

Market development

MARKET BRIEF

MANGOES

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/GATT

Market and world trade

- Country of origin and availability**

NORTHERN HEMISPHERE	J	F	M	A	M	J	J	A	S	O	N	D
Mali												
Burkina Faso												
Côte d'Ivoire												
Guinea												
Senegal												
Jamaica												
Egypt												
Israel												
India/Pakistan												
Mexico												
Venezuela												
United States												
SOUTHERN HEMISPHERE	J	F	M	A	M	J	J	A	S	O	N	D
Kenya												
Madagascar												
Congo												
South Africa												
Brazil												
Peru												

Prepared by Cabinet GRESSARD

- Country of origin – varieties**

COUNTRY	PRINCIPAL VARIETIES
West Africa	<i>Kent, Amélie, Julie</i>
South Africa	<i>Haden, Kent</i>
Brazil	<i>Haden, Tommy Atkins</i>
India	<i>Alphonso, Payri</i>
Israel	<i>Haden, Kent</i>
Mexico	<i>Haden, Kent, Tommy Atkins, Irwin</i>
Pakistan	<i>Similar to the Indian varieties</i>
Peru	<i>Haden, Tommy Atkins</i>
Philippines	<i>Manila super</i>
Venezuela	<i>Haden, Tommy Atkins</i>

- **World output**

The mango is the world's 5th fruit product, with an output of 18.5 million tonnes.

The three leading producing countries are India (10 million tonnes), China (1.2 million tonnes) and Mexico (1 million tonnes), by far the world's leading exporter (130,000 tonnes).

These are followed by Pakistan and Thailand.

World output increased slightly between 1990 and 1995 (by some 2%).

- **World exports**

In 1995 mango exports amounted to some 300,000 tonnes, which means that only 2% of world mango output is involved in international trade.

Of the 5 producing countries, Mexico exports the largest percentage of its output: 12% in 1995 against 6% in 1990.

India, for example, only exports 0.2% of its output.

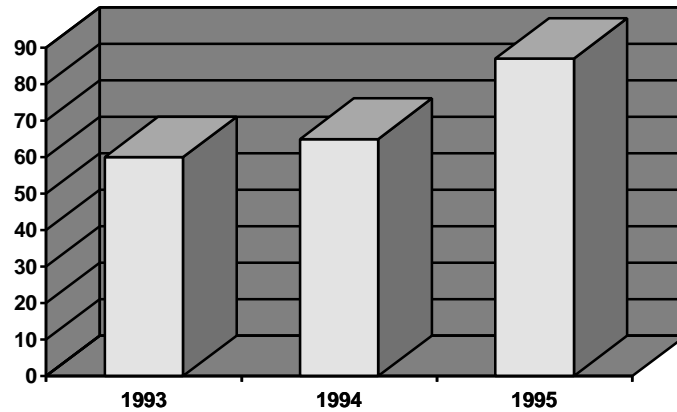
- **World imports**

European Union

In the European Union mango imports have undergone quite an explosion in the last 20 years, multiplying by 20 between 1976 and 1995. However, they still now only represent less than 1% of total fruit imports.

87,000 tonnes were imported into the EU in 1995.

Growth in mango imports to the EU 1993-1995
(in thousands of tonnes)

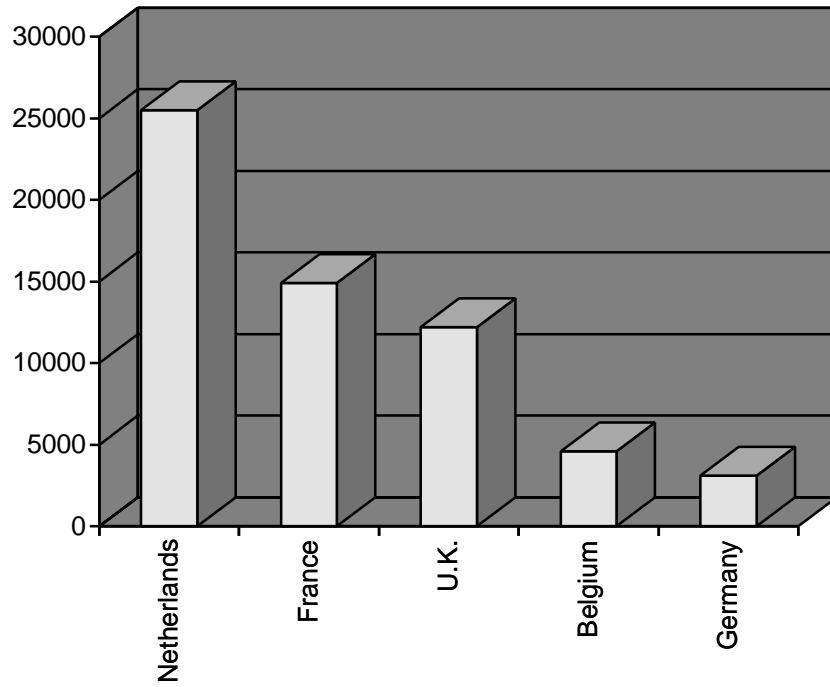


1993	1994
60	65
87	

Most of these imports are concentrated in 5 member countries:










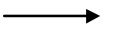

1. Netherlands : 25 500 t (including re exports)
2. France : 14,900 t
3. United Kingdom : 12,200 t
4. Belgium : 4,600 t
5. Germany : 3,100 t

The 5 leading European importers in 1995
(in tonnes)



Source : Prepared by Cabinet GRESSARD after COLEACP/Eurostat

Mangoes are supplied to the European market from more than 70 sources. A dozen countries account for most of the imports.

