRIA	-	-	-	-	24	2,650	46	3,260	24	1,622
ITALY	56	3,180	26	3,167	28	3,521	30	2,909	22	2,375
FINLAND	-	-	-	-	7	472	9	425	8	486
DENMARK	7	535	20	562	20	443	47	480	3	428

EU IMPORTS OF HS 7117.90

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	2,905	91,933	3,973	102,584	2,467	52,337	1,969	47,813	1,917	48,135
OF WHICH:										
UNITED KINGDOM	553	12,462	824	18,156	686	15,941	758	19,053	729	20,188
GERMANY	1,001	49,112	1,057	46,030	424	9,622	289	7,520	290	7,631
FRANCE	394	9,627	499	11,621	340	7,495	289	5,960	255	5,837
ITALY	261	4,900	566	7,438	338	4,136	125	2,960	172	3,328
SPAIN	319	5,360	564	8,026	187	2,946	122	2,398	154	2,590
NETHERLANDS	153	4,134	148	3,775	152	3,518	113	2,851	121	2,802
BELGIUM & LUX.	60	1,997	59	1,363	88	1,206	114	1,743	67	1,644
SWEDEN	-	-	-	-	84	2,510	62	2,083	43	1,277
AUSTRIA	-	-	-	-	27	922	22	853	25	801
DENMARK	111	2,488	124	3,452	65	1,907	27	1,013	21	905
GREECE	19	402	74	1,489	20	364	16	277	14	212
FINLAND	-	-	-	-	17	952	21	435	13	449
IRELAND	14	883	13	514	11	396	3	403	7	319
PORTUGAL	20	568	45	720	28	422	8	264	6	152

ANNEX II

Major Suppliers of Imitation Jewellery to the EU, by Product

MAJOR SUPPLIERS OF HS 7117 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU ' 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	13,917	501,088	14,371	486,747	53,687	534,975	11,624	495,410	11,188	485,023
INTRA-EUR15	3,777	133,597	4,043	139,080	45,129	264,759	4,225	240,923	3,874	212,427
OF WHICH FROM:										
ITALY	852	17,733	939	20,968	41,900	20,916	879	25,437	1,089	23,784
UNITED KINGDOM	540	17,070	684	17,880	513	39,702	352	21,962	546	21,955
GERMANY	437	25,317	653	24,412	731	38,942	621	36,308	534	38,026
BELGIUM & LUX.	597	10,010	504	10,163	246	8,994	500	10,310	419	9,919
FRANCE	301	20,124	308	19,253	271	21,743	250	21,249	301	21,624
SPAIN	498	12,852	400	11,984	279	19,013	267	15,138	253	17,770
NETHERLANDS	386	14,833	339	14,083	396	16,073	393	18,761	253	15,392
IRELAND	138	14,110	194	18,981	189	32,833	225	26,965	232	30,339
AUSTRIA	316	62,233	259	63,205	493	59,609	619	56,894	147	25,756
DENMARK	14	910	14	798	36	1,438	19	1,280	31	1,325
FINLAND	2	442	2	492	39	3,788	41	3,834	27	4,125
SWEDEN	4	257	35	686	23	1,077	26	1,310	25	1,501
GREECE	1	276	3	230	1	132	19	729	9	574
PORTUGAL	13	371	5	335	12	510	11	433	8	347
EXTRA-EUR15	10,140	367,491	10,328	347,667	8,558	270,216	7,399	254,487	7,314	272,596
OF WHICH FROM:										
CHINA	2,213	52,113	2,737	62,469	3,054	72,763	2,838	74,362	3,240	86,464
SOUTH KOREA	1,071	29,989	928	25,124	1,079	29,968	971	29,351	868	30,111
TAIWAN	1,790	66,414	944	37,201	909	33,107	864	28,838	664	25,458
INDIA	1,367	20,366	1,715	26,725	897	13,881	569	10,730	609	12,846
HONG KONG	1,222	31,748	852	24,127	722	19,848	606	19,462	581	20,318
UNITED STATES	350	29,895	330	27,354	388	31,047	424	30,724	391	33,646
CZECH REPUBLIC	286	10,239	267	9,056	270	12,892	233	10,559	185	8,549
THAILAND	289	18,889	276	16,943	204	19,200	205	18,965	184	24,223
PHILIPPINES	707	19,202	1,397	28,951	532	12,794	216	6,158	153	5,006
INDONESIA	81	1,840	131	1,956	79	1,284	74	1,175	82	1,380
PERU	60	1,239	61	1,144	37	645	25	462	37	540
ESTONIA	0	4	0	4	8	493	14	383	26	369
SWITZERLAND	0	0	0	0	31	4,125	70	5,324	22	7,299
MALAYSIA	13	570	12	342	22	510	12	321	17	360
PAKISTAN	26	573	21	531	20	373	13	251	16	270
EGYPT	37	220	32	344	18	246	28	482	15	319
SOUTH AFRICA	12	861	8	826	11	966	19	1,142	14	987

MEXICO	24	1,133	17	939	14	754	13	814	13	822
ECUADOR	4	149	3	79	8	158	13	263	10	311
TURKEY	8	431	6	291	21	499	10	335	8	299
RUSSIA	1	142	0	130	4	81	0	181	8	83
JAPAN	29	2,926	27	2,549	24	2,038	8	1,425	7	1,166
CANADA	10	2,249	9	2,504	13	2,409	14	2,051	7	1,852
BRAZIL	37	925	47	1,253	34	785	19	463	6	464
AUSTRALIA	7	439	7	566	11	589	11	361	6	369
HUNGARY	11	102	34	134	1	112	4	115	6	194
	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
MOROCCO	34	486	10	344	20	520	9	341	5	318
ALBANIA	0	5	2	9	8	71	1	37	5	103
MOZAMBIQUE	0	0	0	0	0	0	0	0	5	5
MAURITIUS	2	447	4	922	4	1,042	2	637	4	903
POLAND	14	955	12	1,035	6	1,233	14	1,370	3	1,161
COSTA RICA	4	943	10	1,429	5	871	4	856	3	627
GHANA	3	17	2	38	1	24	21	1,804	3	28
NEPAL	7	135	5	164	9	120	6	138	3	110
GUATEMALA	7	146	5	166	7	207	14	329	3	155
ISRAEL	8	290	4	213	8	429	3	604	2	1,168
NEW ZEALAND	2	323	1	361	1	292	1	414	2	434
SINGAPORE	2	285	1	179	3	177	5	352	2	356
TUNISIA	2	117	3	157	8	292	1	175	2	286
TOGO	0	48	2	51	0	42	1	65	2	57
ARGENTINA	1	50	1	16	1	18	0	38	2	40
LIECHTENSTEIN	0	0	0	0	0	14	2	40	2	196
LATVIA	0	2	0	2	0	26	0	1	2	101
NORTH KOREA	0	7	0	25	0	3	1	80	2	72
CHILE	2	122	1	89	4	106	1	208	1	76
COLOMBIA	2	550	6	922	3	650	1	569	1	736
NORWAY	5	617	3	199	3	328	3	267	1	218
KENYA	10	299	15	426	3	234	7	192	1	124
VIETNAM	1	20	1	71	2	51	5	105	1	64
SLOVAKIA	0	74	1	29	1	16	3	115	1	33
LITHUANIA	1	72	1	531	2	111	0	66	1	100
SLOVENIA	0	23	0	16	3	245	0	128	1	152
UAE	0	55	2	159	7	177	0	55	1	149
SRI LANKA	1	228	2	140	1	112	1	59	1	92
SENEGAL	0	8	0	2	1	9	0		1	39
							0			
IVORY COAST	0	22	0	36	2	27	0	22	1	18

