Market Development

MARKET BRIEF

ON

PAPAYAS

ITC

INTERNATIONAL TRADE CENTRE UNCTAD/WTO

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ON

PAPAYAS

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INTERNATIONAL TRADE CENTRE UNCTAD/WTO
GENEVA
1997

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M.DPMD/98/0099

PAPAYAS

Product description

In international trade fresh papayas are classified in heading: **CN 0807.20**

Market and world trade

- **<u>Country of origin and availability</u>**

Supply calendar

Northern hemisphere	J	F	M	A	M	J	J	A	S	O	N	D
Côte d'Ivoire	■	■	■	■	■	■	■	■				■
Burkina Faso	■	■										■
Jamaica	■	■	■	■	■	■	■					
Ethiopia		■	■	■	■	■	■	■	■			
Costa Rica	■	■	■	■	■	■	■	■	■	■	■	■
Southern hemisphere	**J**	**F**	**M**	**A**	**M**	**J**	**J**	**A**	**S**	**O**	**N**	**D**
Kenya	■		■									
Mauritius				■	■	■	■		■	■		
Brazil	■	■	■	■	■	■	■	■	■	■	■	■

Source: COLEACP.

Varieties

The main varieties of papaya available on the market are as follows:

- <u>SOLO</u>: orangy yellow flesh, very sweet and fragrant, juicy. Whatever the target market or the source of the imports, this variety is by far the most common, as well as being that most adaptable to marketing requirements on the various target markets. The other varieties, particularly the large-fruit varieties, are mainly intended for the processing industry.

- <u>SUNRISE</u>: red flesh with the fragrance of Solo.

- <u>WAIMANALO</u>: firm flesh, excellent texture, sweet, with small cavity, produces large fruit (500 g to 1 kg).

- <u>AMAZONRED</u>: bright red flesh, sweet and juicy, produces fruit weighing from 300 to 400 g.

- **World output and exports**

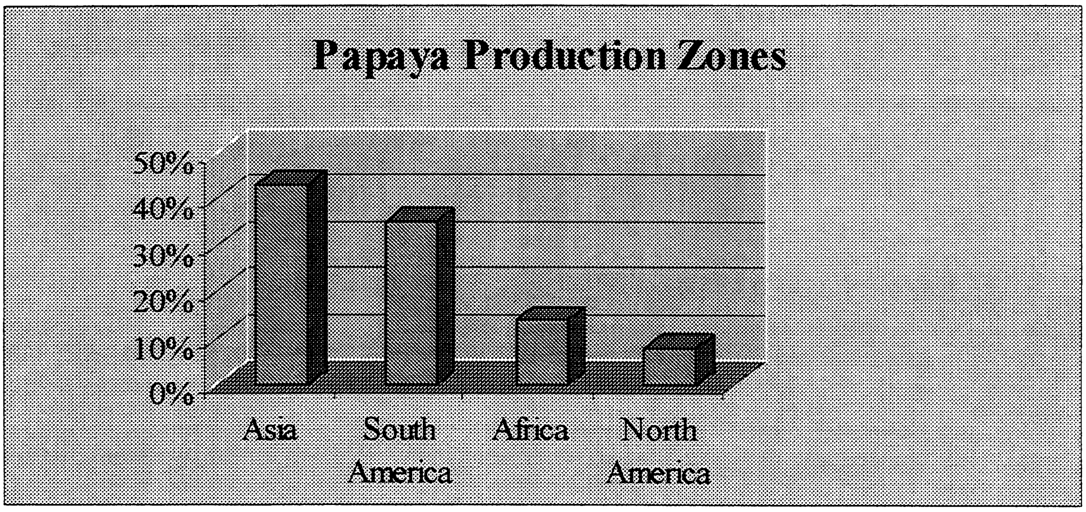
World output of papaya was estimated[1] at about 6 million tonnes in 1995, or about 3% of fruit output. Since 1980, world output of papaya has more than doubled.

South America has seen the biggest increase with output tripling since 1980. The main producers are Brazil, Côte d'Ivoire, India, Jamaica, Mexico, Costa Rica and the United States (Hawaii, Florida and California).

Principal papaya producers (1995)

	Output (in thousands of tonnes)
Brazil	1,800
India	1,200
Thailand	550
Nigeria	525
Mexico	250

Source: FAO.



