



Handicrafts

A survey of the market for handicrafts in Denmark

DANISH IMPORT
PROMOTION OFFICE
(DIPO)

Market Brief: Handicrafts

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1. Facts and introduction to Denmark

1.1 Introduction

Denmark is one of the Scandinavian countries (which also includes Sweden and Norway) and it is located in Northern Europe. In addition to Denmark itself, the kingdom also includes the Faroe Islands and Greenland.

Denmark consists of the peninsula of Jutland and approximately 406 islands, of which about 80 are inhabited. Of these, the largest and most densely populated is Zealand where the capital of Copenhagen is situated, Funen and the north of Jutland. The North Sea defines Denmark to the west, while the islands divide the Baltic from the Kattegat. The Danish islands are thus on the sea lane from the Baltic to the main oceans of the world and at the same time on the trade route from the Nordic countries to central Europe.

The form of government is a parliamentary democracy with a royal head of state. The system of production is capitalist (economic liberalism) with private ownership of businesses and production. The state and other public authorities, however, exercise a considerable regulatory control and provide comprehensive services for the citizens.

Denmark is a developed industrialised country. By international standards, the standard of living is high, and the differences between rich and poor are smaller than in many of the countries with which Denmark is traditionally compared.

Denmark is a member of the European Union. The proximity of Germany has traditionally orientated the country south in an economic and political sense, but close cooperation with Sweden, Norway, Finland and Iceland, with which Denmark enjoys a passport union, also ties Denmark to the North.

The country has a coastline totalling approximately 7300 km in all and a 68-km-long frontier with Germany. It is a distinctly low-lying country, the highest point being only 173 metres above sea level. The climate is temperate, and precipitation is sufficient to provide all the water needed.

Denmark is poor in mineral deposits. However, chalk for the production of cement is found in considerable quantities, and more oil and gas is extracted from the North Sea than is needed for home consumption.

The population stands at approximately 5.3 million, and the population density is about 120 per square kilometre. The language is Danish. However, the business language is English and to a lesser degree also German.

85% of the population live in towns. The greater Copenhagen region accounts for 1.8 million inhabitants. The second city is Århus (215,000 inhabitants). In addition the entire country is otherwise covered by a network of medium-sized towns.

Danish agriculture is highly developed, producing a considerable surplus of manufactured foods which are exported to other countries. Industrial production is very varied in relation to the size of the country. Among the commodities that have made Denmark known abroad are, in addition to agricultural produce, beer, medicines, furniture, shipping and products of the advanced metal industries.

Both agriculture and industry are highly effective. Agriculture and fisheries employ only 4%, and industry and construction 24% of the population. The remaining 72% are employed in the service sector, 31% in the public sector and 41% in private business, including the traditional shipping trade.

Denmark is well provided with traffic systems. The road network is good everywhere in the country; railways and air links provide quick transport, and the islands are connected by ferries and a large number of bridges. Kastrup near Copenhagen is the largest international airport in the country and in Scandinavia and is at the same time a crossroads for air traffic to and from the other Scandinavian countries.

For more information regarding Denmark please see the website of the Ministry of Foreign Affairs at www.um.dk/english/danmark/danmarksbog. In addition a guide to the Danish market for exporters from developing countries can be obtained by contacting the Danish Import Promotion Office (DIPO) in Copenhagen or by downloading it directly from the website of DIPO at www.dipo.dk. The guide is entitled "Exporting to Denmark".

1.2 The Economy

The Danish economy is small and open, very dependent on trade with other countries and without any possibility of influencing international trading conditions or central economic factors, e.g. interest rates. The value of both exports and imports constitutes about 1/3 of GNP. About 2/3 of foreign trade is with other EU countries. Germany is clearly the most important bilateral trading partner, but Sweden, Great Britain, and Norway are also of significance. Outside Europe, Denmark trades especially with the USA and Japan.

On account of the great importance of foreign trade for the domestic economy, Denmark is very keen to deal freely in goods and services with other countries. Consequently, Denmark has joined collaborative organisations such as the EU, OECD and WTO and within the framework of these has striven actively to remove obstacles to free trade.

Since the Second World War, the composition of exports has undergone a great change. Industrial exports are greater than agricultural exports and play an ever-increasing role in the export of Danish products. The export of agricultural products used to dominate. Thus in the middle of the 1990s, industrial exports make up about 75% of total export values, while the share of agricultural exports is about 15%. Rather more than 1/3 of industrial exports consists of machines and instruments, while chemical products and industrially manufactured agricultural products, including tinned meat, account for approximately 11% and 10% respectively. After a considerable growth in the 1970s and 1980s, the export of services has stagnated in the first half of the 1990s.

Imports of raw materials and half-finished products, including energy, and of machines and other capital equipment accounts for just under 70% of total imports of the manufacturing industry. In the 1980s, Danish oil production rose considerably, and this has effected a steep fall in energy imports. The remaining just under 30% of imports generally speaking encompass consumer products, including cars. Denmark also has a considerable import of foreign services.

1.3 Trade structure/distribution networks

The wholesale and retail trades, which from the point of view of employment constitute the major element in the private service sector, have both undergone changes since the 1970s. This is partly because the traditional distinctions between the part sectors in a great many cases have been erased by an integration of retail, wholesale and in certain cases producer sectors (vertical integration). Moreover, both areas have been marked by mergers within the sector (horizontal integration).

Wholesale Trade

The wholesale trade accounts for approximately 70% of overall turnover in the trade sector. This share has been growing for a number of years, which is linked to the continued specialisation in the manufacturing sector, which brings with it more trade between the firms and thus greater activity in the wholesale trade. The increase in activity has moreover resulted in a small growth in employment since the middle of the 1980s.

Since the middle of the 1980s, the wholesale trade has undergone a major restructuring in which a number of retail chains i.a. have established their own purchasing organisations or, like for instance Dansk Supermarket (consisting of a number of supermarket chains and mega stores) and the FDB (Cooperative Wholesale Society) group, have engaged in international cooperation. At the same time the major shopping chains increasingly buy direct from the producers. Turnover in the wholesale trade is completely dominated by the major firms in the sector. Thus, 4% of firms accounted for about 75% of the total turnover in 1995. In sharp contrast to this, almost half of the VAT-registered entities were small one-man businesses, which together accounted for less than 1% of total turnover.

Retail Trade

Despite a strong rise in turnover, employment in the retail trade fell since the 1980s. In all important respects decisions regarding product ranges still rest with the individual retailer, but with the increased integration with the wholesale trade, the wholesale sector has achieved greater influence. Changes in product ranges are seen partly in the shape of new goods, but also in shops in one sector taking over the range of goods sold by other sectors; this is known as compound trading. New types of shops have appeared in the form of supermarkets, low-price warehouses and discount stores, while the self-service system dominates entirely. Moreover a number of part functions have to a certain extent been taken over either by other areas in the turnover chain or by the consumers. As the result of an increasing proportion of turnover being made up of nation-wide branded goods, a good deal of - for instance - advertising is now in the hands of the producers.

