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Guyana Economic Opportunities

EXPORT MARKET OPPORTUNITIES

MARKET PROFILE: THE GERMAN ORGANIC SECTOR

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MARKET PROFILE:

THE GERMAN ORGANIC SECTOR



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Introduction

An important objective of Guyana's trade and agricultural policies is the diversification of production and exports. One possible area for diversification is in the market for organic and natural foods. With recent food safety scares over the past few years, the demand for safe and healthy food products is growing. Although accounting for a relatively small percentage of overall food consumption (probably less than 2% worldwide) the rate of growth in demand for organic products is quite high, approaching a 10% annual increase in some markets. At present, Guyana produces very little certified organic products. The North West region of Guyana has agricultural potential and due to its location and history, most of the agricultural land is probably already "organic" in the sense that little fertilizer or pesticides have ever been used in the area. Given the relative isolation of the area and problems of transportation, however, the export of fresh organic produce would pose a difficult hurdle today. Therefore, processing of certified organic produce may offer the greatest potential in the medium term.

Several producers and exporters and the Ministry of Fisheries, Crops and Livestock are interested in the potential for increasing organic farming and exports. At present, however, there is little hard information on the demand for fresh or processed organic products that could be exported from Guyana. This survey of the market for organic products in Germany is the first in a series of bulletins to help fill this void and to provide information to farmers, exporters, and policy makers about the potential for organic farming and exports from a market perspective. It seeks to answer the following questions: Which products are in demand? What is the potential for growth in demand? Which countries are currently the major suppliers (i.e. potential competitors) to the German market? What is the potential for fresh vs. processed agricultural produce? And perhaps most importantly, the bulletin provides a very extensive list of importers, wholesalers, distributors and retailers who deal with organic products.

Part I of the bulletin provides a brief overview of the German market, current imports, distribution channels and discusses possible opportunities and constraints. Part I is based primarily on desk and internet research. Part II of the bulletin focuses mainly on opportunities for organic exports to Germany, particularly for processed or semi-processed produce. Part II is primarily the result of direct interviews with German processors, importers and distributors.

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PART I

Overview of The German Market for Organic Produce

Prepared by

Amelia Hube

SECTION 1

The Market for Organic Fruit and Vegetables in Germany

A. German Organic Market Overview

Germany is the third largest economy in the world and is one of the world's largest producers and consumers of organic food products. Total sales of organic foods in Germany are the highest in the EU, with 1.6 percent of total food sales being organic (DPI, 2003). With growth of organic markets continuing on average worldwide at 20 percent, Germany's growth rate seems comparatively low at 5-10 percent a year. This smaller yet steady growth rate is due to a firmly-established tradition in organic farming and marketing for health products. The tradition of organic farming dates back to the end of the 19th century when the "Reformbewegung" (reform movement) introduced its philosophy of connection between the health of mankind with the health of soil and the growth of plants. "Reformhäuser" (reform shops) blossomed in response, selling goods grown according to this philosophy (OTA, 2000). Bioladen and Naturkostladen (natural and organic food shops) spread through out the country when organic farming became more popular in the early seventies, and these small, mostly independently-owned Bioladen and Naturkostladen continue to be the main force in the promotion and sale of organic products (OTA, 2000).

The continual increase in German organic production and the entrance of supermarkets into the organic playing field in the early 1990s has further accelerated the growth rate of the organic market. Today, Germany is the largest organic market in the world, and likewise one of the largest importers of organic products. As in other EC countries, consumption of organic food products in Germany increased sharply with food scares such as the recent BSE crisis. Following the scare in 2001, demand for organic products increased by about 30 percent (USDA, 2002). After the BSE topic left the major headlines, the increased interest in organic products slowed. Food scares have led to a rise in health awareness among consumers, and levels of organic consumption still remain higher than before the BSE crisis.

Support to organic farmers in Germany began under the EC program in 1989 and has since expanded, granting subsidies for production, processing and marketing. Governmental support for the German organic market is impressively strong. In September 2001, German agricultural minister Renate Künast presented a new logo for organic food products marketed in Germany, replacing the private industry label "Oekopruefzeichen" (USDA, 2002). Introduction of this new logo ("Bio") has been met with strong support from the retail trade and processing industry since it does not distinguish between imported and national products as the previous seal did. Wide-use of the nationally recognized seal for organic products will be a helpful tool to consumers in identifying organic foods in stores.

The Federal Ministry of Consumer Protection is also encouraging continuation in growth of the organic market with an information campaign for the new logo. The campaign began early 2002 with a budget totaling Euro 7.5 million. As of 2002, the logo was already in use by 170

companies for 1300 different products (USDA, 2002). More information about the seal is available at www.bio-siegel.de. The Ministry has recently set the ambitious goal of a 20 percent organic share of agriculture to be reached by 2010 (ITC/FAO/CTA, 2001). In each Federal State, a range of programs covering production, certification and marketing is offered to help organic farmers.

The organic acreage and number of farms in Germany has steadily increased since the mid-1990s, making Germany the third largest for number of organic farms in any European country (OTA, 2000). The strength of German domestic production proves to be significant competition to foreign importers, yet domestic production still does not meet consumer demand.

There have been no official data gathered on quantities of organic fruit and vegetables produced, exported and imported, so it is difficult to provide any estimation of the total volume of processed organic fruit and vegetables sold on the German market. Current information regarding sales of organic food products can be pieced together from interviews with industry members, but not all industry members are willing to share data. Large supermarkets and importers are particularly secretive on this point.

The most important product groups sold in 1998 in terms of value were fruit and vegetables, baby food, and categories including dried fruit and nuts (see Exhibit 1). Organic baby food is a booming area. The EU regulations on baby food are so strict, that many baby food companies simply choose organic production to assure compliance.

Exhibit 1: Sales of Organic Food by Product Group in Germany in 1998 (exportable from Guyana)		
Product Group	Retail Value (millions)	% percent of total sales
Fruits and Vegetables	331	18.4
Baby Food	200	11.1
Pasta, dried fruit, cereals, muesli	129	7.2
Whole grain, seeds, nuts	111	6.1
Soups, cans, convenience food	65	3.6
Fruit and vegetable juices	37	2.0

Source: Bundesverbände Naturkost Naturwaren [2], Kortbech et al., [22] (OTA, 2000).

The diversity of organic fruits and vegetables available at the wholesale level is impressive: retailers can order at least 100 different vegetable products and some 30 to 50 different fruits year round (ITC/FAO/CTA, 2001). Of the most important tropical fruits are coconuts year-round and mangoes and pineapples seasonally. Other underserved product areas include frozen foods, vegetable and tropical fruit juices, jams, and convenience foods.

There is a marked decline in overall organic sales in Germany from June to October due to the summer holiday season and the coinciding height of German production of fruits and vegetables. Sales drop by up to 30 percent from May to October (ITC/FAO/CTA, 2001). Organic sales peak in the winter, especially before Christmas, providing an opportunity for foreign exporters of fruits and vegetables to profit from the peak season.

Domestic organic production is almost entirely consumed in Germany, however, exports of processed organic food products (e.g. important organic brands, like *Rapunzel*) are considerable (ITC/FAO/CTA, 2001). Most commonly re-exported organics include citrus and vegetables from Spain, Italy and Morocco, and tropical fruits from Cameroon, Guinea and Madagascar.

B. German Organic Imports

Germany is without question the biggest importer of organic products for sale in Europe, illustrating that the demand for organic products is much higher than domestic organic production. This demand is most apparent for fruits, with an estimated 56 percent import ratio in comparison to the domestic market (Exhibit 2). Of all fruits and vegetables sold in Germany, forty-five percent are imported (ITC/FAO/CTA, 2001). FAO estimated the value of organic fruits and vegetables imported to be \$162 million (DM 360 million) in 2001.

Source: ITC/FAO/CTA, 2001.

Organic Product	Percentage Imported
Fruits	56%
Oilseeds	50%
Vegetables/Wine	36%
Poultry	20%
Cereals	10%

Official figures of total imports of organic fruit and vegetables are not available, as customs offices in the past have not distinguished organic and conventional products. The European Commission approved a regulation which requires Member States to record the quantities of organic products entering the countries. This system was slated to begin implementation in 2002.

Due to the common practice of re-exporting among EU countries, there is insufficient data to determine total volume of imports, since both EU suppliers and some of the seven third countries on the Article 11 list¹ are important suppliers of organic fruit and vegetables. Many of the largest importers of organics in Europe are located in Germany.

Product Group	Import Value (\$ millions)	Percent of Raw Materials Imported
Fruits and Vegetables	46.5	45
Baby Food	0	0
Pasta, dried fruit, cereals, muesli	19	78
Bread spreads	12	85
Whole grain, seeds, nuts	17	90
Soups, cans, convenience food	6	60
Fruit and vegetable juices	3	50

Source: Kortbech et al., [22], modified by Organic Insights (OTA, 2000).

¹ Australia, Argentina, Costa Rica, Hungary, Israel, and Switzerland

As in most organic markets, exotic fruits hold a small percentage of the share. Mangoes, pineapples and papayas each held a market volume of approximately 1,000 tonnes in 2001. Market opportunities for mangos exist if supplied year-round. Foreign exporters of pineapple must be aware of the new EC regulation forbidding the use of ethylene in organic pineapple production (for flower induction) (ITC/FAO/CTA, 2001). The regulation poses a serious problem to the German market; since February 2001, the demand for organic pineapple in Germany could not be met due to the new regulation prohibiting the use of ethylene. (ITC/FAO/CTA, 2001). Imports of bananas, Germany's most traded fruit, represent opportunities for developing country exporters. Dominican Republic has ousted the Canary Islands as Germany's main supplier of bananas due to lower labor costs.

C. Sources

The main supplying countries for organic fruits and vegetables in Germany are Spain, France and Italy, though the three EC countries supply mainly conventional products. Competition for imports of exotic fruits and vegetables comes from the Dominican Republic, Israel, Cameroon, Guinea, Ghana, and Brazil (ITC/FAO/CTA, 2001). Exhibit 4 breaks down the fruits and vegetables with the most demand by country of origin.

Exhibit 4: Most Imported fruits and vegetables (exportable from Guyana) into Germany by origin, 2001	
Product	Country of Origin
Fruit	
Mango	Israel, Dominican Republic, Brazil, Cameroon, Guinea
Papaya	Cameroon, Guinea, Ghana
Pineapple	Cameroon, Guinea, Ghana
Coconut	Dominican Republic
Vegetable	
Potato	Germany, Egypt, Spain, Israel

Source: ITC/FAO/CTA, 2001.

SECTION 2

Entering the German Organic Market

A. Distribution Channels

Population, industry and commerce in Germany are situated all over the country rather than concentrated in several main larger cities. This layout along with persisting economic differences between the former East and West are important points to consider when looking at Germany as a potential export market.

A large number of small processing firms dominate the German processing sector. Under the Association of Organic Farming Organizations in Germany (AGÖL²), 800 processors were certified as of 2000 (OTA, 2000). The biggest organic food processor in Germany is the baby food manufacturer Hipp. Of the company's total ingredients supply, the share of organically grown ingredients is well over 70 percent and growing. Hipp's stated goal is conversion to organic production entirely, and the company is recognized for its commitment to environmentally responsible production, not only for its organic food products. As the overall market leader in baby food on the German market, this midsize company competes with market giants like Nestle and Numico N.V.

Another major player is Rapunzel AG, a key supplier for Naturkostläden and Bioläden (specialist organic food shops). Rapunzel has grown over the 20 years since its beginning to become renowned in the industry, acting as processor, importer, and distributor of organic foods. Carrying over 800 different products, Rapunzel supports its own brand under the same name and is dedicated solely to organic food. This growth trend is likely to continue with Rapunzel's traditional customers as well as under its recently founded subsidiary which serves the private label business for supermarket chains. The Federal Association of Organic Food Producers (Bundesverband Produzenten ökologischer Produkte) organizes producers and processors of organic foods in Germany.