VENEZUELA	0	8	0	10	0	0	2	10	1	16
BURKINA FASO	1	21	2	36	4	50	0	10	1	14
NAMIBIA	0	3	0	15	0	5	0	8	1	13
DOMINICAN REPUBLIC	0	13	1	18	3	26	0	5	1	7

MAJOR SUPPLIERS OF HS 7117.11 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU ' 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	113	4,451	208	5,618	192	6,957	191	7,249	99	6,858
INTRA-EUR15	103	3,659	194	4,622	169	4,983	149	4,626	65	4,172
OF WHICH FROM:										
GERMANY	39	2,027	105	2,606	125	2,642	143	2,353	43	1,967
UNITED KINGDOM	40	499	7	914	3	774	-	913	11	1,104
ITALY	9	338	14	326	3	361	3	216	8	447
SPAIN	7	74	49	104	33	123	1	212	1	188
NETHERLANDS	2	44	15	28	-	61	-	83	1	61
PORTUGAL	1	14	-	-	-	4	-	9	1	21
EXTRA-EUR15	10	792	14	996	23	1,974	42	2,623	34	2,686
OF WHICH FROM:										
CHINA	2	138	6	165	5	435	13	577	17	772
TAIWAN	3	181	2	100	11	682	15	932	8	748
HONG KONG	2	60	3	130	5	171	4	190	6	286
UNITED STATES	-	185	-	157	-	150	2	249	2	247
THAILAND	-	45	-	67	-	30	-	67	1	97

MAJOR SUPPLIERS OF HS 7117.19 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU ' 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	9,507	376,019	8,767	348,087	8,765	439,492	8,393	405,557	8,063	392,503
INTRA-EUR15	2,282	101,253	2,426	104,000	2,697	223,587	3,005	201,506	2,700	170,728
OF WHICH FROM:										
ITALY	626	13,420	701	15,281	585	15,431	522	18,615	899	16,841
BELGIUM & LUX.	122	5,035	176	6,324	138	4,826	362	7,140	320	6,418
UNITED KINGDOM	282	13,656	360	13,279	348	35,491	231	16,973	302	15,065
GERMANY	283	18,753	387	17,555	288	30,891	360	28,990	291	28,950
IRELAND	135	14,075	192	18,942	188	32,781	223	26,879	224	29,966
NETHERLANDS	270	11,608	158	10,097	253	12,904	261	15,546	177	13,118
FRANCE	176	13,559	181	12,357	174	14,996	164	15,161	160	15,646
SPAIN	378	10,456	264	9,510	198	13,991	191	11,486	153	14,856
AUSTRIA	184	29,444	145	33,251	455	56,551	596	53,937	107	23,106
FINLAND	2	366	1	378	39	3,762	38	3,778	25	4,091
SWEDEN	2	155	32	388	19	816	19	911	17	1,022
DENMARK	0	303	3	406	8	762	10	913	11	962
GREECE	0	152	1	87	0	63	15	543	7	408
PORTUGAL	10	241	3	159	4	332	10	356	7	285
EXTRA-EUR15	7,225	274,766	6,341	244,087	6,068	215,905	5,388	204,051	5,363	221,775
OF WHICH FROM:										
CHINA	1,545	42,559	1,713	47,174	2,182	57,878	2,124	59,624	2,434	72,291
SOUTH KOREA	983	27,855	847	23,202	975	27,388	857	26,567	782	27,034
HONG KONG	980	26,850	674	20,029	547	15,783	485	15,701	445	16,505
INDIA	938	14,700	965	16,032	601	10,066	399	8,086	434	9,530
TAIWAN	1,303	56,072	667	30,708	638	26,623	526	21,487	391	18,314
UNITED STATES	275	25,968	257	23,772	331	27,870	348	26,254	298	28,031
THAILAND	248	17,527	216	15,211	180	17,756	190	18,020	171	23,152
CZECH REPUBLIC	163	7,310	141	6,230	173	9,721	144	7,561	108	6,273
PHILIPPINES	257	6,848	400	9,622	176	4,608	72	2,091	48	1,466
ESTONIA	0	0	0	3	8	465	14	381	26	364
PERU	32	661	22	423	12	239	10	170	20	253
SWITZERLAND	0	0	0	0	20	2,988	26	4,170	17	5,847
INDONESIA	41	1,089	28	808	12	502	16	393	16	509
PAKISTAN	20	493	16	453	16	294	8	171	13	228
SOUTH AFRICA	7	580	5	740	8	797	14	954	12	813
EGYPT	35	189	23	256	16	198	18	282	11	283
MALAYSIA	13	564	12	325	16	344	9	236	11	219

MEXICO	20	972	12	766	10	608	10	660	7	664
TURKEY	6	387	4	241	6	331	6	262	7	273
ECUADOR	1	43	0	11	4	76	1	45	6	163
AUSTRALIA	7	412	7	513	11	570	10	314	5	222
CANADA	8	2,082	9	2,347	11	2,195	10	1,648	5	1,615
HUNGARY	1	63	1	98	1	90	2	95	5	184
MOZAMBIQUE	0	0	0	0	0	0	0	0	5	5
MAURITIUS	2	442	4	896	4	1,042	2	625	4	871
COSTA RICA	3	856	7	1,282	4	828	4	836	3	609
	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
JAPAN	12	1,640	14	1,665	19	1,330	4	765	3	637
MOROCCO	32	405	9	292	11	409	9	304	3	286
BRAZIL	24	761	18	552	18	522	11	269	2	269
ISRAEL	8	236	3	176	0	355	2	492	2	907
LATVIA	0	0	0	0	0	7	0	0	2	87
NEW ZEALAND	2	319	1	346	1	270	1	383	2	356
NORTH KOREA	0	6	0	12	0	2	1	80	2	67
SINGAPORE	1	165	1	108	2	144	4	309	2	265
TOGO	0	26	1	24	0	22	0	31	2	47
TUNISIA	2	92	2	135	4	277	0	123	2	279
ALBANIA	0	5	2	9	1	16	0	8	1	68
BURKINA FASO	0	12	0	6	0	16	0	5	1	8
CHILE	2	93	1	76	3	67	1	200	1	51
COLOMBIA	0	439	5	787	1	577	1	509	1	502
DOMINICAN REPUBLIC	0	8	1	13	2	18	0	2	1	5
GHANA	3	16	2	25	0	7	15	1,781	1	16
IVORY COAST	0	19	0	27	2	20	0	19	1	16
LIECHTENSTEIN	0	0	0	0	0	14	2	40	1	149
NEPAL	6	110	4	130	6	102	3	97	1	63
SLOVAKIA	0	71	1	28	1	13	1	25	1	18
SLOVENIA	0	23	0	15	3	230	0	115	1	142
SRI LANKA	1	223	1	77	1	73	1	50	1	61
UAE	0	34	2	129	2	131	0	21	1	139
VENEZUELA	0	6	0	8	0	0	1	7	1	12