To this must be added a new location pattern: In the older, central town areas and in the rural districts a large number of retail shops have been closed, while new shops have been collected in centres on the outskirts of the towns. From 1970 to the beginning of the 1990s, this trend has among other things resulted in a reduction in the number of shops selling everyday goods.

Although the structural changes in the retail trade have thus led to a concentration of turnover - 10% of the shops accounted for just under 80% of total turnover in 1995 - there is still a large number of small shops; thus about 1/3 of shops together accounted for only 1% of total retail turnover in 1995. Three out of four retail shops are one-man businesses, while the remainder are mainly limited companies or cooperative undertakings.

1.4 Practical Information

As an open economy and a member of the European Union, there are generally no restrictions on the importation of goods to Denmark. With regard to importing handicrafts, there are a number of rules and regulations concerning quality standards which are described in Section 2.8: "Packaging and labelling".

The sales price of all goods and services in Denmark is subject to 25% VAT. In order to illustrate the composition of the sales price for the end-user in Denmark an example of the price components is described in Section 2.5: "Price".

Potential exporters can receive various advice from the commercial advisors attached to the Danish Embassies abroad. Often the embassies will refer to the Danish Import Promotion Office (DIPO) in Denmark. For a complete list of Danish representations abroad please see the homepage of the Ministry of Foreign Affairs at www.um.dk and the Section 2.11: "Useful addresses".

2.The Danish Market for Handicrafts

2.1 Product description

Handicrafts consist of a broad range of products which are not easily labelled in a specific group. However, the following definition is broad enough so that it may be applied to the wide range of world's crafts. The definition was adopted by 44 countries' representatives participating in the UNESCO/ITC International Symposium on "Crafts and the International Market: Trade and Customs Codification" in Manila, 1997.

"Artisanal products are those produced by artisans, either completely by hand, or with the help of hand-tools or even mechanical means, as long as the direct manual contribution of the artisan remains the most substantial component of the finished product. These are produced without restriction in terms of quantity and using raw materials from sustainable resources. The special nature of artisanal products derives from their distinctive features, which can be utilitarian, aesthetic, artistic, creative, culturally attached, decorative, functional, traditional, religiously and socially symbolic and significant".

The nomenclature for statistics within the European Union does not specify handicrafts as such. However, a number of different chapters include products that can be categorised as handicrafts. In order to make this market guide more operational the guide has been limited to describe the following selected product groups (the numbers mentioned are the CN codes in the European Union's statistical nomenclature):

- 4420: Wood marquetry and inlaid wood; caskets and cases for jewellery or cutlery, and similar articles, of wood; statuettes and other ornaments, of wood; wooden articles of furniture not falling in Chapter 94
- 4602: Basketwork, wickerwork and other articles, made directly to shape from plaiting materials or made-up from goods of heading No 4601; articles of loofah
- 6912: Ceramic tableware, kitchenware, other household articles and toilet articles, other than of porcelain or china
- 6913: Statuettes and other ornamental ceramic articles
- 6914: Other ceramic articles
- 8306: Bells, gongs and the like, non-electric, of base metal; statuettes and other ornaments, of base metal; photograph, picture or similar frames, of base metal; mirrors of base metal

For a full list of the 23 goods included in this market guide please see Annex 1.

2.2 Market size

A full table of the imports to Denmark of the 23 goods is enclosed as Annex 2, where also the countries of origin are presented for each product. The total market size for handicraft in Denmark is:

TABLE # 1: Market size in Denmark for handicrafts

Total imports to Denmark in DKK	1998	1999	2000	Increase
4420 - Wood marquetry, etc.	73.887.000	70.206.000	75.426.000	7%
4602 - Basketwork, wickerwork, etc.	39.588.000	47.857.000	59.960.000	25%
6912 - Ceramic table- and kitchenware	43.688.000	28.943.000	37.323.000	29%
6913 - Statuettes, etc.	182.919.000	184.221.000	250.105.000	36%
6914 - Other ceramic articles	111.883.000	81.737.000	79.802.000	-2%
8306 - Bells, gongs and the like	40.918.000	46.124.000	54.840.000	19%
Total	492.883.000	459.088.000	557.456.000	21%

As can be seen from the table above there is an increasing trend in importing handicrafts to Denmark in all the categories except one.

Furthermore, as described in Annex 2, some goods are almost exclusively imported from developing countries e.g. statuettes and other ornaments of tropical wood (imported primarily from Thailand, Indonesia and China); basketwork and other articles made directly from vegetable plaiting materials (imported primarily from Indonesia and China); and statuettes and other ornamental articles of common pottery (imported primarily from Vietnam, Malaysia and China). However, for other goods a large proportion is imported to Denmark through other countries, e.g. tableware, kitchenware, other household articles and toilet articles, of stoneware (83% through other countries); ceramic articles of porcelain or china (83% through other countries); and bells, gongs and the like, non-electric, of base metal (71% through other countries). For these three last mentioned goods, however, the bulk of the imports are from Portugal, Sweden and the Netherlands, respectively. There is thus not a specific “gateway” to Denmark with regard to importing handicrafts.

2.3 Market characteristics

The market for handicrafts can be divided into four segments depending on the reason for buying the article and the occasion when the article is usually bought:

The utility segment is by far the most important segment. The products within this market segment are typically bought for either personal use or to be used by a family member. The articles are bought when the need arises; i.e. at all times during the year. For instance people buy a new basket when they need it. The purchase of goods in this segments are usually done in ordinary department stores, supermarkets, etc.

The gift article segment is the second most important segment. The products within this market segment are typically bought to give away to family and friends at special occasions, such as birthdays, Christmas, etc. The purchaser of goods in this segment will look in both department stores and in specialised gift shops.

The art objects segment is a small segment and consists of various goods with an artistic value, such as designer china, special woodcarvings or statuettes made in numbered and signed series. These articles can be purchased in both department stores and in specialised stores, but also in art galleries and artisans' studios. The difference between the art object market and the gift article market is first of all the price and exclusivity of the articles, and secondly, the fact that the art objects are not necessarily bought as gifts to be given away, but are often bought by collectors for their own homes.

The souvenir segment is the fourth market segment. This segment can be important for importers who import "Danish souvenirs" from low cost export countries to be sold to tourists in Denmark (i.e. Danish handicrafts that happen to have been produced abroad). This market is however very different from the souvenirs produced in other countries and directed at Danish tourist in that particular country. In this context it must be emphasised that Danish tourists on holiday abroad buy things - souvenirs - they would never buy at home. Handicraft producers and traders in these tourism destinations should thus not draw the conclusion that the articles, which sell well to foreign tourists, could also be sold for export.

This is due to the fact that when purchasing a souvenir the tourist is actually buying a memento of the holiday just as much as an item the tourist actually wants. There is also a price consideration. The price of a handicraft in a shop or a bazaar in a tourism destination is approximately 15-20% of the price that it would cost in a shop in Denmark. The reasons for the price difference of course being the transport costs, the mark-ups of the middlemen plus duties and value added tax in Denmark.