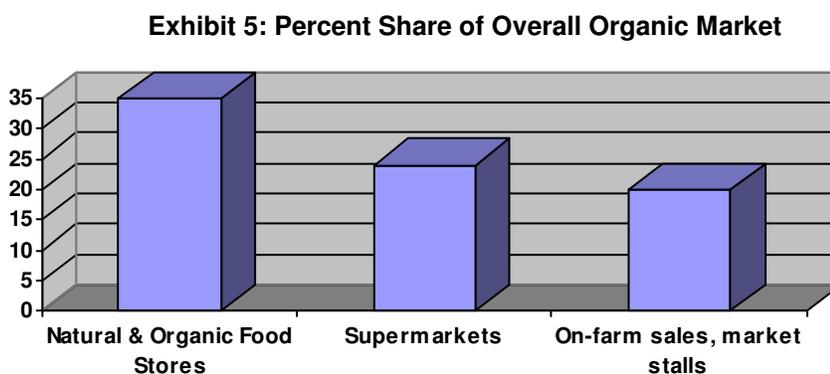
Wholesale distribution in Germany is structured on a regional level. In practical terms this distribution structure requires access to a network of wholesalers (10 or more) in order to cover the whole country, distribution wise. Dennree Versorgungs GmbH is one of the largest wholesalers, located in Töpen and sells mainly dairy, fruits and vegetables. Bio-Zentrale is another large wholesaler (controlled by Delvena Lebensmittel Kontor) and supplies the dry assortment of several private labels. Another important wholesaler to note is Lehmann Natur which specializes in organic fruits and vegetables for supermarkets. Other wholesalers and packers include Care Naturkost GmbH, Gruner Punkt Naturkost GmbH, Georg Rosner Vertriebs GmbH, Ubelhor KG, Naturkost Schramm, Ernst Weber Naturkost, and Euro Bio Korn. Organic wholesalers carry up to 150 fruit and vegetable products (ITC/FAO/CTA, 2001). The German Association for Natural Food and Products (Bundescerbände Naturkost Naturwaren) is the

² The AGÖL was originally created as an association of the nine largest organic farming associations: Demeter, Bioland, Naturland, Biokreis, ANOG, Biopark, GÄA, Ökosiegel, and Ecovin.

association of wholesalers and retailers of the organic industry and includes 28 members of the wholesale sector (OTA, 2000).

The larger conventional food manufacturers have been unsuccessful at entering the organic market in Germany. Nestle manages to keep some organic baby food lines, but Danone's attempt to market organic yogurt failed and the brand was pulled from the shelves. The conventional ingredient supply industry has been more successful at shifting to organic products. For example, the internationally operating company Döhler Natural Food Ingredients GmbH has begun to manufacture organic ingredients. With production plants in Germany, Belgium, Belize, Brazil, India, and China, Döhler is a well-known supplier of bases, concentrates, flavorings, and emulsions for juices, vitamin and health drinks, iced teas, colas, fruit yogurts and frozen gateaux of leading brands.

Organic fruit and vegetables are mainly sold through natural/organic food stores, supermarkets, direct sales on farms, market stalls, and box schemes. These distributors account for 79 percent share of the overall organic market. The remaining 21 percent is marketed through other outlets such as bakeries, butchers, etc (ITC/FAO/CTA, 2001). Though discounters (e.g. Aldi, Lidl) have grown to become the leading type of food outlet, they usually do not stock organic products since it is difficult to purchase in large quantities. The bulk of organic sales are still through specialist organic shops; natural food stores as a whole account for about 35% of the overall organic market in Germany (Exhibit 5). This trend is probably due to the German willingness to go to several stores to purchase their range of food.



Source: ITC/FAO/CTA, 2001.

A recent development is the introduction of organic supermarkets, pioneered by Alnatura which has now been established for over 10 years. Approximately 2,000 natural food stores occupy the German marketplace, carrying a wide range of certified organic products. Growth of total organic product sales in natural food stores is steady at 10 percent per year. Natural food stores and supermarkets sell organic fruits and vegetables as about 18 percent of their total sales of organic products.

Since the early 1990s, large supermarket chains have substantially impacted the organic market. Most supermarket chains in Germany carry organic foods, usually distinguished from conventional products through pre-packaging or labeling under the supermarket's own organic brand. In the last decade, gradually most of the major chains followed the lead of smaller

companies Tegut (Alnatura) and Tengelmann (Naturkind) by creating their own private organic labels and selling a large variety of organic products. Manufacturers, which traditionally sold to organic and natural food shops, reacted to this development by creating labels specifically catered to supermarket chains. About 10 years ago, larger supermarket chains Edeka and Rewe entered the organic field, followed by Metro and Globus. The major retailers along with their sales outlets and private labels are displayed in Exhibit 6.

In 2001, supermarkets accounted for about 24% of the total organic market in Germany. Rewe is the most important retailer of organic fruits and vegetables, carrying over 200 different organic products. They reported an annual turnover of \$135,000 (DM 3 million) in organic products in 2001, and this figure is expected to rise significantly. In a telephone interview, a representative from Rewe allowed that the strongest import demand for processed organic products lies in juices/purees and ingredients for baby food.

Tegut is a smaller chain, but carries the largest and most well presented assortment of organic products, with more than 1,000 in each location. Tegut carries up to 70 different organic fruit and vegetable products, and organics account for up to 30% of total fruit and vegetable sales.

Exhibit 6: Major Food Retailers in Germany, their Sales Outlets and Private Labels		
Company	Main outlets	Own label
Aldi	Aldi	No
Dohle Group	Dohle, Marktfrisch	No
Edeka	Edeka, AVA Neukauf, E-Center, Marktkauf	Bio-Wertkost
Globus	Globus	Terra Pura
Lidl & Schwarz	Kaufland	No
Metro	Real, Extra, Metro, Kaufhof	Grünes Land
Rewe	Minimal, Toom, Rewe	Füllhorn, Gut & Gerne*
Schlecker	Schlecker	No
Spar	Spar	No
Tegut	HaWeGe, Okay, Top Markt	Alnatura*
Tengelmann	Tengelmann, Kaiser, Grosso	Naturkind

* Labels with an asterisk are manufacturer labels.

Source: Kortbech et al., [22], modified by Organic Insights (OTA, 2000).

Other less well developed trade channels include catering and internet sales. Catering companies use frozen organic vegetables as well as fresh produce. Food processors such as Kapplein and Bios are getting involved in catering, and Aramark is planning an organic line for wide distribution throughout Germany. Eurest is another catering company offering organics along with companies that supply, for example, universities. The recent flourish of sales of organic foods through the internet was led in part by Rapunzel. The Tegut supermarket chain followed suit in 2000, selling many different dried organic products. UnitednatureX is the largest internet organic trading company, importing products for distribution between businesses and to consumers.

Detailed information on the distribution avenues of processed tropical fruits in particular will be available late 2003 in a publication on trade channels of processed organic tropical fruits in the EU produced by the Sustainable Markets Intelligence Center (CIMS).

Annex C includes a list of certified organic processors, traders, importers, and wholesalers, as well as major retailers and supermarket chains.

B. German Importers of Organic Fruit and Vegetable Products

Large importers of organic processed fruit and vegetables are found in both Germany and Holland. One of the leading importers and distributors to supermarkets is Lehmann Natur, selling under supermarket brands and their own label, “Ökogarten”. Founded by a group of wholesalers, Biotropic is an importer of organic tropical fruits and vegetables for sale to natural food stores. Of particular interest to Guyanese exporters is Ernst Weber, an importer of deep frozen, processed and fresh fruits and vegetables from tropical and European countries. Other specialized importers include Care Naturkost GmbH & Co (dried fruits), Euro Bio Korn, Grüner Punkt Naturkost, Georg Rösner GmbH, Übelhör KG, and Weber Naturkost.

Heribert Schramm works as both importer and wholesaler, based in Kehl near the French border and importing products from Europe and exotic products. Supermarkets usually import organic products through their associated importers for conventional products.

Annex C provides a list of organizations in the organic sector in Germany, including importers, wholesalers, processors, and distributors. De-Vau-Ge Gesundkostwerk is a group of organic and Reform manufacturers, traders, and importers and consists of brands like Bruno Fischer, Martin Evers, Granovita, Eden, and Linusit.

C. Prices

The ZMP (Central Market and Prices Reporting Board for Agriculture) provides weekly updated information on prices and general market information at http://www.zmp.de/projekte/bio/bio_titl.htm, though this information is only available in German.

Wholesale prices for the same product tend to remain more consistent than retail prices due to greater transparency and competition among companies and fewer market players. Retail prices differ mostly according to type of outlet. A general idea of prices per unit for pineapples and mangoes at wholesale level is shown in Exhibit 7. Natural food stores tend to be more expensive than organic or conventional supermarkets that sell organic products; supermarket price premiums hover around 20 percent over conventional product prices, and though supermarkets try to maintain premiums in this range, often they do not.

Exhibit 7: Sale prices at wholesale level of exotic fruits (July 2000-April 2001)		
Product	Origin	Approximate price/unit

Pineapples (10-11kg)	Cameroon, Guinea	DM 6-8/kg
Mangoes (4-5kg)	Dominican Republic, Brazil, Guinea	DM 5-7/kg

Source: ITC/FAO/CTA, 2001.

Market prices differ greatly according to qualities and quantities. The FAO reported a range of 10-50 percent for price premiums at import level in 2001.

D. German Organic Product Import Regulations

Germany follows all EU directives, regulations and obligations; organic food products must meet requirements laid down in EU Council Directive 2092/91. Exporters of organic food products must first get access to the EU market by obtaining approval from the EC or Germany, and then obtain the right to use different logos. The new German national logo simplifies this process to some extent. An import license must be obtained for most agricultural products, by submission of an application form and a security fee. Organic products from third countries can be marketed as such under at least two different rules, and theoretically even three:

1. Third countries can work to achieve Article 11(1) and (2) status. This list a country as having rules in compliance with the EC Regulations. Only two developing countries are currently on this list: Argentina and Costa Rica.
2. Article 11(6) is an amendment which states that importers in EC member states may market organic products if they can furnish the relevant authorities in the member state with satisfactory proof that the product was produced and inspected in accordance with a system equivalent to that demanded by the Regulation. Responsibility for import approval is then placed on EU member states. This procedure requires that the developing country producer/exporter find an interested importer, who then has to file an application to the competent authority in that EU country in order to have permission to market the product in the EU as organic. The application must define the product, the estimated import quantity per year, the exporter and the entity/entities producing and processing in the developing country. The permit is granted for one year, and each importer wanting to sell the same product must submit its own application. However, if a second importer is in the same member state, the approval process is usually quicker. This amendment is in effect through 2005, and as the applications of the rule are different in each member state, this can be very confusing for developing country exporters.
3. Article 11(7) allows for individual inspection bodies in third countries to be approved at the request of an EU member state. Through this method, an exporting country gains access to a long term secure export market to the EU.

Several constraints for developing country producers are apparent within the EU regulatory structure. Producers and exporters in Guyana and other developing countries are highly dependent on an established importer in the EU. Therefore, the price of a product from a developing country needs to be competitively much lower to make it worth while for an importer to undertake the time-consuming process of securing an import license, especially as the license has a limited life span. Dependency on an importer and the fact that the approval is issued to the importer also undermine the ability of the exporter to independently seek other buyers within the

EU. The regulation does not provide for group certification, but rather presupposes annual external inspection of each farm. The EC Regulation in Article 11(1) requires that governments in exporting countries regulate their sector. Furthermore, original certificates must now be presented at the point of entry into the EU, delaying the process even further. EC Regulations for organic products are being challenged by some stakeholders to ameliorate market access for imports from developing countries. Many certification bodies in EU member countries enforce stricter regulations than those of the EU regulation. This lack of adherence to one single EU regulation by certification bodies presents a major barrier to the growth of the organic industry in the EU. More extensive information regarding EU Regulation 2092/91 can be found in an analysis of the EC Regulation by the Swedish National Board of Trade (see Annex C).

The majority of food laws of the EU member countries have already been fully harmonized into EU law, and final harmonized EU rules are expected by the end of 2004 at the earliest. Currently, all imported food products must also comply with the German Food Law, which consists of about 230 different ordinances, including the Food Labeling Ordinance, the Packaging Ordinance as well as organic product rules and regulations. Product registration is not required for foods in Germany.

German importers are ultimately responsible for the marketability of any imported products into Germany and are held solely responsible for any violations of German Food Law since action cannot be taken against foreign products. Basic regulations of the German Food Law can be found in the 61 articles of the Lebensmittel- und Bedarfsgegenstaendegesetz (LMBG), last amended September 1997, and these regulations apply to domestic and imported food products.

In 2003, the German government reformed and reorganized its consumer protection and food safety supervising systems. The former Federal Ministry Food, Agriculture and Forestry has already previously been reorganized and gained responsibility for consumer protection issues. It is now named the Federal Ministry of Consumer Protection, Food and Agriculture. Under its supervision and responsible for monitoring compliance with German Food Law regulations, is the Federal Office of Consumer Protection and Food Safety (Bundesamt für Verbraucherschutz und Lebensmittelsicherheit (BVL)).

All food and beverage products imported into Germany for retail sale must be labeled in German and provide the information presented in Exhibit 8 as laid down in the Lebensmittel-Kennzeichnungsverordnung (LMKV – Food Labeling Ordinance of Dec. 1999).

Exhibit 8: German Import Labeling Requirements
Name of the product as commonly used in the trade
List of ingredients and food additives
Quantitative ingredient declaration (QUID)
Alcohol content
Uncoded minimum shelf-life date
Storage Conditions
Metric units for all measurements
Name and address of manufacturer, packer or importer in Germany/EU
Coded lot identification
Bar codes

Source: Germany Food and Agricultural Import Regulations and Standards Country Report (USDA, 2003).

The Consumer Packaging Ordinance (CPO) contains certain provisions establishing standard sizes for containers of prepackaged foods, as well as numerous labeling and gauging requirements for consumer-ready containers for sale in Germany. The quantity of fill must be indicated when marketed. For solid food packed in “liquid,” the drained weight must be shown in addition to the total quantity of fill. The Container Ordinance lays down specific container sizes (either mandatory or recommended) for individual products. The size of packaging must not be misleading to the consumer and must not lead to the expectation of a higher than actual fill. Exporters of organic fruit juice from Guyana should note that mandatory container sizes are established for fruit juice.

