

ITC MARKET BRIEFS

EXPORTING HONEY AND BEESWAX TO THE EUROPEAN UNION

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

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

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**Trade Information Dissemination Unit
Division of Product and Market Development**

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

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NOTES

Abbreviations used:

ACP	African, Caribbean and the Pacific countries enjoying preferences under the Lomé Convention
CIF	Cost, Insurance & Freight
EU	European Union
FOB	Free on Board
GSP	Generalized System of Preferences
ISO	International Organization for Standardization
LDC	Least Developed Country
EFTA	European Free Trade Association
CEFTA	Central European Free Trade Association

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

Conversion rates

	ECU	=	US\$
1993	1.00	=	1.171
1994	1.00	=	1.190
1995	1.00	=	1.308
1996	1.00	=	1.270
1997	1.00	=	1.134

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I. HONEY

1. PRODUCT DESCRIPTION

HS 0409.00 Natural honey

This heading covers honey produced by bees (*Apis mellifera*), centrifuged, or in the comb or containing comb chunks, provided that neither sugar nor any other substance has been added. Such honey may be designated by floral source, origin or color.

Honey is defined as “the sweet substance produced by honey bees from the nectar of blossoms or from secretions of or on living parts of plants, which they collect, transform and combine with specific substances, and store in honey combs.”

Honey consists essentially of different sugars, predominantly glucose and fructose. Besides glucose and fructose, honey contains proteins, amino acids, enzymes, organic acids, mineral substances and may include sucrose, maltose, melezitose and other oligosaccharides (including dextrans) as well as traces of fungi, algae, yeasts and other solid particles resulting from the process of obtaining honey. The colour of honey varies from nearly colourless to dark brown. The consistency may be fluid, viscous or partly to entirely crystallized. Flavour and aroma vary, but usually derive from its plant origin.

There are several different sources from which honey is extracted. *Blossom or nectar honey* is the honey that comes mainly from nectaries of flowers. *Honeydew honey* comes from secretions of or on living parts of plants. Its colour varies from very light brown or greenish to almost black. *Monoflora honey* has one predominant botanical source (e.g. acacia, clover, linden, sunflower etc.) and *polyflora honey* has several different botanical sources, none of which are predominant.

Honey can be processed in different ways, some of which include:

- *Comb honey* is honey stored by bees in the cells of freshly built broodless combs and is sold in sealed whole combs or sections of such combs;
- *Extracted honey* is obtained by centrifuging decapped broodless combs;
- *Pressed honey* is extracted by pressing broodless combs with or without the application of moderate heat;
- *Drained honey* is obtained by centrifuging decapped broodless combs;
- *Chunk honey* is honey that contains one or more pieces of comb honey.

2. MARKET OVERVIEW

Honey is one of the oldest sweets known to man. The predominant sugars in honey are fructose and glucose, which are often sweeter than table sugar or sucrose and so can be used in smaller quantities. Honey also possesses trace ingredients like vitamins, minerals, amino and organic acids, that are important in human diet. Honey is used for various reasons, mainly in the preparation of food products and beverages, medicinal preparations and also in personal care products such as cosmetics and toiletries.

Consumer demand for honey is increasing as the public moves towards healthier, more natural foods. Honey can be used either as a food product - usually eaten or used as a spread or, as a sugar substitute to flavour or sweeten a dish. It is used as a sweetener in several health and sports beverages as it not only provides a distinctive flavour but also, fructose and glucose that are important nutrients in these beverages. Honey is also used as a base in some alcoholic beverages. Honey wine is called mead and can range from the dry table variety to a sweet after dinner or as a fortified aperitif.

In the food and confectionary industries, honey is used in the preparation of chocolates and desserts. It is often used in baked foods as it keeps them fresh for a longer period.

Because of its bactericidal properties, the result of hydrogen peroxide produced by the enzyme glucose oxidase, honey is used as an antiseptic to dress wounds. It is also used as a first aid for burns as it seals the injured area from air currents, therefore reducing pain and possible infection.

In the cosmetic and toiletries industry, honey has become an important ingredient in various skin care products such as body lotions and creams as well as in facial masks and anti-wrinkle products. This is owing to the various qualities that honey possesses, some of which are:

- as a *softener*, honey helps to increase skin elasticity;
- as a *regenerator*, it stimulates regeneration of cells and
- as a *nourishing moisturizer*, honey is rich in nutritive elements that also moisturize the skin.

3. IMPORTS

3.1 World

The market for honey has been steadily increasing over the past few years. In 1996, world imports amounted to approximately 327,302 tons valued at US\$ 543 million. For reasons of comparison, data (from the Comtrade database) for 1997 has not been taken into consideration as it is incomplete and hence only indicative. However, preliminary figures seem to show a downward trend in imports of honey.

During the period 1993-1996, imports increased by 7%, in terms of quantity, and 70 % in terms of value. In 1996, honey production suffered due to a reduced number of bee hives (caused by the varroa mite) and unusually heavy rains in China and, drought that affected harvests in Australia and Argentina. Despite lower yields, China still remained the world's largest exporter

and second largest producer of honey. Chinese production is mostly sold for blending into polyflora table honey, honey used for spreading by the domestic consumer.

The principal import markets for honey were the European Union, the United States and Japan, which together accounted for about 75% of total world imports in 1996. Other import markets included Canada (3.7%), Saudi Arabia (2.7%) and Switzerland (2.4%) (Table 1). While imports of the European Union show a decrease of 6% in 1997, United States imports show an increase of 11%.

Major suppliers, for both 1996 and 1997, included China, Argentina, Mexico, Hungary, Romania and Turkey (see Annex I for details).

Table 1: World imports of honey

(Q : metric tons V : US\$ '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total imports	304,623	317,923	285,438	316,196	299,100	400,858	327,302	542,801	-	-
of which:										
EU	166,814	163,891	151,765	167,551	177,167	237,037	176,960	289,987	164,716	277,523
USA	60,615	57,907	55,895	51,373	40,502	51,167	68,309	115,921	75,950	124,852
Japan	36,181	31,990	40,111	35,716	39,200	41,036	41,591	56,563	34,317	50,143
Canada	1,486	1,780	2,548	2,473	4,249	4,861	13,411	19,936	1,991	3,278
Saudi Arabia	1,726	6,919	1,962	7,680	4,370	13,342	4,900	14,457	n.a.	n.a.
Switzerland	5,645	10,625	5,384	10,966	5,986	12,303	5,769	12,891	6,399	13,590
Brazil	1,752	2,227	1,313	1,722	4,256	5,658	n.a.	n.a.	n.a.	n.a.
Oman	443	754	338	665	462	935	2,540	5,001	n.a.	n.a.
Singapore	2,508	3,800	2,468	3,851	1,912	3,263	2,172	4,230	1,810	4,045
Hong Kong	2,021	2,609	1,827	2,677	1,534	2,812	2,085	3,960	1,732	4,122
Malaysia	1,397	2,515	1,100	2,296	1,489	3,142	n.a.	3,700	n.a.	n.a.
Kuwait	685	2,084	530	1,667	781	2,633	670	2,479	n.a.	n.a.

Note: Total of imports are approximate

Source: Comtrade UNSO/ITC

3.2 European Union

Table 2: EU supply situation of honey

(Q: metric tons V: ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Imports	166,814	139,958	151,765	140,799	177,167	181,221	176,960	228,336	164,716	244,729
Exports	32,206	52,978	38,635	63,157	38,762	65,936	37,231	73,460	35,778	76,148
Production *	118,998	-	117,561	-	117,148	-	115,000	-	n.a.	n.a.
Apparent	253,606	-	230,691	-	255,553	-	254,729	-	n.a.	n.a.

Note : Imports and Exports include intra and extra European trade

* : Estimates

Source : EUROSTAT-COMEXT and FAO Production Yearbook

According to the statistics of the Food and Agricultural Organization of the United Nations (FAO), during the period 1993-1996, EU production of honey fluctuated between 118,998 and 115,000 tons annually. It should be noted that exact figures on production cannot be obtained and production data in Table 2 are partly based on estimates.

Production data for 1997 is not available. However, in 1996, the major honey producing countries in the EU were the Mediterranean countries: Spain with 28,000 tons, France (18,000 tons), Italy (14,000 tons) and Greece (10,000 tons), where climatic conditions are conducive for honey production. Germany, which has a substantial beekeeping industry was the second largest producer, in 1996, with approximately 24,000 tons (see Annex I for details). Italy, on the other hand, produces 32 different varieties, some of which, in particular apricot flavoured, are considered delicacies in countries like Japan.

Although the EU imports large quantities of honey, locally produced honey is preferred due to better quality conditions. During the period under review, apparent consumption was rather stable, averaging 250,000 tons a year.

In 1997, the EU was the largest importer of honey in the world with about 164,716 metric tons, a decrease of 7% from 1996. Germany was the principal importer, accounting for close to 60% of total EU imports, in terms of quantity. Other major importing countries were the United Kingdom (15%), Italy (8%), Spain (5%) and Belgium (4%). Imports into Spain decreased considerably over the period under review, while there was a significant increase in French imports (Annex I).

There has been no notable change in the Intra-EU trade of honey. France was the major buyer (25%), in terms of quantity, followed by Germany (13%), the Netherlands (12%), Austria (9%) and Belgium (8%).

In 1997, the principal suppliers of honey to the EU, were China (mainly polyflora honey), Argentina and Mexico (monoflora honey) and Hungary. Although China is a major supplier,

according to trade sources, exports from China may drop due to an increase in domestic consumption and diversion of Chinese exports to alternative markets like the United States.