MAJOR SUPPLIERS OF HS 7117.17.10 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU ' 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	1,333	65,807	969	57,517	1,393	118,556	1,432	119,036	1,101	95,620
INTRA-EUR15	274	17,155	160	17,116	722	91,624	855	92,165	464	62,177
OF WHICH FROM:										
GERMANY	35	6,297	63	5,056	55	13,256	87	14,111	131	15,400
IRELAND	7	718	7	919	28	11,718	36	11,217	90	16,704
AUSTRIA	60	12,903	51	14,212	412	51,156	538	47,996	76	14,270
UNITED KINGDOM	25	2,956	17	2,366	98	5,539	71	5,090	65	3,100
ITALY	44	1,693	23	2,395	36	1,971	19	3,626	25	2,992
FRANCE	13	2,798	22	4,170	23	4,282	46	5,573	21	4,738
SPAIN	133	1,650	7	1,351	15	2,377	18	2,005	20	2,768
BELGIUM AND LUX.	7	445	5	147	5	270	9	697	8	604
PORTUGAL	2	46	0	19	2	92	3	32	1	47
SWEDEN	0	11	23	30	1	57	1	72	1	58
EXTRA-EUR15	1,059	48,652	809	40,401	671	26,932	577	26,871	637	33,443
OF WHICH FROM:										
CHINA	136	3,972	126	3,547	178	4,664	202	6,724	183	7,537
INDIA	356	4,718	296	4,701	162	2,624	99	2,130	148	3,594
THAILAND	35	3,303	23	2,098	14	1,511	18	2,271	83	8,263
CZECH REPUBLIC	125	5,405	103	4,553	130	6,972	95	4,924	80	4,348
HONG KONG	103	3,242	34	1,231	28	879	38	2,154	37	1,695
SOUTH KOREA	82	2,648	32	957	51	1,517	32	1,248	32	1,440
NETHERLANDS	8	452	15	574	47	770	25	1,372	26	1,387
TAIWAN	91	5,432	47	2,718	40	2,416	27	1,826	26	1,696
UNITED STATES	28	3,934	27	3,597	38	4,704	37	3,913	24	2,836
EGYPT	1	9	9	147	9	129	11	188	6	154
INDONESIA	10	130	0	47	1	36	4	36	5	141
LATVIA	0	0	0	0	0	6	0	0	2	37
PERU	1	23	1	17	0	17	1	12	2	107
PHILIPPINES	11	361	18	442	6	137	1	59	2	77
TURKEY	2	170	0	65	2	47	2	81	2	98
HUNGARY	0	11	0	14	0	0	0	0	1	74
LIECHTENSTEIN	0	0	0	0	0	14	2	40	1	149
PAKISTAN	4	128	4	177	3	80	2	55	1	37
SLOVAKIA	0	32	1	15	0	2	1	7	1	14

MAJOR SUPPLIERS OF HS 7117.19.91 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU ' 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	2,480	107,885	2,016	89,081	2,084	125,646	2,229	96,634	2,083	100,354
INTRA-EUR15	654	34,511	502	32,131	633	71,250	868	47,490	870	52,367
OF WHICH FROM:										
ITALY	92	4,543	109	4,841	152	4,635	96	4,260	332	4,953
NETHERLANDS	136	8,464	87	6,965	118	8,914	189	12,164	109	9,440
SPAIN	141	5,255	104	5,132	81	8,085	130	5,971	101	8,788
FRANCE	38	3,554	27	3,022	25	3,529	33	4,152	69	5,591
UNITED KINGDOM	93	2,968	44	3,253	76	22,577	42	4,737	64	4,387
IRELAND	7	623	4	295	22	6,136	10	928	61	6,097
BELGIUM & LUX.	37	2,955	67	3,203	24	1,896	186	3,125	53	2,615
GERMANY	109	5,960	58	5,178	78	9,371	128	6,221	44	4,436
FINLAND	0	57	0	84	28	2,688	33	2,363	23	2,605
AUSTRIA	42	8,468	19	4,771	22	2,962	15	2,948	8	2,527
DENMARK	0	74	1	171	2	253	2	320	3	326
SWEDEN	1	55	4	76	4	149	1	117	2	479
PORTUGAL	1	73	1	39	1	40	2	64	1	73
EXTRA0EUR15	1,826	73,374	1,514	56,950	1,451	54,396	1,361	49,144	1,213	47,987
OF WHICH FROM:										
CHINA	502	14,481	482	12,430	532	13,282	540	13,735	573	14,885
SOUTH KOREA	332	9,503	307	7,838	349	9,325	305	8,511	246	7,583
HONG KONG	281	7,349	178	5,325	142	4,214	116	3,651	79	2,884
TAIWAN	283	11,299	127	5,652	120	5,274	94	4,647	72	3,708
INDIA	65	1,149	112	1,859	69	1,223	52	1,023	67	1,281
UNITED STATES	78	8,985	70	7,866	89	10,186	115	8,361	62	7,797
THAILAND	69	4,769	54	3,634	50	3,621	58	3,036	32	3,222
ESTONIA	0	0	0	0	6	294	14	357	26	363
MALAYSIA	7	225	7	146	9	145	6	102	8	105
PHILIPPINES	75	1,731	82	1,741	16	434	16	433	8	203
PERU	17	261	8	116	5	87	1	41	6	47
COSTA RICA	3	801	7	1,186	4	805	4	820	3	609
CZECH REPUBLIC	13	709	13	509	18	969	6	685	3	450

CANADA	2	322	2	593	6	949	4	764	2	516
MAURITIUS	0	0	0	12	2	516	1	322	2	395
NORTH KOREA	0	1	0	3	0	2	0	27	2	50
SWITZERLAND	0	0	0	0	3	332	5	319	2	1,692
COLOMBIA	0	229	1	393	1	297	0	421	1	376
DOMINICAN REPUBLIC	0	0	0	3	1	6	0	0	1	3
NEW ZEALAND	0	136	0	241	0	171	0	303	1	271
TURKEY	1	74	1	33	0	111	1	68	1	67
VENEZUELA	0	0	0	1	0	0	1	4	1	6

MAJOR SUPPLIERS OF HS 7117.19.99 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	5,694	202,327	5,782	201,489	5,288	195,290	4,732	189,887	4,879	196,529
INTRA0EUR15	1,354	49,587	1,764	54,753	1,342	60,713	1,282	61,851	1,366	56,184
OF WHICH FROM:										
ITALY	490	7,184	569	8,045	397	8,825	407	10,729	542	8,896
BELGIUM & LUX.	78	1,635	104	2,974	109	2,660	167	3,318	259	3,199
UNITED KINGDOM	164	7,732	299	7,660	174	7,375	118	7,146	173	7,578
GERMANY	139	6,496	266	7,321	155	8,264	145	8,658	116	9,114
IRELAND	121	12,734	181	17,728	138	14,927	177	14,734	73	7,165
FRANCE	125	7,207	132	5,165	126	7,185	85	5,436	70	5,317
NETHERLANDS	126	2,692	56	2,558	88	3,220	47	2,010	42	2,291
SPAIN	104	3,551	153	3,027	102	3,529	43	3,510	32	3,300
AUSTRIA	82	8,073	75	14,268	21	2,433	43	2,993	23	6,309
SWEDEN	1	89	5	282	14	610	17	722	14	485
DENMARK	0	130	1	131	6	384	7	410	8	606
GREECE	0	105	1	43	0	34	15	452	7	320
PORTUGAL	7	122	2	101	1	200	5	260	5	165
FINLAND	2	306	1	289	11	1,068	5	1,413	2	1,451
EXTRA0EUR15	4,340	152,740	4,018	146,736	3,946	134,577	3,450	128,036	3,513	140,345
OF WHICH FROM:										
CHINA	907	24,106	1,105	31,197	1,472	39,932	1,382	39,165	1,678	49,869
SOUTH KOREA	569	15,704	508	14,407	575	16,546	520	16,808	504	18,011
HONG KONG	596	16,259	462	13,473	377	10,690	331	9,896	329	11,926