WINTER		SPRING /SUMMER		SUMMER/AUTUMN	
Origin	Change	Origin	Change	Origin	Change
Brazil		West Africa		UNITED STATES (Puerto Rico)	
South Africa		Venezuela		Pakistan	
Peru		Costa Rica		Israel	
		India		Mexico	

Prepared by Cabine tGRESSARD

Main imports to Europe

Because of historical and logistic relationships the main flows of mangoes towards Europe are as follows:

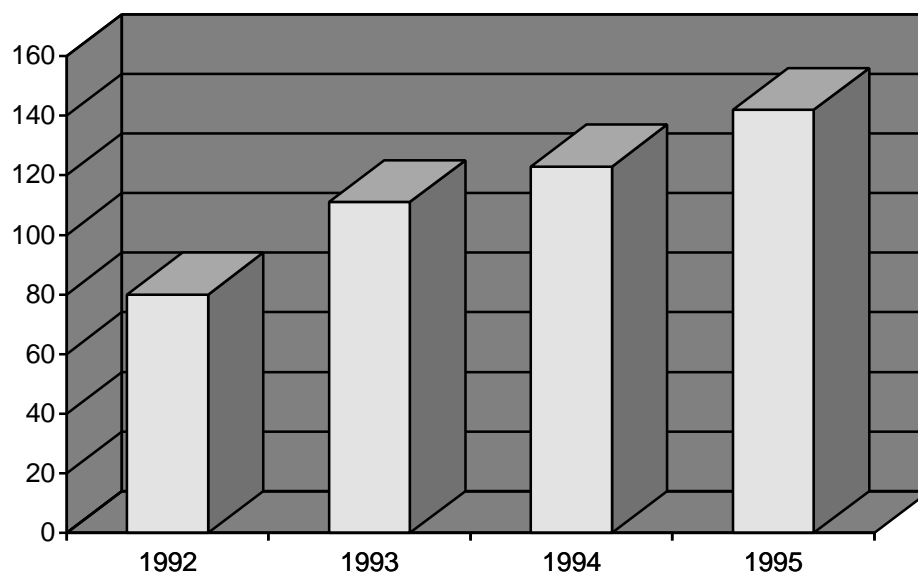
West Africa	➤	France (Netherlands, Germany)
Brazil, Mexico, Israel	➤	Netherlands, France (United Kingdom)
South Africa	➤	Netherlands, France, U.K., Belgium, Germany
Pakistan, India	➤	U.K.

Although production within the European Union is marginal, it should be noted that Spain has been developing mango production for some years (around 5,000 tonnes), and quantities have been increasing by approximately 30% every year. The varieties produced are Sensation (50%), Keitt (30%) and Tommy Atkins (20%). With the growing market of the EU close by, and being protected from the usual diseases of tropical regions, Spanish output could in the future compete more with the other suppliers in this market.

United States

Imports by the United States have more than doubled over the last 5 years, reaching 142,000 tonnes in 1995.

*Growth in mango imports to the United States 1992-1995
(in thousand tonnes)*



1992	1993	1994
80	111	123
142		

Source : Prepared by Cabine tGRESSARD after Bancom ext

Mexico is by far the main supplier, accounting for almost 90% of mango imports to the United States.

No other supplying country has a market share of more than 3% in the US market. Nevertheless, Brazil, Peru, Venezuela, Guatemala and Ecuador have been exporting more and more to the United States since 1990.

Mexico exports to the United States between March and September, and particularly between May and July.

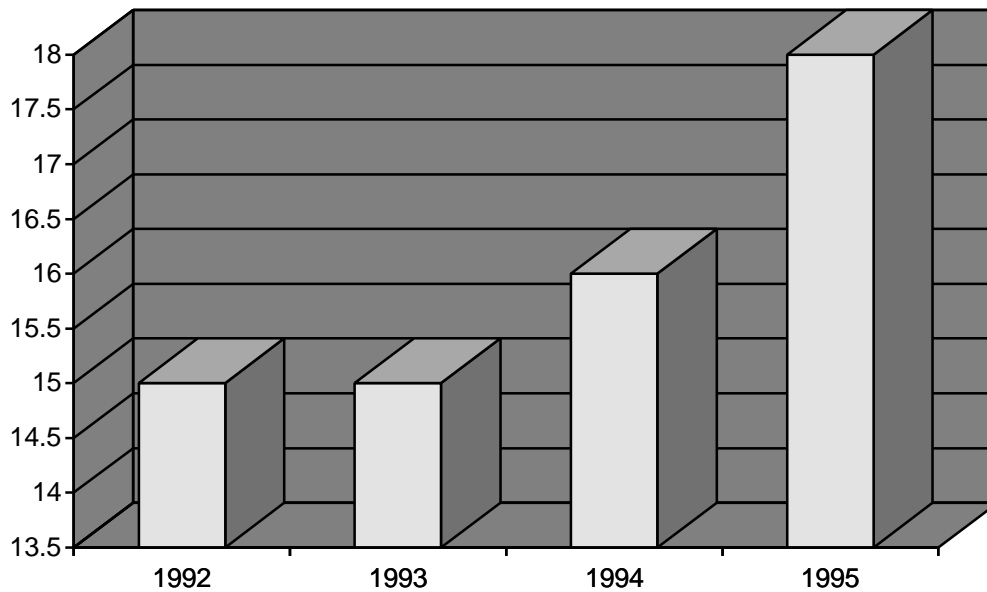
Source s of supply to the United States market

SO URCE	SEASO N
Me xico	March - Se pte m be r
H aiti	March - June
Brazil	O ctobe r - De ce m be r
Pe ru	January - Fe bruary
Ve ne zue la	March - June

Canada

Canada im porte d 18,000 tonne s of m angoe s in 1995, an incre ase of 10% ove r 1994.