Several kinds of honey products can be found in the market. Liquid honey predominates and is generally preferred in most countries. Germans have traditionally used significant amounts of honey, principally Monoflora, for cooking and for spreading. Solid or creamed honey is popular in Belgium and accounts for close to 70% of total demand. It is also popular in the United Kingdom and Denmark. On an average, about 85% of the honey consumed is destined for table consumption while the remaining 15% is used for industrial purposes such as confectionery, bakery and pharmaceuticals. Italy is however an exception, where about 40% of the imported honey is used for industrial purposes, mainly in the production of “torrone”, an Italian speciality, similar to nougat (a combination of honey, sugar and nuts).

Polyflora, usually blended, honey is more popular because of its low cost. Although, Monoflora honey is more expensive, depending on the source, demand for a certain type could be relatively high. Some important Monoflora varieties in Europe are acacia, orange, lavender, thyme and rosemary.

4. DISTRIBUTION CHANNELS

Imports of honey are generally handled by specialized agents or importers. As a rule, only very experienced exporting countries should consider setting up their own sales organizations in target markets, and they must be prepared to face competition from established traders.

Manufacturers of food, the catering sector, bakeries and other industries that use honey obtain their supplies directly from importers or packers. Supermarkets are the key outlets in retail trade. Other important outlets include health food stores, reform stores, street markets, variety and delicatessen shops.

It is important for exporters to note that to export honey, they need to meet the minimum quantity and quality standards required by European importers (see Annex V for list of importers).

5. PRICES

Since 1996, world markets for honey have been delicately balanced owing to continued uncertainty over production and supply that has pushed up prices of raw honey. Although, sales were unaffected by the surge in prices, honey packers and importers have had to bear the brunt of the price increases.

Import prices are determined mainly by the quality and type of honey offered, its composition, colour, botanical source, stage and form of processing (extracted honey, chunk honey, comb honey, etc.). Prices also depend on the source producer or intermediary agent and, levels of production that are largely influenced by weather conditions, disease among bees and government regulations.

The country of destination can influence import prices as well. This is because certain countries use a particular type of honey for domestic consumption making the honey more expensive in these countries, while others use the same honey in industry and therefore pay a lower price.

Prices of honey used in industry can be affected by the availability of competitive products and prevailing market prices for such substitutes.

Table 3 gives the current market prices for honey. Exporters/producers may contact The Public Ledger for a regular update on prices (address in Sources of Information).

Table 3: CIF main European port prices of honey (US\$/mt), on August 3, 1998.

Origin	Price
Chinese white	1,130
Chinese extra light amber	1,100
Chinese light amber	1,090
Mexican Yucatan	1,360
Argentinean 25mm	1,490
Argentinean 34mm	1,450
Argentinean 50mm	1,430
Argentinean 85mm	1,430
Australian extra light/light amber	1,490

Source : The Public Ledger, 3 August, 1998.

6. MARKET ACCESS

6.1 Packaging, regulations and quality standards

Raw honey is usually imported in full-removable-head steel drums of 300 kilos and cleaned and blended before it is put into jars. Some importers may accept other containers such as 50 kg or 80 kg steel drums, but it is strongly recommended to verify this before exporting. The drums should be new and in perfect condition with a lining of either beeswax or a lacquer, guaranteed by the drum manufacturer to be odour free and suitable for contact with foodstuffs.

When shipping prepacked honey, many factors have to be taken into consideration. The retail packaging of honey for export is often not viable because honey is subject to crystallization and if prepacked honey crystallizes before reaching the final consumer, it cannot be easily re-liquefied. Further, certain developing countries have to import packaging materials (jars, labels, lids etc.). Research has shown that retail packaging costs are often lower in the importing countries and, freight costs are far higher for prepacked honey than for bulk honey. Due to this,

most honey imported into the EU is in bulk form. At the retail level, honey is packed in 250g, 500g or 1kg plastic or glass jars.

Honey imported from LDCs or developing countries into the EU have to meet the definitions and standards of EU guideline 74/409/EEC and its amendments. The guideline also provides information on labeling requirements and the annex of the guideline gives the composition criteria for honey. As there may be minor national variations in the standards, exporters are advised to consult the standards organizations in the country of destination. However, the honey will be inspected and tested for organoleptic pollutants in all countries. (See Annex III for test centres and standards organizations).

Directive 94/62/EEC on Packaging and Packaging Waste was approved by the EU Council of Ministers in 1995. This directive lays importance on environment friendly packaging where recycling and recovery are the essential criterion. The Official Journal of the EU (L-2985 Luxembourg) lists national regulations incorporating new EU directives referring to the control of goods and veterinary and phytosanitary controls. Exporters may obtain this from the bureau for official EU publications in Luxembourg (see Annex III).

6.2 Tariffs

The European Union applies the Common External Tariff (CET) rate that is 27% ad valorem. With the conclusions of the Uruguay Round of multilateral trade negotiations, this rate will be reduced to 17.3%, in equal annual installments, by 1 July 2000. The rate for 1998 (from 1 July) is 20.5% (22.1% in 1997).

Imports originating from LDCs, the Andean Group and from the ACP countries (signatories of the Lomé Convention) are exempt from duty. In order to benefit from the preferential rates, goods must be accompanied by a certificate of origin (document issued by the authority in the exporting country to certify that the products are produced or manufactured in an ACP or LDC country); the Rules of Origin fall under a detailed regulation enacted by the European Commission. The EU has also signed several bilateral free trade agreements with members of EFTA and CEFTA. For further details, exporters are recommended to consult the TARIC - Official Journal of the European Communities.

The EU has a safeguard clause (EU ordinance no. 514/94) which makes it possible to protect honey producers against cheap imports from third countries if these imports harm EU producers. However, these restrictions are mostly applied when the domestic crop is good.

6.3 Promotion

Sales promotion and advertising are relatively insignificant for honey, compared to other food products. It is important for the exporters to actively promote their products and support the marketing efforts undertaken by the importers, packers and retailers in the target market. They should prepare background material in the form of information sheets, leaflets and brochures, describing the bee-keeping industry in their country or region, botanical sources and characteristics of the honey. They should also supply agents and importers with samples of the honey they want to export. Participation in trade fairs helps to establish trade contacts and is highly encouraged (see Annex IV for addresses of organizers).

7. MARKET PROSPECTS

Despite the presence of traditionally major exporters such as China, Argentina and Mexico, prospects for exporters from other honey producing countries seem favorable. Owing to poor climatic conditions that have been prevailing, and a disease that killed a large number of bees, production of honey is expected to fall in some of the major honey producing countries of the European Union, thus favouring imports. Market shares of the major suppliers to the EU are also expected to decrease due to rise in production costs and increase in domestic consumption.

The market for honey will continue to grow in the near future. People are turning more towards health foods and perceive honey as a food that provides health advantages, as a product with healing qualities and as an authentic ingredient in various foods. Medical evidence of honey's importance as a health food did not exist until recent times, although its value as part of folklore medicine was recognized. Today, research organizations around the world have taken seriously both the health benefits and healing properties of honey and are coming up with new uses.

The food and beverage industry has taken on "the golden touch" with honey being the key ingredient in several new products proving the versatility of honey. Honey cereals, honey sandwich breads, honey smoked ham, honey mustard and even honey brew are only some of the more recent products introduced in the market. Although, the honey brew phenomenon is mainly an American one, it is slowly gaining ground in Europe. Honey affects the character in a beer by its own flavor contributions and could be a desirable characteristic in some styles of beer. Research shows that honey can decrease the perception of sourness and bitterness and thus has a "rounding" effect.

In recent years, researchers have also developed low-fat spreads with the flavour attributes of honey to make an optimal reduced-fat honey spread for the food industry. Results of the tests have been positive and the product is expected to be out in the market soon.

Market penetration can be achieved by observing marketing strategies such as high quality of the product, delivering honey that has the same standard as that provided in samples and targeting suitable markets. Countries, where production of honey is high but exports almost negligible, should try to upgrade quality to meet the requirements of the market. They are also encouraged to supply the industrial market, which generally imports the less expensive polyflora honey. It should also be noted that there is a small but growing market for organic honey.

II. BEESWAX

1. PRODUCT DESCRIPTION

HS 1521.90.91 Crude (raw) beeswax

HS 1521.90.99 Refined beeswax

Beeswax is a natural animal wax produced by various species of the honey bee. Four pairs of glands secrete the wax located on the ventral side of the abdomen of worker bees. The bees use it to form cells and cappings for storing new honey. In the natural state it has a granular structure and is light yellow, orange or sometimes brown, with a particularly agreeable smell; when bleached and purified, it is white or faintly yellow with a very slight smell.

Honey bees are of four species, all of which produce beeswax. *Apis mellifera*, is the most common species of honey bees and is found almost everywhere in the world. Wax from this species differs considerably in its chemical and physical properties, and is the only wax that satisfies standards for beeswax in industrialized countries. The other species are *Apis dorsata*, *Apis florea* and *Apis cerana*.

Chemically, beeswax is composed of hydrocarbons, monhydric alcohols, diols, acids, hydroxy acids and other substances, example pigments and propolis. For commercial purposes, it is obtained from old and damaged combs and from the cappings with which the bees cover cells containing honey. A substantial portion of the beeswax exported from developing countries comes from combs deliberately damaged in order to gather beeswax. These combs are taken from wild bees' nests or from very simple hives.

2. MARKET OVERVIEW

Beeswax is one of the most interesting, versatile and functional products in nature. It possesses several properties of which that of being an anti-inflammatory, bactericidal and having healing properties are the most well known. Beeswax increases the consistency of emulsions when used in small quantities. It also stabilizes preparations that have a high concentration of beeswax by increasing viscosity, thereby giving the preparation a more solid consistency.

The single largest consumer of beeswax is the cosmetics and related industries. As it is known to protect the skin by preventing loss of moisture, beeswax is used as a base in many products including lipsticks, lotions, foundations, hand creams and beauty creams. The second largest industry using beeswax as a raw material is the candle industry. From ancient times to the present, beeswax, is used to make candles as it is a very important item in religious services. The beekeeping industry is the third largest consumer of beeswax where it is used for making into milled hexagonal-stamped beeswax foundation.