TAIWAN	929	39,341	493	22,338	478	18,933	405	15,014	293	12,910
INDIA	517	8,833	557	9,472	370	6,219	248	4,933	219	4,655
UNITED STATES	169	13,049	160	12,309	204	12,980	196	13,980	212	17,398
THAILAND	144	9,455	139	9,479	116	12,624	114	12,713	56	11,667
PHILIPPINES	171	4,756	300	7,439	154	4,037	55	1,599	38	1,186
CZECH REPUBLIC	25	1,196	25	1,168	25	1,780	43	1,952	25	1,475
SWITZERLAND	0	0	0	0	16	2,418	21	3,555	15	3,918
PAKISTAN	14	212	11	240	11	151	6	93	12	146
PERU	14	377	13	290	7	135	8	117	12	99
SOUTH AFRICA	6	440	5	679	8	744	14	942	12	792
INDONESIA	25	688	23	489	10	267	8	258	11	285
MEXICO	18	802	6	537	7	413	8	478	7	480
ECUADOR	0	30	0	8	2	43	1	34	6	162
AUSTRALIA	6	348	7	482	11	497	10	272	5	209
EGYPT	16	124	7	87	5	59	6	79	5	125
MOZAMBIQUE	0	0	0	0	0	0	0	0	5	5
HUNGARY	1	35	0	12	1	36	2	49	4	80
TURKEY	3	143	3	143	4	173	3	113	4	108
CANADA	5	1,065	6	1,233	4	888	4	660	3	847
JAPAN	8	925	9	717	15	627	3	449	3	413
MALAYSIA	5	295	3	135	6	177	2	126	3	108
MOROCCO	26	230	7	183	10	329	5	178	3	206

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
BRAZIL	16	295	10	296	10	314	10	172	2	166
ISRAEL	8	129	1	88	0	234	0	228	2	601
MAURITIUS	2	442	4	884	2	526	1	303	2	476
SINGAPORE	1	101	1	84	2	125	2	191	2	219
TUNISIA	0	27	1	70	3	191	0	86	2	267
ALBANIA	0	5	2	9	1	15	0	3	1	67
BURKINA FASO	0	6	0	5	0	10	0	5	1	5
CHILE	2	77	1	61	3	52	0	66	1	21
GHANA	1	9	1	15	0	6	15	1,759	1	12
IVORY COAST	0	13	0	2	2	5	0	5	1	9
NEPAL	4	68	4	88	5	69	2	75	1	43
NEW ZEALAND	2	182	1	99	1	96	1	79	1	81
SLOVENIA	0	23	0	13	3	175	0	7	1	36
SRI LANKA	1	223	1	73	1	65	1	50	1	46
TOGO	0	14	0	1	0	10	0	3	1	21
UAE	0	18	1	27	1	22	0	9	1	58

MAJOR SUPPLIERS OF HS 7117.90 TO THE EUROPEAN UNION

(Q: METRIC TONS V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
TOTAL	4,297	120,618	5,396	133,042	44,730	88,526	3,040	82,604	3,026	85,662
INTRA0EUR15	1,392	28,685	1,423	30,458	42,263	36,189	1,071	34,791	1,109	37,527
OF WHICH FROM:										
UNITED KINGDOM	218	2,915	317	3,687	162	3,437	121	4,076	233	5,786
GERMANY	115	4,537	161	4,251	318	5,409	118	4,965	200	7,109
ITALY	217	3,975	224	5,361	41,312	5,124	354	6,606	182	6,496
FRANCE	120	5,924	125	6,278	94	5,938	84	5,388	141	5,640
BELGIUM & LUX.	475	4,960	328	3,825	108	4,155	138	3,158	99	3,487
SPAIN	113	2,322	87	2,370	48	4,899	75	3,440	99	2,726
NETHERLANDS	114	3,181	166	3,958	143	3,108	132	3,132	75	2,213
AUSTRIA	132	32,760	114	29,940	36	2,902	23	2,935	40	2,645
DENMARK	14	600	11	383	28	647	9	324	20	359
SWEDEN	2	100	3	296	4	250	7	379	8	462
IRELAND	3	35	0	32	1	51	2	85	8	372
GREECE	1	119	2	141	1	69	4	175	2	166
FINLAND	0	76	1	112	0	24	3	35	2	28

EXTRA0EUR15	2,905	91,933	3,973	102,584	2,467	52,337	1,969	47,813	1,917	48,135
OF WHICH FROM:										
CHINA	666	9,416	1,018	15,130	867	14,450	701	14,161	789	13,401
TAIWAN	484	10,161	275	6,393	260	5,802	323	6,419	265	6,396
INDIA	429	5,655	749	10,669	296	3,807	169	2,621	175	3,315
HONG KONG	240	4,838	175	3,968	170	3,894	117	3,571	130	3,527
PHILIPPINES	450	12,354	997	19,323	356	8,183	144	4,058	105	3,540
UNITED STATES	75	3,742	73	3,425	57	3,027	74	4,221	91	5,368
SOUTH KOREA	86	2,098	79	1,847	102	2,474	108	2,634	86	3,017
CZECH REPUBLIC	123	2,922	126	2,817	97	3,112	89	2,930	77	2,216
INDONESIA	40	751	103	1,146	67	774	58	779	66	861
PERU	28	578	39	721	25	401	15	290	17	286
THAILAND	41	1,317	60	1,665	24	1,414	15	878	12	974
RUSSIA	0	53	0	18	4	15	0	7	8	9
MEXICO	4	161	5	164	4	145	3	136	6	146
MALAYSIA	0	5	0	17	6	121	3	69	6	131
SWITZERLAND	0	0	0	0	11	1,001	44	1,034	5	1,298
JAPAN	17	1,249	13	819	5	636	4	632	4	478
BRAZIL	13	160	29	690	16	261	8	194	4	193
ECUADOR	3	106	3	68	4	82	12	218	4	148
EGYPT	2	31	9	88	2	48	10	200	4	36
ALBANIA	0	0	0	0	7	55	1	29	4	35
POLAND	10	446	9	520	4	577	10	609	3	432
GUATEMALA	4	112	6	118	5	171	13	295	3	117
PAKISTAN	6	80	5	78	4	75	5	76	3	42
CANADA	2	164	0	157	2	208	4	377	2	235
SOUTH AFRICA	5	275	3	75	3	168	5	183	2	169
NEPAL	1	25	1	34	3	18	3	41	2	47
MOROCCO	1	77	1	46	9	111	0	37	2	32
	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
ARGENTINA	0	1	1	5	0	2	0	12	2	18
GHANA	0	1	0	13	1	17	6	23	2	12
AUSTRALIA	0	27	0	53	0	18	1	47	1	147
LITHUANIA	1	57	1	516	2	99	0	53	1	96
NORWAY	3	425	0	45	0	60	2	114	1	60
KENYA	5	163	7	179	1	102	3	96	1	53
LIECHTENSTEIN	0	0	0	0	0	0	0	0	1	47
SENEGAL	0	2	0	2	1	7	0	0	1	36
TURKEY	2	43	2	50	15	167	4	71	1	24
VIETNAM	1	18	1	10	1	14	2	23	1	18
NAMIBIA	0	0	0	15	0	5	0	3	1	11
HUNGARY	10	39	33	36	0	22	2	20	1	10

ANNEX III

Useful Addresses

1. Import Promotion Organizations

Centre for the Promotion of Imports from
Developing Countries (CBI)
PO Box 30009
3001 DA Rotterdam
NETHERLANDS
Tel : (31 10) 411 4081
Fax : (31 10) 201 3434

Bundestelle für Aussenhandelsinformation (BfAI)
(Federal Office of Foreign Trade Information)
PO Box 100522
50445 Cologne
GERMANY
Tel : (49 221) 20570
Fax : (49 221) 205 7212

GTZ Deutsche Gesellschaft für Technische
Zusammenarbeit GmbH (PROTRADE)
Dag-Hammarskjöld-Weg 1
65726 Eschborn
GERMANY
Tel : (49 6196) 797 372
Fax : (49 6196) 793 169

Office suisse d'expansion commerciale
(OSEC)
4, avenue de l'Avant-Poste
Case Postale 1128
1001 Lausanne
SWITZERLAND
Tel : (41 21) 320 3231
Fax : (41 22) 3207337
E-mail : info.lausanne@osec.ch
Url : <http://www.osec.ch>

Instituto Nazionale per il Commercio Estero
(ICE)
Ufficio Cooperazione
Via Liszt, 21
00144 Rome
ITALY
Tel : (39 6) 5992 9591
Fax : (39 6) 5964 7438