Germany is at the forefront of environmental legislation, including that on packaging. The German Packaging and Waste Avoidance Law was established to deal with the tremendous growth of waste and disposal problems. Efforts should be made to minimize packaging. A “Green Dot” (Der Gruene Punkt) system was developed, which is a recycling symbol which is found on the packaging material of virtually all products retailed in Germany. Packaging materials are not required to carry the “Green Dot,” but it is nearly impossible to market a product in Germany without it. A license fee to use the Green Dot is typically paid by the producer or the importer, depending on the type and amount of packaging, who then provides the exporter with the information necessary. Further information about the Green Dot packaging material disposal and recycling program can be found with potential German importers or with Duales System Deutschland GmbH (DSD) (see Annex C).

There are several specific regulatory issues which affect exports from Guyana. The use of ethynol to induce flowering in pineapples is forbidden. For export of processed foods, exporters should note that the German Frozen Food Ordinance of October 1991 requires quick frozen foods to be kept at minimum minus 18 degrees Celsius at all times.

Opportunities and Constraints for Entering the German Organic Market

A. Opportunities and Constraints Overview

Germany is the largest organic market in the world with total organic food sales at 1.6 percent of total food sales. Organic market growth continues at a steady 5-10 percent a year. The market for processed organic products is growing at about the same rate as the overall organic market, and organic fruits are much more widely available in processed form than are organic vegetables. The German government is a strong supporter of organic programs and organic agriculture within the country, and subsidies are provided for production, processing and marketing. The launch of the “Bio” logo earlier this year was a timely move as there were up to 100 seals and logos which caused confusion among consumers. The increase in transparency due to national use of the new logo has resulted in greater consumer confidence in organics. To use the Bio seal the production of organic products must meet EU regulation. This means exporters only have to meet EU regulation and do not have to meet other regulations to use this seal.

The strength of German domestic production with considerable national support proves to be significant competition to foreign importers, yet domestic production still does not meet consumer demand. The demand for several tropical fruits is not currently met by the supply, including mangos and pineapples. Competition between different developing countries also will occur.

Exotic fruits can find a niche market, providing that Germans are already familiar with them. In general, Germans are less likely to embrace new and unusual products as consumers in other European countries. High quality and reliability are major factors that can make or break a developing country exporter. Specialty vegetables and processed fruits and vegetables (frozen, pulps, preserves, dried, etc) are in demand during German winter.

The increase in consumption of organic food remains higher than before recent food scares. The biggest impact of BSE and other food scares has been that European consumers are now more aware of food safety issues and are more careful with their food purchasing decisions, which should continue to positively affect sales of organic food products.

Sustained growth in the organic market will result from more conventional food retailers and supermarket chains offering organic products. This trend already began with Tegut and Tengelmann, followed by larger supermarket chains Edeka, Rewe, Metro, and Globus. The commitment of supermarkets and multiples through more sophisticated marketing strategies, better education of sales clerks, and better presentation of organic food is necessary for further substantial growth of the German organic industry.

B. Specific Importing Opportunities

The most important tropical fruits include coconuts year-round and mangoes and pineapples seasonally. Other product areas with a clear demand include frozen foods, vegetable and tropical fruit juices, jams, and convenience foods. Of particular interest is the market for organic baby food which accounts for a significant proportion of the total organic market and is very stable. A large proportion of the total baby food market is organic. Pureed tropical fruits (mango, papaya, and guava) have potential in this area. Specific areas of the German organic market which are underserved and currently accessible to Guyanan exporters include:

- Dried and soft-dried fruits: mangoes and pineapple (Rapunzel, Davert, Mavideniz)
- Dried vegetables: soup ingredients
- Preserves: fruits & vegetables
- Pulp and purees: juices, spreads, baby food
- Concentrates: aseptic or frozen (good market for pineapple)
- Frozen products: berries, vegetables
- Single strength juices (companies like Voelkel and Beutelsbacher make a wide variety of single and mixed juices)

Extremely strict EU regulations on baby food in terms of chemical residues has caused conventional baby food companies to discover that conversion of production to organic is often less expensive than producing both conventional and organic. Germany is the leading market for the just maturing organic beverage industry. Organic beverage sales are expected to boom, especially those manufactured from tropical and subtropical fruits as well as vegetable juices. Another area of growth is convenience food in all forms and shapes, so that identifying an organic ingredients importer to partner with could be important for potential exporters.

C. Obstacles and Competition

The trade environment in Germany has some specific problems for exporters hoping to break into the organic market. As mentioned earlier, population, industry and commerce in Germany are spread throughout the country rather than concentrated in several main larger cities. Due to some opposition within the organic movement to supermarket involvement, there exists a split retail market and a related split in the distribution system. It is very hard to establish brands that are simultaneously sold in specialized organic shops and through the conventional retail outlets. Some manufacturers have reacted to this situation by establishing affiliates that deal exclusively with the conventional retail outlets, like Rapunzel AG. Other manufacturers either supply the specialized organic shops or the supermarkets, but not both.

Many regulatory challenges in Germany have been overcome by the introduction of the new national logo. Foreign importers of pineapple must be aware that pineapples can only be sold as organic if carbide is not used for floral induction. EU import regulations, price competitiveness, supply chain inefficiencies, lack of substantial supply volumes and perceptions about the region as a supplier are all significant barriers to importing into the EU as a whole. Guyanese exporters must ensure the integrity and quality of organic products, especially when competing with lower priced conventional food products.

Germans are extremely price conscious in regards to food. Market share for food discounters is considerably higher and increasing in Germany. Product packaging is highly important in Germany. Germans are conscious of packaging and believe many countries use far too much packaging. It is an important indicator of the image of the product that is being portrayed. For organics, that may be one of environmental sustainability and the packaging type should convey the message. Packaging should be in German. Many Germans, particularly in business, speak English, though it is highly advisable that any material destined for Germany is translated into German, especially for the first contact.

D. Conclusion and Recommendations

The steady 5-10 percent growth rate of the German organic market is expected to continue over the next few years. Opportunities within the organic market should only increase provided that the organic industry acts in closer cooperation with the conventional supermarket chains, that also need to re-strategize their marketing of organic products. Opportunities exist for exporting processed organic products from Guyana into the German marketplace. Processed fruits and vegetables play an increasingly important role as “organic” consumers eat more vegetable products than other consumers. Although Germans will purchase locally grown products when possible, there is still an import demand for a number of organic products that cannot be produced in Germany, such as exotic fruits and vegetables.

The height of German production of fruits and vegetables (typically from May to October) and the coinciding summer vacation season each contribute to a sales drop of up to 30 percent around the growing season. The German preference to buy locally or regionally exacerbates this low season for exporters. Alternately, sales of organic products peak in the winter, especially before Christmas, allowing foreign exporters of fruits and vegetables an opportunity to profit from the high demand and the lack of regional food production.

An important precursor to starting an export business is to look for an importing partner and potentially develop an export project together. A good starting point may be to visit an organic trade fair, such as Biofach (Nuremberg) to get personal contacts in the business. Furthermore, producing good quality products is very important (good post-harvest handling, cooling facilities, packaging, good, fast and reliable logistical chain are needed) (ITC/FAO/CTA, 2001).

Price data for processed organic products is currently difficult to capture due to the relative immaturity of the sector. There are currently varying numbers of intermediaries, and no established margins for which to base prices, so prices are less consistent for processed organics than fresh organic products. As more firms enter the market, systems will streamline, distribution channels and margins will become more clearly defined, and consistent and accurate time-series data will allow for improved industry analysis. A market check (sending samples to importers) would be beneficial to help exporters to obtain a substantial feedback on the actual market situation, as market prices differ greatly according to qualities and quantities.

MARKET PROFILE: GERMANY

PART II

The Market for Processed Organic Tropical Products

Prepared by

Bettina Balmer

1. GENERAL APPROACH OF EUROPEAN MARKETS

1.1. KEY CHARACTERISTICS

- Guyanese markets for organics products are still in the development stage.
- Organics in Europe remain a niche market. In the largest countries (Germany, France, and United Kingdom), significant growth was expected but has not yet materialized. Organic products represent between 2% and 3% of the food sales in these countries

SALES OF ORGANIC PRODUCTS IN 2002
billion EUR, (estimated)

Country	Sales billion EUR	% in conventional supermarkets
Germany	2.8	35%
United Kingdom	1.3	80%
France	1.2	50%
The Netherlands	0.4	50%
United States	7.8	

- There are few available/reliable statistics and data for volumes, prices and end-use of fruits (especially exotic fruits).
- The dynamic for organic produce in Europe is now being pulled by (demand driven) processors and distributors; no longer pushed from the production supply side. European countries like France, the United Kingdom, and Germany currently have problems in supplying their internal markets with local products and they are thus forced to import from Europe and other countries.
- The organic market is highly fragmented: a lot of operators at all levels - producers of organic agricultural products, further processors, retailers (shops, on-line, etc).
- Distribution channels are difficult to understand because they are strongly interwoven, sometimes with the conventional sectors. Different types of actors are active in this market:
 - **Pure importers/traders** (like TRADIN in the Netherlands; see annex for address and description): specialize in large volume imports container. Located mostly in Northern Europe (The Netherlands, Germany, same in the UK). The main entry into Europe for organic products (ingredients, raw material, end products) remains the Netherlands.
 - **Brokers** specialized in organic products; examples include F.PROJECTS or P.F.S. in France. This type of company works mainly on an exclusivity base and represents a foreign or several companies in Europe.
 - **Wholesalers / distributors**: they act at the national level and import upon demand (usually container loads). Distributors sometimes handle only specific products.
 - **Regional distributors** for specialized retail shops.
 - **Processors specialized in organic**: usually small or medium-sized companies compared to their counterparts in the conventional sector. Generally, they are not able to import directly and instead buy from importers or wholesalers.

- Some conventional big players (NESTLÉ, MILUPA, TEISSEIRE) tried to enter the organic market three years ago but now appear to be exiting. Main reasons for this exodus are:
 - **size of the market:** the market is too small to support a large scale production compared to their conventional products;
 - **sourcing:** it's difficult to maintain regular supplies (in volumes and sometimes in quality), throughout the year, especially with some imported products ;
 - **traceability and supply chain:** the conditions to enter this field are too complicated in terms of supplying raw material, logistics, production, regulation, etc.

1.2. FURTHER PROCESSED PRODUCTS WITH EXOTIC FRUITS

The list of products covered by this survey includes the following:

- pineapple
- plantain
- mango
- papaya
- guava
- bread fruit
- carambola (starfruit)
- coconut
- Surinam cherry
- cassava
- sweet potato
- cashew nuts.

In Europe, some of these products are not used as organic and therefore do not present any interest at this stage. Other products are rarely used but could find market opportunities at some stage. The final group consists of those which are commonly used (even if “common” does not mean in large volumes). The exotic fruits listed above will never be used in the same quantities as temperate fruits, or citrus and banana.

Following our investigations and discussions with processors and importers, the products by category are listed below:

1. “commonly used” : **pineapple, mango, guava, coconut, cashew**
2. “rarely used or those with some potential” : **papaya, carambola, Surinam cherry**
3. “never/rarely used in the range of organic further processed products” : **plantain, bread fruit, cassava, sweet potato**

Concerning this last category, we do not believe that there is a market at this stage, unless growers have the means to promote those products. Therefore the remainder of this report will focus on the first two categories.

USE OF EXOTIC FRUITS IN ORGANIC PRODUCTS

Fruit	Main uses	Raw material
Pineapple	Juice (pure, blends) Jam, fruit spreads, crystallized fruits Stewed fruits (“compote”) Yogurt Baby foods: jars and juices Ice cream Dried rings and diced for: retail (retail packs for fruit mixes), muesli, cereal bars, biscuits and other products from the bakery sector Canned pineapple (for retail)	Concentrate, clarified concentrate, low pulp or high pulp concentrate, single strength juice, pulp, puree Dried Canned
Mango	Nectar and juice, tropical mixes Ice cream Dry chips, diced... for : retail (retail packs for fruit mixes), muesli, and bakery sector Jam, fruit spreads	Puree and pulp concentrate; clarified concentrate Dried
Guava	Juice and nectar, tropical mixes Jam, fruit spreads	Pink and white yellow pulp and puree, clarified concentrate
Coconut	Canned milk for direct consumption (retail cans) Grated in retail packs or bulk for the bakery sector Included in jam, fruit spread, desserts, cookies...	Milk Dried and grated
Cashew nut	In retail packs, mixed nuts	Dried
Papaya	Juice Diced for: retail (retail packs for fruit mixes), muesli, and bakery sector	Red and yellow puree and pulp concentrate Dried
Carambola (starfruit)	Pieces for direct consumption,	Dried
Surinam cherry	Juice (blends, nectar...)	Juice

Some key features of the processing sector of exotic fruits in Europe:

- Organic banana (which is not on the list) remains the most consumed exotic fruit in Europe (mainly fresh, less as processed).
- From the list, pineapple is the most often used exotic fruit in processing. It is used in a wide range of products, including baby food (which is not the case for the other fruits).
- After pineapple, mango is the second most widely used fruit for processed products.
- Cashews are consumed only dried and directly (or included in some mixes like muesli, bakery products, etc).
- Coconut is mainly sold grated and as canned milk, but can be included as an ingredient in desserts, jams, fruit spread, cookies, etc.
- Surinam cherry (rich in C vitamin) is more used as a dietetic complement. At the present time in Europe, acerola is popular and often used in fruit juices.
- Carambola is rarely used as a processed products.
- Some specific national or regional products were not included in the survey. For example in the United Kingdom chutney is very popular and can include exotic fruits. But chutney (organic or otherwise) is not consumed in France.