Pharmaceutical and dental industries are relatively minor users of beeswax. It is used in ointments, salves, to coat pills, as an adhesive wax and for impression and base plate wax. Beeswax is also used to waterproof various material used for packaging, in floor and furniture

polishes, for grinding/polishing optical lenses. As a minor ingredient, it is used in certain adhesives, children's crayons, chewing gum, candy, inks, musical instruments, nursery grafting, ski and ironing wax and wax for bow strings used in archery.

Frequently, substitutes such as paraffin wax, synthetic wax and microcrystalline wax are preferred. This is because, the prices of substitutes are not only lower, but also fluctuate very little. Substitutes can also be supplied regularly in large quantities (compared with beeswax that is often short in supply) and are sometimes better suited for several purposes since beeswax is known to have certain limitations. Due to its high cost, beeswax is often blended with paraffin wax, thus reducing the market value and limiting the end-uses; pharmaceutical and cosmetic industries, in particular, cannot use adulterated wax.

Beeswax and products of the bee hive have been used in local and traditional medicine for centuries. In recent years, research is being carried out on the potential health benefits of beeswax and researchers have come with remedies, using beeswax, to treat certain illnesses.

3. IMPORTS

3.1 World

In 1996, world imports of beeswax (both crude and refined) amounted to approximately 24,135 tons (US\$ 44 million). World trade in beeswax is relatively small mainly because bulk of the beeswax is neglected either since its commercial value is unknown or due to its high cost, as compared to that of the substitutes. 1997 figures seem to indicate a decrease in the trade of beeswax, which is yet to be confirmed as complete data was unavailable at the time of preparation of this file.

Nevertheless, imports have been steadily growing in recent years due to increased consumer interest in natural products; an increasing number of cosmetic and personal care companies use beeswax in the manufacture of facial creams, lotions, lipsticks and ointments. The European Union (EU) was the largest importer of beeswax, in 1996, accounting for just over 50% of the total world imports in terms of value, followed by the United States (25%), Japan (6.8%) and Canada (5.25%). Despite a decrease in their imports, the EU and the United States remained the worlds' major importers in 1997.

In 1996, China was the primary source of imports, although the Chinese product is less favoured as it is often adulterated. Other significant suppliers of beeswax to the world include Germany (mainly re-exports, as in the case of France), the United States, France, Ethiopia and Australia (see Table 2 for details). In 1997, the Russian Federation and the United Republic of Tanzania were also important suppliers.

Table 1: World imports of beeswax (crude and refined)

(Q: metric tons V: US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	7,343	23,068	8,051	26,582	8,623	34,779	24,135	46,406	-	-
of which:										
European Union	3,761	11,347	4,387	12,765	4,400	16,647	5,790	21,182	4,993	21,089
USA	901	2,727	1,106	3,674	1,382	5,447	2,219	11,121	1,509	7,166
Canada	115	431	168	676	283	1,144	506	2,344	749	2,878
Japan	857	3,022	807	2,847	531	2,066	641	3,018	617	2,964
Mexico	9	53	16	48	33	138	13,324	993	n.a.	n.a.
Turkey	613	759	126	304	160	409	236	628	293	647
Switzerland	104	444	171	697	157	859	126	753	138	735
Hong Kong	210	500	261	605	258	690	102	398	102	332
Tunisia	15	65	39	151	17	89	74	333	96	473
Pakistan	130	392	93	305	102	543	84	405	96	421

Note: Total of imports is approximative**Source :** Comtrade UNSO/ITC**Table 2: Major suppliers of beeswax (crude and refined) to the World**

(V: US\$ 000)

	1993	1994	1995	1996	1997
Total	23,068	26,575	34,773	44,579	-
of which from:					
China	4,829	5,635	6,564	9,043	10,830
Germany	3,404	3,257	5,141	6,857	3,226
USA	1,469	1,885	2,920	4,004	2,252
France	975	1,822	2,287	2,456	1,975
Russian Federation	25	40	79	1,544	1,604
Utd. Republic of Tanzania	1,215	904	897	1,506	1,266
Australia	1,175	1,070	756	1,588	1,230
Netherlands	1,233	1,133	1,244	1,512	1,111
Ethiopia	1,227	1,035	1,265	1,773	1,044
Ukraine	n.a.	n.a.	336	691	796
Brazil	616	634	993	1,106	678
Canada	501	1,135	671	585	661

Source : Comtrade UNSO/ITC

3.2 European Union

Table 3: EU supply situation of beeswax (crude and refined)

(Q: metric tons V: US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Imports	3,731	9,409	4,318	10,427	4,378	12,650	5,734	16,530	5,804	18,597
Exports	1,321	4,418	1,601	5,319	1,495	5,724	1,882	8,585	2,631	10,590

Note : imports and exports include intra and extra European trade

Source : EUROSTAT-COMEXT

According to the data given in Table 3, in 1997, EU imports of beeswax (both crude and refined) amounted to approximately 6000 tons, only a 1% increase from 1996. Despite a large domestic consumption, exports in 1997 increased by 40% from 1996 to 2,631 tons.

Production statistics are not available. However, according to trade sources, beeswax produced in the European Union is used principally in the manufacture of comb foundations. The imported wax, which is generally crude, is processed according to specifications and is used for industrial purposes.

In the category HS 1521.90.91 (crude wax), imports and arrivals (wax coming from EU countries) have been almost stable with a gradual increase over the period under review. In 1997, imports amounted close to 3,300 tons (ECU 10,920), which was a 6.2% increase from 1996. As can be seen in Annex IIA, Germany was by far the biggest importer of crude beeswax with 2,352 tons, which was about 72% of total EU imports. Other importers included France (15%), the United Kingdom (6%), Spain (3%) and Italy (2%). In Italy, demand for beeswax comes mainly from the Roman Catholic church, where beeswax candles are used during religious services.

In the intra-EU trade (arrivals), Greece was the major buyer followed by Belgium, Germany, the United Kingdom and Spain.

The primary suppliers of crude beeswax, in 1997, were China, accounting for approximately 47% of imports, in terms of quantity, followed by Russia (13%), Ukraine (7%) and Poland (5%). The share of the LDCs was small, however not negligible, with Ethiopia and the Central African Republic being the more important suppliers.

In the category HS 1521.90.99, the major part of the trade is intra-EU as importers and refiners prefer crude wax that has undergone minimum treatment in the country of origin, thus reducing the risk for adulteration. However, in 1997, EU imports of refined wax increased by over 50% from 1996, amounting to 802 tons. Greece was the principal importer accounting for 62% of imports, followed by the United Kingdom with 20%, Italy and Spain with 7% each (see Annex IIB).

Intra-EU trade (arrivals) amounted to 941 tons, a decrease of 41% from 1996. Germany was the main buyer and accounted for 26% of EU arrivals of refined beeswax. Belgium, the United Kingdom, Italy and France were the other important buyers.

In 1997, the major extra-EU suppliers in this category were China and the United States, together accounting for over 80% of imports, in terms of quantity. Other suppliers included Malaysia, Morocco and Côte d'Ivoire.

4. DISTRIBUTION CHANNELS

The beeswax trade is fairly small and specialized in nature. Agents/brokers play an important role in most import markets. They act as intermediaries, acting on behalf of exporters who are trying to secure orders (but do not stock the imported waxes) and getting supplies for importers and refiners (see Annex VI for a list of importers).

Importers may go through either agents/brokers or import directly from their contacts in supplying countries. They are directly responsible for handling the whole transaction, including stock carrying, financing and shipping.

In the case of refiners, they may go through either agents/brokers and importers or import directly. Once the imported beeswax has been refined and bleached, it is sold to major industrial users and wholesalers.

5. PRICES

Beeswax has always been an expensive product. However, during the period under consideration, the price of beeswax has been higher than usual due to many reasons. In the past two years, parasites have swept through beehives world over, consequently reducing the bee population. Adverse climatic conditions have also had a negative impact on beeswax production. Unusually heavy rains in some major beeswax producing countries, has wiped out most of the bees, leading to a shortage in supply. Another factor owing to the high cost of the product is the increase in demand due to the growing trends to use natural products in cosmetics. Prices also depend on the quality of the wax, including its source; refined wax is generally more expensive than crude wax.

According to the Public Ledger's Commodity Week of 3 August, 1998, the price for beeswax in US\$ /mt was as follows:

Ethiopian	c&f	3,800	Tanzania	c&f	3,800
Australian	c&f	3,850	New Zealand	c&f	3,850

For a regular update on price information, exporters/producers may contact the Public Ledger (address can be found under Sources of Information).

6. COMMERCIAL PRACTICES

Although terms of payment vary from one importer to the other, letter of credit is used most often. However, as it covers only 50-80 percent of the amount due (the balance is settled after the goods are received and inspected), letters of credit are more commonly used where an established buyer-seller relationship exists.

New suppliers must make sure that the wax is not adulterated and is of good quality. An initial sample of approximately 500 gms is required to test the quality. They should also be able to guarantee regular and adequate supplies and, respect the dates of delivery.

7. MARKET ACCESS

7.1 Packaging, regulations and quality standards

Crude beeswax is generally imported in jute bags of 50-100 kg. Larger importers and refiners prefer to buy between 5-20 tons at a time while the smaller companies generally import between 2-5 tons.

Beeswax must be pure and natural. It must not be mixed with other waxes nor with any other product and should be of pale colour or easy to bleach. Importers of beeswax prefer to buy an unbleached beeswax that has not been processed. However, few importers prefer beeswax that has been slightly processed. Exporters must verify that the beeswax conforms to the standards as those specified in the samples. End-users, particularly cosmetic and pharmaceutical manufacturers, buy refined wax according to specific standards as well. It should be noted that only the wax produced by the honey bee of the *Apis mellifera* variety conforms to the established standards in the European Union.