DIPO - Danish Import Promotion Office for
Products from Developing Countries
Danish Chamber of Commerce
Boersen
1217 Copenhagen K
DENMARK
Tel : (45) 3395 0500
Fax : (45) 3312 0525

Wirtschaftskammer Oesterreich (WKO)
(Austrian Fed. Economic Chamber)
Foreign Trade department
Weidner Hauptstrasse 63, POB 150
1045 Vienna
AUSTRIA
Tel : (43 1) 50105
Fax : (43 1) 5020 6255
E-mail : WHIS@AW.WK.OR.AT

Norwegian Import Promotion Office for
Products from Developing Countries
(NORIMPOD)
P.O. Box 8034 - DEP
0030 Oslo
NORWAY
Tel : (47 2) 231 4403
Fax : (47 2) 231 4400

DECTA
St. Nicholas House
St. Nicholas Road
Sutton, Surrey SM1 1EC
UNITED KINGDOM
Tel : (44 181) 643 3311
Fax : (44 181) 643 8030

Swedish International Development
Corporation Agency (SIDA)
10525 Stockholm
SWEDEN
Tel : (46 8) 208 864
Fax : (46 8) 698 5000

Centre Français du Commerce
Extérieur (CFCE)
10, Avenue d'Iena
75783 Paris Cedex 16
FRANCE
Tel: (33) 1 4073 3000
Fax: (33) 1 4073 3979

2. *Standards Organizations*

European Committee for
Standardization (CEN)
rue de Stassart 36
1050 Brussels
BELGIUM
Tel : (32 2) 519 6811
Fax : (32 2) 519 6819
E-mail : cen@cencelbel.be

International Standardization Organization
(ISO)
P.O. Box 56
CH 1211 Geneva
SWITZERLAND
Tel : (41 22) 749 0111
Fax : (41 22) 733 3430

FAO/WHO Codex Alimentarius
Via delle Terme di Caracalla
00100 Rome
ITALY
Tel : (39 6) 57071
Fax : (39 6) 570 593
E-mail : gregory.orriss@fao.org

Austrian Standards Institute
Heinestraße 38,
1020 Wien 6
AUSTRIA
Tel : (43 1) 213 000
Fax : (43 1) 2130 0818

Institut Belge de Normalisation
Av. De la Brabançonne 29
BELGIUM
1000 Bruxelles
Tel : (32 2) 738 0111
Fax : (32 2) 733 4264

AFNOR - Association Française de
Normalisation

Tour Europe
92049 Paris La Défense Cedex
FRANCE
Tel : (33) 1 4291 5555
Fax : (33) 1 4291 5656

SIS - Standardiseringen i Sverige
St Eriksgatan 115
Box 6455
113 82 Stockholm
SWEDEN
Tel : (46 8) 610 3000
Fax : (46 8) 307 757
E-mail : info@sis.se

Spanish Association of Standardization
and Certification
Génoa 6
28004 Madrid
SPAIN
Tel : (34 1) 432 6000
Fax : (34 1) 310 4976

German Institute for Standardization
Burggrafstraße 6
10787 Berlin
GERMANY
Tel : (49 30) 26010
Fax : (49 30) 2601 1231
E-mail : postmaster@din.de

Danish Standards Association
Kollegievej 6
2920 Charlottenlund
DENMARK
Tel : (45) 3996 6101
Fax : (45) 3996 6102
E-mail : dansk.standard@ds.dk

UNI - Ente Nazionale Italiano di
Unificazione
Via Battistotti Sassi 11b
20133 Milano
ITALY
Tel : (39 2) 700 241
Fax : (39 2) 7010 6106
E-mail : diffusione@uni.unicei.it

Nederlands Normalisatie-Instituut
Kalfjeslaan 2, P.O. Box 5059
2600 GB Delft
NETHERLANDS

Tel : (31 15) 269 0390
Fax : (31 15) 269 0190

Portuguese Institute for Quality
Rua Cà, Av. Dos Três Vales
2825 Monte de Caparica
PORTUGAL
Tel : (351 1) 294 8100
Fax : (351 1) 294 8101

ELOT - Hellenic Organization for
Standardization
Aharnon Street 313
111 45 Athens
GREECE
Tel : (30 1) 228 0001
Fax : (30 1) 228 3210

BSI - British Standards Institution
389, Chiswick High Road
London W4 4Al
UNITED KINGDOM
Tel : (44 181) 996 9000
Fax : (44 181) 996 7400
E-mail info@bsi.org.uk

National Standards Authority of Ireland
Glasnevin
Dublin 9
IRELAND
Tel : (353 1) 807 3800
Fax : (353 1) 807 3838
E-mail : nsai@nsai.ie

3. Trade Associations and Other Foreign Trade Bodies

The Jewellery Distributors' Association
Federation House
10 Vyse Street
Birmingham B18 6LT
UNITED KINGDOM
Tel: (44 121) 236 2657
Fax: (44 121) 236 3921

International Jewellers Federation (FIJ)
c/o NAG
Saint Dunstan's House
Carey Lane
London EC2V 8AB
UNITED KINGDOM

Federation of Jewellery Manufacturers of
Ireland
Temple Hall
Blackrock
County Dublin
IRELAND
Tel: (353 1) 283 1021
Fax: (353 1) 288 9483

Irish Jewellers' Association Limited
6, new Brighton Terrace
Bray, County Wicklow
IRELAND

Asociación Española de Gemología-
Joyería
Paseo de Gracia 64
08007 Barcelona
SPAIN
Tel: (34 3) 215 1398

Asociación Española de Joyeros, Plateros
y Relojeros
Principe de Vergara 74
28006 Madrid
SPAIN
Tel: (34 1) 411 3813 / 411 3863

Edelmetallverband e.V.
Franziskanergrasse 6
73525 Schwäbisch Gmünd
GERMANY
Tel: (49 7171) 69088
Fax: (49 7171) 5300

Fachgemeinschaft Niederbayern für
Uhren, Schmuck und Zeitmesstechnik
Alstadt 104
84028 Landshut
GERMANY
Tel: (49 871) 26712

Bundesverband der Importeure und
Exporteure von Edelsteinen und Perlen
e.V.

Telemannstr. 12
60323 Frankfurt
GERMANY
Tel: (49 69) 723 556

Vereinigung der Bundesverbände des
deutschen Schmuck und

Silberwarengewerbes
IndustrieHaus

Poststrasse 1
751712 Pforzheim
GERMANY
Tel: (49 7231) 33041
Fax: (49 7231) 355 887

Grossisforbundet Svensk Handel
(Importers' Association)

Grevgatan 34
Box 5512
114 85 Stockholm
SWEDEN
Tel: (46 8) 666 1100
Fax: (46 8) 662 7457

Belgian Association of Exporters and
Importers (ABNEI/BVUIH)

Israëlietenstraat 7
2000 Antwerp
BELGIUM
Tel: (32 3) 226 0712
Fax: (32 3) 231 9969

Fédération Française de la Bijouterie,
Joaillerie, Orfèvre du Cadeau, Diamants,
Pierres et Perles et Activités qui s'y
rattachent (BJOC)

58 rue de Louvre
75002 Paris
FRANCE
Tel: (33) 1 4233 6133
Fax: (33) 1 4026 2951

ed Associazioni Territoriali di Categoria
tra Fabbricanti, Commercianti,
Artigiani, Orafi, Gioiellieri, Argentieri,

Orologiai, Banchi Metalli Preziosi,
Pietre Preziose (CONFEDORAFI)
Piazza G.G. Belli 2
00153 Roma
ITALY

Tel: (39 6) 589 6392

Unione Italiana delle Federazione Nazionali

ANNEX IV

Trade Fairs and Specialized Publications

Trade Fairs

AMBIENTE

Messe Frankfurt GmbH
Postfach 150210
60062 Frankfurt/Main
GERMANY
Tel: (49 69) 75750
Fax: (49 69) 7575 6433