World exports of papaya will reach a volume of about 100,000 tonnes in 1997, the main exporters being Brazil, Jamaica and the United States.

[1] Source FAO.

- **World imports**

Papayas are marketed all year round, but with a peak from October to December. The international papaya trade is organized around 4 large target markets: South East Asia (Singapore and Hongkong (China)), Japan, Europe and North America.

European Union

The European Union attracts 15% of the world papaya trade, or 11,650 tonnes, worth US$ 24 million. In 1996, the European Union was the market with the strongest growth in imports of tropical fruit, particularly papaya. This trend seems likely to continue.

Intra-Union trade accounts for 25% of all EU imports. It represents re-exports of papaya consigned from third countries combined with Spanish exports, the latter country producing 6,000 tonnes of papaya a year.

During the last twenty years, the structure of European papaya imports has developed considerably, with diversification of the sources of supply. Côte d'Ivoire, which held 81% of the market in 1976, has yielded first place to Brazil (54% of the market in 1994). Côte d'Ivoire now accounts for only 4% of the European market which is steadily expanding.

Other noteworthy developments include the decline of the United States, which has lost 20% of market share in 17 years and has recently seen its share fall to about 5%, and the emergence of Costa Rica, which has increased its market share by 26% in 6 years to reach 13%.

Within the European Union, leaving aside Brazil which dominates almost every market, each source of supply has its own special customers. Jamaica exports 85% of its papaya to the United Kingdom, France absorbs the exports of Côte d'Ivoire and Spain, and Costa Rica supplies the Netherlands and Germany.

Principal sources of EU papaya imports, in tonnes

Year	1994	1995	1996	1996/1994 (in %)
Brazil	5,114	5,047	4,894	4
Jamaica	1,251	1,464	1,359	9
Ghana	23	363	780	3,291
Costa Rica	310	154	308	-1
United States	334	347	258	-23
South Africa	22	101	252	1,045
Côte d'Ivoire	330	196	221	-33

Source: COLEACP.

In 1996, the European Union's principal importers were the Netherlands (40%), United Kingdom (25%), Germany (15%) and France (10%). In the Netherlands imports are falling, whereas on the other markets they are increasing.

Particularities of the European demand

Although the papaya market in the European Union is steadily expanding (it first broke through the 10,000 tonnes barrier in 1993), it suffers from fluctuations in the quality of the fruit supplied from certain sources. The quality defects of which the market most commonly complains concern the ripeness of the fruit: the papayas are often too ripe or not ripe enough for marketing. Importers and distributors demand papayas that are relatively ripe and will keep. Fruit weighing more than 800 g is not imported into the European Union. The sizes in greatest demand are those corresponding to fruit weighing from 300 to 400 g.

United States

Hawaii is the main supplier of the American market whose sources of supply are not very diversified. However, because Hawaiian output has been stagnating, the United States has been increasingly turning to imports coming mainly from Mexico, Costa Rica and Jamaica.

Canada

In 1996, Canada imported 8.65 million Canadian dollars worth of papaya, including 3.46 million from Jamaica, 2.89 million from the United States, 740,000 from Mexico and 690,000 from Costa Rica.

Japan

The unusual feature of the Japanese market is that it is supplied almost exclusively by the United States (Hawaii). Moreover, Canada and Japan are Hawaii's biggest export markets.

In 1996, Japanese papaya imports amounted to 6,029 tonnes (6,400 in 1995), of which 98% came from the United States and the rest from the Philippines, Mexico and Fiji.

Market and world demand

- **<u>Papaya: a fragile tropical fruit</u>**

Papaya is a tropical fruit from trees which grow in hot countries with an abundant rainfall. The tree has only a very short life (3 to 5 years), but from the first season on it bears fruit continuously. However, the extreme fragility of the fruit makes it difficult to market.

- **<u>Papaya consumption throughout the world</u>**

The above-mentioned constraints and the continuing problems of transporting papaya by sea explain a level of world consumption which, although rising, still lags behind consumption of papaya's main rivals, namely mango, avocado and lychee.

The papaya market is estimated at about 100,000 tonnes, with the Asian market absorbing about 60,000 tonnes, the United States and Canada 20,000, Europe 13,000 and Japan 5,000.