1.3. RECOMMENDATIONS

Fruits

MARKET OPPORTUNITIES FOR ORGANIC EXOTIC FRUITS

Pineapple	+++
Mango	++
Coconut	++
Cashew	++
Guava	+
Papaya	+
Surinam cherry	+
Starfruit	+/-
Plantain	-
Manioc	-
Bread fruit	-
Sweet potato	-

As can be seen in the table above, in term of volumes demanded for processing, organic **pineapple** has the greatest potential. The second is **mango**. **Coconut** and **cashew** also offer potential and were demanded by several operators during the inquiry. Market potential for the other products is smaller.

Different used:

- **Juices & nectars:** appears to be the most important use for exotic fruits in terms of volume. Although temperate fruit (apple, pear) and citrus (orange) are the most common juices, the main operators in this sector also use fruits in their range of products, such as pineapple, mango nectar, exotic blends.
- **Muesli, cookies, bakery products:** use of dry fruits and nuts. A lot of small operators buy from regional and/or national wholesalers.
- **Yogurt:** very small market with mainly organic temperate fruits; exotic fruits are seldom found.
- **Jams, fruit spread:** a lot of small operators (craft industry); exotic fruits are seldom used. Larger producers of conventional products have done trials.
- **Baby food:** very strict in terms of legislation; conditions for entering into the sector are very strict. (high level of quality is demanded of suppliers). Some larger players use organic raw material for conventional products in order to insure low residue levels.
- **Ice cream:** very small segment.

About the distribution channels

There are several intermediaries between potential Guyanese exporters and European processors. Usually processors in organic sector are too small to import their ingredients directly. It can happen for major ingredients. Exotic fruits will never be used more than temperate fruits for the same product (juices, jams, etc) and they generally remain as a minor ingredient in the full range. Exceptions may include pineapples, mangoes and to a lesser extent coconuts and cashews).

Organic exotic fruits (dry, pulp, concentrate, etc.) are usually imported by traders (by container or less, according to product availability) who have the know how to import and to handle the products. Depending on volumes, some products go directly to the industry, others are sold to national or regional distributors. In between the trader and the processors, other companies may handle the product in order to prepare it for retail, for further processing, to pack it in smaller units, to clean it, etc.

Main specialized organic importers are located in the Netherlands and in Germany (TRADIN, EDWIN LORENTZ, ETC). There are no large importers of organic products in France or the United Kingdom.

Some importers of conventional ingredients sometimes also handle organic products, according to the demands of their clients. In such cases, organics are a complement to their conventional range of products in order to satisfy their customers, but not as an important part of their products range. Although most of the big players in fruit ingredients have tried organics to some extent, most of them have abandoned it and instead concentrate on conventional fruits.

Some countries specialize in specific products. For example, Germany is known for organic juices and most juices found in French specialty shops come from Germany (brands: Voelkel and Beutelsbacher). Furthermore, JACOBY is an important German supplier of organic juices under its own label for supermarkets and hypermarkets in France and elsewhere.

The more the product is sold in Europe in small volumes, the more the trader is essential because small processors are not set up to directly import. Thus, for niche markets, exporters

will need to identify a good importer who will be able to enter the product in Europe, to store it, to further process it if necessary and to find the right customers.

2. THE GERMAN ORGANIC MARKET IN GERMANY

2.1. Facts and figures

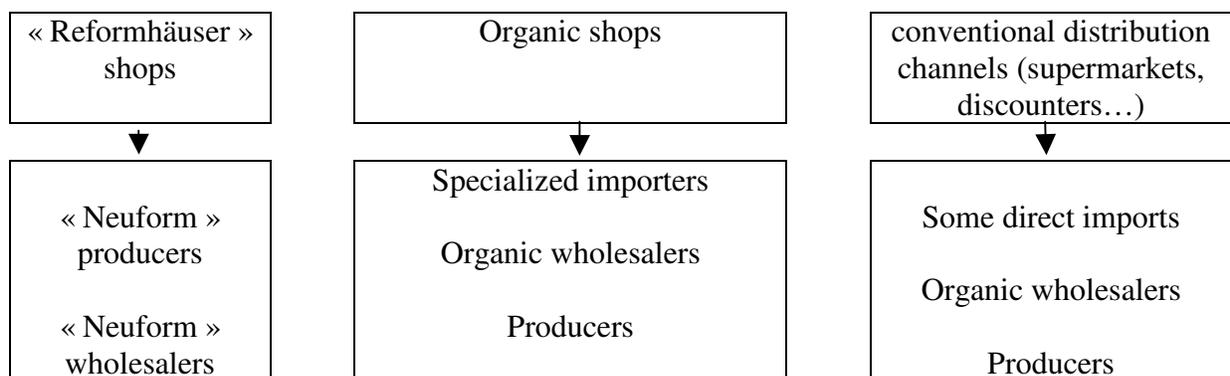
Germany has a long history in organics and now represents the largest organic market in Europe with a market share of 26%. The results from the German organic association are slightly different from those given at the beginning of the study.

The Association indicates that the 2002 turnover of 3 billion EUR represents approximately 2.7% of total food purchases in Germany.

After the earlier boom organics (with yearly growth rates from 30% to 50%), organics faced a slow down due to the bad economic situation in Germany in 2001. This was exacerbated by the Nitrofen scandal in 2002, which hit consumer confidence, especially those who don't regularly consume organic products. If 54% of the German in June 2001 thought that organic agriculture should be developed, the percentage dropped to 35% in June 2002.

There are three main distribution channels for organic end products:

3 main distribution channels = 3 importation channels (for end products)



« Reformhäuser » shops are small retail shops which specialize in natural products. Food products are mainly dried products, include also dietetic products, cleaning products, cosmetics, etc. The product range in organic shops is mainly food products.

However, the evolution of the organic market is making these distinctions less clear cut.

As in the case of France and the U.K., the sector which provides organic ingredients to the food industry is made up of a large number of small and medium companies which generally do not import directly, but rely instead on traders or specialist importing firms.

Other characteristics of the German organic food industry include:

- Germany has a long tradition of organic apple production which has led to the existence of a lot of fruit juice producers. Apple remains the primary fruit used for juice (70% of the volume produced), followed by other regional fruits (pear, grapes, berries, etc). Blends with additives (“multi-vitamins” juices) are in fashion at present and include exotic fruits (pineapple, mango, etc). This niche represents an interesting potential for exotic concentrates and purees. The biggest companies in the sector export to other European countries and Germany is known as important supplier of organic fruit juice.

- Germany has several important producers of muesli; they use dried fruits and sometime tropical fruits (pineapple, mango, coconut).
- In the dairy sector, three main companies are specialized in organic, two of them do only organic (see below).
- HIPP is the European leader in organic baby food and has a division (HIPP ORGANIC INGREDIENTS) aimed only at supplying raw material.

Some prices :

- aseptic barrel pineapple juice C&F Hamburg : 750 USD
- aseptic barrel of pineapple concentrate C&F Hamburg : 1300 USD
- aseptic barrel of mango puree C&F Hamburg : 750 USD

Those products come mainly from India, Sri Lanka, China, Vietnam, Ghana, Brazil and other Latin American countries.

The big players and possible interested operators include the following:

- Dairy sector: ANDECHSER MOLKEREI SCHEITZ GMBH (the only organic dairy with an extensive range of products, including fruit yogurt), MOLKEREI SÖBBEKE, MILCHWERKE BECHTESGADENER LAND-CHIEMGAU (both conventional and organic dairy products including fruit yogurt) ;
- Fruit juice sector: BAUER FRUCHTSAFT, BEUTESLBACHER FRUCHTSAFTKELTEREI (whose brand, Beutelsbacher, is easily found in specialized retail shops in France) with its sister company EOS, VOELKEL (which also sells products in specialized retail shops in France under the brand Voelkel), JACOBY (important fruit juice producer for supermarkets, private labels for Germany and France, among other countries), WALDNIELER FRUCHSAFT ;
- Fruit ingredients: BAYERNWALD (and the parent company GRÜNER PUNKT; important and has some interest in organic tropical fruits), HIPP ORGANIC INGREDIENTS (sister company of the European leader of organic baby food HIPP ; important company which is organized for production in Latin America), MAINFRUCHT and ERTEBAND (both, subsidiaries of GRÜNEWALD INTERNATIONAL, an Austrian group specializing in fruit ingredients)
- Import/trading agents: BIO TROPIC, TRADIN (office of the Dutch parent company), HORST BODE NATURKOST (interested in organic dry fruits), LORENZ EDWIN, HENRY LAMOTTE, KLAUS BÖCKER
- Import/distribution/wholesale: RAPUNZEL, DAVERT-MÜHLE, EGESUN / MORGENLAND, DENREE (for end products), ERNST RICKERSTEN TROCKENFRUCHT (imports already from Asia, Latin America and Africa), NATURKOST ÜBELHÖR
- In the muesli field (which uses dry fruits, sometimes grated coconut, dry pineapple and mango, nuts, etc): BRÜGGEN

2.2. Fairs

Biofach

Nürnberg, 19th to 22nd of February 2004

Biofach is the most important European fair dedicated to organic, dietetic and natural products. The number of exhibitors has increased from 205 exhibitors in 1990 to 2000 in 2003; 65% come from foreign countries. 74% of the products are food products (organic, natural or dietetic) against 8% for cosmetics and 15% for services.

Number of visitors : 28 000 persons.

<http://www.biofach.de>

3. LIST OF GERMAN DISTRIBUTORS AND PROCESSORS

Main sources for this list were:

- *Participants to 2003 BIOFACH fair, the biggest organic fair in Europe*
- *Participants to the 2002 SIAL fair, world fair for food products in Paris*
- *Participants to ANUGA 2003, first world food fair, in Germany*
- *Complemented by internet search and phone calls*

A. DOHRN & A. TIMM GMBH & CO. KG

Klopstockstrasse 4

22765 HAMBURG

Phone : + 49 40 38 03 00 36

Fax : + 49 40 38 03 00 39

www.dohrn-und-timm.de

angelika.zilken@dohrn-und-timm.de

Fruit juices and nectars, lemonades, mineral water producer. Some references in organic.

ACKERMANN'S HAUS « FLUSSIGES OBST » GMBH & CO. KG

Sonnenblick 4

08236 ELLEFELD

PO Box 1160

08234 ELLEFELD

Phone : + 49 3745 781 20

Fax : + 49 3745 6047

info@ackermanns-haus.de

www.ackermanns-haus.de

Fruit juices and nectar producer. Some exotic fruit juices or blends.

ALLOS – WALTER LANG GMBH

Zum Streek 5

49457 MARIENDREBBER

Phone : + 49 5445 9899 0

Fax : + 49 5445 9899 114

Contact : Ludger BUGLA

ludger.bugla@allos.de

www.allos.de

Producer and wholesaler of organic products, among others : dried exotic fruits (dried mango and pineapple from Sri Lanka, etc), jams (pineapple-lime, etc.), fruit spread (mango), dessert sauce (mango...), fruit bars (maracuja, pineapple, mango, with cashew nuts, etc.).

Part of CORPOSAN HOLDING GMBH (brands: Tartex, Doctor Ritter), which is now part of Dutch multinational WESSANEN. ALLOS benefits now also distributes through TREE OF LIFE (part of WESSANEN), which is the European leader for organic product distribution. TREE OF LIFE acquired DISTRIBORG (France, see list) in July 2000.

ALNATURA PRODUKTIONS-UND HANDELS GMBH

Darmstädter Strasse 3
D-64404 Bickenbach
Tel: +49 6257 9322 0
Fax: +49 6257 9322 44
Email: alnatura@t-online.de

ANDECHSER MOLKEREI SCHEITZ GMBH

Molkereistrasse 5
82346 Andechs Obb.
Tel. + 49 08152 / 379-0
Fax + 49 08152 / 379-101
<http://www.andechser-molkerei.de>
scheitz@andechser-molkerei.de

Dairy company which has an extensive range of organic products, among others, fruit yogurts.