Grow th in m ang o im ports to Canada 1992/1995
(in th ousand tonne s)



1992	1993	1994
1995		
15	15	16
18		

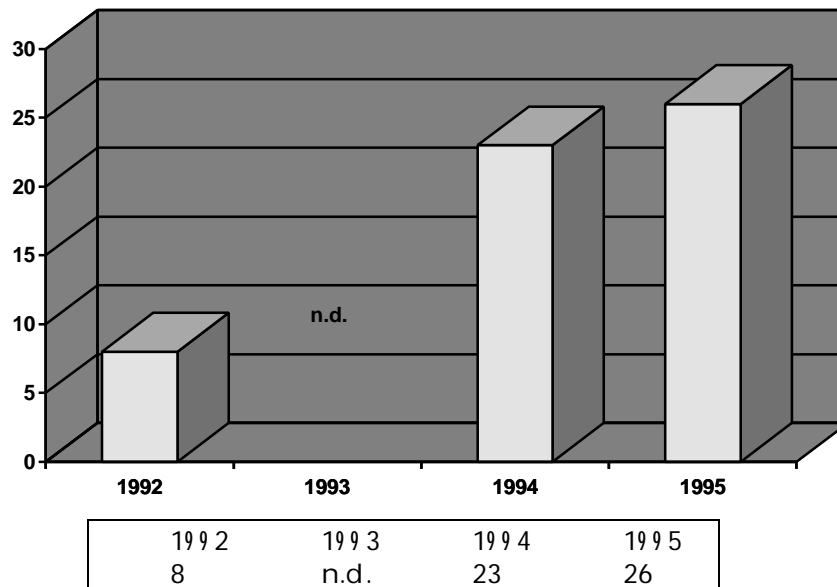
Source : Pre pare d by Cabine tGRESSARD a fe r Bancom e xt

Mexico is Canada's main supplier, accounting for more than 70% of Canadian imports. The United States account for approximately 20% of Canada's mango supplies.

60% of the Mexican mangoes imported by Canada are of the Tommy Atkins and Haden varieties, 35% KentKeitt and 5% Ina.

Japan

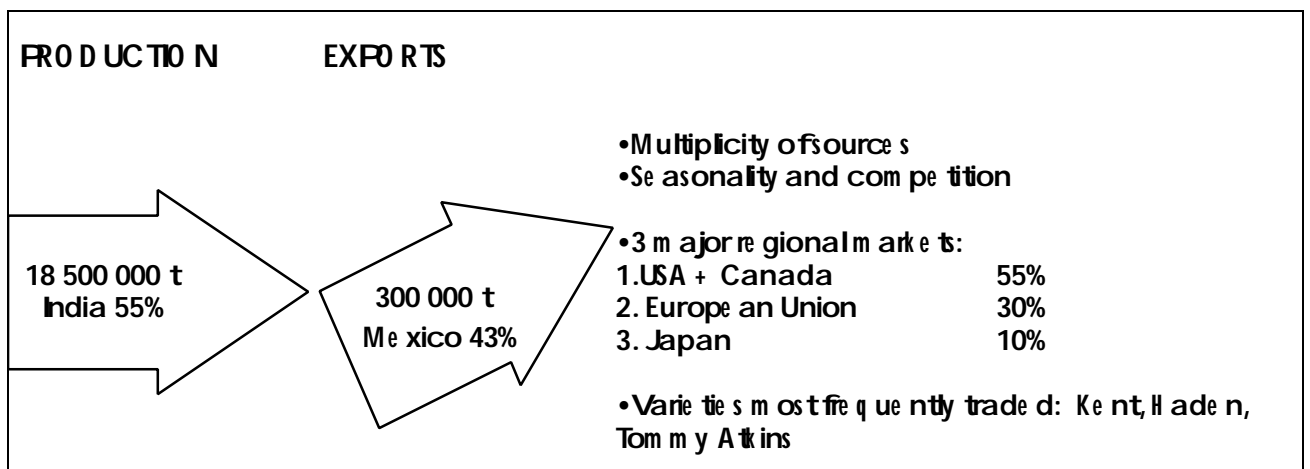
*Growth in mango imports to Japan 1992/1995
(in thousand tonnes)*



Source : Prepared by Cabinet GRESSARD after Bancom extension to Japanese Customs Authorities
n.d.: No data

The Philippines are the main suppliers of mangoes to Japan, accounting for 88% of imports. Mexico is the second supplier, with 9% of Japanese imports.

Key data for world supplies and trade



Market and world demand

- ***Mangoes, an exotic fruit?***

Mangoes are still generally seen to be an exotic fruit. However, like bananas and pineapples, mangoes are on the way to becoming an everyday fruit. They are in the process of losing their exotic tag, while retaining their tropical character.

- ***Mango consumption throughout the world***

The largest consumers of mangoes in the world

Canada	0,5kg/head/year
United States	0,4kg/head/year
United Kingdom	0,2kg/head/year
Belgium	0,2kg/head/year

Source : Bancomext

Consumption in the European Union

Mango consumers are no longer only the ethnic communities, although these still account for a large proportion of the mangoes consumed in the European market (particularly in the United Kingdom). Though becoming an everyday product, consumption is obviously experiencing continuous growth.