The European Union Scientific Committee on Food approved beeswax after an extensive evaluation for toxicities. It has been included in the positive list of permitted food additives and has an "E" number that must be mentioned on the labels of any foodstuff containing beeswax.

Exporters must ensure best quality and colour of beeswax from cappings and should process it separately from wax of other sources. Care should also be taken when processing clean combs by not mixing them with the stained combs and beeswax of different colours must be marketed separately.

7.2 Tariffs

The European Union applies the Common External Tariff to imports from non-EU sources. Duty rates, levied, are given in Table 4.

Imports from beneficiary countries under the Generalized System of Preferences (GSP) and the signatories to the Lomé Convention, as well as the LDCs, are exempt from import duties. However, in order to benefit from these exemptions, consignments have to be accompanied by an official certificate of origin. Bilateral agreements between the EU members and non-EU countries may also lead to duty-free imports.

Table 4: Tariff regime of the European Union

Product description	Base rate of duty (%)	Tariff for 1998 (%)	Bound rate of duty (%)
HS 1521.90.91	free	free	free
HS 1521.90.99	5.0	2.5	2.5

There are no quantitative restrictions on the imports of beeswax. However, imports must conform to the quality standards.

8. MARKET PROSPECTS

With average annual imports of about 4,500 tons over the period under consideration, the EU is the world's largest importer of beeswax. Demand has been steadily rising over the years and is expected to grow at a moderate pace mainly because :

- demand for naturally derived products and use of beeswax in various sectors of industry has increased tremendously over the past few years;
- beeswax is environment friendly and biodegradable, resulting in increased used of the product.

The future of the market depends heavily on the price factor, availability of beeswax, new uses of the product and the price and availability of substitutes. Although imports are increasing, consumers are somewhat reluctant to use Asian material because it is perceived as being adulterated and of lower quality. Also, the shortage in supply has led importers to look for new suppliers who can provide good quality wax, free from impurities and adequate supply. Potential exporters are therefore encouraged to pay attention to the quality and respect delivery schedules.

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ANNEX I

Foreign Trade Statistics of Honey

Major suppliers of honey to the world (in US\$ '000)

	1993	1994	1995	1996	1997
Total	317,923	316,196	400,858	542,801	407,442
of which from :					
China	86,318	79,828	104,633	167,454	108,677
Argentina	53,770	56,575	72,909	93,874	103,096
Mexico	35,518	31,218	32,355	41,826	35,989
Germany	21,717	24,101	28,219	34,029	14,885
Hungary	14,434	14,512	20,950	24,763	14,877
Spain	6,107	7,180	9,305	13,804	13,706
Canada	12,590	12,735	24,284	21,320	13,131
Turkey	6,629	5,852	6,709	12,933	11,274
Romania	1,458	1,818	2,923	7,399	11,100
Australia	14,123	11,894	11,070	18,225	8,929
Uruguay	5,281	5,313	7,889	6,735	8,168
France	7,477	9,212	12,263	11,830	6,173
Bulgaria	2,963	2,518	1,952	5,528	5,328
New Zealand	3,398	5,187	7,420	7,528	4,942
Italy	2,123	2,860	3,047	4,899	4,192

Source : Comtrade UNSO/ITC

EU Production of honey

(Q : metric tons V : ECU '000)

	1993	1994	1995	1996
Total	118,998	117,561	117,148	115,000
of which :				
Spain	28,393	28,000	28,000	28,000
Germany	24,648	22,233	24,000	24,000
France	17,422	17,694	18,000	18,000
Greece	14,826	15,336	15,000	14,000
Italy	13,200	12,500	10,000	10,000
Austria*	8,000	9,000	9,000	9,000
Portugal	4,150	4,253	4,300	4,000
United Kingdom	3,000	3,000	3,000	3,000
Sweden*	1,978	1,978	1,978	2,000
Belgium & Lux.	1,000	1,000	1,000	1,000
Finland*	1,718	1,904	1,700	1,000
Netherlands	500	500	1,000	1,000
Denmark	n.a.	n.a.	n.a.	n.a.
Ireland	163	163	170	n.a.

* : joined EU in 1995

Source : FAO Production Yearbook

EU Arrivals (intra-EU trade) of honey

(Q : metric tons V : ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	21,441	33,656	25,508	38,558	30,223	48,347	38,058	67,266	30,822	62,355
of which :										
France	4,431	6,240	5,971	7,738	6,959	10,202	7,976	12,673	7,781	14,267
Germany	4,538	6,989	4,892	7,434	4,909	8,500	5,983	11,586	4,015	8,860
Netherlands	3,689	6,530	5,717	9,583	4,325	7,400	4,600	8,903	3,831	8,352
Austria *	-	-	-	-	1,983	2,930	4,012	6,679	2,788	5,344
Belgium & Lux.	902	1,866	1,214	2,239	1,172	2,237	2,911	4,968	2,454	4,448
Italy	1,996	4,015	1,970	3,584	1,699	3,312	1,952	4,122	1,712	3,930
Sweden *	-	-	-	-	1,222	2,061	1,506	3,081	1,545	3,784
Denmark	1,506	1,688	1,753	1,963	1,090	1,490	2,010	3,168	1,498	2,391
United Kingdom	1,373	2,668	914	1,541	987	1,795	1,537	3,235	1,438	3,726
Portugal	37	83	116	186	440	569	839	1,355	1,236	1,971
Spain	1,333	1,087	1,521	1,711	3,542	4,321	3,351	4,543	771	1,398
Greece	712	1,386	836	1,571	767	1,634	381	948	731	1,548
Ireland	924	1,104	604	1,008	638	1,024	703	1,428	700	1,621
Finland *	-	-	-	-	490	872	297	577	322	715

* : joined EU in 1995

Source : EUROSTAT-COMEXT

EU Imports (extra-EU trade) of honey

(Q : metric tons V : ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	145,373	106,302	126,257	102,242	146,944	132,874	138,902	161,071	133,894	182,374
of which :										
Germany	76,140	66,475	77,984	64,599	85,172	77,225	81,996	94,570	79,280	106,112
United Kingdom	16,660	12,393	11,716	8,784	13,492	11,460	19,882	22,616	19,785	29,147
Italy	8,405	6,966	9,395	7,514	12,177	11,694	9,821	12,363	10,489	14,128
Spain	30,796	7,735	10,881	7,820	13,724	11,358	5,601	5,475	6,398	7,797
Belgium & Lux.	3,800	3,260	4,926	3,750	6,956	5,836	5,792	6,101	5,045	6,458
France	1,772	2,118	2,649	2,686	4,642	4,836	4,588	6,317	4,165	6,784
Netherlands	2,554	2,434	2,750	2,281	2,899	2,719	2,548	2,858	1,699	2,408
Austria *	-	-	-	-	1,689	1,885	2,312	3,231	1,420	2,125
Denmark	2,648	2,497	3,413	2,768	2,404	2,326	1,745	2,283	1,730	2,384
Greece	1,318	1,237	1,459	1,119	1,236	847	1,632	1,312	1,563	1,400
Ireland	1,060	938	911	768	1,246	1,139	1,233	1,356	806	1,089
Sweden *	-	-	-	-	784	926	1,097	1,712	810	1,392
Finland *	-	-	-	-	350	440	496	660	602	970
Portugal	220	249	173	153	173	183	159	217	102	180

* : joined EU in 1995

Source : EUROSTAT-COMEXT

Principal suppliers of honey to the EU

(Q : metric tons V : ECU '000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	166,814	139,958	151,765	140,799	177,167	181,221	176,960	228,336	164,716	244,729
Intra EU	21,441	33,656	25,508	38,558	30,223	43,347	38,058	67,266	30,822	62,355
of which from :										
Germany	9,478	15,755	10,543	17,508	12,345	20,312	15,863	28,426	12,718	25,327
Spain	3,071	4,729	3,757	5,442	3,760	6,539	5,665	10,324	7,383	13,610
United Kingdom	2,466	2,462	1,612	2,200	1,354	2,197	3,639	5,575	2,120	3,831
France	2,301	3,795	3,285	4,796	5,773	8,251	3,879	6,836	1,787	4,473
Extra EU	145,373	106,302	126,257	102,242	146,944	132,874	138,902	161,071	133,894	182,374
of which from :										
China	28,672	19,249	24,342	15,834	42,267	32,518	49,054	47,038	46,682	53,970
Argentina	31,424	25,904	37,079	27,153	45,244	36,754	20,838	24,324	17,956	24,176
Mexico	25,126	21,929	24,231	19,826	17,501	16,618	17,150	21,065	16,363	23,816
Hungary	9,128	8,798	9,180	9,408	10,523	13,665	12,034	17,838	8,729	14,016
Romania	739	819	1,063	1,021	1,980	1,988	4,886	5,147	8,403	11,183
Turkey	2,039	3,231	1,135	2,191	1,461	2,876	4,329	7,333	5,996	10,438
Uruguay	4,228	3,583	4,763	3,700	3,727	3,111	3,335	4,038	5,396	7,605
Australia	3,366	3,000	3,983	3,152	2,906	2,403	4,040	4,446	4,422	6,836
Bulgaria	1,499	1,393	1,905	1,330	1,655	1,215	3,754	3,430	3,781	4,306
Cuba	25,607	3,321	4,501	2,843	3,910	2,906	3,284	3,362	3,451	4,662
El Salvador	1,475	1,520	1,733	1,553	1,962	2,080	1,663	2,516	2,113	3,593
Canada	2,635	2,984	2,762	3,179	3,490	3,765	1,942	2,732	2,087	3,999
Viet Nam	120	76	346	196	389	272	1,242	1,081	1,289	1,495
New Zealand	698	1,008	968	1,640	1,009	1,741	1,625	3,023	1,253	2,634
Chile	942	888	724	634	1,608	1,380	2,860	3,385	1,180	1,772
Guatemala	1,407	1,619	1,169	1,461	947	1,442	1,254	2,438	929	1,912
India	97	65	0	0	2	2	217	190	722	828
Czech Republic	1,513	1,814	1,809	2,320	2,829	3,762	2,850	3,840	685	792
Slovakia	197	305	843	775	855	1,073	488	688	684	1,248
United States	652	855	526	666	938	1,177	892	1,367	453	914