AURLS NATURKOST VERTRIEBS GMBH

D-28091 Bremen
Tel : +49 421 396 0180
(owns the brand BIO)

BAUER FRUCHTSAFT GMBH

Am Brunnenpark 5-6
04924 BAD LIEBENWERDA
Tel : + 49 35341 4989-0
Fax : + 49 35341 4989-19
Contact : Mr. BAUER (+49 35341 4989 12), General Manager
www.bauerfruchtsaft.de
Bauer.Fruchtsaft@t-online.de

Fruit juice producer, subsidiary of MINERALBRUNNEN RHÖNSPRUDEL. 200 million bottles per year. 30 employees. Among other products, in organic juices (temperate fruits + pineapple juice) and some in conventional exotic fruits (mango nectar, pineapple juice). At present, the company imports organic pineapple concentrate from Guatemala and Honduras and is satisfied with the quality. The firm has expressed interest in organic guava and mango, concentrate or puree. The company would like to have samples and would perhaps import through traders like TRADIN or LORENTZ.

BAYERNWALD GMBH

Schwanenkirchner Strasse 28
94491 HENGENSBERG

Tel : + 49 9901 18 0
Fax : + 49 9901 18 149
www.bayernwald.de
sales@bayernwald.de

Fruit ingredients producer. 130 employees. Product range : juice, juice concentrate, purées, juice wine... from 40 different fruits for beverages, confectionary and bakery products, dairy, functional foods, ice-cream, cosmetics, etc. Some exotic fruits. Sister company of GRÜNER PUNKT.

BECKER'S BESTE NEU'S VERTRIEBSGESELLSCHAFT MBH

Obere Dorfstrasse 42
37176 NÖRTEN-HARDENBERG
Tel : + 49 5503 9858 0
Fax : + 49 5503 9858 165
info@beckers-bester.de
www.beckers-bester.de
www.neus.de

Fruit and vegetable juice producer under brands : Becker's Beste and Neu's. Some organic products in the range.

BEUTESLBACHER FRUCHTSAFTKELTEREI GMBH

Birkelstrasse 11
71384 WEINSTADT - EDERSBACH
Phone : + 49 7151 99 51 50
Fax : + 49 7151 99 51 555
www.beutelsbacher.de
info@beutelsbacher.de

Producer of organic and conventional juices, vinegar, concentrates. A leading German firm in the sector. EOS (see list) is part of this company.

BGM NAHRUNGSMITTEL OHG

An der Salzbrücke
98617 RITSCHENHAUSEN
Phone : + 49 369 49 284 0
Fax : + 49 369 49 284 15
info@BGM-Nahrungsmittel.de

Processing of dried food, supplier to the food industry. Meat processor.

BIO-BETRIEB KÄPPLEIN GMBH

Am Fernmeldeturm 6
68753 WAGHÄUSEL
Phone : + 49 72 54 6 09 75
Fax : + 49 72 54 95 02 28
biobetrieb-kaepplein@t-online.de

Distributor of organic frozen and fresh fruit and vegetables, pulses, roots, fresh dressings... Fresh tropical products included.

BIO-FROST WESTHOF GMBH

Rudolf-Scheer-Str.2 D 25797 Wöhrden

Tel: +49 (0) 4839 95 32 0

Fax: +49 (0) 4839 95 32 20

Email: bioland-westhof@t-online.de; firma@biofrost.info
(wholesaler of deep-frozen food)

BIO GOURMET GMBH

Haldergasse 9

87764 LEGAU

Phone : + 49 8330 910 0

Fax : + 49 8330 910 139

www.bio-gourmet.com

mail@bio-gourmet.com

Distributor of a whole range of organic food under its own label, Bio Gourmet. Its products can be found in specialized shops as well as conventional retail (supermarkets). Products include: sugar, rice, pastas, oil, muesli, chocolate, honey, coffee, dried fruits, delicatessen products, peanut butter... Some fair traded products.

BIO REFORM GMBH

Siemenstrasse 8

31177 HARSUM

Phone : + 49 5217 930 90

Fax : + 49 5217 930 99

Organic food, drinks, health food.

BIOGARTEN HANDELS GMBH

Liebigstrasse 1b-5

40721 HILDEN

Phone : + 49 2103 95 03 37

Fax : + 49 2103 95 03 51

Contact : Mr. REICH, contacted in October 2003

reich@biogarten.de

Wholesaler of organic food and cosmetics. Focus more on organic cosmetics for specialized retail; they use rarely fruits.

BIOLAND-HANDELSGESELLSCHAFT BW

Eugenstrasse 21

72622 NÜRTIGEN

Phone : + 49 7022 932 66 11

Fax : + 49 7022 932 66 30

info@Bioland-Handelsgesellschaft.de

Traded products : organic cereals, jams, preserves, convenience food.

BERGQUELL AGRAR-NATURPRODUKTE GMBH & CO

Klosterhof 5

D-38312 Dorstadt

Tel: +49 5337 9251 0

Fax: +49 5337 9251 23

Email: Bergquellnaturhoeft@t-online.de

(eggs, poultry, fruits and vegetables, milk products, dried goods)

BIOS

Gabriele Rempe GmbH

Grossmarkt-Frischezentrum

D - 59010 Hamm

Tel.: +49 - 2381 - 543250

Fax: +49 - 2381 - 5432540

www.bios-hamm.de

(processor of fruits and vegetables for catering companies)

BYODO NATURKOST GMBH

Edisonstrasse 3

D-84453 Mühldorf

Tel: +49 8631 32690

Fax: +49 8631 326950

Email: byodo-naturkostgmbh@t-online.de

BIO TROPIC GMBH

Beckerfelder Strasse 96

47269 DUISBURG

Phone : + 49 203 31 89 59 0

Fax : + 49 203 31 89 59 55

Contacts :

Andree MOLS ; ams@biotropic.com

Sascha SULER ; ssr@biotropic.com

www.biotropic.com

info@biotropic.com

Trading company for organic products. Offices in Italy and The Netherlands; a third office to be opened in Dominican Republic. Specialization in organic bananas.

BIO-ZENTRALE GMBH

Windbag 3

94166 STUBENBERG

Phone : + 49 8536 961 90

Fax : + 49 8536 96 19 19

einkauf-bio-zentrale@t-online.de

Wholesale. Muesli, baked goods, seeds, tea, coffee, juice, oil, soy products, sauces, sweets, herbs.

BODAN VERTEILERDIENST GMBH

Bruckfelder Strasse 6

88662 ÜBERLINGEN

Phone : + 49 7553 824 55

Fax : + 49 7553 824 12

mbeer@bodan.de

www.bodan.de

Wholesaler for organic food and organic products in the Southern part of Germany for specialized retail shops.

HORST BODE NATURKOST GMBH

Havinhorster Weg 6f

21301 HAMBURG

Phone : + 49 40 739 33 20

Fax : + 49 40 739 70 35

Contacts: Franck BODE, director; bode@bodenaturkost.de

Katrin GROPENSIEMER, purchasing; gropengiesser@bodenaturkost.de

www.bodenaturkost.de

Import, export, packing, mixing of nuts, dried fruit, oil seeds, roasting, wholesale, private labeling service. Whole range of organic products for retail and industry. Specialized in nuts and dried fruits. Has expressed interest in organic whole cashews 320, cashew pieces, dried fruits: pineapple rings, mango chips, papaya dices.

BRAUNS APFEL PRODUKTE GMBH

Apfelstieg 40

21680 STADE

Phone : + 49 4141 440 35

Fax : + 49 4141 440 39

gerhard@brauns-apfel.de

www.brauns-apfel.de

Fruit juices, concentrated and purées. Specializes in organic apple juice. Participated at BIOFACH and SIAL.

BRUNO FISCHER GMBH & EVERS NATURKOST GMBH

Turmstrasse 29

56242 MARIENRACHDORF

Phone : + 49 2626 75 73 40

Fax : + 49 2626 75 739 40

info@brunofischer.de

info@eversnaturkost.de

www.brunofischer.de

www.eversnaturkost.de

Producer of organic vegetarian spreads (brand Bruno Fischer) and organic food, wholesaler. Fruit spread, baby food, muesli, honey, vegetable, drinks, etc.

CARE NATURKOST GMBH & CO

Am Markt 9

27419 SITTENSEN

Phone : + 49 4282 932 40

Fax : + 49 4282 93 24 50

contact@care-natur.de

www.care-natur.de

Importer/exporter of organic raw material and ingredients : palm oil, coconut oil, grains, pulses, seeds, dried fruits (banana, grated coconut, figs, ginger, raisin), cocoa products, soybeans, coffee, cane sugar. Involved in fair trade.

CHIEMGAUER NATURKOSTHANDEL GMBH

Gmein 1-2

83567 UNTERREIT

Phone : + 49 8638 98 77 57

Fax : + 49 8638 98 77 59

fritz@chiemgauer.com

www.die-chiemgauer.de

Wholesaler for organic food and organic products in South Bavaria ; 4000 references in organic products, of which 400 from RAPUNZEL (see list).

CREYDT FRUCHTSAFT GMBH

Theodor-Storm Str. 13

37586 DASSEL

Phone : + 49 5564 9616 0

Fax : + 49 5564 96 16 50

creydt-fruchtsaft@t-online.de

www.creydt-fruchtsaft.de

Conventional fruit juices, nectars, purées, fruit & vegetable processing. The company produces very small quantities of organic.

DAABON DEUTSCHLAND GMBH

Bruchstrasse

50249 PULHEIM

Phone : + 49 2238 92 99 29-6

Fax : + 49 2238 92 99 29-8

H.u.R.Rickert@t-online.de

Organic palm oil, banana (brand Davila), dried fruits, coffee sugar, snacks. German office of the Colombian company DAABON. www.organicworld.com.co

DAVERT MÜHLE RAINER WELKE GMBH & CO. KG

Ascheberger Strasse 2

48308 SENDEN

Phone : + 49 2598 69 0

Fax : + 49 2598 69 23

www.davert.de

chofmann@davert.de

(purchasing)Importer and wholesaler of organic products for more than 25 years. Extensive range of retail and bulk food for industries.

DENNREE VERSORGUNGS GMBH

Hofer Strasse 11

95183 TÖPEN

Phone : + 49 9295 18 0

Fax : + 49 9295 18 101

utru@denree.de

www.biomarkt.cc

Wholesaler of organic products, among others, dried pineapple. One of the German leader. Customers : only specialized retail. DENREE is able to import end products for direct sale.

DÖHLER GMBH

Riedstrasse
64295 DARMSTADT
Phone : + 49 6151 3060
Fax : + 49 6151 306 336
Contact : Uwe RÖBLITZ
uwe.roebnitz@doehler.com
www.doehler.com
mailbox@doehler.com

The DÖHLER group is one of the leading manufacturers of fruit juice concentrates and blends, compounds, fruit preparations, flavorings and ingredients for the beverage and dairy industries. Group is composed of more than 30 companies specialized in further processing. Around 1,400 employees work in more than 60 countries throughout the world. More than 250,000 tons of juice concentrates, compounds and ingredients are produced every year and delivered worldwide in a customer-specific way in tanks, returnable containers or in other packaging.

Products: compounds, basic materials, flavors and essences for non-alcoholic drinks and alcoholic drinks. Concentrates for juices and nectars. Extracts for tea drinks. NBB microbiological assays for beers and soft drinks.

DÖHLER wanted to develop a range of organic fruit ingredients (beginning with orange concentrate). The company was even present at BIOFACH, the biggest organic product fair in Germany. The company faced two main problems and ceased its project :

- *demand was too small (DÖHLER works with conventional commodities, in large volumes)*
- *legal requirements for organic are too complicated: it would have required separate processing lines and chains, etc.*

At present (October 2003), they do not process any organic fruit. Perhaps in the future.

DE-VAU-GE GESUNDKOSTWERK GMBH

Lüner Rennbahn 18
21336 Lüneburg
Tel: +49 4131 98051
Fax: +49 4131187135
Email: info@de-vau-ge.de
<http://de-vau-ge.de>

(group of organic and Reform manufacturers, traders and importers; brands: Granovita, Eden Bruno Fischer, Martin Evers and Linusit)

DELVENA LEBENSMITTELKOUTOR GMBH

Linnicher Str. 48
50933 Köln (Cologne)
Tel.: +49 221 498 0387
Fax: +49 221 498 0399
Owens the "Gut und Gerne" label, organizes several other private labels

DENNREE VERSORGUNGS GMBH

Hofer Str.11
D - 95183 Töpen
Tel.: +49 - 9295 - 180
Fax: +49 - 9295 - 1850
zentrale@dennree.de

<http://www.dennree.de>
(wholesaler and importer – full organic food range, including fruits and vegetables)

DUHLER NATURAL FOOD INGREDIENTS GMBH

Riedstr. 7-9, 64295 Darmstadt

Tel: +49 6151 306 0

Fax: +49 6151 306 278

Email: Michael.nocker@doehler.de

<http://www.doehler.de>

Supplies mainly fruit-based ingredients, but also ingredients for yogurts, pralines, chocolate confectioneries, desserts and frozen pies and tarts.

EGESUN GMBH / MORGENLAND

Jungholzweg 8

95030 HOF

Phone : + 49 9281 850 180

Fax : + 49 9281 850 1820

mail@morgenland.biz

Distribution of organic products : preserved fruits, dried fruits, nuts, concentrates, frozen foods, cotton, pulses.