The most frequently sold varieties, which according to the distributors have the best prospects, are those with a better colour, such as American varieties like *Kent* or *Tommy Atkins*. The red colour in fact attracts consumers, because they associate this colour with satisfactorily ripe fruit. Although greener mangoes like *Amélie* are recognised as having a better flavour, consumers, through lack of information, regard them as fruit which is not ripe. In addition to this they are generally more fragile fruit, so distributors too prefer other varieties such as *Kent* or *Tommy Atkins* which are harder, and require less product care.

North Europe is a larger consumer of mangoes than South Europe. Size 14 is more valued in the north, whereas fruits of size 8-10 are preferred in the south.

Consumption in the United States

Mango consumption in the United States is relatively low: less than 0.5 kg/head/year. Rates of growth are nevertheless high: between 10 and 15%.

It is a fruit which is still mainly consumed by ethnic communities. Mangoes are also very popular in towns with large Latin and Asian populations. On the whole, the level of penetration remains small because only one third of American households state that they have bought this fruit at least once.

The most widely consumed varieties are: Tommy Atkins, Haden, Kent and Keitt.

Consumption in Canada

The most commonly consumed varieties in Canada are: Tommy Atkins, Haden, Keitt and Ina. Consumption is growing.

Consumption in Japan

The 10-fold increase in mango imports to Japan between 1985 and 1995 reflects growing mango consumption over a number of years.

Japanese consumers of fresh fruits pay particular attention to the external appearance of the product, which must be blemish-free and have a regular shape and colour. Bright colours and large sizes are generally preferred. They must be very carefully packaged.

Key data on world demand

- **Sharply increasing demand in export markets: an average of +15%/year**
- **Demand which is changing from an exotic product to a more extensively consumed tropical product**
- **Specific regional requirements persist (size)**
- **Haden and Tommy Atkins internationally successful**

Mango prices throughout the world - examples

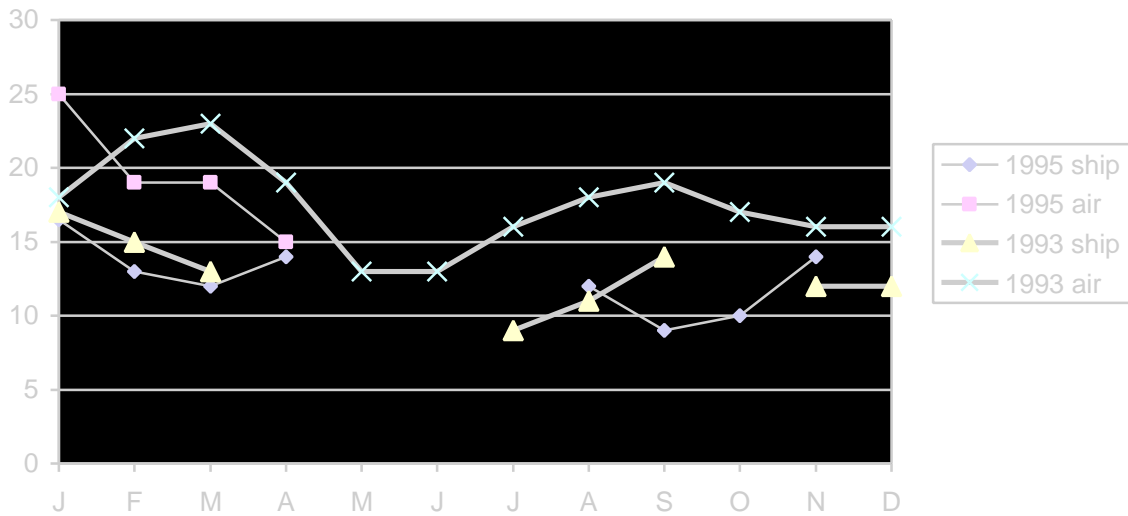
Mango prices on international markets are marked by:

- a general downward trend, as a result of the development of transport by ship, as well as increased availability and competition in the market,
- considerable variation according to season, explained by changes in volumes available on the market throughout the year, seasonality in consumption and competition from other seasonal fruits.
- **Europe and Union**

Prices fell suddenly on the European market in the middle 80s when mangoes began to be exported by ship.

Prices vary throughout the year, with rather higher prices in winter during the period of highest consumption.

Changes in average mango prices in 1993 and 1995 (in FRF/kg - imports in Europe)



D	J	F	M	A	M	J	J	A	S	O	N
1995 ship	16,5	13	12	14				12	9	10	14
1995 air	25	19	19	15							
1993 ship	17	15	13				9	11	14		12
1993 air	18	22	23	19	13	13	16	18	19	17	16

Source : Prepared by Cabinet GRESSARD after FOMONA and COLEACP

• **United States**

Mango prices on the American market are closely linked to the quantities provided by Mexico. For example, the price of Mexican Haden mangoes in February 1996 lay between US\$9 and 12.5 per box, against 6 to 9 dollars in April. Another example: Mexican Tommy Atkins were sold at prices between 4.5 and 9 dollars per box between April and August, against 18 dollars per box for Brazilian mangoes between October and December.

• **Canada**

Prices vary considerably throughout the season. They can reach 16 Canadian dollars (per box of 12 fruits) in December, against 5 dollars the following June.

Access to markets: customs tariffs - regulations and commercial practices

Quality requirements are particularly high in the case of mangoes, in particular because prices are still relatively high in comparison with other major consumer fruits. In addition to this, as competition is strong, it is harder and harder to sell produce of poor or irregular quality.