BARNAJOYA

Foire de Barcelona
Avenida Reina Maria Cristina S/N
08004 Barcelona
SPAIN
Tel: (34 3) 233 2000
Fax: (34 3) 233 2001
E-mail: firabcn-stp@redestb.es

BIJORHCA

Chambre Syndicale Boci
26, rue du Renard
75004 Paris
FRANCE
Tel: (33) 1 4277 3296
Fax: (33) 1 4277 7230

BIJOUX

Fiera Milano International SpA
Largo Domodossola 1
20145 Milano
ITALY
Tel: (39 2) 485 501
Fax: (39 2) 4997 7712

BIJOUTEX

Heinz Kohl Fachausstellungen GmbH
Postfach 1304
73645 Winterbach
GERMANY
Tel: (49 7181) 979 515
Fax: (49 7181) 979 517

BISUTEX

IFEMA, Parque Ferial Juan Carlos I
Apdo. de Correos 67067
28067 Madrid
SPAIN
Tel: (34 91) 722 5000
Fax: (34 91) 722 5799

CHIBICAR

E.A. Fiera Internazionale Milano
Largo Domodossola 1
20145 Milano
ITALY
Tel: (39 2) 49971
Fax: (39 2) 4997 7805

IBERJOYA

IFEMA, Parque Ferial Juan Carlos I
Apdo. de Correos 67067
28067 Madrid
SPAIN
Tel: (34 91) 722 5000
Fax: (34 91) 722 5799

IJL - International Jewellery London Trade Fair

Reed Exhibition Companies (UK)
Oriol House
26, The Quadrant
Richmond, Surrey TW9 1DL
UNITED KINGDOM
Tel: (44 181) 910 7910
Fax: (44 181) 940 2171
E-mail: inquiry@reedexpo.co.uk

KOSMIMA
HELEXPO
154, Egnatia Str.
54636 Thessaloniki
GREECE
Tel: (30 31) 291 111
Fax: (30 31) 229 116
E-mail: exhibitions@helexpo.gr

PREMIERE CLASSE
Première Classe
23, rue du Mail
75002 Paris
FRANCE
Tel: (33) 1 4013 7470
Fax: (33) 1 4013 7480

PRETIOSA
Textil-und Modegrosshandelscenter AG
Moosfeldstr. 1
5101 Bergheim/Salzburg
AUSTRIA
Tel: (43 662) 46870
Fax: (43 662) 468 777
E-mail: modecent@ping.at

VICENZAORO
Ente Fiera Di Vincenza
Via dell'Oreficeria
C.P. 805
36100 Vincenza
ITALY
Tel: (39 444) 969 111
Fax: (39 444) 563 954

S *Specialized Publications*

Fashion Extras
177a High Street
Tonbridge
Kent TN9 1BX
United Kingdom
Tel: (44 1732) 362 445
Fax: (44 1732) 362 447

Fashion Accessories
S.C.M. Publications

65, West Main Street
Bergenfield, N.J. 07621-1696
USA
Tel: (1 213) 656 9582
Fax: (1 213) 658 6063

Jewelers' Circular Keystone
1, Chilton Way
Radnor, PA 19089
USA
Tel: (1 609) 786 2552

Trend Book / Fashion Jewellery Accessories
Institut Balear de Disseny
General Ricardo Ortega, 4
07006 Palma de Mallorca
SPAIN
Tel: (34 71) 774 031
Fax: (34 71) 465 601
E-mail: idisseny@bitel.es

German Fashion Guide
Gisbert Hennesen Verlag GmbH
Königsallee 70
4000 Dusseldorf
GERMANY
Tel: (49 221) 132 375
Fax: (49 221) 132 360

Moda & Bijoux
Edizione Gold Srl
Viale Zara 7/9
20159 Milan
ITALY
Tel: (39 2) 668 8674
Fax: (39 2) 606 298

Bigotteria
Esercente l'Impresa Giornalistica Sogesi
Via Desenzano 8
20146 Milan
ITALY
Tel: (39 2) 7060 1773
Fax: (39 2) 4870 1419

Vincenza Oro
Pentastudio

Corso Palladio 114
36100 Vicenza
ITALY
Tel: (39 444) 543 133
Fax: (39 444) 543 466

Trend Boutique
Blaue Media Uitgeverij
P.O. 1043
3600 BA Maarssen
NETHERLANDS
Tel: (31 346) 574 040
Fax: (31 346) 576 056

ANNEX V

List of Importers, Wholesalers, Agents
(non-exhaustive)

UNITED KINGDOM

3-R Enterprises
841, Great West Road
Isleworth, Middlesex TW7 5PB
Tel: (44 181) 560 6482
Fax: (44 181) 751 0627

A Company (U.K.) PLC.
24-30 Great Titchfield Street
London W1P 7AD
Tel: (44 171) 631 1236
Fax: (44 171) 631 1163

A. Einhorn Ltd.
211, Upper St.
London N1 1RL
Tel: (44 171) 226 1402
Fax: (44 171) 354 2483

A.G. Thomas Ltd.
Tompion House, Heaton road
West Yorkshire BD8 8RB
Tel: (44 1274) 497 171
Fax: (44 1274) 547 407

Alibaba
20, Toynbee Street
London E1 7NE
Tel: (44 171) 247 4006
Fax: (44 171) 247 8062

Cheamcrest Ltd.
1037 Sauchiehall Street
Glasgow G3 7TZ
Tel: (44 1414) 290 141
Fax: (44 1413) 372 321

Clayworth Imports
1st Floor W/house
Alma Road
Hadleigh, Essex SS7 2EF
Tel: (44 1702) 552 123

Dawn Webb Bears
Grenville House
84 Merritt Road
New Romney, Kent TN28 8SZ
Tel: (44 1797) 363 761
Fax: (44 1797) 366 761

Easton International
3 Rectory Road
Workingham, Berkshire RG11 1DJ
Tel: (44 1734) 794 505
Fax: (44 1734) 774 520

El Condor
72 Bannere Lane
Halesowen, W.Midland B63 25D
Tel: (44 1384) 62546

Eslo Enterprises
38, Leinster Road
Middlesbrough TS1 4RB
Tel: (1642) 826 275

Fenwick Ltd.
Brent Cross Shopping Centre
Hendon, London NW4 3FN
Tel: (44 181) 202 8200
Fax: (44 181) 203 3782

Field & Company 1980 Limited
Mount Road
Chessington, Surrey KT 9 1JB
Tel: (44 181) 397 8051
Fax: (44 181) 974 1421

Franex-Ulster Perls Ltd.
146-150, Golders Green Road
London NW11 8JB
Tel: (44 181) 455 4362
Fax: (44 181) 455 9105

G.B. International
71, Kymswell Road
Stevenage, herts SG2 9JP
Tel: (44 1438) 749 078
Fax: (44 1438) 742 233

Henry Edney
4 Grove Orchard
High Garrett Br., Essex CM7 5NY
Tel: (44 1376) 345 775
Fax: (44 1376) 345 775

Hunt Ltd.
22-32 Rawcliffe Road
Walton, Liverpool L9 1AR
Tel: (44 1515) 256 999

Impex (Glassware) Ltd.
8, Scrubs lane
London NW10
Tel: (44 181) 961 6696
Fax: (44 181) 960 5337

Indigo By Natural Selection
Woodlands Manor
Mere, Wiltshire BA12 6BY
Tel: (44 1747) 860 410

James Twigg Import Agent
10 Stewards Avenue, Widnes
Cheshire WA8 7BN
Tel: (44 151) 424 3994
Fax: (44 181) 998 8792

