

Voluntary Report – Voluntary - Public Distribution

Date: January 13,2020

Report Number: GM2020-0002

Report Name: Product Brief Dried Fruits and Nuts

Country: Germany

Post: Berlin

Report Category: Product Brief, Dried Fruit, Tree Nuts, SP1 - Expand International Marketing Opportunities

Prepared By: William Trautmann/Sabine Lieberz

Approved By: Emily Scott

Report Highlights:

With 83 million of the world's wealthiest consumers, Germany is the largest market for dried fruits and nuts in Europe and a very important destination for U.S. almonds, walnuts, prunes, and other products. This report provides marketing, trade, and regulatory information for U.S. exporters.

1	MARKET OVERVIEW	3
2	MARKET SECTOR OPPORTUNITIES AND THREATS	4
2.1	Market entry strategy	4
2.2	Imports	5
2.2.1	Imports of dried fruits	5
2.2.2	Imports of nuts	6
2.3	Packaging Laws and Packaging Waste Recycling	8
3	MARKET ACCESS	9
3.1	Regulatory environment, marketing standards and labeling requirements	9
3.1.1	EU general marketing standard	9
3.1.2	General labelling requirements	9
3.1.3	Allergen labeling	9
3.2	EU tariffs for dried fruits and nuts	11
3.3	Phytosanitary requirements	12
3.3.1	Maximum levels for Aflatoxin	12
3.3.2	Maximum Residue Level for Fosetyl	14
4	POST CONTACT AND FURTHER INFORMATION	15
4.1	Trade fairs	15
	Related Reports:	16

1 Market Overview

Germany, with its 83.1^{1,2} million people, is the largest economy in the European Union (EU) and the fourth-largest economy in the world. Furthermore, Germany is a leading European market for foods and beverages. Germany's main trading partners in the food and beverage sector are other EU countries, Turkey, the United States, Switzerland, and China. Even though German consumers tend to prefer domestically produced goods, in recent years food imports have steadily increased because of rising demand for foreign and exotic foods including nuts and dried fruits.

Even though Germany does not produce significant amounts of dried fruits or nuts, it has the third largest overall consumption worldwide. Moreover, Germany has a high number of immigrants and ethnic groups from Mediterranean countries whose diet includes a higher percentage of dried fruits and nuts than the traditional German diet. At the same time, it is important to consider that consumers in Germany are generally quite price sensitive and many shop at discount supermarkets, such as Aldi and Lidl. Finally, private brands are quite popular in the dried fruit and nut sector, including with discount retailers.

Table 1: Advantages and Challenges

Advantages	Challenges
Germany is the largest economy in Europe and the largest market for many food and drink products.	Germany is a very price sensitive market, and both consumers and retailers are looking for top quality at a discount price.
The economy of Germany remains strong and continues to lead the economy in Europe.	Discount operators have a leading market share in food sector.
Consumers in Germany have one of the highest income levels in the world.	A significant group of consumers prefers private label products. This can be a challenge for U.S. companies to promote a particular brand.
The food and beverage sector is well established, offering a modern retailing and distribution possibilities throughout the country.	German (i.e. EU) import tariffs on certain products are high. EU-28 member states benefit from preferential market access with no tariffs.
German consumers may be willing to pay for high-quality goods like organic products and for health and wellness food.	Retailers rarely import products into Germany on their own, but rather use specialized importers.
The United States has a good reputation for quality.	Retailers often charge high listing fees for products.

Source: FAS Berlin

¹ <https://www.destatis.de/DE/Themen/Gesellschaft-Umwelt/Bevoelkerung/Bevoelkerungsstand/Tabellen/zensus-geschlecht-staatsangehoerigkeit-2019.html>

² For data on recent demographic development please refer to https://www.destatis.de/EN/FactsFigures/SocietyState/Population/CurrentPopulation/Tables/Census_SexAndCitizenship.html

2 **Market Sector Opportunities and Threats**

2.1 **Market entry strategy**

While discount stores usually stock some dried fruits and nuts, the selection is mostly limited to a small number of products and usually just one brand or private label per products. The basic selection usually includes peanuts, walnuts, almonds, cashews, pistachios, macadamia nuts, prunes, raisins, cranberries, and a combination of these as part of a trail mix. The price sensitivity of German consumers has led to the very strong market share (on a turnover basis) of discount stores at the expense of all other store types (Table 2).