* : joined EU in 1995

Source : EUROSTAT-COMEXT

ANNEX II

Foreign Trade Statistics of Beeswax

Major suppliers of beeswax (crude and refined) to the World

(V : US\$ 000)

	1993	1994	1995	1996	1997
Total	23,068	26,575	34,779	46,406	33,711
of which from :					
China	4,829	5,635	6,564	9,489	10,830
Germany	3,404	3,257	5,142	7,729	3,226
USA	1,469	1,885	2,920	4,102	2,252
France	975	1,822	2,287	2,507	1,975
Russian Federation	25	40	79	1,544	1,604
Australia	1,175	1,070	756	1,588	1,588
United Rep. of Tanzania	1,215	904	897	1,506	1,266
Brazil	616	634	993	1,106	1,123
Netherlands	1,233	1,133	1,244	1,512	1,111
Ethiopia	1,227	1,035	1,265	1,773	1,044
Ukraine	-	-	336	691	796
Canada	501	1,135	671	585	661

Source : Comtrade UNSO/ITC

ANNEX IIA

Crude Beeswax

EU Arrivals (intra-EU trade) of crude beeswax

(Q : metric tons V : US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	261	652	288	709	345	1,000	363	1,295	754	917
of which :										
Greece	22	53	94	215	161	382	171	591	603	342
Belgium & Lux.	16	39	14	41	5	18	9	35	49	174
Germany	108	234	47	125	128	395	52	148	35	145
United Kingdom	39	83	48	124	10	36	46	119	21	74
Spain	31	91	41	103	18	62	48	224	13	46
Italy	24	56	6	28	4	16	1	5	11	42
France	20	86	38	68	4	28	23	106	10	43
Ireland	0	2	0	4	0	4	0	3	5	22
Sweden*	-	-	-	-	5	22	5	24	3	11
Austria*	-	-	-	-	1	12	5	17	3	13
Finland*	-	-	-	-	1	6	5	23	1	5
Portugal	1	3	0	0	7	18	0	0	0	0
Denmark	0	5	0	0	0	1	0	0	0	0

* : joined EU in 1995

Source : EUROSTAT-COMEXT

EU Imports (extra-EU trade) of crude beeswax

(Q : metric tons V : US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	2,201	4,876	2,711	5,861	2,887	7,699	3,077	9,213	3,267	10,920
of which :										
Germany	1,359	2,912	1,624	3,631	1,835	5,037	2,431	7,148	2,352	7,463
France	297	733	344	833	375	1,025	201	611	495	1,739
United Kingdom	311	742	282	599	293	782	293	1,040	191	858
Spain	17	55	111	226	87	216	0	0	106	435
Italy	203	358	327	493	240	515	115	306	50	163
Belgium & Lux.	11	59	20	48	37	68	0	7	20	68
Finland*	-	-	-	-	6	6	7	19	9	36
Sweden*	-	-	-	-	7	18	12	38	6	41
Denmark	1	10	1	16	1	15	4	11	3	7
Portugal	0	0	2	15	0	0	4	6	0	0

* : joined EU in 1995

Source : EUROSTAT-COMEXT

Major suppliers of crude beeswax to the EU

(Q : metric tons V : US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	2,462	5,528	2,999	6,570	3,232	8,699	3,440	10,508	4,021	11,837
Intra EU	261	652	288	709	345	1,000	363	1,295	754	917
Extra EU	2,201	4,876	2,711	5,861	2,887	7,699	3,077	9,213	3,267	10,920
of which from :										
China	1,209	2,332	1,563	2,782	1,389	3,234	1,366	3,988	1,540	5,207
Russia	0	0	0	0	21	54	396	1,059	413	1,193
Ukraine	0	0	0	0	95	257	204	529	216	632
Poland	173	369	138	326	107	288	73	251	147	477
Australia	199	583	171	520	136	466	61	239	122	566
Hungary	11	24	133	318	68	197	67	232	90	289
Cen. African Rep.	90	234	29	77	117	437	103	362	79	325
Romania	18	31	6	11	74	199	91	247	75	219
Ethiopia	0	0	0	0	73	240	109	352	65	265
Argentina	0	0	36	117	120	406	120	51	54	244
Estonia	0	0	9	24	7	8	10	28	44	175
Côte d'Ivoire	27	61	27	54	35	64	9	28	37	95

Source : EUROSTAT-COMEXT

ANNEX IIB

Refined Beeswax

EU Arrivals (intra-EU trade) of refined beeswax

(Q : metric tons V : US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	696	2,751	826	2,871	807	3,130	1,596	4,181	941	4,053
of which :										
Germany	150	466	168	624	119	433	168	622	241	842
Belgium & Lux.	130	759	45	168	139	470	196	606	138	526
United Kingdom	136	472	169	570	168	614	100	383	132	488
Italy	59	385	92	586	101	604	827	1,267	120	784
France	57	208	229	588	91	301	116	383	103	438
Greece	50	131	33	63	54	170	72	283	56	149
Spain	41	96	25	36	25	136	29	170	48	261
Finland*	-	-	-	-	17	113	21	141	26	185
Austria*	-	-	-	-	27	108	28	121	25	113
Ireland	21	108	21	109	25	103	21	113	22	111
Denmark	17	47	12	45	9	35	11	50	17	89
Portugal	35	79	32	82	1	5	5	28	5	25
Sweden*	-	-	-	-	31	38	2	14	8	42

* : joined EU in 1995

Source : EUROSTAT-COMEXT

EU Imports (extra-EU trade) of refined beeswax

(Q : metric tons V : US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	566	1,093	479	955	312	719	527	1,541	802	2,540
of which :										
Greece	335	559	244	404	81	163	120	355	501	1,683
United Kingdom	137	258	172	354	141	349	231	661	157	496
Italy	0	0	4	7	13	17	0	0	57	27
Spain	12	48	49	136	32	81	49	156	55	193
France	30	128	1	14	32	73	114	306	22	57
Sweden*	-	-	-	-	1	2	4	15	5	45
Ireland	2	4	2	3	10	26	3	9	2	7
Germany	45	77	2	21	1	5	34	24	1	20
Belgium & Lux.	5	15	3	9	0	0	1	9	1	4
Denmark	0	2	2	6	1	2	1	2	1	7

* : joined EU in 1995

Source : EUROSTAT-COMEXT

Major suppliers of refined beeswax to the EU

(Q : metric tons V : US\$ 000)

	1993		1994		1995		1996		1997	
	Q	V	Q	V	Q	V	Q	V	Q	V
Total	1,262	3,844	1,305	3,826	1,119	3,849	2,123	5,722	1,743	6,593
Intra EU	696	2,751	826	2,871	807	3,130	1,596	4,181	941	4,053
of which from :										
Germany	314	1,335	277	922	370	1,363	1,070	2,048	327	1,339
France	63	459	143	797	148	739	157	882	224	1,191
United Kingdom	62	166	24	118	27	121	47	219	66	308
Netherlands	68	244	92	352	56	260	101	266	32	135
Extra EU	566	1,093	479	955	312	719	527	1,541	802	2,540
of which from :										
China	411	703	352	604	170	428	289	963	528	1,804
USA	98	264	84	203	60	136	140	324	123	330
Malaysia	0	0	0	0	0	0	0	0	57	27
Morocco	0	0	24	59	0	0	10	36	32	123
Côte d'Ivoire	0	0	0	0	0	0	41	102	21	51
Viet Nam	0	0	0	0	0	0	0	0	20	67
Romania	0	0	0	0	0	0	1	1	7	28

Source : EUROSTAT-COMEXT

ANNEX III

Useful Addresses

1. *Import Promotion Organizations*

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

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

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

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

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

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

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

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

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

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

2. *Standards organizations*

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

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

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

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

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

AFNOR - Association Française de
Normalisation
Tour Europe
92049 Paris La Défense Cedex
Tel : (33) 1 4291 5555
Fax : (33) 1 4291 5656

Nederlands Normalisatie-Instituut
Kalfjeslaan 2, P.O. Box 5059
2600 GB Delft
Tel : (31 15) 269 0390
Fax : (31 15) 269 0190

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

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

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

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

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

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

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

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

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

4. Other useful addresses

Food and Agricultural Organization of
the United Nations (FAO)
Vialle delle Terme di Caracalla
00100 Rome
Italy
Tel : (39 6) 5225 3856
Fax : (39 6) 5225 4495

Office for Official Publications of the
European Communities
2, rue Mercier
L-2985 Luxembourg
Tel : (352) 29 29 42455
Fax : (352) 29 29 42758
E-mail : william.bray@opoce.cec.be

Chambre Syndicale du Miel
P.O. Box 307
45203 Montargis Cedex
Tel : (33) 2 853 152
Fax : (33) 2 981 661

AIIPA - Associazione Italiana Industriali
Prodotti Alimentari
Corso di Porto Nuova 34
20121 Milano
Italy
Tel : (39 2) 654 184
Fax : (39 2) 654 822

Honig-Verband der BRD
Am Wall 146
28195 Bremen
Germany
Tel : (49 421) 339 7511
Fax : (49 421) 326 693