Papaya consumption throughout the world

United States	0.150 kg/head/year
Europe	0.025 kg/head/year
Japan	0.045 kg/head/year

Source: FRUITROP.

Papaya consumption in the European Union

This reflects the trends observed for other tropical fruit. The Netherlands, Germany, the United Kingdom and France account for between 75% and 90% of European papaya consumption.

Annual European papaya consumption still tends to coincide with the holiday periods, with prices and demand being highest at the year end and at Easter.

Even though the trend in papaya consumption may seem exemplary (with a 50-fold increase in imports and consumption in 15 years), the comparison with other fruits such as lychee and mango is not flattering. Annual per capita consumption is 25 grammes for papaya as against 200 grammes for mango, for example. In fact, papaya suffers from a general lack of awareness on the part of potential consumers.

Consumption in the United States

Even though America consumes more papaya than the other target markets, consumption is still low as compared with other tropical fruit and vegetables. Despite a relative democratisation of consumption, papaya is still eaten mainly by the ethnic communities.

Consumption in Canada

Consumption of tropical fruit and vegetables is still marginal in Canada, and papaya is no exception to the rule; however, Canada is in the process of becoming a very attractive market for papaya exports. This is due to the assistance provided for exporters under a project financed by the Canadian International Development Agency.

Consumption in Japan

Papaya consumption in Japan is currently low (45 g/head/year); however, the country is about to experience a veritable explosion in the consumption of papaya and of tropical fruit in general, since imports of these products are set to increase by 90% by the year 2000 and reach 11% of total fruit and vegetable imports. The Japanese consumer of fresh fruit pays particular attention to the outward appearance of the product which must be unblemished and regular in shape and colour. Bright colours and large sizes are generally preferred. Careful packaging is very important. Papaya is regarded as a luxury product and tends to be eaten as a dessert in "chic" restaurants.

Papaya prices – the example of the European Union

Average price trends for papaya in 1996 and 1997
in current FRF per 100 kg, exclusive of tax
Wholesale market – Rungis-Paris

	J	F	M	A	M	J	J	A	S	O	N	D
Brazil papaya (air) 1996	1,950	1,875	1,838	1,713	1,890	2,050	2,100	-	2,000	-	-	1,850
Brazil papaya (air) 1997	1,860	1,913	1,813	1,900	1,850	1,800	1,770	1,788	1,888	-	-	-
Côte d'Ivoire papaya (air) 1996	1,860	1,825	1,838	-	-	-	-	-	-	-	-	-
Côte d'Ivoire papaya (air) 1997	1,720	1,700	-	-	1,700	1,700	-	-	-	-	-	-

Source: COLEACP.

Access to markets: customs tariffs, regulations and commercial practices

European Union

The following table shows the European Union's import tariffs and the usual forms of packaging for papaya from various sources of supply.

Source of supply	**EU import tariff**	**Weight and number/box**
Barbados	0	4 kg
Brazil	0	4/5 kg 8/12
Canaries	EU member (no tax)	5 kg
Costa Rica	0	4.5 kg 9/14
Hawaii	2% *ad valorem*	5 kg
Israel	2% *ad valorem*	5 kg
Jamaica	0	4.5 kg 9/14
Malaysia	0	3.5 kg
Mexico	0	4 kg
South Africa	2% *ad valorem*	4 kg 6/10
Venezuela	0	4 kg 8/12

Most papaya imports arrive in 3 to 5 kg packages, generally in cardboard boxes containing 6 to 10 fruits per box.

As regards packaging, telescopic lids are much appreciated and the outside dimensions of the "Brazil" type boxes are: 310x410x110 mm. The papayas must be packed in a single layer with protection for the bottom of the box. There should be no partitioning. The fruits may be individually wrapped and laid diagonally within the packaging.

There are no official standards for papaya entering EU markets, but the following aspects should be taken into account:

- the fruits in the box should be uniform in size
- no traces of latex on the fruit
- 6-8-10-12-14-16 fruits in 3, 4 and 5 kg boxes
- "Brazil" type packaging.