Table 2: Sales at discount stores, supermarkets, hypermarkets, and convenience stores in Germany 2013-2017 (billions of Euros)

	2013	2014	2015	2016	2017
Discount stores (stores with a limited selection of items, distinguished by lower prices than at supermarkets and hypermarkets) incl. Aldi and Lidl	72.1	71.9	72.8	74.4	78.4
Hypermarkets/Larger Supermarkets (stores with more than 8,611 square feet/ 800 square meters)	65.7	67.8	70.6	73.1	76.5
Supermarkets (stores with less than 8,611 square feet/ 800 square meters)	14.2	14.2	14.1	13.8	13.6
Other (kiosks, gas stations, small grocery shops, drug stores, convenience stores, etc.)	31.4	32.4	33.3	33.9	34.2

Source: FAS Berlin based on Fruchthandel Magazin Adressbuch 2015, p. 298; 2016, p. 340; 2017, p. 318; 2018 p. 308; and 2019, p.301.

In contrast to discount stores, supermarket and hypermarkets may feature other dried fruits (e.g. dates, apricots, figs, pineapples, ginger, banana chips), brazil nuts, and pecans. In larger supermarkets these products may be found in the fresh produce aisle (sometimes loose, in bulk), in the baking aisle, and a wide variety in the snacks aisle. In addition, mueslis and muesli bars with nuts and dried fruits are becoming increasingly perceived as a healthy and quick breakfast or snack alternative. Evidence of this is the growing aisle space devoted to these products.

Germany also has a number of green grocers/small neighborhood stores. Some of these are devoted to delicatessen items and mostly carry exotic and high-quality products while the majority are Turkish green grocers specializing in fresh fruits and vegetables. In both types of stores large Medjool dates, dried apricots, and other dried fruits may be purchased.

Country of origin labeling is mandatory only for fruits and vegetable products that are subject to EU marketing standards. In the dried fruits and nuts segment this pertains to walnuts in shell and hazelnuts in shell. However, voluntary declaration of origin is allowed for all products and is usually done whenever a given origin is associated with premium quality and might enable the seller to fetch premium prices. The United States has a good reputation for quality. Especially products from California and Florida are well received since consumers associate these states with warmth and sunshine. For these states, it might be useful to stress the state of origin in addition to the U.S. origin. Other U.S. states are less well known and labeling those states may bring few immediate benefits over the general U.S. origin designation.

Most dried fruits, tree nuts, and peanuts are imported in bulk for packaging or processing. Most imports are handled by specialized German import companies, who distribute to German food processors or deliver to retail chains. Retail chains and food processors very rarely import themselves. We highly recommend working with an importer, as these companies have experience with import certificates, labeling, and other import requirements. Although most products are imported in bulk, there are some U.S. companies with branded, consumer-packaged dried fruits and nuts which are successful on the German market.

Food safety and environmental concerns are major issues for consumers in Germany. The public reacts strongly to food scandals that involve high levels of pesticides or contaminants such as mycotoxins and stops buying products associated with such incidents. This can be an advantage for U.S. products as they have a very good reputation with regard to quality and safety.

Many Germans make choices with awareness to environmental protection or conservation. As a result, consumption of organic products is rising slowly but steadily in Germany. This trade is supported by the U.S.-EU organic equivalency arrangement, which went into force in 2012. But also conventional products that convey a natural image are viewed positively. Some products may also benefit from a marketing tie-in to 'sustainability' certification, which is also a widely used food marketing tool in Germany.

2.2 Imports

Imported fruits, vegetables, and nuts are commonly found in all German supermarkets and other major retail channels. Countries like Spain, Italy, and France account for the supply of many fruits. Most nuts are imported from the United States, China, and Turkey.

2.2.1 Imports of dried fruits

In 2018, Germany imported 187,587 MT of dried fruits worth U.S. dollar (USD) 535 million. Imports from the United States amounted to 8,001 MT at a value of USD 28 million. On a value basis, Turkey, the Netherlands, South Africa, China, Tunisia, and the United States, were the top suppliers. The top three dried fruits products that the United States exported to Germany were dried prunes, raisins, and cranberries (Table 3). In 2018, the biggest competitors to the United

States on the German market were Turkey and South Africa for raisins; Chile for dried prunes; and Canada for cranberries.

Table 3: German imports of dried fruits from the United States by value, volume, and year

Product		2016		2017		2018	
		1000 USD	MT	1000 USD	MT	1000 USD	MT
Grand total		50,455	14,941	44,933	15,151	30,878	8,630
0813 20	Dried Prunes	27,019	5,782	21,763	4,436	17,015	3,990
0806 20	Raisins	20,238	8,414	20,564	10,080	10,753	3,955
2008 9391	Cranberries	2,827	691	2,227	577	2,344	627
0804 1000	Dates	150	14	134	19	48	5
	other dried fruits combined	217	40	245	39	718	53

Source: Trade Data Monitor

2.2.2 Imports of nuts

In 2018, Germany imported 579,170 MT of nuts and peanuts worth USD 3.4 billion. The top five suppliers of nuts and peanuts to Germany on a value basis were the United States, Turkey, the Netherlands, Vietnam, and Italy, with market shares of 22, 16, 14, 7, and 5 percent, respectively. Imports from the United States amounted to 116,597 MT at a value of USD 752 million.