Federation of European Importers and
Packers (FEEDM)
Am Wall 146
28195 Bremen
Germany
Tel : (49 421) 339 7511
Fax : (49 421) 326 693

International Bee Research Association
(IBRA)
18 North Road
Cardiff CF1 3DY
United Kingdom
Tel : (44 222) 372 409
Fax : (44 222) 665 522

British Honey Importers and Packers
Association
Kemp House 152-160, City Road
London EC1A 2NP
United Kingdom
Tel : (44 171) 253 9422
Fax : (44 171) 250 0965

International Federation of Beekeepers'
Associations (APIMONDIA)
P.O. Box 69, Casalpalocco
00124 Rome
Italy
Tel : (39 6) 685 2286
Fax : (39 6) 685 2266

Vereniging tot bevordering van de
bijenteelt in Nederland
(Association for the promotion of
beekeeping in the Netherlands)
Grintweg 273
6704 AP Wageningen
Tel : (31 83) 702 2733

Union Nationale de l'Apiculture
26, rue des Tournelles
75004 Paris
Tel : (33) 1 4887 4715
Fax : (33) 1 4887 7644

Syndicat National d'Apiculture
5, rue Copenhague
75008 Paris
Tel : (33) 1 4522 4842
Fax : (33) 1 4293 7785

Institut Technique de l'Apiculture
(ITAPI)
La Guyonnerie
91440 Bures-Sur-Yvette
Tel : (33) 1 6446 0467

Institut für Honigforschung
(Institute for Honey Research)
15-18 Schlachte
28195 Bremen 1
Tel : (49 421) 12449

Deutscher Imker Bund e.V.
(National Beekeepers' Association)
12 Auf dem Grevel
5307 Wachtberg 3
Tel : (49 228) 321 006

ANNEX IV

Trade Fairs

Trade Fairs

ANUGA - World Food Market Exhibition
 Messe und Ausstellungs GmbH
 Messe Platz 1
 P.O. Box 210760
 D-5000 Cologne
 Germany
 Tel : (49 221) 821 11
 Fax : (49 221) 821 2574

SIAL - Salon International de
 l'Alimentation
 39, rue de la Bienfaisance
 750008 Paris
 France
 Tel : (33 1) 4289 4687
 Fax : (33 1) 4289 4694

Food Ingredients Europe
 Expoconsult B.V.
 P.O. Box200
 3600 AE Maarssen
 The Netherlands
 Tel : (31 346) 573 777
 Fax : (31 346) 573 811

IFE - International Food and Drink
 Exhibition
 11 Manchester Square
 London W1M 5AB
 United Kingdom
 Tel : (44 171) 486 1951
 Fax : (44 171) 486 8773

IBA - Central Association of German
 Bakery Trade
 Bondorferstrasse 23
 D-53604 Bad Honnef
 Germany
 Tel : (49 2224) 77 040
 Fax : (49 2224) 770 440

ALIMENTARIA
 Prosema
 Ronda Universidad 14
 08007 Barcelona
 Spain
 Tel : (34 93) 301 7286
 Fax : (34 93) 301 8998

MIA - International Catering and Food Show
 Via della Fiera, 52, C.P. 300
 47037 Rimini
 Italy
 Tel : (39 541) 711 711
 Fax : (39 541) 786 686

DIETEXPO - International Exhibition of Organic
 Food, Health and Natural Beauty Products
 REED - OIP, B.P. 571
 11, rue du Colonel Pierre Avia
 75726 Paris, Cedex
 France
 Tel : (33) 1 4190 4747
 Fax : (33) 1 4190 4700

BIO FACH - World Trade Fair for Natural
 Organic Food and Natural Products
 ÖKOWELT Veranstaltungs-GmbH
 Industriestr. 12
 91186 Büchenbach
 Germany
 Tel : (49 9171) 96100
 Fax : (49 9171) 4016
 E-mail : info@biofach.de

SANA - Health Food, Health, Environment
 Exhibition
 Fiere e Comunicazioni Srl
 Via San Vittore, 14
 20123 Milano
 Italy
 Tel : (39 2) 8645 1078
 Fax : (39 2) 8645 3506
 E-mail : fierecom@starlink.it

NATURA - Exhibition for Health Food,
 Wholefood and Natural Cosmetics
 EXPOLIDER-Fieiras,
 Exposições e Congressos
 Av. Maria da Coneição, 177 R/C
 2775 Carcavelos
 Portugal
 Tel : (351 1) 458 0061
 Fax : (351 1) 457 7631
 E-mail : expolider@mail.telepac.pt

ANNEX V

**List of Selected Importers, Agents, Packers and End-users of Honey
(non-exhaustive)**

Germany

E.A. Springer GmbH & Co.
Steindamm 87
20099 Hamburg 1
Tel : (49 40) 241 366

Wolff & Olsen (GmbH & Co)
Grosse Bäckerstrasse 13
20095 Hamburg
Tel : (49 40) 376 760
Fax : (49 40) 3767 6100

Jebsen & Jessen GmbH & Co. KG
Postfach 103329
20095 Hamburg
Tel : (49 40) 33014-1

Tuchel & Sohn GmbH
Nahrungsmittel-Fabrik
1 Nigen Rügen
22159 Hamburg 1
Tel : (49 40) 643 006-9

Albert Johann Meyer GmbH & Co.
KG
56 Slevogtrasse
Postfach 103247
28209 Bremen 1
Tel : (49 421) 342 911

Alfred L. Wolff GmbH & Co.
Hanseatische
13 Gr. Bäckerstrasse (Sudanhaus)
20095 Hamburg 1
Tel : (49 40) 362 971

Hans Sommer GmbH & Co. KG
4 Kohlhöckerstrasse
Postfach 101429
28203 Bremen 1
Tel : (49 421) 701 040

Robert Krämer Honig GmbH
Auf der Muggenburg 4
28217 Bremen
Tel : (49 421) 217 576

Joh. Gottfr. Schütte & Co.
16-17 Bornstrasse
Postfach 101707
28195 Bremen
Tel : (49 421) 30421

Bey & Co.
9-11 Tannenallee
21465 Reinbek-Neuschönningstedt
B. Hamburg
Tel : (49 40) 711 0091

Adolf Determan
1 Auf dem Sande
Freihafen
20457 Hamburg 11
Tel : (49 40) 465 041

Standard Übersee Handels GmbH
3 Rothenbaumchaussee
20148 Hamburg
Tel : (49 40) 441 041

Bahnsen & Prigge
Molkenstäh 5
21279 Hollenstedt
Tel : (49 4165) 81021

Schumacher GmbH
Halsestrasse 1
21465 Reinbek
Tel : (49 40) 722 6054
Fax : (49 40) 722 9254

H.E. Hansen GmbH & Co. KG
12 Rathaustasse
20095 Hamburg
Tel : (49 40) 324 142

Eden-Waren GmbH
Wasastrasse 10
29229 Celle
Tel : (49 5141) 96474
Fax : (49 5141) 964 874

Sonnentau Gebr. Winkelmann KG
Bahnhofstrasse 15
27374 Visselhövede
Tel : (49 4262) 93990
Fax : (49 4262) 939 925

Inter-Planing GmbH
Kirchsteigstrasse 10
86476 Neuburg-Langenhaslach
Tel : (49 8283) 834
Fax : (49 8283) 2188

Fürsten-Reform
Dr. med. Hans Plümer Nacht. Gn &
Co. KG
2 Am Salgenholz
331110 Braunschweig-Wenden
Tel : (49 5307) 2371-72

Max Nook
138 Jülicher Landstraße
41464 Neuss
Tel : (49 2101) 42018-19

Sonnland Nahrungsmittel GmbH &
Co. KG
28 Berger-Kreuz-Straße
81735 München

Breitsamer + Ulrich GmbH & Co. KG
28 Berger-Kreuz-Straße
81735 München 83
Tel : (49 89) 400 305

Fauser Vitaquellwerk KG
60 Pinneberger Chaussee
Postfach 540629
Tel : (49 40) 575 057

F. Gobber & Co.
40 Bahnhofstraße
27324 Eystrup
Tel : (49 4254) 841 113

Rothbuch KG
Dr. Gerhard Todenhöfer
10 Düsseldorfer Straße
Postfach2307
72072 Tübingen
Tel : (49 7071) 32065

HG Sanders
22 Birtstraße
22041 Hamburg-Wandsbek
Tel : (49 4322) 2622

E. Otto Schmidt
30 Zollhaus-Straße
90469 Nürnberg 50
Tel : (49 911) 83360

Honig-Müngersdorff GmbH
37 St. Agatha-Str.
Postfach 25
51149 Köln
Tel : (49 221) 213 810

Bernard Holtrup GmbH & Co. KG
16 Merkureck
Postfach 3611
48165 Münster
Tel : (49 2501) 6660

Albert Claussen
post Reinfeld (Holstr.)
23858 Wesenberg
Tel : (49 4533)252

Dryer Beinenhonig
Rheinhold Dreyer
6 Auf der Masch
3110 Uelzen
Tel : (49 581) 73498

Gühler & Schwabe's Bienenhonig GmbH
Postfach 44
64658 Krumbach
Tel : (49 82) 83834

Rudolf Klein OHG
2 Eichendorfer Straße
94424 Arnstorf
Tel : (49 8723) 1258

Allwex Food Trading GmbH
Auf dem Sande 1
20457 Hamburg
Tel : (49 40) 362 712
Fax : (49 40) 372 272

United Kingdom

Etco International Commodities Ltd,
Bedford House
125-133 Camden High Street
London NW1 7JR
Tel : (44 181) 485 4100
Tlx : 25307

Hybs Food Interantional Ltd,
55 Park Street
Bristol BS1 5NT
Tel : (44 272) 2229 1406