In the past three years there has been a general increase in the consumption of handicrafts in Denmark. This is especially the case for products such as:

- Caskets and cases for jewellery or cutlery and similar articles and articles of furniture of tropical wood;
- Tableware, kitchenware, other household articles and toilet articles, of common pottery; and
- Statuettes and other ornamental articles of porcelain or china

where exports between 1999 and 2000 increased between 81% and 139% as described below.

TABLE # 2: Increase in import to Denmark, 1999 – 2000

KN-code	Commodity	Total import		Increase 1999-00
		1999	2000	
4420 10 11	Statuettes and other ornaments of tropical wood	6.424.000	4.908.000	-24%
4420 10 19	Statuettes and other ornaments of non-tropical wood	36.816.000	38.161.000	4%
4420 90 91	Caskets and cases for jewellery or cutlery and similar articles and articles of furniture of tropical wood	916.000	2.187.000	139%
4420 90 99	Caskets and cases for jewellery or cutlery and similar articles and articles of furniture of non-tropical wood	26.050.000	30.170.000	16%

KN-code	Commodity	Total import		Increase 1999-00
		1999	2000	
4602 10 91	Basketwork and other articles made directly from vegetable plaiting materials	37.498.000	45.101.000	20%
4602 10 99	Basketwork and other articles made from vegetable plaiting materials	7.302.000	9.056.000	24%
4602 90 00	Basketwork, wickerwork and other articles made directly to shape from non-vegetable plaiting materials or made up from goods of non-vegetable plaiting materials	3.057.000	5.533.000	81%

KN-code	Commodity	Total import		Increase 1999-00
		1999	2000	
6912 00 10	Tableware, kitchenware, other household articles and toilet articles, of common pottery	4.941.000	8.994.000	82%
6912 00 30	Tableware, kitchenware, other household articles and toilet articles, of stoneware	25.484.000	29.938.000	17%
6912 00 50	Tableware, kitchenware, other household articles and toilet articles, of earthenware or fine pottery	29.624.000	39.062.000	32%
6912 00 90	Ceramic tableware, kitchenware, other household articles and toilet articles	3.555.000	4.735.000	33%

KN-code	Commodity	Total import		Increase 1999-00
		1999	2000	
6913 10 00	Statuettes and other ornamental articles of porcelain or china	25.948.000	50.339.000	94%
6913 90 10	Statuettes and other ornamental articles of common pottery	99.956.000	143.700.000	44%
6913 90 91	Statuettes and other ornamental articles of stoneware	2.707.000	3.383.000	25%
6913 90 93	Statuettes and other ornamental articles of earthenware or fine pottery	20.240.000	15.765.000	-22%
6913 90 99	Statuettes and other ornamental ceramic articles	35.370.000	36.918.000	4%

KN-code	Commodity	Total import		Increase 1999-00
		1999	2000	
6914 10 00	Ceramic articles of porcelain or china	4.034.000	1.423.000	-65%
6914 90 10	Ceramic articles of common pottery	68.560.000	65.755.000	-4%
6914 90 90	Ceramic articles	9.143.000	12.624.000	38%

KN-code	Commodity	Total import		Increase 1999-00
		1999	2000	
8306 10 00	Bells, gongs and the like, non-electric, of base metal	2.564.000	2.597.000	1%
8306 21 00	Statuettes and other ornaments, of base metal, plated with precious metal	3.620.000	2.696.000	-26%
8306 29 10	Statuettes and other ornaments of copper, not plated with precious metal	3.750.000	2.650.000	-29%
8306 29 90	Statuettes and other ornaments of base metals other than copper not plated with precious metal	42.504.000	52.132.000	23%

According to a qualitative survey encompassing Danish importers of handicrafts, the main parameter for selling the goods on the Danish market is quality and price, which are obviously interrelated.

The customer requires that the products are unique and are perceived as “special”. This is mainly due to the large number of handicrafts that are purchased with the intent to give as a gift to family and friends.

Furthermore, a number of the Danish importers are forwarding their own designs to the producer who then produces the goods according to the specifications.

2.4 Market access

There is no common organisation of the market for handicrafts in the European Union. However, a directive is in force that covers the issue of consumer health and safety in general. The directive covering this area is Council Directive 76/769/EEC of 27 July 1976 can be accessed on the European Union website at http://europa.eu.int/eur-lex/en/lif/reg/en_register_152030.html

When exporting to the European Union the Generalised Scheme of Preferences (GSP) applies. The GSP was created as a trade regime under which the European Union granted autonomous and non-reciprocal trade preferences to developing countries. A total of 142 countries are currently eligible.

However, when importing from the 49 Least Developed Countries (LDCs) access is duty-free and quota-free for all products under the recent "Everything But Arms" (EBA) initiative, which has been in force since March 1st 2001. The free market access under the EBA initiative will be fully effective this year for all products except bananas, rice and sugar whose imports will be progressively liberalised until 2006 (rice and bananas) and 2009 (sugar).

In addition to the 49 LDCs, some 90 developing countries and economies in transition - mainly in Asia - have preferential access to the EU market.

As a member of the European Union, Denmark is part of the EU customs union and thus part of the GSP. However, when exporting from a non-LDC country it is

recommended to contact the Danish Customs Authorities at www.toldskat.dk or EUROSTAT in Luxembourg at <http://europa.eu.int/comm/eurostat> for more detailed information.

2.5 Price level

A typical price consists of the following elements:

= Price for the consumer	100%
+ VAT	
+ Mark-up	
+ Transport	
= Sales price to wholesaler/retailer	40%
+ VAT	
+ Transport	
+ Mark-up	
= Import price to Denmark	30%
+ Duty (if applicable)	
+ Transport and insurance (Incoterms CIF)	
Sales price in exporting country	15%

NB: Some of the usual middlemen in business transactions such as importer or wholesalers are more and more often excluded in the transaction. The importer thus becomes both importer and wholesaler and sometimes even also retailer. An example is a small importer that imports specific handicrafts directly to their own store in Copenhagen.

The main issue regarding price - which was raised by several Danish importers - is that prices quoted by exporters in the Far East (especially China) are generally more competitive than prices quoted from exporters in Africa and Latin America.

2.6 Distribution channels

In Denmark the main importers of handicrafts can be divided into retail chains and specialised importers. The first group consists of for instance Dansk Supermarked (consisting of a number of supermarket chains and mega stores such as Bilka, Netto and Føtex) and the FDB Cooperative Wholesale Society (Brugsen, Kvickly and Fakta) that import large quantities of goods - often in connection with a specific "theme week" - directly to the end-users. In some cases the retail chains use agents with local knowledge of the market in question to facilitate the trade.

The second group consists of more specialised importers and wholesalers who have strong local contacts and often order goods according to specific designs tailored to the European style and taste. These specialised importers typically focus their business on importing a limited product range from a single country, which they obtain an intimate knowledge about. This focus is for example handmade products from Indonesia, laquerware from Vietnam, purses & bags from Guatemala and baskets & figures from Kenya.