EOS GETRÄNKE GMBH

Birkelstrasse 11

71384 WEINSTADT

Phone : + 49 7151 9093 74 / 7151 99 51 50

Fax : + 49 7151 9093 75 / 7151 99 51 555

info@eos-bio.de

www.eos-bio.de

Part of BEUTELSBACHER (and at the same address). Organic fruit juice producer with more or less 20 different juices, among others : pineapple, apple/mango, fruit cocktail.

ERNST RICKERSTEN TROCKENFRUCHT-IMPORT HANDELSGESELLSCHAFT MBH

Rodigallee 233

22043 HAMBURG

Phone : + 49 40 65 497 60

Fax : + 49 40 65 392 06

info@erik.de

www.erik.de

Importer and distributor of organic products aimed at industry and trade. Range of products : buckwheat products, pulses, sugar, rice, baking raw materials, concentrates (in liquid and powder forms), herbs, nuts, almonds, kernels, pistachios, dried fruit, dates, figs, frozen fruits, fruit juice concentrates, fruit pulp.

Concerning exotic fruits :

- *no real exotic dry fruit at this stage (except dates from Egypt) ;*
- *nuts : cashew from Brazil (origin : Instituto Biodinamico) ;*
- *coconut (chips and grated) from Philippines, Indonesia, Sri Lanka.*

ERNTEBAND FRUCHTSAFT GMBH

Marbacher Strasse 12
71364 WINNENDEN
Phone : + 49 71 95 183 0
Fax : + 49 71 95 183 59
info@ernteband.de
www.ernteband.de

Subsidiary of GRÜNEWALD INTERNATIONAL (Austria), as well as MAINFRUCHT (see list below). The group produces fruit ingredients (juices, purées, flavors) for the food industry. The range includes conventional and organic products. Among others, pineapple, guava and other tropical fruits, in different forms. ERNTEBAND specializes in the production of juice and concentrates.

ERNTSEGEN GMBH

Otto-Nagler Strasse 16
97074 WÜRZBURG
Phone : + 49 931 88 47 04
Fax : + 49 931 88 47 86
erntesegen@t-online.de
www.erntesegen.de

Producer of organic food for retail and wholesale: sauces, soups, seasonings, delicatessen, bars, etc. Under its own and third party labels.

ERNST WEBER NATURKOST

Postfach 75 09 54
D - 81339 München
Tel.: +49 - 89 - 746 3420
Fax: +49 - 89 - 746 34222
weberNK@t-online.de

(importer and wholesaler – fruits and vegetables, dates, seeds, tea, juices)

FLEMMING NATURKOST

Scheurener Strasse 4
53572 UNKEL/RHEIN
Phone : + 49
Fax : + 49
www.bioborn.de
info@bioborn.de

Producer of two organic products: pastries/cookies (brand Flemming Naturkost) and fruit juices (brand Bioborn). Juices are made mainly with regional fruits; for tropical fruits, only two types indicated: apple/mango and a blend.

FRÜCHTE MEER

Bornhöveder Landstrasse 42
24601 WANKENDORF
Phone : + 49 4326 98 05 62
Fax : + 49 4326 98 05 63
info@fruechtemeer.de
<http://www.fruechtemeer.de>

Producer of jams and fruit spreads, mainly using regional fruits.

GEBR. BERTRAMS GMBH & CO. KG FRUCHTSAFTKELTEREI

Anhovener Strasse 22-26

41844 WEGBERG

Phone : + 49 2431 21 31

Fax : + 49 2431 74 672

Bertrams-juice@t-online.de

Fruit juice producer under brand Bertrams Exclusiv. Some organic juices but not in tropical fruits.

GEPÄ MBH FAIR HANDELSHAUS

Bruch 4

42279 WUPPERTAL

Phone : + 49 202 26 68 300

Fax : + 49 202 266 83 10

info@gepa.org

www.gepa3.de

Fair trade association and online-shopping : coffee, tea, cocoa, chocolate, honey, natural food, food retailing for catering.

GRELL NATURKOST

Boschstrasse 3

24568 KALTENKIRCHEN

Phone : + 49 4191 95 030

Fax : + 49 4191 95 03 95

info@grell.de

www.grell.de

Wholesaler of organic food distributed in North of Germany; full range of 7000 items.

GRÜNER PUNKT NATURKOST GMBH

Schwanenkirchner Strasse 28

94491 HENGERSBERG

Phone : + 49 9901 181 42

Fax : + 49 9901 181 79

Contact : Philipp ARMIN, director

armin.philipp@gruener-punkt-naturkost.de

www.gruener-punkt-naturkost.de

Importer, producer, distributor of organic fruit, fruit concentrate, frozen food, fruit purée. Product range : dairy-fruit preparations, fruit preparations for farm-dairies, bakery-fruit preparations, fruit-juices, fruit-juice concentrates, fruit-purees and frozen fruits for further industrial processing. Mr ARMIN is the brother of the owner of BAYERNWALD (see above) and uses its facilities for further processing.

Standard range :

	Concentrate	Juice	Puree/Pulp	I.Q.F.	Canned food
Acerola			•		
Apple	•	•	•	•	
Apricot	•		•	•	•
Banana	•		•	•	
Beet-Roots	•				
Blackberry		•	•	•	
Blueberry		•	•	•	
Buckthorn		•	•		
Carrot	•				
Chokeberry	•				
Color Concentrate (Elderberry)	•				as powder as well
Current Black	•	•	•	•	
Current Red		•	•	•	

Expressed some interest in organic juice, purée, concentrate, in barrel or frozen. Pineapple can be canned (dices, segments, crush, in own juice). They do import directly.

GUT ROSENKRANTZ HG FÜR NATURPRODUKTE

Oderstrasse 45
24539 NEUMÜNSTER
Phone: + 49 4321 99 00
Fax: + 49 4321 99 020
hg@gut-rosenkrantz.de
www.gut-rosenkrantz.de

Wholesaler of organic flour and organic products for bakeries: cereals, cereal products, flour, dry fruit, canned fruit, fruit spreads, seeds, pulses, nuts, etc. In total: 350 items as references in ingredients for bakeries, except flour. The company supplies 100 bakeries in the North and West of Germany. No exotic fruit in the range (except dates).

H. & J.BRÜGGEN KG

Gertrudenstrasse 15
23568 LÜBECK
PO Box 12 27
23502 LÜBECK
www.brueggen.com
info@brueggen.com

Phone: + 49 451 3100 0
Fax: + 49 451 3100 119

One of the biggest German and European manufacturer of cereal, muesli and muesli bars. Wide range of retail products and in bigger packaging units for larger-scale customers. Some mueslis and muesli bars include tropical dry fruits, nuts and grated coconut.

HANDELSKONTOR WILLMAN

Tafinger Strasse 8
71665 VAIHINGEN/ENZ
Tel. : + 49 7042 95 71 30
Fax : + 49 7042 95 71 39
hako-willmann@t-online.de

Wholesaler.

HARLAY PRO-LONG VERTRIEB GMBH

Birkichstrasse 1
74549 WOLPERTHAUSEN
Phone: + 49 7904 9780 0
Fax: + 49 7904 9780 65
bwkwp@t-online.de
<http://www.harlay.de>

Distributor of:

*- food additives and ingredients : fruit ingredients, other aids for the food and non-essential provisions, fruit powders- concentrates (in liquid and powder forms), fresh chilled juices ;
- drinks : fruit juices, fruit juice concentrates, carbonated fruit juice drinks containing CO₂, energy drinks, other soft drinks.*

HENRY LAMOTTE GMBH

Merkurstrasse 47
28197 BREMEN
PO Box 10 38 49
28038 BREMEN
Phone: + 49 421 52 390
Fax: + 49 421 52 391 190
www.lamotte.de
info@lamotte.de

Import-export trading company active in two fields, fats and waxes as well as foodstuffs, alimentary base products and ingredients serving trade and industry. In the field of foodstuffs : canned goods, deep-frozen products, ethnic specialties, alimentary base products and ingredients (including preserved fruits).

HIPP ORGANIC INGREDIENTS

Georg-Hipp Strasse 7
85276 PFAFFENHOFEN
Phone : + 49 8441 757 519
Fax : + 49 8441 757 455
Contact : Johannes SCHREINER, purchasing/selling exotic fruits
johannes.schreiner@hipp.de
www.hipp-organic-ingredients.com
www.hipp.de

Created in 1932 by Georg HIPPI, HIPPI is a producer of organic baby food. Today, HIPPI may be the largest manufacturer of organic raw materials in the world.

At the main site in Pfaffenhofen, over 25,000 tons of organic raw materials are processed into baby foods and juices. In the subsidiaries in Gmunden (Austria), Hanságliget (Ungarn), Sachseln (Schweiz) and in Ushgorod (Ukraine), they process organic raw materials into organic foodstuffs.

HIPP ORGANIC INGREDIENTS has a network of contacts abroad throughout the world. The company has offices and companies in Argentina, Costa Rica, Cuba, Hungary, Turkey and Ukraine. Additional subsidiaries are planned. 32 people are employed abroad (agricultural technicians, traders and logistic experts). They head HiPP-owned organic projects, supervise, advise and check the producers and manufacturers, ensure a continuous documentation of the origin of the goods and quality control, as well as taking care of transport and export formalities.

Product range : ingredients, raw material, juices, concentrates, purées, frozen fruits & vegetables, cane sugar, cereal, baby food.

HIPP IS SEEKING THE FOLLOWING

Product	NFC juice	concentrate	puree	IQF / frozen	cans
Organic Acerola			■		
Organic Apple		■	■		
Organic Apricot			■	■	■
Organic Aronia				■	
Organic Banana		■	■		
Organic Bilberry			■	■	
Organic Blackberry				■	
Organic Blackcurrant	■	■		■	
Organic Cherry	■	■		■	

Organic Cranberry	■	■		■	
Organic Grape	■				
Organic Grapefruit	■	■			
Organic Guava		■	■		
Organic Lemon	■	■			
Organic Mango			■		
Organic Orange	■	■			
Organic Papaya			■		
Organic Passion fruit	■	■			
Organic Peach			■	■	■
Organic Pear		■	■	■	
Organic Pineapple	■	■			■
Organic Raspberry			■	■	
Organic Rosehip			■		
Organic Strawberry		■	■	■	

At present, HIPP OI uses 150 tons pineapple per year in 3 to 5 kg tins (semi-processed : chunks, rings, juice) from Central America, India, Africa. The most used exotic fruit is banana. Pineapple is used for juices. They use small amounts of mango in purée form in aseptic drums of 200 – 250 kg. Acerola was tested but is not currently being offered for sale.. The other exotic fruits are rarely used.

HIPP OI is fully organized in terms of imports as they are involved in production in Latin America (Costa Rica, Argentina). They also organize mixed containers shared with other German users.

Mr. SCHREINER would like to have some samples of pineapple in cans. Interest in :

- chunks (pieces approx. 3 x 3 x 2 cm) in own juice
- tid-bits in own juice
- crushed
- juice

Packaging:

- a) 3 kg or better 5 kg tins.
- b) Metal drums with aseptic inner-bag of 200 litres

Quality:

- without skin and stalk,
- if possible one full container, produced in one lot.
- without additives (sugar, ascorbic acid, citric acid etc.).

JACOBY GMBH

Industriegebiet

79424 AUGEN

Phone : + 49 7631 1802 0

Fax : + 49 7631 1802 50

www.jacoby.de

info@jacoby.de

One of the German leaders in organic fruit juice production (but produces conventional juices too). Supplies German and French retail chains under their own labels. The company has its own apple orchard. 30 000 tons regional fruits are processed per year and around 35 million bottles. Regional fruits

are mainly used for conventional and organic juices : apple, plum, grape, pear, cherry. One conventional product with pineapple.

KELTEREI ELM GMBH

Am Weiher 7
36103 FLIEDEN
Phone: + 49 6655 98 00
Fax: + 49 6655 98 016

Kelterei.elm@t-online.de

Conventional fruit juices, apple wine, soft drinks, apple vinegar ; some organic juices.

KLAUS BÖCKER GMBH

Bahnhofstrasse 26
21614 BUXTEHUDE
Phone: + 49 4161 5555 40
Fax: + 49 4161 35 36

<http://www.boecker-gmbh.com>

boecker_gmbh@t-online.de

Import-export company and agency for fruit juice concentrates : citrus, tropical products and other fruits. The company works in Latin America (Ecuador, Guatemala, Honduras) for pineapple, banana, mango, guava, passion fruit and India for mango.

KORMORAN NATURWAREN

Neuenburger Strasse 13
10969 BERLIN
Phone: + 49 30 25 94 06 10
Fax: + 49 30 25 94 06 41

www.kormorannaturwaren.de

info@kormorannaturwaren.de

Regional wholesaler with a wide range of dry organic products and less fresh organic products.