There are no particular sanitary or phytosanitary regulations either, and the OECD recommendations serve as an official standard for controlling the quality of the fruit at export. However, a certificate of origin (FORM A) may facilitate access to certain markets. After being harvested, the fruit is sometimes given an antifungal treatment, generally with thiabendazole or imazalil. This treatment is tolerated by the importers.

The fruit is classified according to ripeness as follows:

- M1: Fruit green with yellow spots
- M2: Fruit yellow over 1/3 of surface
- M3: Fruit yellow over at least ½ of surface.

United States

A phytosanitary certificate from the country of origin is required for all papaya imported into the United States. The merchandise is checked on arrival by the competent authorities of the American Department of Agriculture.

Commercial practice requires that the nature, weight, size and origin of the product be indicated in English on the packaging.

Papaya imported from Brazil and Jamaica is free of customs duty.

However, two taxes are levied:

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

Canada

Brazilian and Jamaican produce benefits from the General Preference Tariff and is free of customs duty. It must be accompanied by a "Form A" certificate of origin.

Japan

In Japan, a customs duty calculated at 3 to 4% of the CIF price is payable on papaya imports. There is also a value added tax equal to 5% of the CIF price.

Findings, prospects and challenges

A. Findings: ***handicaps and development potential***

- On the various target markets, papaya consumption has been increasing steadily for about 10 years. However, the consumption of papaya is lagging considerably behind that of other exotic fruits such as mango, avocado and lychee. Papaya is suffering from several handicaps which are jeopardising its chances of winning a greater share of the various markets.

- Its main weaknesses are as follows:

  - Because the fruit is so fragile, the rules governing its packaging and transport must be very strict and, at the end of the marketing chain, considerable care must be taken with the shelf displays.

- Problems with sea transport. Most papaya is transported by air for two main reasons: (1) there are still no bulk strategies sufficient to necessitate the chartering of ships, and (2) the fragility of papaya and its poor keeping qualities rule out long transit times.

- The papaya's acute sensitivity to various moulds is an obstacle to marketing.

- A certain lack of awareness of the product on the part of consumers, since it is only eaten in one country out of two. However, the potential demand is enormous, on both new and existing markets since the latter are relatively undeveloped. Moreover, the consumer does not always know how to use the fresh fruit, even though he is eating it more and more in exotic fruit salads.

B. Prospects

- The forecasts for world papaya demand are relatively optimistic. They indicate a growth rate of 3 to 5% up to the year 2000.

- As regards the various sources of supply, Brazil is well out in front, ahead of Jamaica and the United States. However, it should be noted that, for several years, importers have been adopting a strategy of diversification of their sources of supply. Thus, the smaller exporting countries have opportunities to be grasped, provided they are able to meet the requirements of the market.

- In recent years, the funding institutions have financed agricultural export diversification policies within the context of bilateral or multilateral programmes. These programmes cover tropical fruit, including papaya. This should make it possible to speed up the development of the papaya sector by providing for technical guidance, agronomical research, expansion of the customer base, marketing development and assistance in seeking new sources of finance. So far, the results of the pilot phase for papaya have been encouraging.

- At the moment, investors are particularly interested in papaya. This is because of the positive results achieved in controlling papaya ring mark disease and the success of papaya exports on various markets.

C. Challenges

- In a context of fruit export diversification, given an improvement in production, packaging and transport techniques and heavy promotion at the point of sale, papaya could be entering a phase of real expansion.

- In Europe, demand for papaya is low and hence its growth potential is considerable, provided the customers are left in no doubt about the advantages of the fruit:

- papaya is exotic by nature
- papaya is healthy and nutritious
- it is easy to eat.

- More must be done to inform customers about papaya at the point of sale and, in particular, to acquaint them with its advantages. Demonstrations and point-of-sale advertising seem indispensable if papaya is to exploit the potential for growth offered by the various markets.

- Papaya should also be promoted among distributors, who likewise display a certain unfamiliarity with the product.

However, it should be noted that this kind of promotion is very expensive and calls for a long-term effort.

- **A switch to sea transport is an indispensable condition of development of the bulk trade in papaya**, especially on the European markets, but the switch from air to sea should not be made at the expense of the quality of the fruit.

- This segmentation of the modes of transport is a first step towards controlled growth on the various export markets.