2.7 Commercial practices

In the handicrafts business - as well as in other businesses - a good working relationship is based on mutual understanding and trust. Often a relationship begins with a small export after sample products have proved satisfactory.

Provided the quality of the first order is equivalent to the quality of the sample, a business relationship has begun. It is thus essential for a new exporter that the first contacts are handled in a professional manner in order for the co-operation to flourish. After co-operating for a while the good relationship is consolidated by the importer placing additional orders with the exporter, who in turns has to honour this trust by providing quality goods on time.

Transport terms depend on the size of the order, the commodity in question and how quickly the importer needs the goods. However, the normal terms of transport for large quantities are usually by sea. Airfreight is only used on a case-by-case basis.

“Incoterms” are often used as the basis of the terms of trade. Incoterms make international trade easier and help traders in different countries to understand one another. Incoterms are uniform sales terms used in foreign trade, dividing various costs and responsibilities between buyers and sellers.

There are thirteen Incoterms, and each determines who does what and who pays for what, all the way from the seller's door to the buyers' door. The Incoterms are available at the International Chamber of Commerce website at www.iccwbo.org

Payment conditions are a part of the negotiations between exporter and importer, who have more or less opposing interests. The seller wants to have the largest possible guarantee of financial coverage for the goods he has to supply according to his sales contract. The buyer wants to be sure about availability, quantity and quality of the goods he buys, before he pays the agreed price.

Payment methods vary according to the extent to which the business relationship is developed and to the availability of the product offered. The most popular payment method for beginner traders is to make use of an irrevocable Letter of Credit, however once a good relationship has been formed - based on trust and the commitment to a long-term partnership – other forms of payment are used.

One example could be paying 1/3 at the time when the order is placed (before the goods have been produced), 1/3 at the time of shipment (when the goods have been produced) and 1/3 at the time of delivery to the importer (receipt of the goods in Denmark).

2.8 Packaging and labelling

Packaging and labelling are important parameters and great care should be given to packaging of products to Denmark. Shipment per container is the safest (and cheapest) way of transport, especially for articles made of ceramic, glass and other fragile materials. The articles must be packed in such a way that they would not be affected by rough transport handling or damaged by weather conditions. Packing the goods in solid boxes with dimensions enabling easy handling and weight (not exceeding 25 kg per carton) is recommended. Wherever possible, the outer cartons should be placed together on pallets, to further avoid the risks of damage during transit. However, since handicrafts by their very nature are handmade, their dimensions can vary.

Today's consumers want to know what they are buying. Therefore, it is important - as a minimum - to mark the product brand name, special materials used in the production, name or sign of the craftsman, country of origin and guarantee of originality. The label on the article has to provide this data in a language comprehensible in the target market. In addition, the label could include - if applicable - size or volume and whether the products have been produced in an environmentally friendly way i.e. produced from recyclable material. If products are exported directly to supermarkets and/or retail chains EAN labelling is required.

Product labels such as the eco-label and the fair trade label are used to guarantee the consumer an environmentally and/or socially sound product and to distinguish the product from competitors in a positive way (e.g. organic raw materials, no child labour, no use of harmful chemicals, etc.). Any company can apply for national and for European labels. Procedures to obtain the label can however be cumbersome and expensive so further information should be obtained. The legal basis for the European Union's eco-label was established by Commission Decision 93/517/EEC of 15 September 1993 on a standard contract covering the terms of use of the Community eco-label. The Commission Decision can be read in its entirety at http://europa.eu.int/eur-lex/en/lif/dat/1993/en_393D0517.html

In Denmark (and in the other Nordic countries) the Nordic Swan label exists. Further information regarding this label can be obtained at the National Consumer Agency of Denmark at www.fs.dk

2.9 Sales promotion

Participating in international trade fairs is an important activity in order to create contact to future co-operation partners. Before exhibiting it is often advisable to participate in the fair as a visitor. A well-prepared and properly executed visit to a trade fair can constitute a very cost-effective market research since it is possible to meet both future competitors and potential customers at the fair.

For some product groups however there are not really suitable trade fairs in Denmark. The important ones often take place in Germany, Italy or France and Danish importers also frequently visit these fairs. If you choose to exhibit in a trade fair it is important to know in advance who are the target groups of the fair. In Denmark, exhibitors are often wholesalers or importers and the target group are the retailers. The Danish and international trade fairs focusing especially on handicrafts are:

- FORMLAND in Herning, Denmark (mainly open for retailers)
- G & B in Roskilde, Denmark (mainly open for retailers)
- Autumn Fair in Birmingham, U.K.
- TENDENCE in Frankfurt, Germany
- AMBIENTE in Frankfurt, Germany

Furthermore, a number of Danish importers have well-equipped showrooms where potential partners and clients can view the product range. In addition, a number of Danish importers highlighted the importance of being invited by the producers to their production sites in order to obtain a first hand impression of the production.

2.10 Market opportunities

Globalisation and tourism has resulted in an increasing interest for a broad variety of handicrafts. The habits of Danish consumers are thus quite varied. Danish consumers are thus presently buying as diverse products as makonde figures from Tanzania, laquerware from Vietnam, basket ware from the Philippines and handmade paper products (i.e. bamboo paper) from Indonesia. Common denominators regarding import of handicrafts are however requirements concerning unique products with a high and consistent quality often based on design provided by the importer.

Potential exporters interested in developing co-operation with Danish importers should thus pay close attention to among other things quality, packaging and transport and focus on everything related to maintaining a high and consistent quality. Some importers have also developed ethical guidelines for imports. This relates to issues such as workers welfare, etc.

However, since consumer preferences regarding quality and appearance can change quite rapidly, handicrafts producers need to be aware of the difficulties of exporting to Denmark. If a sufficiently high product quality for the customers is not maintained, the exporter has no future.

Furthermore, a number of Danish importers have rigorous requirements before purchasing. For example one Danish importer demands that all goods are checked

at the source in accordance with their own strict procedures on quality control and packaging standards in order to ensure a high and consistent level of quality.

This rigorous attention to detail and contact with local producers in the developing countries also enables the importers to find products representing the local handicrafts tradition in various parts of the exporting countries. And it enables the importer to buy directly from the people who make them in the villages. This procedure cuts out the middlemen, agents or export firms, partly for reasons of cost, and partly in order to maintain the direct contact with the suppliers at local level.

Another area where Danish (and European) importers can be quite demanding is regarding recycling and the environment, both in Europe and in the country where the products originate.

One importer makes it a principle to recycle all the packaging materials they receive from the developing country to be re-used when sending goods to the retailers in Denmark.

A lot of importers also pay strict attention to regulations forbidding child labour. They have rules stating that anyone who contributes to the manufacture of a product must be at least 15 years of age. The enforcement of this is however difficult since most productions takes place in sometimes remote villages. But if suppliers are caught breaking the guidelines forbidding child labour, it will have consequences for the future business relationship.

Another issue is production time. Since handicrafts by their very nature are handmade, longer production times must in general be expected than in industrial manufacture. This means good planning skills on behalf of the exporter is also required.