KORKRAFT HOSÜNE NATURKOST WARENGROSSHANDEL

Am Forst 2
26197 HUNTLOSEN
Phone: + 49 4487 921 0
Fax: + 49 4487 921 200

www.korkraft.com

info@korkraft.com

Regional wholesaler (Northern of Germany) of organic products.

LORENZ EDWIN GMBH & CO KG

Hogenfelde 28
22848 NORDERSTEDT
Phone: + 49 405 28 87 72
Fax: + 49 405 288 77 41

Contact: Oliver KNOSPE

oknospe@edwinlorenz.de

www.edwinlorenz.de

For more than 40 years, EDWIN LORENZ GMBH & CO. KG is an international agency for canned fruits and vegetables and also for deep-frozen products, dried fruits and kernels. The centers of their activities lie in Europe (mainly Spain), Latin America (Peru, Chile, Honduras, Mexico), India, Sri Lanka and China.

Offices in Spain and in Peru (Lima)

Product range: fruit & vegetable preserves, frozen products, dried fruits, juices, concentrates, rice, seeds.

Organic canned products (among others):

BCS Certified Honduran Organic 1/8 cut Pineapple (chunks)

Brix : 13,0-16,0

Titrateable Acid : 0,45-0,55

Brix/Acid Ratio : 25-30

Net Weight : 3 Kg

Drained weight : 1,8 Kg

Juice content : 1,2 Kg

Color : bright yellow

Flavor : sound, distinctive pineapple

Pasteurized and packed in can A10.

BCS Certified Honduran Organic Single Pineapple Juice

Brix: 13,0 - 15,5

Titrateable Acid : 0,45-0,55

Brix/Acid Ratio : 25-30

Pulp Content : 15-20%

Color : bright yellow

Flavor : sound, distinctive pineapple

Pasteurized and packed in can A10 or 23 Kg-Scholle bags.

BCS Certified Honduran Organic Single Pineapple crush

Brix : 13,0-16,0

Titrateable Acid : 0,45-0,55

Brix/Acid Ratio : 25-30

Net Weight : 3 Kg

Drained weight : 2,5 Kg

Juice content : 0,5 Kg

Color : bright yellow

Flavor : sound, distinctive pineapple

Pasteurized and packed in can A10.

LORENZ & LIHN OBST-EDELERZEUGNISSE GMBH & CO

Ernst-Litfass Strasse 16

19246 ZARRENTIN

Phone: + 49 38851 51 404

Fax: + 49 38851 51 495

Distributor of ingredients for the industry : baking raw material, preserved fruits, jams, dried fruits, nuts, tea.

MAINFRUCHT GMBH & CO. KG

Julius-Hofmann-Strasse 2

97469 GOCHSHEIM

PO Box 60

97465 GOCHSHEIM

Phone: + 49 9721 6409 0

Fax: + 49 9721 6409 21

www.mainfrucht.de

info@mainfrucht.de

Subsidiary of GRÜNEWALD INTERNATIONAL (Austria), as well as ERNTEBAND (see in this list). The group produces fruit ingredients (juices, purees, flavors, preparation, frozen) for the food industry. The range includes conventional and organic products. Among others, pineapple, guava and other tropical fruits, in different forms. MAINFRUCHT specializes in the production of juice and concentrate, mainly apple, strawberry and other berries (production capacity : up to 500 tons raw material processed per day).

MAINTAL-OBSTINDUSTRIE

Industriestrasse 11

97437 HASSFURT/MAIN

Phone: + 49 9521 94 95 0

Fax: + 49 9521 94 95 30

info@maintal-frucht.de

www.maintal-frucht.de

Producer of jams and fruit spreads. Conventional products and a range of organic jams since 2000 / 2001. For jams, only temperate fruits are used.

MILCHWERKE BECHTESGADENER LAND-CHIEMGAU EG

Hockerfeld 5-8

83451 PIDING

Phone: + 49 86 51 7004 29

Fax: + 49 86 51 7004 21

info@molkerei-bgl.de

www.molkerei-bgl.de

Dairy company which proposes a range of organic products (including fruit yogurt).

MINERALBRUNNEN RHÖNSPRUDEL

Weikardshof 2

36157 EBERSBURG

Phone : + 49 6656 580

Fax : + 49 6656 581 59

Contact : Ms GLEISS

gleiss@rhoensprudel.de

www.rhoensprudel.de

Production of fruit juices, lemonades, mineral water. At the present, no organic juices, but a subsidiary, BAUER FRUCHTSAFT GMBH (see above).

MOLKEREI SÖBBEKE GMBH & CO KG

Amelandsbrückenweg 131

48599 GRONAU-EPE

Phone: + 49 2565 93313

Fax: + 49 2565 9303 60

vertrieb@soebbeke.de

www.soebbeke.de

Organic dairy producers. Full range of organic products: milk, cheese, yogurt, milk drinks, butter, ice, etc. Produces 40 different flavours of organic fruit yogurt. Several organic exotic fruits: pineapple, mango, coconut, apple/passion fruit, acerola/elderberry, mango/guava, pear/maracuja.

NATURATA SPIELBERGER AG

Burgemühle
74336 BRACKENHEIM
Phone : + 49 71 35 98 15 0
Fax : + 49 71 35 13 49 9
info@naturataspielberger.de
www.naturata.de

Distributor of organic products under its own labels, Naturata and Spielberger.

NATURE'S FINEST GMBH

Postfach 600 238
44842 BOCHUM
Phone : + 49 1802 805 905
Fax : + 49 1802 80 58 80
www.natures-finest.de
info@natures-finest.de

Wholesaler of organic products.

NATURKOST ELKERSHAUSEN

Levinstrasse 9
37079 GÖTTINGEN
Phone : + 49 551 50 66 10
Fax : + 49 551 506 6161
info@naturkost-elkershausen.de
www.naturkost-elkershausen.de

Wholesaler in organic products, fresh and dry (5000 references) for specialized retail and catering. Deliveries in North of Germany. Turnover : 32.5 million EUR.

NATURKOST ÜBELHÖR KG

Friesenhofen-Bahnhof 23-25
88299 LEUTKIRCH
Phone : + 49 7567 9881 810
Fax : + 49 7567 9881 20

Contact : Christian ÜBELHÖR, national and international purchasing , marketing, industrial customers

christian@naturkost-uebelhoer.de
www.gaia-naturkost.de
www.organic-germany.com

Import, export, packing, wholesale of organic products bulk and for retail. Product range : dried fruits, nuts, preserved food, oil, spices, soy products... Brand : Gaia. Among other products: pineapple, dried and concentrate, dried bananas, grated coconut.

NATURKOST NORD GMBH

Bilhorner Röhrendamm 16
20539 HAMBURG
Phone : + 49 780 86 110

Fax : + 49 780 86 119
www.naturkost-nord.de
info@naturkost-nord.de
Wholesaler of organic products.

NATURKOST WEST GMBH
Beckfelder Strasse 75
47269 DUISBURG
Phone : + 49 203 7103 70
Fax : + 49 203 7110 37 30
t.koelker@naturkost-west.de
www.naturkost-west.de
Wholesaler of organic products.

NATURWAREN "ZAICH & WOAR" GMBH
Lübener Str. 13
90471 NÜRNBERG
Phone : + 49 911 98 99 60
Fax : + 49 911 989 96 99
zaich@t-online.de
Wholesaler of organic products.

OBSTSAFTKELTEREI JOSEF MÖLLER GMBH & CO.KG
Forststrasse 7
45659 RECKLINGHAUSEN
Phone : + 49 2361 57091 / 2361 57092 / 2361 24864
Fax : + 49 2361 26147
info@moeller-obstsaefte.de
www.moeller-obstsaefte.de
Fruit juice producer. The range includes tropical juices (pineapple, mango, maracuja, blends).

ÖKORING HANDELS GMBH
Gneisenaustrasse 2a
10961 BERLIN
Phone : + 49 8145 93 0830
Fax : + 49 8145 93 0839
zentrale@oekoring.com
www.oekoring.com
Wholesaler, distributor for shops, catering companies... Fruit, vegetables, raw material, food, non-food, drinks.

PAX AN NATURWARENHANDELS GMBH
Raiffeisenstrasse 2
72829 ENGSTINGEN
Phone: + 49 7129 141 0
Fax: + 49 7129 141 500 / 563
info@paxan.de
strudel@paxan.de

www.paxan.de

Wholesaler of organic products and organic food ; deliveries around Stuttgart.

PERGER NATURSÄFTE

Herrschinger Strasse 51

82211 BREITBRUNN

Phone: + 49 8152 23 80 / 8152 399092

Fax: + 49 8152 57 38

service@perger-saeft.de

www.perger.com

Producer of organic fruit juices and refreshments. Only one product uses exotic fruit: one fair trade juice apple/mango in a 1-liter bottle.

PHÖNIX NATURPRODUKTE GMBH

Siemenstrasse 3

61191 ROSBACH

Phone : + 49 6003 912 90

Fax : + 49 6003 912 9 46

phoenix@phoenix-naturkost.de

www.phoenix-naturkost.de

Regional wholesaler of organic food and organic products for retail

JOSEF PÖLZ ALZTALER FRUCHTSÄFTE GMBH

Blumenweg 9

84518 GARCHING

Phone : + 49 8634 982 00

Fax : + 49 8634 982 0 98

info@poelz.de

www.poelz.de

Producer of fruit and vegetable juices (conventional products : pineapple, apple/mango juices, pineapple/coconut drink, maracuja, orange/maracuja nectars). Some organic juices but not with exotic fruits.

RABELER FRUCHTCHIPS GMBH

Nonnenwaldstrasse 20a

82377 PENZBERG

Phone : + 49 8856 20 81

Fax : + 49 8856 95 77

christianrabeler@rabeler-fruchtchips.de

www.fruchtchips.de

Manufacturer of drum-dried fruits, cereal, vegetable products, mixed products. Can handle organic fruits.

RABENHORST GMBH

Scheurener Strasse 4

53572 UNKEL

Phone : + 49 2224 18 05 0

Fax : + 49 2224 18 05 70

walterv@rabenhorst.de

www.rabenhorst.de

Producer of fruit juices and drinks (brand Rabenhorst). Uses pineapple from Brazil (the only ingredient in concentrate) and mango from South America.

RAPUNZEL NATURKOST AG

Haldergasse 9

87764 LEGAU

Tel. : + 49 8330 910 0

Fax : + 49 8330 910 188

Contact : Barbara ALTMANN

barbara.altmann@rapunzel.de

www.rapunzel.de

Importer, wholesaler, distributor of organic food. One of the most important in Germany (and in Europe; 200 employees) Involved in organic projects abroad (offices in Turkey and Madagascar). Not interested in concentrates or juices, but more in dry organic fruits. Sales office in France.

REFORMA-WERK ANDREAS STELLISCH GMBH

Stellauer Hauptstrasse 8

22885 BARSBÜTTEL-STELLAU

Tel. : + 49 4067 57 95 0

Fax : + 49 4067 57 95 20

reforma@t-online.de

www.reforma.de

Dried fruits, nuts, cereals, seeds, alternative sweets, muesli, bakery, raw material

RILA FEINSKOST RINATURA

Hinterm Teich 5

32351 STEMWEDE-LEVERN

Tel. : + 49 5745 9450

Fax : + 49 5745 94 51 39

info@rila.de

www.rila.de

www.rinatura.de

Importer, wholesaler of conventional and organic branded food products. Mainly dry food: muesli, sugar, oil, soy products, spreads, confectionery, delicatessen...

RINKLIN NATURKOST GMBH

Bruckmattenstrasse 18

79356 EICHSTETTEN

Tel. : + 49 7663 9394 0

Fax : + 49 7663 9394 95

info@rinklin-naturkost.de

Wholesaler in organic products: fresh, dried, frozen.

GEORG RÖSNER VERTRIEBS GMBH

Stettinger Strasse 12

94315 STRAUBING

Tel. : + 49 9421 30 06 - 0

Fax : + 49 9421 30 06 – 79

Roesner-vertrieb@roesner-vertrieb.de

Dried fruits, pulses, oilseeds, nuts, almonds, sugar, sweets.

SCHIEMDER GMBH WEIN UND FRUCHTSAFTKELTEREI

Mittelbacher Strasse 21

01896 LICHTENBERG

Tel. : + 49 35 955 725 39

Fax : + 49 35 955 725 30

kelterei-schmieder@t-online.de

www.kelterei-schmieder.de

Producer of wine and fruit juices. Among others: a range of organic fruit and vegetable juice but made with temperate products, no exotics (6 references).

SCHULDT & WEBER

Gewerbegebiet MuMos n°4

54497 MORBACH

Tel. : + 49 6533 54 59

Fax : + 49 6533 42 83

schuldtweber@aol.com

Fruit bars and fruit balls.

SEENA CONSULTING GMBH

Mörsenbroicher Weg 185

40470 DÜSSELDORF

Tel. : + 49 211 62 69 78

Fax : + 49 211 62 34 86

gen@seena.de

Herbs, spices, fruits, vegetables, dried products, cereals, pulses, herbal tea, dried fruits.