The top three nut products that the United States exports to Germany are shelled almonds, shelled walnuts and in-shell pistachios (Table 4). In 2018, the biggest competitors to the United States on the German market were Spain and the Netherlands for shelled almonds; Chile and Moldova for shelled walnuts; and Iran for pistachios.

Table 4: German imports of nuts and peanuts from the United States by value, volume, and year

Product		2016		2017		2018	
		1000 USD	MT	1000 USD	MT	1000 USD	MT
Grand total		914,216	104,682	1,088,553	117,410	844,822	116,701
	Almonds total	632,655	51,724	724,342	60,679	388,980	56,102
0802 11	Almonds, In Shell	276,825	61	380,749	73	46,779	10
0802 12	Almonds, Shelled	355,830	51,663	343,593	60,606	342,201	56,092
	Walnuts, total	168,128	27,020	152,146	23,462	196,359	25,273
0802 31	Walnuts, In Shell	13,581	4,985	12,841	3,815	6,503	2,905
0802 32	Walnuts, Shelled	154,547	22,035	139,305	19,647	189,856	22,368
	Pistachios, total	56,568	5,306	123,841	15,320	147,054	16,213
0802 5100	Pistachios, In Shell	52,854	5,101	114,275	14,627	122,890	14,627
0802 5200	Pistachios, Shelled	3,714	205	9,566	693	24,164	1,586
	Peanuts, total	32,961	18,568	48,662	14,964	68,135	15,615
1202 4100	Peanuts, In The Shell,	20,789	14,070	19,905	12,857	19,205	11,923
1202 4200	Shelled Peanuts	4,242	4,495	2,088	2,101	3,187	3,686
2008 1196	Peanuts, roasted, <1kg	3	1	7	1	1	0
2008 1198	Peanuts, not roasted, <1kg	7,927	2	26,662	5	45,742	6
0802 9010	Pecans	20,102	1,432	35,007	2,410	40,613	2,973
	Hazelnuts total	1,539	325	2,178	212	474	54
0802 21	Hazelnuts, In Shell	1,302	325	63	0	0	0
0802 22	Hazelnuts, Shelled	237	0	2,115	212	474	54
	Other nuts and nut mixes combined	2,263	306	2,357	362	3,207	471

Source: Trade Data Monitor

2.3 Packaging Laws and Packaging Waste Recycling

Germany applies EU-harmonized legislation to packaging and containers. For detailed information on the EU's harmonized legislation on packaging and container regulations, please consult the [EU-28 FAIRS Report](#) (updated February 12, 2019).

On January 1, 2019, Germany implemented an updated version of their waste management law, called *VerpackG*. The law requires producers, importers, and distributors of consumer products, including food stuffs, to enter into a contract for recycling of packaging material with one of the licensed recycling companies. In addition, manufacturers are obliged to register with a newly created national authority, the "*Zentrale Stelle*³", before placing packaged products on the market. The registered manufacturers will be published on the website of the *Zentrale Stelle* to ensure full transparency for all market participants and reduce free-riding. In addition, all manufacturers will have to report the following packaging-related data to the *Zentrale Stelle*:

- Registration number (provided by the *Zentrale Stelle*)
- Material and volume of the packaging put on market
- Name of the packaging scheme contracted by the manufacturer to fulfil its Extended Producer Responsibility
- Duration of the agreement with the recycling company/system.

Manufacturers are defined as producers, importers, or distributors that place packaged consumer goods on the market. Depending on the distribution channel, U.S. exporters may or may not be required to contract with a packaging disposal company and register with the *Zentrale Stelle*. However, even if a U.S. company is not required to register directly, they may be required to share information about material and volume of its packaging by its customers which then include this information in their own reporting to the *Zentrale Stelle*.

Although these responsibilities will typically fall to the German importer, U.S. companies should be aware and clearly allocate regulatory compliance duties in their sales agreements with German firms. Failure to register may result in a sales ban and fines of up to €200,000.