Europe an Union

Commercial practices and customs correspond to the normal form of sale for overseas produce, namely sale on commission, generally tempered by a minimum guaranteed price and sometimes supplemented by pre-financing of a harvest.

The packaging used is the international standard, i.e. the 4 kg net box. In this respect some importers warn users about the 5 kg boxes used by operators in West Africa, because purchasers most frequently calculate on the basis of 4 kg. 6 kg boxes are also found.

There are no compulsory quality standards for mangoes in the European Union. OECD recommendations act as official standards, and can be used for the control of fruit quality on export, and in negotiations between exporters and importers. These recommendations relate to quality, classification, size, tolerance, presentation, and product labelling. Mangoes intended for industry are not affected by this.

The "extra" category must be defect-free. Category "1" tolerates slight defects in shape and skin. The minimum permitted size is 200 g per unit and the maximum size 800 g. In practice sizes are based on 50 g increments and are identified by a letter (between A and K).

A plant health inspection certificate indicating the products used for treatment before and after harvesting is required for all fresh fruits, including mangoes, exported to the European Union.

As far as customs tariffs are concerned, the situation varies according to source.

The common external tariff applied to mango imports in the European Union is 4%. Mangoes originating from the United States, for example, are subject to this tariff.

Following the latest WTO (GATT) agreements, this tax will gradually disappear.

ACP countries are exempt from customs duty on the importation of mangoes in particular. A EUR1 certificate of origin is required in this situation. This would apply to the Côte d'Ivoire, for example.

Duty is suspended for other developing countries. Thus South Africa, Brazil, Costa Rica, Pakistan, India, Peru, Thailand and Venezuela do not pay these customs duties on arrival in the European Union. A certificate of origin is also required in this case (Form A).

Some countries such as Mexico are excluded from the general preference system for this commodity. The tariff applicable to mangoes amounts to 2%.

Other sources are free from customs duty as a result of bilateral agreements. This applies to Israel.

United States

The customs duties applicable to mangoes depend partly on the time of importation and the country of origin.

Between the 1 September and the following 31 May the general customs tariff is 7.4 cents/kg. During this period, within the framework of NAFTA, a special tariff of 0.6 cents/kg applies to mangoes entering Canada. Imports are free of customs duty for the following countries: Israel, Andean Pact, Mexico, Caribbean, Central and Eastern European countries and some developing countries.

Outside this period the general tariff remains unchanged at 7.4 cents/kg. A special tariff of 0.8 cents/kg is applied to Canadian imports. The tariff amounts to 1.6 cents/kg for mangoes originating from Mexico. Imports are free of customs duty for Israel, Andean Pact countries, Caribbean countries and the countries of the East, as well as developing countries.

An increased tariff of 33.1 cents/kg, is applied to all mangoes originating from countries such as Cuba, Cambodia, Vietnam, during both periods.

Two other taxes must be added to the customs tariff:

- a sales tax amounting to 0.21% of the FOB price
- a port tax amounting to 0.125% of the FOB price

A plant health certificate from the country of origin is required for any mangoes imported to the United States. Goods are checked on arrival by the appropriate authorities of the American Ministry of Agriculture.

Commercial practice requires that the packaging indicates: the nature of the product, the weight, the size, the origin (in English).

Finally, hydrothermal treatment of mangoes is compulsory for exporting to the American market.

- **Japan**

The regulations in Japan are particularly strict.

For example, two years ago the mango agreement signed between Japan and Thailand provided for Japanese inspectors to check produce on site before it was exported.

Fresh fruit and vegetables exported to Japan must be dispatched with a plant health certificate. Imports are also subject to regulations based on the "Plant Protection Law" which is the responsibility of the MAFF (Ministry of Agriculture, Forestry and Fisheries) and the "Food Hygiene Law" which is the responsibility of the MOHW (Ministry of Health).

The importation of most fresh fruits and vegetables is prohibited, or subject to special conditions in the case of permitted imports.

Even if produce is authorized for import, it will be subjected to inspection on arrival at a port or airport.

All negotiations on plant health authorizations for imports to Japan must be undertaken on a country by country basis.

The general customs duty is 6%. In some cases imports are free of customs duty.

Regardless of the final market, regulations and commercial practices represent real constraints on access to these markets.



Opportunities and Prospects

MAJOR INTERNATIONAL TRADE EXCHANGES WELL ESTABLISHED

- Development of dispatch by sea

Africa

Latin America ➤ Europe

Asia

USA

Israel

Mexico

Other Latin ➤ North America

American countries

Philippines ➤ Japan

- New sources taking off (Ecuador, Pakistan, Spain, etc.)

⇒ New exporters will be included in these exchanges.

A MARKET WITH A HIGH POTENTIAL

- The main destination markets are growing (North America, European Union, Japan).
- Supermarket chains are interested in mangoes, in the same way as they are interested in and have developed sales of avocados and pineapples.
- Demand is changing towards an everyday consumer product

⇒ New consumers have to be recruited.

PROMISING STRATEGIC SEGMENTS

- High volume strategy

⇒ Increasing trade .

⇒ Decrease in the number of suppliers and increase in their corresponding size .

⇒ Downward trend in prices .

⇒ Possibilities: logistical synergy with bananas .

- Marketing prospects

⇒ Choice of marketing window on the basis of trading throughout the year .

⇒ Choice of product/market pair: variety, size or packaging have to be adapted to changes in the destination market (e.g.: increasing demand for Tommy Atkins, reinforced partitioned boxes, prepackaged mangoes, etc.).