- Consumers are displaying an increasing interest in papaya. In order to increase consumption of the fruit it will be necessary to organise a suitable promotion campaign together with a regular supply. Exporters will also have to take the following factors into account:

- Progress with research on the safe transport and protection of the fruit and improved control of its ripeness are vital for papaya's commercial future.

- To encourage consumption, the fruit offered should be relatively small, except in Japan where the consumers generally buy one fruit at a time and prefer the larger sizes.

- Importers appreciate the following qualities in papaya:

  - firmness of the fruit,
  - strong colouring,
  - good presentation,
  - uniformity in size and colour.

- Targeted exports of organically grown papaya could constitute an increasingly important niche market. The demand for products of this type is especially strong in Germany. In fact, there is a strengthening trend in all the countries of the EU and market shares are there to be won. This presupposes the ability of the exporter to meet very strict specifications. The importers of organically grown papaya are specialists in the importation of organically grown fruit and vegetables.

- Finally, the market in fruit juices and ready-to-use exotic preparations also looks like a promising outlet for papaya.

ANNEX I

List of papaya importers in Europe

(Non-exhaustive list)

Germany

ATLANTA HARDER & Co.GmbH
Breitenweg 29-33
D-28195 BREMEN
☎ : 49/4213092286
49/4213092271
Telex: 245485/244512
Fax: 49/42113695

BOCCHI FRUIT TRADE INTERNATIONAL
Fr. Offermannstr. 5
D-5060 BEGISCH
☎ : 49/22044090
GLADBACH
Fax: 49/22204409180

FRUCHTHANSA
Marktstraße 10
D-50968 KÖLN
☎ : 49/221937570
Telex : 8882753
Fax: 49/2219375754

FRUCHTRING & Co.GmbH
Lippelstr. 1
D-2000 HAMBURG 1
☎ : 49/40 321 351
Fax: 49/40 323 917

T. PORT HAMBURGH GmbH & Co
Kontorhaus Grossmarkt
Lippeltstraße 1
D-20097 HAMBURG
☎ : 49/4030100077
Telex: 17402272, 2161301
Fax: 49/4030100044

P. VAN WYLICK GmbH
Ratherstr. 25
D-40476 DÜSSELDORF
☎ : 49/211469030
Telex: 8584048
Fax: 49/211460944

WEICHERT
Fruchthof 2000
HAMBURG 1
☎ : 49/40329000
Fax: 49/40 32900399

Belgium

GOOSSENS & Fils S.A.
CEI Quai des Usines 112-154
Magasins 44-45
1210 BRUXELLES
☎ : 32/22169255
32/22169241
Telex: 21915
Fax: 32/22162946

SPIERS
Zeevarstraat 2
Mag. 50 en 51
1210 BRUXELLES
☎ : 32/22426410
Fax: 32/22454475

STAR FRUIT Company
112-154 Quai des Usines
Magasin 49
1210 BRUXELLES
☎ : 32/22420876
Telex: 24700
Fax: 32/22421208

France

AGRUNORD
2, rue de Provence
Bât. D9 - PLA 437
94619 RUNGIS CEDEX
☎ : 33 1 46.87.36.35
Telex: 260 156
Fax: 33 1 46 87 43.95

ANAREX S.A.
94, rue de Carpentras
Fruileg 303
94612 RUNGIS CEDEX
☎ : 33 1 41.73.02.70
Telex: 260 393
Fax: 33 1 46.86.25.74

COMPAGNIE FRUITIERE IMPORT
B.P. 354
13309 MARSEILLE
CEDEX 14
☎ : 33 4 91.10.17.10
Telex: 410 027
Fax: 33 4 91.10.17.00

S.A. DREVIN EXOTICS
7 et 13, rue d'Avignon
Bât. C2 - Fruileg 671
94574 RUNGIS CEDEX
☎ : 33 1 45.60.70.80
Telex: 261 090
Fax: 33 1 46.86.35.58

EXOFARM
Cour d'Alsace
PLA 389 - Bât. C6 B
94619 RUNGIS CEDEX
☎ : 33 1 45.60.42.71
Telex: 263 558
Fax: 33 1 46.87.33.39

HELFER S.A.
1, rue des Tropiques
Entrepôt 133
94538 RUNGIS CEDEX
☎ : 33 1 45.12.36.50
Telex: 263 288
Fax: 33 1 45.60.48.52