In summary the following list points out which issues can be the key to success when dealing with firms in Denmark:

- Communicating (in English) with the importer is important, since the presentation of your company should be as correct and accurate as possible. Telephone, fax and e-mail are indispensable and especially use of e-mail is increasing in popularity (especially in cases with a large time difference between the exporter and the importer)
- Maintaining consistency in quality and reliability. Always be honest and direct about delivery times, quality and production capacity. In case of a delay, inform the importer right away and state the reason for the delay. It will increase your credibility as an exporter and support the forming of long-term business relationships. Therefore never ship poorer quality goods than those demanded and agreed upon.

- Having the ability to participate in product development by producing goods according to own designs or designs provided by the importer. Furthermore, having the ability to develop the designs into a whole series of items (a collection) that fits the European style and taste. One way of obtaining this knowledge is by visiting the fairs mentioned above or the following websites: www.design.dk www.scandinaviandesign.com www.danishwave.dk www.formland.dk

2.11 Useful addresses

<p>DIPO Børsen - Slotsholmsgade 1217 Copenhagen K Denmark Telephone: +45 33 95 05 00 Telefax: +45 33 12 05 25 E-mail: dipo@commerce.dk Web-site: www.dipo.dk</p>	<p>Ministry of Foreign Affairs Asiatisk Plads 2 1448 Copenhagen K Denmark Telephone: +45 33 92 00 00 Telefax: +45 32 54 05 33 E-mail: um@um.dk Web-site: www.um.dk</p>
<p>The National Consumer Agency of Denmark Amagerfaelledvej 56 2300 Copenhagen S Denmark Telephone: + 45 32 66 90 00 Telefax: + 45 32 66 91 00 E-mail: fs@consumer.dk Web-site: www.fs.dk</p>	<p>Statistics Denmark Sejroegade 11 2100 Copenhagen Oe Denmark Telephone: +45 39 17 39 17 Telefax: +45 39 17 39 99 E-mail: dst@dst.dk Web-site: www.dst.dk</p>
<p>The Danish Customs Authority Oestbanegade 123 2100 Copenhagen Oe Denmark Telephone: +45 35 29 73 00 Telefax: +45 35 43 47 20 Web-site: www.toldskat.dk</p>	<p>Swedish International Development Co-operation Agency (SIDA) 105 25 Stockholm Telephone: +46-8-698 50 00 Telefax: +46-8-20 88 64 E-mail: info@sida.se Web-site: www.sida.se</p>
<p>Centre for Promotion of Imports (CBI) P.O. Box 30009 NL - 3001 DA ROTTERDAM The Netherlands Telephone: + 31(0)10 201 34 34 Telefax: + 31(0)10 411 40 81 E-mail: cbi@cbi.nl Web-site: www.cbi.nl</p>	<p>International Trade Centre UNCTAD Palais des Nations 1211 Geneva 10 Switzerland Telephone: +41 22 730 01 11 Telefax: +41 22 733 44 39 E-mail: itcreg@intracen.org Web-site: www.intracen.org</p>

Both the Centre for the Promotion of Imports from developing countries (CBI) in the Netherlands and SIDA in Sweden have produced market briefs on handicrafts or related products. These documents can be obtained through their websites mentioned above.

Annex 1: List of handicrafts

KN-code	Commodity
4420 10 11	STATUETTES AND OTHER ORNAMENTS OF TROPICAL WOOD
4420 10 19	STATUETTES AND OTHER ORNAMENTS OF NON-TROPICAL WOOD
4420 90 91	CASKETS AND CASES FOR JEWELLERY OR CUTLERY AND SIMILAR ARTICLES AND ARTICLES OF FURNITURE OF TROPICAL WOOD
4420 90 99	CASKETS AND CASES FOR JEWELLERY OR CUTLERY AND SIMILAR ARTICLES AND ARTICLES OF FURNITURE OF NON-TROPICAL WOOD
4602 10 91	BASKETWORK AND OTHER ARTICLES MADE DIRECTLY FROM VEGETABLE PLAITING MATERIALS
4602 10 99	BASKETWORK AND OTHER ARTICLES MADE FROM VEGETABLE PLAITING MATERIALS
4602 90 00	BASKETWORK, WICKERWORK AND OTHER ARTICLES MADE DIRECTLY TO SHAPE FROM NON-VEGETABLE PLAITING MATERIALS OR MADE UP FROM GOODS OF NON-VEGETABLE PLAITING MATERIALS
6912 00 10	TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES, OF COMMON POTTERY
6912 00 30	TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES, OF STONEWARE
6912 00 50	TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES, OF EARTHENWARE OR FINE POTTERY
6912 00 90	CERAMIC TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES
6913 10 00	STATUETTES AND OTHER ORNAMENTAL ARTICLES OF PORCELAIN OR CHINA
6913 90 10	STATUETTES AND OTHER ORNAMENTAL ARTICLES OF COMMON POTTERY
6913 90 91	STATUETTES AND OTHER ORNAMENTAL ARTICLES OF STONEWARE
6913 90 93	STATUETTES AND OTHER ORNAMENTAL ARTICLES OF EARTHENWARE OR FINE POTTERY
6913 90 99	STATUETTES AND OTHER ORNAMENTAL CERAMIC ARTICLES
6914 10 00	CERAMIC ARTICLES OF PORCELAIN OR CHINA
6914 90 10	CERAMIC ARTICLES OF COMMON POTTERY
6914 90 90	CERAMIC ARTICLES
8306 10 00	BELLS, GONGS AND THE LIKE, NON-ELECTRIC, OF BASE METAL
8306 21 00	STATUETTES AND OTHER ORNAMENTS, OF BASE METAL, PLATED WITH PRECIOUS METAL
8306 29 10	STATUETTES AND OTHER ORNAMENTS OF COPPER, NOT PLATED WITH PRECIOUS METAL
8306 29 90	STATUETTES AND OTHER ORNAMENTS OF BASE METALS OTHER THAN COPPER NOT PLATED WITH PRECIOUS METAL