⇒ Promotion (variety stickers on mangoes, supporting information on boxes, etc.).

⇒ Quality measures in partnership with importers .

A P P E N D I C E S

Appendix 1: EXPORTING FRESH FRUITS FROM OVERSEAS: WHAT IS INVOLVED



Before exporting

...Carry out a rapid check on your company from the technical, financial, human and commercial points of view.

- Will existing logistics permit exporting? Are infrastructure (ports, airports) and traffic sufficient? What are the costs of the logistics?
- If you are a dispatcher, what is the production capacity and the quality of the relationship with your suppliers? How regular are supplies?...
- If you are a producer/dispatcher, what is the viability of production? What is the state of cash flow? What capacity do you have in terms of quantities to follow-up a season?
- Are personnel sufficient and competent?
- Does the product being exported meet the requirements of the market? Is it competitive?

These are some examples of questions which must be asked before exporting.



Preparing for export

Means knowing the market so that the commercial feasibility of exporting can be measured, and selling a product/services concept which meets purchasers' expectations.

Means identifying and getting to know potential customers better, namely specialist fruit and vegetable importers, and in this case more particularly those which import exotic fruits and vegetables,

Means becoming familiar with tariff and non-tariff barriers to exporting: various taxes, regulations and commercial practices,

Means envisaging prefinancing or the financing of a season,

Means knowing how to deal with the local industry organisation, where this exists, about any logistical, information and advertising matters in destination markets.



Means adjusting the selling price on the basis of all the operations required to bring the fruit produced to the customer, and in relation to the market price,

Means contracting sales, whether firm or on a commission basis,

Means organising logistics along a distribution system which is specific to fruits and vegetables,

Means completing the necessary administrative documents (certificates, insurance, waybills, etc.),

Means invoicing,

Means ensuring that exports are followed up.

It means initially asking the core questions which an exporter of fresh fruits, and in particular mangoes, should ask himself, and providing the information for an answer, in particular as regards the world market and developments in it.

Appendix 2: EXPORTERS' PROBLEMS

- **WHERE** to take up a position?

In one or more existing flows and markets

It is a matter of having an objective knowledge of the market for mangoes, the main flows, the products exported and the seasonality of exports, in order to be able to take up a position in relation to the existing major export flows.

- **WHAT** to export?

Products for which there is a demand on the market

Produce which the market wants (not the other way round) and getting well acquainted with destination markets is the way to ensure that your products meet demand, and therefore that they are potentially exportable.

Conditions of access to the market, commercial regulations or practices, and final demand are the main factors characterising a market.

- **HOW** to export?

By organising logistics

Exporting fresh fruit and vegetables assumes a specific logistic organisation from the fields to the destination port: receipt, packaging, overland transport to a port or airport, and sea or air transport are some of the logistic operations which have to be provided for. Service providers such as forwarders play an essential role in exporting success.

Adopting a quality approach

This also assumes a quality approach before, during and after harvesting: disease control, determination of ripeness, protection against impact, treatment, selection and sizing of produce, brushing, waxing if appropriate, choice of packaging, cold storage, choice of transport and carriers, compliance with delivery conditions, etc.

- **WHO** to export to?

To specialist operators

In the case of fresh fruit and vegetables, and in particular tropical fruits, your customers will be specialist importers who act as an interface between overseas producing areas and the needs of retail distribution in the destination markets. They may take several forms: pure importers, full service importers, brokers, purchasing offices for supermarket chains and importing wholesalers. In all circumstances these must be identified and agreements must be entered into with them to make

them partners through whom a foothold can be gained in the market.

**Appendix 3: DISTRIBUTION CYCLE FOR FRESH FRUIT
EXPORTED FROM A BRAD**

FUNCTION/STAGE	OFFERATOR
PRODUCTION Harvesting	Producer
Transport to station	
PACKAGING Sorting Washing, sizing, classification Labelling Palleting	Producer/exporter
OVERLAND TRANSPORT TO EMBARKATION POINT Carrier	Local carrier
EMBARKATION Administrative and legal procedures Loading	Forwarder
INTERNATIONAL TRANSPORT Sea or air transport	Major international companies
Unloading Administrative procedures	Forwarder
OVERLAND TRANSPORT	Local transport by lorry
MARKETING	Importer Wholesaler/importer
WHOLESALE STAGE	
RETAIL STAGE	Supermarkets Specialists Markets stalls
CONSUMERS	

Appendix 4 : List of mangoes importers in Europe

(Non exhaustive list)

BELGIUM

GOOSSENS & Fils S.A.

: 32/22169 255
32/22169 241
Téléx : 219 15
Fax : 32/221629 46

CEIQ uai de s Usine s 112-154
Magasins 44-45
1210 BRUXELLES

SPERS

: 32/22426410
Fax : 32/22454475

Ze e varstraat2
Mag. 50 e n 51
1210 BRUXELLES

STAR FRUIT Com pany

: 32/22420876
Téléx : 24700
Fax : 32/22421208

112-154 Q uai de s Usine s
Magasin 49
1210 BRUXELLES

FRANCE

AGRUNORD

: 33 1 46.87.36.35
Téléx : 260 156
Fax : 33 1 46 87 43.9 5

2, rue de Provence
Bât D9 - PLA 437
9 4619 RUNG IS CEDEX

ANAREX S.A.