For more information about the legislation please consult <https://verpackungsgesetz-info.de/en/> and our GAIN report "Changes to Germany's Packaging Laws – An Exporter's Guide" available at our report database <https://gain.fas.usda.gov/#/search>

³ <https://lucid.verpackungsregister.org/>

For further information on the packaging material disposal and recycling program, contact your potential German importer and/or one of the following companies, which are registered as Green Dot recycling enterprises:

- Der Grüne Punkt – Duales System Deutschland GmbH, Koeln - www.gruener-punkt.de/en.html
- BellandVision GmbH, Pegnitz - <https://www.bellandvision.de/simply-clever-licensing.htm>
- EKO-PUNKT GmbH, Luene - www.eko-punkt.de
- INTERSEROH Dienstleistungs-GmbH, Koeln - <https://www.interseroh.de/en/>
- Landbell AG, Mainz - www.landbell.com/sales-packaging/
- Reclay VFW GmbH & Co. KG, Köln - www.reclay-group.com/de/en/
- Veolia Umweltservice Dual GmbH, Rostock - www.veolia.de/dual
- Zentek GmbH & Co. KG, Köln - <https://www.dualesystemzentek.de/en/>

3 Market Access

3.1 Regulatory environment, marketing standards and labeling requirements

Germany is part of the EU, which is a common market and customs union. Therefore, German imports and exports are subject to EU regulations. The authority to monitor compliance with those regulations rests with the 16 Federal German States.

3.1.1 EU general marketing standard

In the dried fruits and nuts segment, walnuts in shell and hazelnuts in shell are subject to the EU general marketing standard. The general marketing standard defines minimum quality and maturity requirements, introduces a maximum tolerance, and requires products to be labeled with full name of their country of origin. For further details please visit <http://www.usda-eu.org/trade-with-the-eu/eu-import-rules/marketing-standards/>. The general marketing standard applies to domestically produced and imported products alike. However, operators can opt to use an applicable UNECE standard instead.

3.1.2 General labelling requirements

The standard U.S. label does not comply with the EU's labeling requirements. On December 13, 2014, the EU's "Food Information to Consumers (FIC)" Regulation 1169/2011 became applicable and introduced new obligations and changes to the existing rules. The FIC regulation established new horizontal labeling requirements and repealed labeling directive 2000/13/EC, as well as nutrition labeling directive 90/496/EEC and warning labels directive 2008/5/EC.

For more information please refer to the USEU website <http://www.usda-eu.org/trade-with-the-eu/eu-import-rules/eu-labeling-requirements/>

3.1.3 Allergen labeling

Article 21 of Regulation 1169/2011 stipulates that each substance or product causing allergies must be indicated in the list of ingredients with reference to the name of the substance or product as listed in Annex II to the FIC Regulation, for example "tofu (soya)", "whey (milk)." The name of

the substance or product must be highlighted through a typeset that clearly distinguishes it from the other ingredients (for example in bold or with a background color).

The potentially allergenic ingredients listed in Annex II to the FIC Regulation require a mandatory declaration on food and beverage labels. In the dried fruits and nuts category this applies to peanuts and tree nuts, as well as to sulfur dioxide and sulfites at concentrations of more than 10 mg SO₂ /kg.

“Contains” statements

All information about allergenic ingredients must be given in the mandatory format in a single place on the label, i.e. the ingredients list. Where an ingredients list is provided, the voluntary use of warning boxes or statements such as “contains X” to repeat the presence of allergenic ingredients will no longer be allowed. In the absence of an ingredients list, the presence of allergens must be indicated using the word “contains” followed by the name of the substance or product as listed in Annex II of Regulation 1169/2011.

“May contain” statements

EU rules for precautionary allergen labeling such as “may contain” statements have not yet been adopted. Article 36 of the FIC Regulation stipulates that the European Commission should adopt implementing measures setting out requirements for the voluntary indication of the possible and unintentional presence of substances and products causing allergies.

We recommend contacting your importer about details of those requirements prior to shipping.

3.2 EU tariffs for dried fruits and nuts

According to EU customs, regulations and tariffs, there are varying quotas or direct import taxes for dried fruits and nuts depending on country of origin. The EU import tariffs for the main dried fruits and nuts are summarized in Table 6. For other dried fruits and nuts please consult the EU official Journal at the following hyperlink:

<https://eur-lex.europa.eu/legal-content/EN/TXT/PDF/?uri=CELEX:32018R1602>

pages 98 through 101, and 159 through 167.