Annex 2: Import of handicrafts to Denmark, 1998-2000

KN-code	Commodity	1998	1999	2000	%	Increase 1999-2000
4420 10 11	STATUETTES AND OTHER ORNAMENTS OF TROPICAL WOOD					
	Morocco	162.000			0%	
	Egypt	257.000	79.000	108.000	2%	37%
	Mali		12.000		0%	-100%
	Burkina Faso	16.000	18.000	33.000	1%	83%
	Ivory Coast		71.000	16.000	0%	-77%
	Ghana		24.000	10.000	0%	-58%
	Senegal	26.000			0%	
	Gambia	85.000			0%	
	Togo	31.000			0%	
	Kenya	57.000	181.000	101.000	2%	-44%
	Tanzania	7.000		15.000	0%	
	Zimbabwe		25.000		0%	-100%
	Madagascar			242.000	5%	
	South Africa			36.000	1%	
	Guatemala		18.000		0%	-100%
	Ecuador		15.000		0%	-100%
	India	1.000.000	308.000	58.000	1%	-81%
	Sri Lanka			19.000	0%	
	Nepal		55.000		0%	-100%
	Myanmar		18.000		0%	-100%
	Thailand	1.378.000	897.000	1.434.000	29%	60%
	Vietnam		23.000	13.000	0%	-43%
	Indonesia	1.825.000	2.059.000	699.000	14%	-66%
	Malaysia		131.000	112.000	2%	-15%
	Philippines	107.000	71.000		0%	-100%
	China	865.000	1.050.000	897.000	18%	-15%
	Others countries	1.659.000	1.369.000	1.115.000	23%	-19%
	Total import	7.475.000	6.424.000	4.908.000	100%	-24%
4420 10 19	STATUETTES AND OTHER ORNAMENTS OF NON-TROPICAL WOOD					
	Guinea	9.000			0%	
	Morocco		46.000	43.000	0%	-7%
	Mali			8.000	0%	
	Senegal			29.000	0%	
	Ivory Coast		17.000		0%	-100%
	Ghana	64.000	36.000	21.000	0%	-42%
	Djibouti			13.000	0%	
	Kenya	1.223.000	727.000	326.000	1%	-55%
	Tanzania	266.000	125.000	44.000	0%	-65%
	Madagascar	14.000		83.000	0%	
	Zambia			19.000	0%	
	Zimbabwe	79.000	48.000	136.000	0%	183%
	Malawi	64.000	84.000	144.000	0%	71%
	South Africa	103.000	62.000	68.000	0%	10%
	Guatemala			27.000	0%	
	Mexico	7.000			0%	
	Ecuador	89.000		87.000	0%	
	Chile	16.000	26.000		0%	-100%
	Iran		15.000		0%	-100%
	Pakistan	9.000	76.000		0%	-100%
	India	1.888.000	1.781.000	2.218.000	6%	25%

			Bangladesh		12.000	0%	
			Sri Lanka	489.000	433.000	615.000	42%
			Nepal	59.000	28.000		-100%
			Thailand	1.461.000	1.751.000	2.301.000	31%
			Vietnam	68.000	308.000	575.000	87%
			Indonesia	4.209.000	6.070.000	5.064.000	-17%
			Malaysia	19.000		46.000	0%
			Philippines	611.000	507.000	1.400.000	176%
			China	5.652.000	6.303.000	5.086.000	-19%
			Others countries	28.092.000	18.373.000	19.796.000	8%
			Total import	44.491.000	36.816.000	38.161.000	4%
4420	90	91	CASKETS AND CASES FOR JEWELLERY OR CUTLERY AND SIMILAR ARTICLES AND ARTICLES OF FURNITURE OF TROPICAL WOOD				
			Bolivia			100.000	5%
			Kenya	11.000			0%
			Mauritius		8.000		-100%
			India	18.000	111.000		-100%
			Thailand			587.000	27%
			Indonesia		173.000	66.000	-62%
			Philippines			269.000	12%
			China	87.000	60.000		-100%
			Others countries	51.000	564.000	1.165.000	107%
			Total import	167.000	916.000	2.187.000	139%
4420	90	99	CASKETS AND CASES FOR JEWELLERY OR CUTLERY AND SIMILAR ARTICLES AND ARTICLES OF FURNITURE OF NON-TROPICAL WOOD				
			Ghana	269.000	74.000		-100%
			Djibouti			22.000	0%
			Kenya	171.000	297.000	486.000	64%
			Tanzania	13.000		40.000	0%
			Zimbabwe			38.000	0%
			Mexico		79.000		-100%
			India	352.000	104.000	142.000	37%
			Sri Lanka		163.000	145.000	-11%
			Thailand	526.000	397.000	363.000	-9%
			Vietnam	879.000	288.000	571.000	98%
			Indonesia	459.000	332.000	334.000	1%
			Malaysia		55.000		-100%
			Philippines	105.000	290.000	133.000	-54%
			China	1.959.000	5.287.000	7.711.000	46%
			Others countries	17.021.000	18.684.000	20.185.000	8%
			Total import	21.754.000	26.050.000	30.170.000	16%
4602	10	91	BASKETWORK AND OTHER ARTICLES MADE DIRECTLY FROM VEGETABLE PLAINTING MATERIALS				
			Morocco			8.000	0%
			Ghana	179.000			0%
			Kenya	249.000	317.000	387.000	22%
			Madagascar	25.000	414.000	259.000	-37%
			Zimbabwe			25.000	0%
			South Africa		12.000	56.000	367%
			Swaziland		8.000		-100%
			Dominica	211.000			0%
			Ecuador	23.000			0%
			India	40.000		55.000	0%

			Bangladesh	273.000	120.000	191.000	0%	59%
			Myanmar			270.000	1%	
			Thailand	101.000	254.000	77.000	0%	-70%
			Vietnam	1.213.000	1.662.000	2.398.000	5%	44%
			Indonesia	2.602.000	4.736.000	7.991.000	18%	69%
			Philippines	3.494.000	2.712.000	2.166.000	5%	-20%
			China	16.813.000	21.092.000	24.323.000	54%	15%
			Others countries	6.461.000	6.171.000	6.895.000	15%	12%
			Total import	31.684.000	37.498.000	45.101.000	100%	20%
4602	10	99	BASKETWORK AND OTHER ARTICLES MADE FROM VEGETABLE PLAITING MATERIALS					
			Kenya			19.000	0%	
			Madagascar			335.000	4%	
			India	15.000	17.000		0%	-100%
			Bangladesh		186.000	154.000	2%	-17%
			Myanmar			166.000	2%	
			Thailand		56.000	347.000	4%	520%
			Vietnam	110.000	802.000	268.000	3%	-67%
			Indonesia	421.000	742.000	250.000	3%	-66%
			Philippines	641.000	366.000	478.000	5%	31%
			China	2.592.000	3.850.000	5.745.000	63%	49%
			Others countries	713.000	1.283.000	1.294.000	14%	1%
			Total import	4.492.000	7.302.000	9.056.000	100%	24%
4602	90	00	BASKETWORK, WICKERWORK AND OTHER ARTICLES MADE DIRECTLY TO SHAPE FROM NON-VEGETABLE PLAITING MATERIALS OR MADE UP FROM GOODS OF NON-VEGETABLE PLAITING MATERIALS					
			Tunesia			52.000	1%	
			Burkina Faso	40.000	56.000	41.000	1%	-27%
			Kenya			12.000	0%	
			Madagascar		154.000	343.000	6%	123%
			Bangladesh	18.000			0%	
			India		24.000		0%	-100%
			Thailand		28.000	29.000	1%	4%
			Vietnam	25.000	120.000	238.000	4%	98%
			Indonesia	104.000	494.000	215.000	4%	-56%
			Philippines	67.000		468.000	8%	
			China	1.256.000	996.000	2.368.000	43%	138%
			Others countries	1.902.000	1.185.000	1.767.000	32%	49%
			Total import	3.412.000	3.057.000	5.533.000	100%	81%
6912	00	10	TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES, OF COMMON POTTERY					
			Tyrkiet	29.000	62.000		0%	-100%
			Lebanon		9.000		0%	-100%
			India			44.000	0%	
			Thailand	84.000	128.000	480.000	5%	275%
			Vietnam			65.000	1%	
			Indonesia	33.000	118.000	71.000	1%	-40%
			Malaysia	10.000			0%	
			Philippines	94.000	36.000	18.000	0%	-50%
			China	537.000	1.123.000	1.937.000	22%	72%
			Others countries	22.959.000	3.465.000	6.379.000	71%	84%
			Total import	23.746.000	4.941.000	8.994.000	100%	82%