STARMILCH

Brauhausstrasse 7

36043 FULDA

Tel. : + 49 661 8308 0

Fax : + 49 661 8308 82

www.starmilch.de

vertrieb@fulda-lauterbach.de

Dairy producer with some organic products like yogurt. At this stage only natural organic yogurt, no fruit yogurt.

SEITENBACHER VERTRIEBS GMBH NATURKOST

Siemensstrasse 14

74722 BUCHEN

Tel. : + 49 6281 3066

Fax : + 49 6281 9355

www.seitenbacher.com

info@seitenbacher.com

Packer and distributor of organic dry food : muesli, cereals, dry fruits, grain flakes, honey... Among others: dried passion fruit, tropical muesli and other products with dried exotic fruits.

TERRA NATURKOST HANDELS GMBH

Gradestrasse 92

12347 BERLIN

Tel. : + 49 30 63 99 93 18

Fax : + 49 30 63 99 93 99

burkhard.paschke@terrafrisch.de

Wholesale, specializeing in organic fresh products.

TRADEWORK GMBH

Grosse Elbstrasse 47

22767 HAMBURG

Tel. : + 49 40 3499 45 0

Fax : + 49 40 3571 5083

kayjacobs@tradework.de

www.tradework.de

Distribution of organic fruit juices, concentrates, drinks, nectars.

TRADIN (German office)

Sudweyher Str. 66

28844 WEYHE - Germany

Tel. : + 49 4203 4411 0

Fax : + 49 4203 44 11 22

Contact : Heiko GROBECKER

tradin.germany@t-online.de

Trader in organic ingredients for industry. German office of the Dutch parent company which is one of the leaders in Europe in this field. Present, TRADIN Germany is not seeing new sources for any of the exotic fruit listed. They have enough reliable suppliers. From this list of Guyanese fruits, the main products imported and used are pineapple juice and concentrate and mango purée. They use small quantities of dried fruit.

**TRADE IN FRUIT PRODUCTS OFFERED FOR SALE: ASEPTIC OR FROZEN JUICES,
PURÉES AND CONCENTRATES (certification EU-bio-Vo)**

Product	Origin	Packaging
West Indies cherry pulp (acerola)	Brazil	15kg
Pineapple juice	Ghana	220kg
Concentrated pineapple juice	China	250kg
Apple concentrate	Serbia/Turkey	260kg / 295kg
Apricot purée	Argentina	215kg
Banana purée	India/Ecuador	220kg
Guava purée	South Africa	211kg
Mango purée	India / Fiji	20kg
Passion fruit juice	China	210kg
Concentrated passion fruit juice	China	250kg
Orange juice	Brazil	
Concentrated orange juice	Brazil	260kg
Papaw pulp	Honduras	294kg
Concentrated lemon juice	Italy	23kg
Tomato pulp 2-time	Peru	241kg

DRIED FRUITS (certification EU-bio-Vo)

Products	Origin	Packaging
Banana chips	Philippine	6.8kg
Coconut chips	Philippine	6.35kg
Blue Thompson raisin	USA	12.5kg
Sultanas raisin	Turkey	12.5kg
Corinthian raisin	Greece	12.5kg
Date	Tunisia	9kg
Tomato powder	Italy	20kg

VOELKEL GMBH

Fährstrasse 1

29478 HÖHBECK/OT PEVESTORF

Tel. : + 49 5846 950 0 / 612

Fax : + 49 5846 950 50

Contact : Mr. SCHROETER-MEYER, purchasing

schroeter-meyer@voelkeljuice.de

voelkeljuice@t-online.de

www.voelkeljuice.de

Fruit and vegetable juices, organic drinks. Organic carrot-mango juice (Demeter carrot and organic mango), organic apple-mango juice (35% of organic mango concentrate), organic multi-fruit drink (with organic mango, passion fruit, pineapple), organic guarana drink, organic ginger drink,

VOLLWERT & NATUR GMBH

Im Moldengraben 26

70806 KORNWESTHEIM

Tel. : + 49 7154 816 66 20

Fax : + 49 7154 816 66 40

Cereals, dried fruits, sweets, pulses.

WALDNIELER FRUCHSAFT GMBH

Berg 49

41366 SCHWALMTAL

Tel. : + 49 2163 94 55 55

Fax : + 49 2163 94 55 11

m.weegen@waldnieler-fruchtsaft.de

www.waldnieler-fruchtsaft.de

Producer of fruit juices: conventional, organic, exotic. Range of products: organic fruit juices, concentrates, purées, flavors, etc.. Among others: organic pineapple juice and concentrate, organic mango purée (Alphonso), conventional passion fruit concentrate, mango purée.

WEILING GMBH

Erlenweg 134

48653 COESFELD

Tel. : + 49 2541 747 0

Fax : + 49 541 747 68

info@weiling.de

www.weiling.de

Regional wholesaler of organic products. 7500 food items: fresh, dried, etc.

WORLEE NATURPRODUKTE HERRN HANS L.FOJER

Grusonstrasse 22

22113 HAMBURG

Tel. : + 49 407 33 33 1 91

Fax : + 49 407 33 33 2 90

hlfojer@nr.worlee.de

www.worlee.de

Company involved in processing of raw material. Two branches: food and cosmetics/chemicals. WORLÉE imports dried fruits, tropical and domestic, from around the world and processes them according to the requirements of their customers.

The processes involved include: aromatization, microbiological treatment, blending, cleaning (mechanical, manual, etc.), cutting, sieving, toasting, drying, milling, stock protection treatment. Seeds, pulses, herbs, tins, dried fruits, spices, tea, nut products

DUALES SYSTEM DEUTSCHLAND GMBH (DSD)

Frankfurter Strasse 720-726
D-51145 Koeln, Germany
Tel: +49 2203 937 0
Fax: +49 2203 937 190 or 495
<http://www.gruener-punkt.de>

GEORG RÖSNER VERTRIEBS GMBH

Regensburger Str. 32
D-94315 Straubing
Tel: +49 9421 23619
Fax: +49 9421 81736
(nuts, seeds, flakes, dried fruits, almonds)

GEPA GMBH

Bruch 4
D-42279 Wuppertal
Tel: +49 202 266 830
Fax: +49 202 266 8310
(coffee, tea, honey, chocolate, nuts, rice, etc.)

HERIBERT SCHRAMM

(see Naturkost Schramm GmbH)

KESSLER & COMP. GMBH & CO. KG

P.O. Box 300753
53187 Bonn, Germany
Tel.: +49 228 40000 0
Fax: +49 228 40000 77

LANDLINIE LEBENSMITTEL VERTRIEB GMBH & CO. KG

An der Hasenkaule 24
D - 50345 Hürth-Klschenren
Tel.: +49 2233 974510
Fax: +49 2233 9745199
i.abeln@landlinie.de
www.landlinie.de
(trader, packer and importer of fresh produce)

LEBENSBAUM U. WALTER GMBH

Maschstr. 31
D-49356 Diepholz
Tel: +49 5441 98560
Fax: +49 5441 985 622
Email: info@lebensbaum.de
(herbal, fruit and black tea, herbs, spices, coffee)

LEHMANN NATUR GMBH

Am Churkamp 20
D - 47059 Duisburg
Tel.: +49 - 203 - 932 550
Fax: +49 - 203 - 932 5599
Lehmann-Natur@t-online.de
www.lehmann-natur.com
(importer, distributor for supermarkets)

MÜHLDORFER NATURKORNMÜHLE GMBH

Mühlenstrasse 15
D-84453 Mühldorf
Tel: +49 8631 3773 0
Fax: +49 8631 3773 49
(processor, trader and importer of cereals and other food stuffs)

MÜNSTERLANDISCHE MARGARINE-WERKE J.LÜLF GMBH

Postfach 1229
D-48720 Rosendahl
Tel: +49 254 7700
Fax: +49 254 7703 0
Email: ma@min.de
(producer and trader in margarine; importer of oils and fats)

NATURKOST SCHRAMM GMBH

Ludwig-Winter-Strasse 6
D - 77767 Appenweier
Tel.: +49 - 7805 - 96680
Fax: +49 - 7805 - 966880
team@naturkost-schramm.de
www.naturkost-schramm.de
(importer and wholesaler)

PRIMA VERA GMBH

See Mühldorfer Naturkornmühle GmbH

RAPUNZEL NATURKOST AG

Haldergasse 9
D-87764 Legau
Tel: +49 8330 910 124
Fax: +49 8330 910 139
Email: project@rapunzel.de
(one of Germany's leading importers and traders in organic food)

REFORMA-WERK ANDREAS STELLISCH

Stellauer Hauptstrasse 8
22885 Barsbüttel
Tel: +49 40 67 57 95 0
Fax: +49 40 67 57 95 20
Email: reforma@t-online.de
(*dried fruits, nuts, seeds, pulses*)

REWE AG

Domstr. 20
D - 50668 Köln
Tel.: +49 - 221 - 1490
Fax: +49 - 221 - 149 9000
(*distributor and supermarket chain*)

RILA FEINKOST-IMPORTE GMBH & CO KG

Hinterm Teich 5
D-32351 Stemwede-Levern
Tel: +49 5745 9450
Fax: +49 5745 945 139
(*manages the Zonatura brand*)

TERRA FRISCHDIENST

Gross-Berliner-Damm 83
D - 12487 Berlin-Johannisthal
Tel.: +49 - 30 - 631 05 16
Fax: +49 - 30 - 631 69 75
(*wholesaler*)

UBELHOR KGNATURKOST IMEX

Friesenhofen-Bahnhof 23-25
D-88299 Leutkirch
Tel: +49 7567 820
Fax: +49 7567 834
Email: uebelhoer@t-online.de
(*importer of pulses, nuts, dried fruits, sweeteners*)

VOELKEL KG

Pevestorf 23
D - 29478 H6hbeck
Tel.: +49 - 5846 - 9500
Fax: +49 - 5846 - 95050
(*producer of juices*)

EDEKA ZENTRALE AG

New-York-Ring 6
22297 Hamburg

Tel: +49 40 6377 0
Fax: +49 40 6377 2231
Major supermarket chain with private organic label "Bio-Wertkost"

GLOBUS BETRIEBS-GMBH & CO KG

Postfach 1420
66594 St. Wendel
Tel: +49 6851 909 912
Fax: +49 6851 909 610
(Supermarket chain carrying organic products. Private label "Terra pura.")

METRO INTERNATIONAL GMBH & CO KG

Postfach 230531
Tel: +49 211 9625 0
Fax: +49 211 9625 271
(Germany's overall largest retailer, carrying organic products, private label "Grünes Land")

TEGUT ZENTRALE

Gerloserweg 72
D-36039 Fulda
Tel: +49 661 104 843
Fax: +49 661 104 496
(Supermarket chain distributing organics)

TENGELMANN

Handelswarengesellschaft
Postfach 1020
45466 Mülheim/Ruhr
Tel: +49 208 5806
Fax: +49 208 6763
(Major supermarket chain with private organic label "Naturkind")

4. OTHER ACTORS IN THE ORGANIC SECTOR

ALTOP-VERLAG

Grotzinger Str. 48
81371 Munich
Tel: +49 89 7466 110
Fax: +49 89 7256 246
(Das Alternative Branchenbuch – The alternative yellow pages – Importers of certified organic products listed)

BUNDESVERBAND NATURKOST NATURWAREN EINZELHANDEL E.V.

Ebertplatz 1
50668 Köln
Tel.: 0221-139756-22
Fax: 0221-139756-20

BNN.Einzelhandel@n-bnn.de
www.n-bnn.de

BUNDESVERBAND NATURKOST NATURWAREN HERSTELLUNG UND HANDEL E.V.

Ebertplatz 1
50668 KÖLN
Tel.: 0221-139756-44
Fax: 0221-139756-40

BNN.Herstellung.Handel@n-bnn.de
www.n-bnn.de

German organic association divided in two departments: retail and processing/trading.

BUND ÖKOLOGISCHE LEBENSMITTELWIRTSCHAFT (BÖLW E.V.)

Marienstrasse 19-20
10117 BERLIN
Tel. : + 49 30 28 482 300
Fax : + 49 30 28 482 309

www.boelw.de
info@boelw.de

Federation for the organic and ecological sectors. Members are associations (like BNN) and other organizations.

**FEDERAL MINISTRY OF CONSUMER PROTECTION, FOOD AND AGRICULTURE DIVISION
515 (BUNDESMINISTERIUM FÜR VERBRAUCHERSCHUTZ, ERNÄHRUNG UND
LANDWIRTSCHAFT)**

Rochusstr. 1
53123 Bonn, Germany
Postal Address:
P.O. Box 14 02 70
53107 Bonn, Germany
Tel: +49 (0)228/529 3851
Fax: +49 (0)228/529 4262

Email: 515@bmvel.bund.de
<http://www.verbraucherministerium.de>

**NÜRNBERGMESSE GMBH
MESSEZENTRUM**

90471 Nürnberg
Tel : +49 (0) 9 11. 86 06-0
Fax : +49 (0) 9 11. 86 06-82 28
Email : info@biofach.de

<http://www.biofach.de>

(Organizer of the world's largest organic products fair: BIOFACH)