Jega Gold Ltd.
48 Trafalgar Street, Norwich
Norfolk NR1 JHN
Tel: (44 1603) 633 988
Fax: (44 1603) 633 988

Kojac Imports
Kojac House,
Kingsbury Road
London NW9 8UP
Tel: (44 181) 200 6668
Fax: (44 181) 200 5647

Lester Ltd.
Unit 6, 255 Water Road
Wembley, Middlesex HA0 1JW
Tel: (44 181) 991 0311
Fax: (44 181) 997 9391

London Representative Agete
19 Dukes Lodge,

80 Holland Park
London W11
Tel: (44 171) 727 8509

Lonzo
50, Snowhill
Leicestershire LE13 1PD
Tel: (44 1664) 60390
Fax: (44 1664) 67528

Milton-Lloyd limited
42-44 Norwood High Street
London SE27 9NR
Tel: (44 181) 670 4433

Moroccan Bazaar
16, D'Arblay Street
London W1 3TP
Tel: (44 171) 439 4014

New Overseas Traders
373, Aspley Lane
Aspley, Nottingham NG8 5RR
Tel: (44 1159) 297 237
Fax: (44 1159) 299 655

Nhomcel
373, Aspley Lane
Aspley, Nottingham NG8 5RR
Tel: (44 1159) 297 237
Fax: (44 1159) 299 655

Occidental & Pacific Trading
Kingsley House
Haslemere GU27 3LU
Tel: (44 1428) 56632
Fax: (44 1428) 658 351

Pearmak Ltd.
George Street, Walsall
West Midlands WS1 1RU
Tel: (44 1922) 644 888
Fax: (44 1922) 616 840

Philippine Village Imports
The Camp
Brookland, Kent TN29 9TF
Tel: (44 1797) 344 616

Fax: (44 1797) 344 481

Revel Fashion Jewellery
1 Wubia Close,
Baring Road
Cowes, Isle of Wight PO31 8DH
Tel: (44 1983) 297 156

Rex International Ltd.
3 Warple Way
London W3 0RH
Tel: (44 181) 746100
Fax: (44 181) 746 2234

Scott Izat Ltd.
52-53 Margaret Street, 4/Fl. East
London W1N 7FF
Tel: (44 171) 323 4209
Fax: (44 171) 636 2210

Soland
8, Elstree Close , Meole Brace
Shropshire SY3 9QF
Tel: (44 1743) 65317

Sweetguild Ltd.
11 Marlborough House
Osnabrg. Street
London NW1 3LY
Tel: (44 171) 383 4724

Tomar Eastern Imports
4-6 London Road
Harleston, Norfolk GP20 9BW
Tel: (44 1379) 852 179
Fax: (44 1379) 85443

Tumi "Latin American Crafts"
8-9 New Bond Street Place
Bath, Avon BA1 1BH
Tel: (44 1225) 462 367
Fax: (44 1225) 444 870

FRANCE

A.B. Creations
17, Rue Voltaire
42140 Saint-Etienne
Tel: (33) 4 7738 2815

Agence Commerciale
16, Rue de la Boulogne
44230 St. Sebastien
Tel: (33) 2 5179 0005
Fax: (33) 2 5179 0036

Assist-Export
34, Boulevard Haussmann
75009 Paris
Tel: (33) 1 4801 4801
Fax: (33) 1 4739 5260

Christian Dior
30, Avenue Montaigne
75008 Paris
Tel: (33) 1 4073 5444
Fax: (33) 1 4720 0060

Decerny
83, Route de Dole
25080 Besançon Cedex
Tel: (33) 3 8152 1616
Fax: (33) 3 8152 1901

Dubois Wolf Gang
3, Rue du Marché Lanselles
80000 Amiens
Tel: (33) 3 2254 1511

Dulau Ailleurs et Higher
29, Quai de Gaulle
83150 Bandol
Tel: (33) 4 9432 2777

Espace 87
37, Rue des Arenes
87000 Limoges
Tel: (33) 5 5532 7276
Fax: (33) 5 5532 7801

Eugene Budin et Ses Fils Sarl
20/26, Rue des Presles
93300 Aubervilliers
Tel: (33) 1 4833 0713

Foundation Brigitte Bardot
45, Rue Vineuse
75116 Paris
Tel: (33) 1 4505 1460

Fax: (33) 1 4505 1480

Franck & Fils
91, Avenue Paul-Doumer
75016 Paris
Tel: (33) 1 4647 8600

Froed Frères S.A.
13, Rue du Caire
75081 Paris Cedex 02
Tel: (33) 1 4233 5155
Fax: (33) 1 4013 9979

GIF International
7, Rue Pierre Maître
44340 Bouguenais
Tel: (33) 2 4065 2386
Fax: (33) 2 4089 6094

Import Sailing
Standard Straete
59670 Cassel
Tel: (33) 3 2842 4695
Fax: (33) 3 2840 5778

Jeantecot S.A.
102, Rue Victor Hugo
93172 Bagnolet
Tel: (33) 1 4287 3588

Just Field Marketing S.A.R.L.
34, Rue des Vignes
75016 Paris
Tel: (33) 1 4524 2897

Le Comptoir Irlandais
Z.I. de St. Eloi
29800 Plouedern
Tel: (33) 2 9885 4785
Fax: (33) 2 9885 4796

M. Bernard Bellemere
30, Rue Etienne Richerand
69003 Lyon
Tel: (33) 4 7854 8222

M. Meyer Keof
10, Rue de Bequine
37300 Joue-Les-Tours
Tel: (33) 2 4767 2639
Fax: (33) 2 4780 0321

Masculin Compose
2, Rue Grenette
59002 Lyon
Tel: (33) 4 7837 4759
Fax: (33) 4 7837 7246

Orientrader
19, Rue Bergère
75009 Paris
Tel: (33) 1 4824 5506
Fax: (33) 1 4770 0946

Paridoc S.A.
258 Avenue Napoléon Bonaparte
92500 Rueil-Malmaison
Tel: (33) 1 4749 0225
Fax: (33) 1 4749 7776

S.A.R.L. Music & Livres
11, Place Du Marché
42300 Roanne
Tel: (33) 4 7770 0348
Fax: (33) 4 7771 2633

S.T. 27
27, Rue des Jeuneurs
75002 Paris
Tel: (33) 1 4041 9551
Fax: (33) 1 4221 1617

Sapac-Printemps
B.P. 221-09
102, Rue de Provence
75009 Paris
Tel: (33) 1 4282 5000
Fax: (33) 1 4282 5803

SCA des Monoprix
3, Rue Paul Cézanne
75361 Paris Cedex 8
Tel: (33) 1 4075 1515
Fax: (33) 1 4075 1116

Tony Henry
3, Rue Leclerc
54120 Baccarat
Tel: (33) 8372 1048

V.E.R.N.E.T.
25, Rue Loius Cuoq
63100 Clermont-Ferrand
Tel: (33) 4 7336 1291
Fax: (33) 4 7336 1291

Vertige
50, Boulevard du Mar. de Lattre de Tas.
92150 Suresnes
Tel: (33) 1 4506 7000

Alexis Lahellec
14-16, rue JJ Rousseau
75001 Paris
Tel: (33) 1 4289 3557
Fax: (33) 1 4233 4404

Atoll Palme Sarl
167, rue du Temple
75003 Paris
Tel: (33) 1 4459 2525
Fax: (33) 1 4459 2534

Azur Distribution
18, rue du Lac
BP 30
94160 St. Mande
Tel: (33) 1 4398 3857
Fax: (33) 1 4398 2192

Brasilex Comptoir
148, rue du Temple
75003 Paris
Tel: (33) 1 4272 0003
Fax: (33) 1 4272 7218

Créations Danylor SA
7, rue Réaumur
75003 Paris
Tel: (33) 1 4272 0788
Fax: (33) 1 4272 6744