: 33 1 41.73.02.70
Téléx : 260 39 3
Fax : 33 1 46.86.25.74

9 4, rue de Carpe ntras
Fruile g 303
9 4612 RUNG IS CEDEX

***COMPAGNIE FRUITIERE
IMPORT***

: 33 9 1.10.17.10
Téléx : 410 027
Fax : 33 9 1.10.17.00

B.P. 354
13309 MARSEILLE CEDEX 14

S.A. DREVINEXOTICS

: 33 1 45.60.70.80
Téléx : 261 09 0
Fax : 33 1 46.86.35.58

7 e t13, rue d'Avignon
Bât C2
Fruile g 671
9 4574 RUNG IS CEDEX

EXO FARM

: 33 1 45.60.42.71
Téléx : 263 558
Fax : 33 1 46.87.33.39

Cour d'Alsace
PLA 389 - Bât C6 B
9 4619 RUNG IS CEDEX

HELPER S.A.

: 33 1 45.12.36.50
Téléx : 263 288
Fax : 33 1 45.60.48.52

1, rue de s Tropiq ues
Entre pô t133
9 4538 RUNG IS CEDEX

MALET-AZOLAY

: 33 1 49 .78.20.00
Téléx : 260 351
Fax : 33 1 46.87.16.45

24, rue du Fontde s il alle s
9 4656 RUNG IS CEDEX

FOMONA IMPORT

: 33 1 40.28.30.00
Téléx : 220 9 9 7
Fax : 33 1 40.28.30.14

21, rue du FontNè uf
75039 PARIS CEDEX 01

SELECTION

: 33 1 45.12.27.80

36, rue d'Angers
Bât A3

Tel : 265 100
Fax : 33 1 46.87.07.42

Fruiting 708
9 4584 RUNG IS CEDEX

GERMANY

ATLANTA HARDER & Co.GmbH

: 49 /421309 2286
49 /421309 2271
Tel : 245485/244512
Fax : 49 /4211369 5

Breitenweg 29-33
28195 BREMEN

BOCCHI FRUITRADE INTERNATIONAL

: 49 /2204409 0
Fax : 49 /22204409 180

Friedemann Str 5
D .5060 BEGISCH
GLADBECH

FRUCHTHANSA

: 49 /2219 37570
Tel : 8882753
Fax : 49 /2219 375754

Marktstraße 10
50968 KÖLN

FRUCHTRING & Co.GmbH

: 49 /40 321 351
Fax : 49 /40 323 9 17

Lippe Str. 1
D2000 HAMBURG 1

T.FORTHAMBURG GmbH & Co

: 49 /4030100077
Tel : 17402272, 2161301
Fax : 49 /4030100044

Kontorhaus Grossmarkt
Lippestraße 1
20097 HAMBURG

P.VANWYLIJK GmbH

: 49 /211469 030
Tel : 8584048
Fax : 49 /2114609 44

Rather Str. 25
40476 DÜSSELDORF

WEICHERT

: 49 /40 329 000
Fax : 49 /40 329 0039 9

Fuchthof 2000
HAMBURG 1

NETHERLANDS

BJD HOLLAND B.V.

: 31/174535353
Tel : 38361
Fax : 31/1745139 12

Transportweg 67
3155 RJ MAASLAND
Postal address : Postbus 411
3140 AK MAASSLUIS

FTK. HOLLAND B.V.

: 31/105241700
Tel : 2259 3/23482
Fax : 31/105219 616

Klappolder 191-193
2665 MP BLEISWIJK

JOS VANDENBERG B.V.

: 31/105242222
Tel : 23574
Fax : 31/105219 449

Klappolder, 170
P.O. Box 188
2665 ZK BLEISWIJK

VANDENBERG B.V.

: 31/10 767 377

Rochussestraat 209 A
NL-3021 NS ROTTERDAM

VANDENBRINKS B.V.

: 31/10 767 377

Marconistraat 19
Postbus 6179
NL-3002 AE ROTTERDAM

VELLEMAN & TAS

: 31/104768644
Tel : 22189

Marconistraat 19
Postbus 6118
3002 AC ROTTERDAM

Fax : 31/104760623
31/104766534

UNITED KINGDOM

EXOTIC FARM PRODUCE

: 44/8189 02222
Fax : 44/81 89 06261

628 Spur road FELTHAM

Middlesex TW14 0SX

FRUMAR

: 44/181 39 0 1133
Fax : 44/181 39 9 349 9

Tolworth tower, Tolworth
Surrey KT6 7EL

GEESTROPICAL PRODUCE

: 44/1753-68769 7
Fax : 44/1753-689 273

Helmans House
Colnbrook Bypass
Colnbrook
BERKSHIRE SL3 0EG

J.O. SIMS Ltd

: 44/71 407 0756
Fax : 44/71 403 4889

16 Winchester Walk
LONDON SE1 9AQ

MACK MULTIPLES DIVISION

: 44/189 2835577
Tel : 9 5215
Fax : 44/189 283489 0

Transfesa Road
Paddock Wood
KENT TN12 6UT

SAFIIR PRODUCE

: 44/79 5530700
Fax : 44/79 553079 0

The Oastery court
London Road Faversham
KENT ME13 8RY

FYFES GROUP

: 44/17208881

F231-235 Fruit and vegetable
New Covent Garden Market
LONDON SW 8 5EW

FYFES GROUP

: 44/1714874472
Fax : 44/1714873644

12 Yorkgate
Regent Park
LONDON NW 1

MACK MULTIPLES DIVISION

: 44/189 2835577
Tel : 9 5215
Fax : 44/189 283489 0

Mr LEGGE

Transfesa Road
Paddock Wood
KENT TN12 6UT

SAFIIR PRODUCE

: 44/79 5530700
Fax : 44/79 553079 0

The Oastery court
London Road Faversham
KENT ME13 8RY

WEALMOOR

: 44/1569 1760
Fax : 44/1569 1755

Jetham House, Springfield road
HAYES Middlesex UB4 0JT

Appendix 5: Useful addresses

First of all it is recommended that an approach should be made to any organisations which might exist in the countries of origin, whose business is to support and inform potential exporters.