Jack Israel
JLI House, Guildford Street
Chertsey, Surrey KT16 9ND
Tel : (44 932) 569 600
Fax : (44 932) 569 582

Johnson Tamlyn
12 Bessmer Park
Milkwood Road
London SE24 0HG
Tel : (44 171) 737 6608
Fax : (44 171) 737 6543

Kimpton Brothers Ltd,
Berkshire House
168-173 High Holborn
London WC1V 7AF
Tel : (44 171) 379 6422
Fax : (44 171) 240 8726

Fuerst Day Lawson Honey Ltd,
St. Clare House
30-33 Minories
London EC3N 1LN
Tel : (44 171) 488 0777
Fax : (44 171) 480 7567

Arts of Comber Ltd
Belfast Road
Belfast
N. Ireland
Tel : (44 247) 872 260

Blands Honey
West End lane
Oldbury-on-Severn
Nr. Bristol BS12 1PS

Church Farm Apiaries Ltd
5 Main Street
Little Thetford, Ely
Cams. CB6 3HA
Tel : (44 223) 538 922

Honeysukle Foods Ltd
Station Road Estate
Wallingford
Oxford OX10 0HX
Tel : (44 491) 32373
Fax : (44 491) 26183

Manley Ratcliffe and Co. Ltd
Tower Road
Berinsfield
Oxford OX9 8LQ
Tel : (44 865) 340 171
Fax : (44 865) 340 738

West Country Honey Farms Ltd
Braeside
West Horrington
Wells
Somerset BA5 3ED
Tel : (44 749) 72440

Nelson Preserving Co. Ltd
 Long Lane
 Aintree
 Liverpool L9 7BN
 Tel : (44 51) 525 1606

Bioceuticals Ltd.
 Nutri House
 26 Ziennor Road
 London SW12 0PS
 Tel : (44 181) 675 5664
 Fax : (44 181) 675 2257

Bioserum (UK) Ltd.
 5 Watford Road, Wembley
 Middlesex Ha0 3ET
 Tel : (44 181) 904 1735
 Fax : (44 181) 908 3340

Braybrooke-Hungarofood Co. Ltd.
 Standard House
 16/22 Epworth Street
 London EC2A 4JL
 Tel : (44 171) 588 6163
 Fax : (44 171) 638 7035

Cotswold Speciality Foods Ltd.
 Unit 1, Avenue 3, Station Lane
 Witney
 Oxon OX8 6HZ
 Tel : (44 1993) 703 294
 Fax : (44 1993) 774 227

Dart Valley Foods
 Unit 1, The Calvert Centre
 Woodmancott, Near Winchester
 Hampshire SO21 3BN
 Tel : (44 1256) 397 979
 Fax : (44 1256) 397 127

EBS (Exeter Bee Supplies)
 Merrivale Road
 Exeter Road Industrial Estate
 Okehampton
 Devon EX20 1UD
 Tel : (44 1837) 54084
 Fax : (44 1837) 54085

The Garvin Honey Co. Ltd.
 Garvin House, 158/160
 Twickenham Road, Isleworth
 Middlesex TW7 7DL
 Tel : (44 181) 560 7171
 Fax : (44 181) 569 8036

Heather Hills Honey Farm
 Bridge of Cally, Blairgowrie
 Perthshire PH10 7JG
 Tel : (44 1250) 886 252
 Fax : (44 1250) 886 252

Petty, Wood & Co. Ltd.
 P.O. Box 66, Livingston Road
 Andover
 Hampshire SP10 5LA
 Tel : (44 1264) 345 500
 Fax : (44 1264) 332 025

Regina Health Club Ltd.
 2a Alexandra Grove, Finchley
 London N12 8NU
 Tel : (44 181) 446 6644
 Fax : (44 181) 445 4551
 (Royal jelly capsules, royal jelly)

Summerbee Products
 Windsor House
 Lime Avenue, Torquay
 Devon TQ2 5SL
 Tel : (44 1803) 212 965
 Fax : (44 1803) 212 965

Netherlands

Rit BV, De
 Retzezystraat 4
 4011 JP Zoelen
 Tel : (31 344) 681 653
 Fax : (31 344) 681 404

Honingzemery Pieterburen
 Hoofdstraat 77
 9968 AB Pieterburen
 Tel : (31 595) 2320
 Fax : (31 595) 2385

MC Foods
Houtlaan 21 P.O. box 23375
3001 KJ Rotterdam
Tel : (31 10) 213 0488
Fax : (31 10) 411 6545

Bijenstand Mellona B.V.
Bloemendaalsestraatweg 147
2082 GD Santpoort-Zuid
Tel : (31 23) 377 241
Fax : (31 23) 382 810

Plystra B.V.
Jan Tomstraat 2B
P.O. box 2655
2940 AD Lekkerkerk
Tel : (31 1805) 1377

De Traay B.V.
Traaiweg 10
3956 NP Leersum
Tel : (31 343) 454 375
Fax : (31 323) 254 470

Honingzemery "Het Zuiden" B.V.
Ladonkseweg 9
PO Box 2
5280 AA Boxtel
Tel : (31 411) 672 306
Fax : (31 411) 673 250

Bijenstand Firma HT van Dam & Zn.
P W Janssenweg 35-37
8411 XR Jubbega
Tel : (31 516) 51839
Fax : (31 516) 51839

Italy

Apicoltura Iacovanelli
Impresa individuale
Contrada Montemarcone 40/2
66041 Atessa (CH)
Tel : (39 872) 897 793
Fax : (39 872) 895 084

Apicoltura Piana Srl
Via Piana 1450
40024 Castel S. Pietrot (BO)
Tel : (39 51) 941 205
Fax : (39 51) 944 652

Porrini Miele Srl
Via Vignetta 23
21020 Brebbia (VA)
Tel : (39 332) 770 472
Fax : (39 332) 773 341

Serfruits Import Export Srl
Via Redecesio 7
20090 Segrate (MI)
Tel : (39 2) 213 9251
Fax : (39 2) 213 9990

Antonio di Palo SNC
Via Beato Franco Cristiano 4
80144 Napoli
Tel : (39 81) 736 5979

Pili Gianni
Via Vittorio Emmanuele 40
08039 Tonara

Grosserbe Srl
Via Viadagola 14
40057 Granarolo Dell'Emilia
Bologna
Tel : (39 51) 767 757

Germinal Italia SRL
Via Guido Rossa 51
25060 Cellatica
Brescia
Tel : (39 30) 277 1870

Pernigotti Stefano e Figlio SpA
Viale della Rimembranza
15067 Novi Ligure (AL)
Tel : (39 143) 76631
Tlx : 211371 torron i

Natura Holding Italiana SpA
Via Tirreno 129
10134 Torino
Tel : (39 11) 965 2384

Secondo Vergani SpA
Via Tacito 7
26100 Cremona

Sperlari Fratelli SpA
Via Milano 16
26100 Cremona
Tel : (39 372) 410 541
Tlx : 311106 sperl i

Dondi Lorenzo SpA
Via Buoso de Dovara 74
26100 Cremona
Tel : (39 372) 431251

Plasmon Dietetici Alimentari SpA
Via Caldolini 26
20137 Milano
Tel : (39 2) 548 4282

Belgium

Meli Park NV
De Pannelaan 68
8660 Adinkerke
Tel : (32 58) 420 202
Fax : (32 58) 420 139

France

Dardennes
BP 3
33770 Salles
Tel : (33) 5 5680 4088

Mellitag
Tour Mellita
215 rue La Fontaine
94120 Fontenay-Sous-Bois

Ser La Rochefontaine
42, av. De la Grande armée
75017 Paris
Tel : (33) 1 4380 2022

Miel Villeneuve
BP 42
45202 Montargis Cedex
Tel : (33) 2 3885 3152

Michaud S.A. (Bernard)
Domaine du Bergeret BP 14
64110 Jurancon Cedex
Tel : (33) 5 5906 0203
Fax : (33) 5 5982 5720

Coredisse
11, rue Tronchet
75008 Paris
Tel : (33) 1 4742 7716

Etienne Trubert
38, rue Faubourg-La-Grappe
28000 Chartres
Tel : (33) 2 3728 0476

Diététique et Santé
BP 106
31250 Revel
Tel : (33) 5 6127 6444
Fax : (33) 5 6183 1525

Raoul Duval & Cie
7, pl. Léon Meyer
76067 Le Havre
Tel : (33) 2 3521 0276
Fax : (33) 2 3521 5831

Comptoirs des Miels
6, rue Marcel Dessault
93360 Neuilly Plaisance

La Ruche Roannaise
Ets. Besacier
6-8 rue Jean Mermoz
42300 Roanne
Tel : (33) 4 7767 1733

Perronneau-Cronn Gabriel
Production Apicole
54, rue Larrey
21004 Dijon
Tel : (33) 3 8041 0186
Fax : (33) 3 8045 2326

Cosmétochem France
BP 125
06334 Grasse Cedex
Tel : (33) 4 9336 6326
Fax : (33) 4 9336 9585

Greece

I. Mauromitis Bros.& Co.
Ligia
303 00 Nafpactos
Tel : (30 634) 24910

Elgeka S.A.
Olympou 32
57009 Kalohori-Thessaloniki
Tel : (30 31) 752 602
Fax : (30 31) 752 335

Melissokomiki (Greek Beekeeper's
Association)
57 Makrigianni Street
14343 Athina
Tel : (30 1) 251 4412/13
Fax : (30 1) 252 1322

Denmark

N.A.F. International Amba
Fanøgade 15
2100 København Ø
Tel : (45) 3916 9000
Fax : (45) 3916 9080
(Imports for Coop - Denmark)

Svansø Food A/S
Stranvejen 1
5800 Nyborg
Tel : (45) 6531 4100
Fax : (45) 6530 1041