MALET-AZOULAY
24, rue du Pont des Halles
94656 RUNGIS CEDEX
☎ : 33 1 49.78.20.00
Telex: 260 351
Fax: 33 1 46.87.16.45

POMONA IMPORT
21, rue du Pont-Neuf
75039 PARIS CEDEX 01
☎ : 33 1 40.28.30.00
Telex: 220 997
Fax : 33 1 40.28.30.14

SELECTION
36, rue d'Angers
Bât. A3 - Fruileg 708
94584 RUNGIS CEDEX
☎ : 33 1 45.12.27.80
Telex: 265 100
Fax: 33 1 46.87.07.42

United Kingdom

EXOTIC FARM PRODUCE
628 Spur Road FELTHAM
Middlesex TW14 OSX
☎ : 44/1818902222
Fax: 44/181 8906261

FRUMAR
Tolworth Tower, Tolworth
SURBITON, Surrey KT6
7EL
☎ : 44/181 390 1133
Fax: 44/181 399 3499

GEEST TROPICAL PRODUCE
Hellmann House
Colnbrook Bypass
Colnbrook
BERKSHIRE SL3 0EG
☎ : 44/1753-687697
Fax: 44/1753-689273

J.O. SIMS Ltd
16 Winchester Walk
LONDON SE1 9AQ
☎ : 44/171 407 0756
Fax: 44/171 403 4889

MACK MULTIPLES DIVISION
Transfesa Road
Paddock Wood
KENT TN12 6UT
☎ : 44/1892835577
Telex: 95215
Fax: 44/1892834890

SAPHIR PRODUCE
The Oast
Perry Court
London Road
FAVERSHAM
Kent ME13 8RY
☎ : 44/795530700
Fax: 44/795530790

FYFFES GROUP
F231-235 Fruit and Vegetable
New Covent Garden Market
LONDON SW8 5EW
☎ : 44/1717208881

FYFFES GROUP
12 Yorkgate
Regents Park
LONDON NW1
☎ : 44/1714874472
Fax: 44/1714873644

WEALMOOR
Jetha House
Springfield Road
HAYES
Middlesex UB4 0JT
☎ : 44/1815691760
Fax: 44/1815691755

Netherlands

BUD HOLLAND B.V.
Transportweg 67
3155 RJ MAASLAND
Postal address: Postbus 411
3140 AK MAASSLUIS
☎ : 31/174535353
Telex: 38361
Fax: 31/174513912

F.T.K. HOLLAND B.V.
Klappolder 191-193
2665 MP BLEISWIJK
☎ : 31/105241700
Telex: 22593/23482
Fax: 31/105219616

JOS VAN DEN BERG B.V.
Klappolder, 170
P.O. Box 188
2665 ZK BLEISWIJK
☎ : 31/105242222
Telex: 23574
Fax: 31/105219449

VAN DEN BERG B.V.
Rochussenstraat 209 A
NL-3021 NS ROTTERDAM
☎ : 31/10 767 377

VAN DEN BRINKS B.V.
Marconistraat 19
Postbus 6179
NL-3002 AE ROTTERDAM
☎ : 31/10 767 377

VELLEMAN & TAS
Marconistraat 19
Postbus 6118
3002 AC ROTTERDAM
☎ : 31/104768644
Telex: 22189
Fax: 31/104760623
31/104766534

Importers of organically grown fruit

(Non-exhaustive list)

Germany

LANDLINIE
LEBENSMITTEL
VERTRIEB GmH
Kölstrasse 87 89
50354 Hürth Herm ülhein
☎ : 49 0 2233 76165
Fax: 49 0 2233 74035/8

WILLMANN
Stuttgart
☎ : 49 7042957140

WEILING
Erlenweg 134
48653 Coesfeld
☎ : 49 254174747

France

PRO NATURA
Box 65 MIN
84300 Cavaillon
☎ : 33 4 90 76 16 17
Fax: 33 4 90 78 06 00

Netherlands

EOSTA Holland
Laagraven 15a-15b
3439 LG Nieuwegein
☎ : 31 (0) 302 899376
Fax: 33 (0) 302 800839

GREEN, FRESH &
ANYWHERE b.v.
Postbus 169, 2740 AD
Waddinxveen
Zuidplaslaan 504
2743 KG Waddinxveen
☎ : 31 (0) 182 633172
Fax: 33 (0) 182 618602

ANNEX II

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.