6912	00	30	TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES, OF STONEWARE					
			Tyrkiet	18.000		0%		
			Morocco	15.000	35.000	0%	-100%	
			Brasil		317.000	0%	-100%	
			Lebanon		28.000	0%	-100%	
			India	151.000	15.000	53.000	0%	253%
			Bangladesh		30.000		0%	-100%
			Thailand	53.000		1.008.000	3%	
			Vietnam	28.000		496.000	2%	
			Indonesia	1.555.000	583.000	671.000	2%	15%
			Malaysia		138.000		0%	-100%
			Philippines		84.000		0%	-100%
			China	1.805.000	1.932.000	2.757.000	9%	43%
			Others countries	22.924.000	22.322.000	24.953.000	83%	12%
			Total import	26.549.000	25.484.000	29.938.000	100%	17%
6912	00	50	TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES, OF EARTHENWARE OR FINE POTTERY					
			Syria	9.000			0%	
			India	335.000	344.000	451.000	1%	31%
			Thailand		177.000		0%	-100%
			Vietnam	15.000	15.000	109.000	0%	627%
			Indonesia	14.000	58.000		0%	-100%
			Malaysia	59.000	102.000	552.000	1%	441%
			Philippines	80.000			0%	
			China	972.000	604.000	1.316.000	3%	118%
			Others countries	42.039.000	28.324.000	36.634.000	94%	29%
			Total import	43.523.000	29.624.000	39.062.000	100%	32%
6912	00	90	CERAMIC TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES AND TOILET ARTICLES					
			Tyrkiet		61.000	150.000	3%	146%
			Madagascar			103.000	2%	
			Brasil			166.000	4%	
			Peru	34.000			0%	
			India	75.000	52.000		0%	-100%
			Thailand		103.000	256.000	5%	149%
			Vietnam	104.000		47.000	1%	
			Indonesia		31.000		0%	-100%
			Malaysia		51.000		0%	-100%
			Philippines		69.000	101.000	2%	46%
			China	985.000	492.000	625.000	13%	27%
			Others countries	3.483.000	2.696.000	3.287.000	69%	22%
			Total import	4.681.000	3.555.000	4.735.000	100%	33%
6913	10	00	STATUETTES AND OTHER ORNAMENTAL ARTICLES OF PORCELAIN OR CHINA					
			Turkey		15.000		0%	-100%
			Morocco		101.000		0%	-100%
			Tunesia		56.000		0%	-100%
			Mexico	1.287.000	750.000	1.561.000	3%	108%
			Colombia	11.000			0%	
			Brasil	111.000	79.000		0%	-100%
			India		43.000		0%	-100%
			Bangladesh	13.000			0%	
			Thailand			255.000	1%	

Vietnam		102.000	107.000	0%	5%
Indonesia	14.000	39.000		0%	-100%
Malaysia	283.000	103.000	4.243.000	8%	4019%
Philippines	139.000	252.000	107.000	0%	-58%
China	4.480.000	7.345.000	4.898.000	10%	-33%
Others countries	20.227.000	17.063.000	39.168.000	78%	130%
Total import	26.565.000	25.948.000	50.339.000	100%	94%

6913 90 10 STATUETTES AND OTHER ORNAMENTAL ARTICLES OF COMMON POTTERY

Turkey	132.000	271.000		0%	-100%
Morocco	68.000	20.000	19.000	0%	-5%
Tunesia		48.000	227.000	0%	373%
Egypt		44.000		0%	-100%
Burkina Faso			16.000	0%	
Ghana		15.000		0%	-100%
Kenya	35.000			0%	
Zimbabwe	30.000			0%	
Mexico	560.000	676.000	406.000	0%	-40%
El Salvador	12.000		10.000	0%	
Colombia			17.000	0%	
Peru			7.000	0%	
Chile	39.000	33.000		0%	-100%
Bolivia	57.000	66.000	11.000	0%	-83%
Lebanon		32.000		0%	-100%
Iran	20.000	11.000	73.000	0%	564%
India	134.000	175.000	168.000	0%	-4%
Bangladesh	27.000	95.000	38.000	0%	-60%
Sri Lanka	484.000	170.000	106.000	0%	-38%
Nepal		16.000		0%	-100%
Thailand	3.790.000	4.266.000	3.858.000	3%	-10%
Vietnam	9.585.000	9.486.000	25.298.000	18%	167%
Indonesia	308.000	334.000	826.000	1%	147%
Malaysia	9.237.000	15.147.000	20.776.000	14%	37%
Philippines	6.517.000	3.440.000	2.907.000	2%	-15%
China	31.482.000	32.705.000	50.005.000	35%	53%
Others countries	38.773.000	32.906.000	38.932.000	27%	18%
Total import	101.290.000	99.956.000	143.700.000	100%	44%

6913 90 91 STATUETTES AND OTHER ORNAMENTAL ARTICLES OF STONWARE

Morocco			40.000	1%	
Zimbabwe			117.000	3%	
South Africa			15.000	0%	
Mexico	39.000			0%	
Colombia	33.000			0%	
Bolivia	23.000			0%	
India	60.000	78.000	22.000	1%	-72%
Thailand	96.000		44.000	1%	
Vietnam	623.000	1.597.000	922.000	27%	-42%
Indonesia		52.000	121.000	4%	133%
Philippines			163.000	5%	
China	566.000	506.000	1.281.000	38%	153%
Others countries	1.088.000	474.000	658.000	19%	39%
Total import	2.528.000	2.707.000	3.383.000	100%	25%

6913	90	93	STATUETTES AND OTHER ORNAMENTAL ARTICLES OF EARTHENWARE OR FINE POTTERY					
			Mexico	28.000		0%	-100%	
			Uruguay	22.000		0%		
			India		159.000	0%	-100%	
			Pakistan	253.000		0%		
			Thailand	39.000	51.000	27.000	0%	-47%
			Vietnam	395.000	398.000	993.000	6%	149%
			Indonesia	144.000	88.000	21.000	0%	-76%
			Malaysia	1.274.000	849.000	708.000	4%	-17%
			Philippines	724.000	418.000		0%	-100%
			China	8.178.000	6.781.000	4.628.000	29%	-32%
			Others countries	19.075.000	11.468.000	9.388.000	60%	-18%
			Total import	30.104.000	20.240.000	15.765.000	100%	-22%