Damijoux
124, rue Turenne
75003 Paris

Tel: (33) 1 4271 0360
Fax: (33) 1 4751 9775

De Millery
3, rue Molière
69006 Lyon
Tel: (33) 4 7824 0611
Fax: (33) 4 7852 0298

Delepine Ets.
119, av. E. Zola
75015 Paris
Tel: (33) 1 4577 4550

Diplodocus
42, rue R. Boulanger
75010 Paris
Tel: (33) 1 4241 7122
Fax: (33) 1 4241 7131

El Tchaikhana
168, rue St. Maur
75011 Paris
Tel: (33) 1 4357 5351
Fax: (33) 1 4357 1434

Elitor Paris
22, rue St. Martin
75004 Paris
Tel: (33) 1 4271 0975
Fax: (33) 1 4274 4569

Folie Douce Sarl
52, rue Aboukir
75002 Paris
Tel: (33) 1 4508 0329
Fax: (33) 1 4233 0823

France Nouveautés
156, rue du Temple
75003 Paris
Tel: (33) 1 4278 5388
Fax: (33) 1 4278 2562

Ganteb's SA
87310 St. Cyr
Tel: (33) 5 5500 0223
Fax: (33) 5 5500 0231

Gouyet Ets
101, rue Molinel
59800 Lille
Tel: (33) 3 2057 3185
Fax: (33) 3 2054 5164

KJM Sarl
133, rue Sèvres
75006 Paris
Tel: (33) 1 4306 1032
Fax: (33) 1 4065 9933

La Metrop Cie
13, rue M. le Comte
75003 Paris
Tel: (33) 1 4272 3339
Fax: (33) 1 4272 9905

Landane Sarl
67, rue du Temple
75003 Paris
Tel: (33) 1 4276 0154
Fax: (33) 1 4459 8542

Merlet
26, rue Valenton
BP 60
94702 Maisons Alfort Cedex
Tel: (33) 1 4899 0992
Fax: (33) 1 4899 2707

Morabito SA
15, rue A. Thomas
75009 Paris
Tel: (33) 1 4483 6132
Fax: (33) 1 4483 6139

Ohara Ets
16, rue Turbigo
75002 Paris
Tel: (33) 1 4026 6666
Fax: (33) 1 4026 6566

Paris D'Or
99, rue du Temple
75003 Paris
Tel: (33) 1 4277 5240
Fax: (33) 1 4277 0560

Parker

6, pass Boule Blanche
75012 Paris
Tel: (33) 1 4467 0660
Fax: (33) 1 4467 0650

Quatrième Sous Sol
15, place des Vosges
75004 Paris
Tel: (33) 1 4532 8203
Fax: (33) 1 4533 1272

Riwodis Sarl
96 bis, rue Beaubourg
75003 Paris
Tel: (33) 1 5301 9494
Fax: (33) 1 5301 9499

Rochas
33, rue François 1er
75008 Paris
Tel: (33) 1 5357 2200
Fax: (33) 1 5357 2209

Rousselot de St. Ceran
13, rue Laval
92210 St. Cloud
Tel: (33) 1 4911 1127

Sainte Foy
143, rue du Temple
75003 Paris
Tel: (33) 1 4272 4350
Fax: (33) 1 4272 1340

Seven Merri Street
7, rue St. Merri
75004 Paris
Tel: (33) 1 4274 0079
Fax: (33) 1 4274 6113

Skoz Ets
10, rue Turbigo
75001 Paris
Tel: (33) 1 4041 9980
Fax: (33) 1 4041 9985

Sofraim
83, rue Turbigo
75003 Paris

Tel: (33) 1 4278 4625
Fax: (33) 1 4278 3097

Starter Diffusion
3, rue Chassagnole
93260 Les Lilas
Tel: (33) 1 4897 3113
Fax: (33) 1 4897 0354

Tendance Mode
26, allée Lede Seuve
33260 La Teste
Tel: (33) 5 5654 6432

Tropical Sarl
65, av. R. Naves
31500 Toulouse
Tel: (33) 5 6120 1795
Fax: (33) 5 6180 4873

Vautour Sarl
BP 16
31240 St. Jean
Tel: (33) 5 6109 1273
Fax: (33) 5 6109 8806

Warman Insignias
53, bd Liberté
35000 Rennes
Tel: (33) 2 9931 5348
Fax: (33) 2 9941 3487

GERMANY

“Jaekel” Wholesale
Mariendorfer Damm 214
12107 Berlin
Tel: (49 30) 741 6866
Fax: (49 30) 704 0535

Baggerbetrieb H.G. Albers
Gartenstrasse 3
45128 Essen/Oldb.
Tel: (49 201) 05434

Camaflex Vertriebs GmbH
Benedik Tugasse 5
50679 Koln

Tel: (49 221) 881 054
Fax: (49 221) 885 201

Claudius W. Pleil
Modering 3
22457 Hamburg
Tel: (49 40) 550 2404
Fax: (49 40) 550 4630

Claus M. Shannon Import-Export
Postfach 110733
97033 Wurzburg
Tel: (49 931) 51272
Fax: (49 931) 56728

Dillen Import
Hauptstrasse 26
53359 Rheinbach
Tel: (49 2226) 7168

Doosry - Ellinghaus Dienstle.
Barmbeker Str. 177
22299 Hamburg
Tel: (49 40) 483 373
Fax: (49 40) 483 373
E.T.A. Teppiche und Antiquit.
Walldorfer Strasse 3
60598 Frankfurt am Main
Tel: (49 69) 632 452
Fax: (49 69) 632 452

Ernst Schmuckwaren
Rheinhessenstr. 9
55129 Mainz
Tel: (49 6131) 582 0069
Fax: (49 6131) 508 913

Everglaze Handels GmbH
Grindelallee 164
20146 Hamburg
Tel: (49 40) 458 461
Fax: (49 40) 450 0530

Fidel, Eduard
Postfach 250
95602 Marktredwitz
Tel: (49 9231) 2476

Fine Arts
Kappelwindeckstr. 8

77815 Buehl
Tel: (49 722) 390 1054
Fax: (47 722) 390 1054

Goldstein, GmbH
Oberneulander Landstrasse 189
28355 Bremen
Tel: (49 421) 253 300

HHW Handels GmbH & Co. KG
Rothenbaumchaussee 73
20148 Hamburg
Tel: (49 40) 448 376
Fax: (49 40) 410 3006

Hibben
Postfach 1509
26765 Leer/Ostfr
Tel: (49 491) 4314

Holz GmbH
Muellerstrasse 81
13349 Berlin
Tel: (49 30) 452 8816

Klaus Bitzer Import
Ehinger Strasse
72459 Albstadt
Tel: (49 7431) 56719
Fax: (49 7431) 54365

L.R. Cosmetic
Gerstein Strasse 7
59227 Ahlen
Tel: (49 23) 827 060
Fax: (49 23) 827 4524

Manhattan-Versaldhandel
Kiefekey 9
52134 Herzogenrath
Tel: (49 2407) 4318

Mega Star
Jorg-Ratgeb-Strasse 13
75173 Pforzheim
Tel: (49 7231) 24334
Fax: (49 7231) 21928

Merlin Importe Grosshandel
Ostertorsteinweg 92
28203 Bremen
Tel: (49 421) 72367
Fax: (49 421) 554 987

Moni Shmuck (GmbH & Co.)
Modering 1 VII.
22457 hamburg
Tel: (49 40) 550 2103
Fax: (49 40) 550 4630

Peter S. Fischer
Kordonhausgasse
85435 Erding
Tel: (49 8122) 20660
Fax: (49 8122) 91210

Renates Reiter., Westernshop
Karl-Marx Strasse 30
16321 Lindenberg
Tel: (49 30) 949 6973
Fax: (49 30) 949 6973

Richton GmbH
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