• ***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, 40394616 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, 11 531 13 BONN
Tel: 49 228 911 450
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)

United Kingdom

Fresh Produce Consortium
Address: 266/270 Flower Market, New Covent Garden, LONDON SW8 5NB
Tel: 44 171 627 3391
Fax: 44 171 498 1191

Italy

ANIPO (Associazione Nazionale Importatori Prodotti Ortofrutticoli)
The association which includes importers of tropical fruit
Address: Largo Brindisi, 5-00182 ROME (RM)
Tel: 39 6 70 49 74 72
Fax: 39 6 700 44 28

European Union

COLEACP (Europe-Caribbean-Pacific Liaison Committee)

This is an organisation financed by the European Commission which is responsible for promoting tropical fruit 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 importation 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

• *CHAMBERS OF COMMERCE*

These are organisations from which general information on international and national trade can be obtained (company databases - customs regulations – organisation of trade 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 bte10, B-1040 BRUXELLES
Tel: 32 2 217 36 71
Fax: 32 2 217 46 34

Germany

Deutscher Industrie und Handelstag (DIHT)
Address: Adenhauerallee 148, D 53113 BONN
Tel: 49 228 1040
Fax: 49 228 104158

Spain

Consejo Superior de Camaras de Comercio Industria y Navegacion
Address : Claudio Coello, 19, 1°E-28001 MADRID
Tel: 34 1575 34 00
Fax: 34 1435 23 92 / 435 42 55

France

Assemblée des Chambres Françaises de Commerce et d'Industrie (ACFCI)
Address: Avenue d'Iéna 45, F-75769 PARIS
Tel: 33 1 40 69 37 00
Fax: 33 1 47 20 61 28

Italy

Unione Italiana delle Camere di Commercio, Industria, Artigianato e Agricoltura
Address: Piazza Sallustio 21, I-00187 ROME
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

United Kingdom

Association of British Chambers of Commerce
Address: 9, Tufton Street, LONDON SW 1P 3QB
Tel: 44 171 222 15 55
Fax: 44 171 799 22 02

- ***ORGANISATIONS RESPONSIBLE FOR PROMOTING IMPORTS FROM DEVELOPING COUNTRIES***

Germany

BFAI (Federal Office of Foreign Trade Information)
P.O.Box 10 06 22
50445 Köln
Tlx: 8882735 BFA D
Fax: (49221) 2057212
Tel: (49221) 20570

PROTRADE (GTZ Deutsche Gesellschaft für Technische Zusamnenarbeit GmbH/PROTRADE)
Dag-Hammarakjöld-Weg 1
65726 Eschborn
Tlx: 407501-0 GTZ D
Fax: (496196) 797372
Tel: (496196) 793169

United Kingdom

DECTA
St Nicholas House
St Nicholas Road
Sutton, Surrey SM1 1EC
Tlx: 948116 DECTA G
Fax: (44181) 6938030
Tel: (44181) 6433311

Netherlands

CBI (Centre for the Promotion of Imports from Developing Countries)
P.O.Box 30009
3001 DA Rotterdam
Tlx: 27151 CBIBZ NL
Fax: (3110) 4114081
Tel: (3110) 2013434

Sweden

SWEDECORP Swedish International Development Cooperation Agency (SIDA)
10625 Stockholm
Tlx: 14135 SWCORP S
Fax: (468) 208864
Tel: (468) 6985000

Canada

TFOC (Trade Facilitation Office Canada)
56 Sparks Street
Suite 500
Ottawa, Ontario K1P 5A9
Fax: (1613) 2337860
Tel: (1613) 2333925

Japan

JETRO (Japan External Trade Organization)
2-5, Toranomon 2-Chome
Minato-Ku
Tokyo 105
Tlx: 24378 JETRO J
Fax: (813) 35870219
Tel: (813) 35825522

Norway

NORIMPOD (Norwegian Import Promotion Office for Products from Developing Countries)
P.O.Box 8034-DEP
0030 Oslo
Tlx: 76548 NORAD N
Fax: (47) 22314403
Tel: (47) 22314400