Apart from these organisations, other addresses in destination countries may be useful to know.

• CHAMBERS OF COMMERCE

These are organisations from which general information on international and national trade can be obtained (company data bases, customs regulations - organisation of commercial missions). Chambers of Commerce generally make a charge for these services.

BELGIUM

Fédération Nationale des Chambres de Commerce et d'Industrie de Belgique,

Address : Avenue des Arts, 1/2, bte 10 b-1040 Bruxelles

Tel : 32 2 217 36 71

Fax : 32 2 217 46 34

FRANCE

Assemblée des Chambres Françaises de Commerce et d'Industrie (ACFCI)

Address : Avenue d'Iéna, 45 P-75769 PARIS

Tel : 33 1 40 69 37 00

Fax : 33 1 47 20 61 28

GERMANY

Deutscher Industrie und Handelstag (DIHT)

Address : Adenauerallee 148 D 53113 BONN

Tel : 49 228 1040

Fax : 49 228 104158

ITALY

Unione Italiana delle Camere di Commercio, Industria, Artigianato e Agricoltura

Address : Piazza Sallustio 21 I-00187 Roma

Tel : 39 6 47 041

Fax : 39 6 474 47 41

NETHERLANDS

Vereniging van Kamers van Koophandel en Fabrieken in Nederland

Address : Watermolenlaan 1 NL-3440 GT WOERDEN

Tel : 31 348 42 69 11

Fax : 31 348 42 43 68

SPAIN

Consejo Superior de Cámaras de Comercio, Industria y Navegación

Address : Claudio Coello 19, 1° E-28001 Madrid

Tel : 34 1 575 34 00

Fax : 34 1 435 23 92 / 435 42 55

UNITED KINGDOM

Association of British Chambers of Commerce

9, Tufton Street GB - LONDON SW 1P 3QB

Tel : 44 171 222 15 55

Fax : 44 171 799 22 02

• INDUSTRY ORGANISATIONS IN THE FRUIT AND VEGETABLE SECTOR

FRANCE

CTIFL (Centre Technique Interprofessionnel des Fruits et Légumes)

Address : 22 rue Bergère 75009 PARIS

Tel : 33 1 47 70 16 93

Fax : 33 1 42 46 21 13

FIFFEL (Fédération des Importateurs Français de Fruits et Légumes)

Address : 3, rue de la Corderie Centra 403 94616 RUNGIS Cedex
Tel : 33 1 45 60 72 80
Fax : 33 1 46 75 36 31

GERMANY

Zentralverband des Deutschen Früchte Import und Grosshandels e.V.

Federation of Fruit and Vegetable Importing Wholesalers)
Address : Schedestrasse 11 53113 BONN
Tel : 49 228 911450
Fax : 49 228 213265

Bundesverband Deutscher Fruchthandelsunternehmen (BVF)

Tel : 49 30 396 23 90 (Berlin)
Fax : 49 30 396 26 62 (Berlin)
Tel : 49 89 76 48 22 (München)
Fax : 49 89 76 30 72 (München)
Tel : 49 40 33 76 24 (Hamburg)
Fax : 49 40 33 77 75 (Hamburg)

ITALY

ANIPO (Associazione Nazionale Importari Prodotti Ortofrutticoli)

The association which includes the importers of tropical fruits
Address : Largo Brindisi 5-00182 ROMA (RM)
Tel : 39 6 70 49 74 72
Fax : 39 6 700 44 28

UIAPA (Unione Italiana Associazioni Produttori Ortofrutticoli e Agrumari)

Address : Via Alessandria, 199 - 00198 ROMA (RM)
Tel : 39 6 855 16 95
Fax : 39 6 841 78 10

UNAPROA (Unione Nazionale Associazioni Produttori Ortofrutticoli, Agrumari e Frutta in Guscio)

Address : Via Francesco De sanctis ROMA
Tel : 39 6 372 59 86
Fax : 39 6 372 40 05

NETHERLANDS

Centraal Bureau van de Tuinbouwveilingen in Nederland (CBT)

This is the central organisation of the Dutch "Veilings", whose purpose is to promote the sales of horticultural products.

UNITED KINGDOM

Fresh produce Consortium

Address : 266/270 Flower Market New Covent Garden London SW85NB
Tel : 44 171 627 3391
Fax : 44 171 498 1191

EUROPEAN UNION

COLEACP (Comité de liaison Europe-Afrique-Caraïbes-Pacifique)

This is an organisation financed by the European Commission which is responsible for promoting tropical fruits and vegetables, fruit and vegetables which are out of season and flowers and plants originating from Africa, the Pacific and the Caribbean.

Address : 5, rue de la Corderie Centra 342 94586 RUNGIS Cedex FRANCE
Tel : 33 1 41 80 02 10
Fax : 33 1 41 80 02 19

CIMO (Confederation of Importers and Marketing Organizations in Europe of fresh fruit and vegetables)

This is an association which includes the main European importers of overseas fruit and vegetables. Its purpose is to support and develop the importing and distribution of these products

Address : Avenue de Brocqueville 272, bte 4, B-1200 BRUXELLES BELGIQUE
Tel : 32 2 771 36 35 - Fax : 32 2 762 94 25