Sweden

Luce Produkter AB
Lilla Bjorn 4-B
415 16 Gothenburg
Tel : (46 31) 465 400
Fax : (46 31) 465 444

M.S. Food
Lina Sandels Plan 30 BV
129 53 Hagersten
Tel : (46 8) 795 6505
Fax : (46 8) 795 6505

Swedish Universal Trading AB
Staffansvagen 6-8
191 78 Sollentuna
Tel : (46 8) 754 3490
Fax : (46 8) 754 3491

Ireland

Boyne Valley Foods Ltd.
Mell
Irl-Drogheda, County Louth
Tel : (353 41) 37624
Fax : (353 41) 32217

Spain

La Moderna Apicultura
Dr. Esquerdo, 47
28028 Madrid
Tel : (34 91) 574 5240
Fax : (34 91) 574 4181

Apisol S.A.
Blasco Ibáñez, 24
46193 Montroy
Tel : (34 96) 255 5262
Fax : (34 96) 255 6232

Mielso, S.A.
Industria, 1, pol. El Mijares
12550 Almazora
Tel : (34 964) 562 851
Fax : (34 964) 563 522

ANNEX VI

**List of Selected Importers, Agents, Packers and End-users of Beeswax
(non-exhaustive)**

Netherlands

Fasting & Co BV
 Oranjestraat 2A
 2514 JB 's-Gravenhage
 Tel : (31 70) 364 6911
 Fax : (31 70) 365 9822

Koster Keunen Holland B.V.
 Raambrug 3
 5531 AG Bladel
 Tel : (31 497) 382 929

Ruiter BV
 Emmaweg 58
 1241 Kortenhoef
 Tel : (31 35) 561402
 Fax : (31 35) 563 554

Denmark

Dansk Voksfabrik A/S
 Krimsvej 15
 DK-2300 København S
 Tel : (45) 3259 1275
 Fax : (45) 3259 2675

NDH Nordisk Droge Handels A/S
 Smedeland 20A
 2600 Glostrup
 Tel : (45) 4296 6888
 Fax : (45) 4343 3355

United Kingdom

Chilligton Tamlyn Ltd.
 Top Barn, Newton
 Cambridge, CB2 5PG
 Tel : (44 223) 872 444
 Fax : (44 223) 872 512

Poth Hille & Co. Ltd
 37 High Street, Stratford
 London E15 2QD
 Tel : (44 181) 534 7091
 Fax : (44 181) 534 2291

Spain

Th. Goldschmidt, S.A.
 Comte d'Urgell, 240, 3°C
 08036 Barcelona
 Tel : (34 93) 495 1313
 Fax : (34 93) 495 1325

Hernandez Ramos, Cruz
 C/ABATO, 37
 28007 Madrid
 Tel : (34 91) 433 6872
 Fax : (34 91) 551 7935

Germany

Bahnsen & Prigge
 Molkenstäh 5
 21279 Hollenstedt
 Tel : (49 4165) 81021

ter Hell & Co. GmbH
 Kattrepelsbrücke 1
 20095 Hamburg
 Tel : (49 40) 300 5010
 Fax : (49 40) 335 050

Tromm GmbH
 Postfach 62 01 68
 50694 Köln
 Tel : (49 221) 974 5520
 Fax : (49 221) 9745 5230

Wolff & Olsen (GmbH & Co)
 Postfach 10 66 20
 20044 Hamburg
 Tel : (49 40) 376 760
 Fax : (49 40) 3767 6100

Italy

Apicoltura Iacovanelli
 Contrada Montemarcone 40/2
 66041 Atessa (CH)
 Tel : (39 872) 897 793
 Fax : (39 872) 895 084

Porcelli Vincenzo Sas
Via S.M. Imperio 28
88018 Vibo Valentia (VV)
Tel : (39 963) 41010
Fax : (39 963) 41010

Porrini Miele Srl
Via Vignetta 23
21020 Brebbia (VA)
Tel : (39 332) 770 472
Fax : (39 332) 773 341

France

Aiglon
Route de Boran
60460 Percy sur Oise
Tel : (33) 3 4427 6693
Fax : (33) 3 4427 6055

Albert Vieille
BP 41
06210 Vallauris Cedex
Tel : (33) 4 9364 1672
Fax : (33) 4 9364 8007

Alfred Wolff France
15, rue de l'Arsenal
75004 Paris
Tel : (33) 1 4272 9231
Fax : (33) 1 4272 1199

Alland et Robert
9 rue Saintonge
75003 Paris
Tel : (33) 1 4272 9055
Fax : (33) 1 4272 5438

Almimet
18, rue de la Michodière
75002 Paris
Tel : (33) 1 4742 0633
Fax : (33) 1 4742 1204

Areca
2, rue Paul Bert
13100 Aix en Provence
Tel : (33) 4 4296 3981
Fax : (33) 4 4296 3994

Argeville
BP 402
06254 Mougins Cedex
Tel : (33) 4 9292 4343
Fax : (33) 4 9292 4344

Argeville
7, rue d'Artois
75008 Paris
Tel : (33) 1 5377 6180
Fax : (33) 1 4225 1318

Barlocher France
BP 72
13368 Marseille Cedex 11
Tel : (33) 4 9136 4070
Fax : (33) 4 9136 4088

Bomann Laboratoire
ZA La Barlière
38960 St. Etienne de Crossey
Tel : (33) 4 7655 3323
Fax : (33) 4 7655 3320

Bompard Aromatiques
BP 129
06334 Grasse
Tel : (33) 4 9309 0344
Fax : (33) 4 9309 1077

Brakerli
34, avenue Marceau
75008 Paris
Tel : (33) 1 4723 3782
Fax : (33) 4 4723 3023

Comptoir Français Interchimie
145, rue de Paris
93012 Bobigny
Tel : (33) 1 4843 3304
Fax : (33) 1 4844 9578

Brenntag Val de Loire
816, rue de Gautray
Saint Cyr en Val
45075 Orléans Cedex 2
Tel : (33) 2 3869 7676
Fax : (33) 2 3864 1699

Benckiser Saint Marc
119-125, rue des Trois Fontanot
B.P. 508
92005 Nanthère Cédex
Tel : (33) 2 4776 3049
Fax : (33) 2 4776 3898

Daras S.A. (Georges S.)
14, Rue Fortia BP 1878
13222 Marseille Cédex
Tel : (33) 4 9104 8800
Fax : (33) 4 9155 6236

Gazechim
13/19, rue Denis Papin
ZI de Mitry Compans
77292 Mitry Mory Cedex
Tel : (33) 1 6021 4700
Fax : (33) 1 6021 4721

Hassalauer
10, rue de l'Ancienne Mairie
92771 Boulogne Billancourt Cedex
Tel : (33) 1 4699 1400
Fax : (33) 1 4604 8141

HB Fuller France
BP 12
76580 Le Trait
Tel : (33) 2 3537 9390
Fax : (33) 2 3537 3678

Ingrenat
1, rue de Baume Sourne
13190 Allauch
Tel : (33) 4 9166 6998
Fax : (33) 4 9161 2296

Interchemical
15, avenue de la Grande Armée
75116 Paris
Tel : (33) 1 4500 7486
Fax : (33) 1 4500 0507

Interchim
BP 1140
03103 Montluçon Cedex
Tel : (33) 4 7003 8855
Fax : (33) 4 70038260

Jacques Vernet
Route de Marseille, MIN
84000 Avignon
Tel : (33) 4 9087 7833
Fax : (33) 4 9087 7834

Jan Dekker France
BP 205
78104 Saint Germain en Laye Cedex
Tel : (33) 1 3451 8411
Fax : (33) 1 3973 5311

Lambert Rivière
17, avenue Louison Bobet
Val de Fontenay
94132 Fontenay sous Bois
Tel : (33) 1 4974 8080
Fax : (33) 1 4974 8111

Laserson & Sabetay (ETS)
B.P. 57
91151 Etampes Cédex
Tel : (33) 1 6494 3124
Fax : (33) 1 6494 9897

Luzzatto
10, avenue Percier
75008 Paris
Tel : (33) 1 4359 5680
Fax : (33) 1 4359 0762

Mane et Fils
620, route de Grasse
Quartier Notre Dame
06620 Bar sur Loup
Tel : (33) 4 9309 7000
Fax : (33) 4 9342 5425

Marcel Quarré
10-12 rue Massue
94300 Vincennes
Tel : (33) 1 4174 7100
Fax : (33) 1 4174 7159

Miellerie des Butineuses
BP 19
84450 St. Saturnin les Avignon
Tel : (33) 4 9022 4752
Fax : (33) 4 9022 3668

PCMA
BP 18
06338 Grasse Cedex
Tel : (33) 4 9309 1595
Fax : (33) 4 9309 0397

Prod'Hyg
ZI Les Marais
16, rue des Osiers
78310 Coignières
Tel : (33) 1 3461 7757
Fax : (33) 1 3461 2387

RMC Belix
Antilly
60620 Betz
Tel : (33) 3 4487 2227
Fax : (33) 3 4487 2611

Robertet
BP 100
06333 Grasse Cedex
Tel : (33) 4 9340 3366
Fax : (33) 4 9370 6809

SBI Systems Bio Industries
4, Place des Ailes
Immeuble Le Bleriot
92641 Boulogne Billancourt Cedex
Tel : (33) 1 4712 2525
Fax : (33) 1 4712 2656

Schweizerhall France
57, boulevard de Montmorency
75016 Paris
Tel : (33) 1 4414 6940
Fax : (33) 1 4414 6950

Tisco
145, rue de Paris
93012 Boreigny Cédex
Tel : (33) 2 4845 0054
Fax : (33) 2 4843 5968

Unipex
BP 150
92504 Rueil Malmaison Cedex
Tel : (33) 1 4732 9293
Fax : (33) 1 4749 0235