6913	90	99	STATUETTES AND OTHER ORNAMENTAL CERAMIC ARTICLES					
			Turkey	43.000	261.000	107.000	0%	-59%
			Morocco	106.000	112.000	270.000	1%	141%
			Tunesia			239.000	1%	
			Egypt	8.000	126.000	19.000	0%	-85%
			Syria			6.000	0%	
			Ghana		21.000		0%	-100%
			Kenya	431.000	135.000		0%	-100%
			Mexico	250.000	840.000	271.000	1%	-68%
			Peru		31.000		0%	-100%
			Brasil		91.000		0%	-100%
			India	67.000	73.000	31.000	0%	-58%
			Bangladesh	33.000	40.000		0%	-100%
			Thailand	413.000	520.000	726.000	2%	40%
			Vietnam	4.236.000	3.264.000	2.306.000	6%	-29%
			Indonesia	774.000	551.000	282.000	1%	-49%
			Malaysia	24.000	1.543.000	1.188.000	3%	-23%
			Philippines	134.000	322.000	1.053.000	3%	227%
			China	3.342.000	8.219.000	9.923.000	27%	21%
			Others countries	12.571.000	19.221.000	20.497.000	56%	7%
			Total import	22.432.000	35.370.000	36.918.000	100%	4%

6914	10	00	CERAMIC ARTICLES OF PORCELAIN OR CHINA					
			Turkey	77.000			0%	
			Mexico		67.000		0%	-100%
			India	74.000	20.000	33.000	2%	65%
			Malaysia	441.000	134.000	16.000	1%	-88%
			China	362.000	1.796.000	200.000	14%	-89%
			Others countries	2.806.000	2.017.000	1.174.000	83%	-42%
			Total import	3.760.000	4.034.000	1.423.000	100%	-65%

6914	90	10	CERAMIC ARTICLES OF COMMON POTTERY					
			Turkey	106.000	217.000	284.000	0%	31%
			Tunesia	71.000		313.000	0%	
			Burkina Faso	20.000			0%	
			Madagascar			356.000	1%	
			Malawi			49.000	0%	
			Mexico	61.000	1.102.000	2.624.000	4%	138%
			Maldiverne			51.000	0%	
			Sri Lanka			130.000	0%	

			Bangladesh		154.000		0%	-100%
			Myanmar	69.000			0%	
			Thailand	1.298.000	1.806.000	730.000	1%	-60%
			Vietnam	11.075.000	10.385.000	14.366.000	22%	38%
			Indonesia	152.000	110.000	237.000	0%	115%
			Malaysia	19.289.000	12.208.000	7.717.000	12%	-37%
			Philippines	2.318.000	1.023.000	218.000	0%	-79%
			China	4.648.000	2.928.000	3.997.000	6%	37%
			Others countries	46.870.000	38.627.000	34.683.000	53%	-10%
			Total import	85.977.000	68.560.000	65.755.000	100%	-4%
6914	90	90	CERAMIC ARTICLES					
			Turkey		315.000	41.000	0%	-87%
			Morocco	45.000	21.000		0%	-100%
			Tunesia		30.000		0%	-100%
			Madagascar		183.000	403.000	3%	120%
			Mexico			33.000	0%	
			India	27.000		137.000	1%	
			Sri Lanka		141.000	71.000	1%	-50%
			Thailand	35.000	240.000	393.000	3%	64%
			Vietnam	274.000	1.248.000	1.757.000	14%	41%
			Indonesia		20.000	36.000	0%	80%
			Malaysia		305.000	5.866.000	46%	1823%
			Philippines	35.000	49.000	21.000	0%	-57%
			China	1.249.000	4.330.000	1.294.000	10%	-70%
			Others countries	20.481.000	2.261.000	2.572.000	20%	14%
			Total import	22.146.000	9.143.000	12.624.000	100%	38%
8306	10	00	BELLS, GONGS AND THE LIKE, NON-ELECTRIC, OF BASE METAL					
			Turkey		21.000		0%	-100%
			Mexico		54.000		0%	-100%
			India	185.000	197.000	383.000	15%	94%
			Indonesia	32.000			0%	
			China	231.000	518.000	377.000	15%	-27%
			Others countries	3.112.000	1.774.000	1.837.000	71%	4%
			Total import	3.560.000	2.564.000	2.597.000	100%	1%
8306	21	00	STATUETTES AND OTHER ORNAMENTS, OF BASE METAL, PLATED WITH PRECIOUS METAL					
			Turkey		17.000	13.000	0%	-24%
			Egypt			17.000	1%	
			Mexico		30.000		0%	-100%
			India	96.000	277.000	625.000	23%	126%
			Thailand	13.000	10.000	30.000	1%	200%
			Indonesia	13.000			0%	
			Philippines	85.000	52.000		0%	-100%
			China	1.113.000	931.000	1.049.000	39%	13%
			Others countries	1.461.000	2.303.000	962.000	36%	-58%
			Total import	2.781.000	3.620.000	2.696.000	100%	-26%
8306	29	10	STATUETTES AND OTHER ORNAMENTS OF COPPER, NOT PLATED WITH PRECIOUS METAL					
			Turkey	324.000		133.000	5%	
			Burkina Faso		14.000		0%	-100%
			India	2.038.000	1.487.000	1.060.000	40%	-29%

Nepal		60.000	86.000	3%	43%
Thailand	570.000	656.000	336.000	13%	-49%
Vietnam		63.000	31.000	1%	-51%
Indonesia	17.000	13.000		0%	-100%
China	14.000	35.000	119.000	4%	240%
Others countries	1.031.000	1.422.000	885.000	33%	-38%
Total import	3.994.000	3.750.000	2.650.000	100%	-29%

8306 29 90 STATUETTES AND OTHER ORNAMENTS OF BASE METALS OTHER THAN COPPER NOT PLATED WITH PRECIOUS METAL

Turkey	55.000	89.000	11.000	0%	-88%
Morocco		15.000	16.000	0%	7%
Egypt		16.000	11.000	0%	-31%
Zambia			12.000	0%	
Zimbabwe		18.000	22.000	0%	22%
Burkina Faso	33.000			0%	
Senegal	61.000			0%	
Mexico	245.000	102.000	109.000	0%	7%
Brasil			10.000	0%	
Pakistan	29.000	33.000	19.000	0%	-42%
India	15.680.000	19.629.000	13.360.000	26%	-32%
Bangladesh			14.000	0%	
Nepal		15.000	32.000	0%	113%
Thailand	2.757.000	2.635.000	2.378.000	5%	-10%
Vietnam	256.000	449.000	424.000	1%	-6%
Indonesia	252.000	305.000	290.000	1%	-5%
Malaysia		24.000		0%	-100%
Philippines	4.264.000	2.778.000	2.031.000	4%	-27%
China	3.772.000	4.061.000	13.972.000	27%	244%
Others countries	10.733.000	12.335.000	19.421.000	37%	57%
Total import	38.137.000	42.504.000	52.132.000	100%	23%