Table 5: EU Tariffs for Dried Fruits and Nuts

Product	HS/CN Code	Tariff in percent
Almonds in shell bitter	0802 1110	free
Almonds shelled bitter	0802 1210	free
Almonds in shell sweet	0802 1190	5.6
Almonds shelled sweet	0802 1290	3.5
Brazil nuts	0801 21 +22	free
Cashew nuts	0801 31 +32	free
Cranberries w added sugar, >1 kg	2008 9391	17.6
Cranberries w added sugar, <1 kg	2008 9393	20.8
Cranberries no added sugar	2008 9399	18.4
Dates	0804 1000	7.7
Dried prunes	0813 2000	9.6
Hazelnuts	0802 21 +22	3.2
Other dried fruits	0813 4095	2.4
Peanuts in packages > 1kg	2008 1191	11.2
Peanuts < 1kg roasted	2008 1196	12.0
Peanuts < 1kg not roasted	2008 1198	12.8
Pecans	0802 9010	free
Raisins	0806 20	2.4
Walnuts in shell	0802 3100	4.0
Walnuts shelled	0802 3200	5.1

Source: The Official Journal of the European Union. Commission Implementing Regulation (EU) No 2019/1776 of October 9, 2019, amending Annex I to Council Regulation (EEC) No 2658/87 on the tariff and statistical nomenclature and on the Common Customs Tariff

3.3 Phytosanitary requirements

Pistachios, almonds, and peanuts are also subject to toxin checks at customs when imported from certain countries. Importers have to apply for these checks at certain customs locations, and goods are kept by authorities until results are available.

Article 23 of the EU regulation on official food and feed controls ([Regulation \(EC\) No 882/2004](#)) allows the EU to officially recognize a third country's system of pre-export checks (PEC) on feed and food prior to export as long as it meets the EU requirements. EU approval of a third country's system of pre-export checks may only be granted on the condition that the controls carried out in the third country are considered to be sufficient so that the import controls upon arrival to the EU can be significantly reduced. Currently, for U.S. origin a PEC program is only approved for almonds.

3.3.1 Maximum levels for Aflatoxin

Aflatoxin is a group of fungal toxins that are produced by *Aspergillus flavus* and *Aspergillus parasiticus*, which grow easily on peanuts, nuts, and dried fruits when they are inappropriately stored in warm, humid conditions. Aflatoxin is a powerful liver carcinogen and therefore receives a lot of attention to ensure food safety. Maximum aflatoxin levels for the entire EU, including Germany, are laid down in Commission Regulation 1881/2006. A consolidated version from March 2018 is available at <https://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1574177482712&uri=CELEX:02006R1881-20180319>. These are also applied to imported products. In order to ensure comparable results, the EU requires that tests are carried out using sampling methods according to EU regulation 401/2006.

Table 6: EU Maximum Level for Aflatoxin in Dried Fruits and Nuts (in microgram/kg)

	B1	B1, B2, G1 and G2 combined
Almonds, pistachios and apricot kernels , intended for direct human consumption or use as an ingredient in foodstuffs	8	10
Almonds, pistachios and apricot kernels to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	12	15
Groundnuts (peanuts) and other oilseeds, to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs, with the exception of: - groundnuts (peanuts) and other oilseeds for crushing for refined vegetable oil production	8	15
Groundnuts (peanuts) and other oilseeds and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs, with the exception of: - crude vegetable oils destined for refining; - refined vegetable oils	2	4
Hazelnuts and Brazil nuts , intended for direct human consumption or use as an ingredient in foodstuffs	5	10
Hazelnuts and Brazil nuts , to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	8	15
Tree nuts, other than Hazelnuts, Brazil nuts, Almonds, pistachios, apricot kernels to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	5	10
Tree nuts, other than Hazelnuts, Brazil nuts, Almonds, pistachios, apricot kernels, and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs	2	4
Dried fruit , other than dried figs, to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	5	10
Dried fruit , other than dried figs, and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs	2	4

Source: The Official Journal of the European Union; Commission Regulation (EC) No 1881/2006 of December 19, 2006, setting maximum levels for certain contaminants in foodstuffs.

Official Aflatoxin Controls on U.S. Products

In April 2015, the EU approved the pre-export checks (PEC) program for U.S. almonds. U.S. almonds were included in the Annex to [Commission Implementing Regulation \(EU\) 2015/949](#), which lists all EU-approved Pre-export Check programs. The acceptance of the U.S. program reflects the EU's recognition of aflatoxin controls performed at U.S. origin in line with Article 23 of the EU Regulation on Official Food and Feed Controls ([Regulation \(EC\) No 882/2004](#)). The latter regulation, which provides the general framework for food controls, will be replaced by [Regulation \(EU\) 2017/625 of the European Parliament and of the Council](#) from Dec 15, 2019 onwards. The USDA Agricultural Marketing Service began issuing PEC almond certificates on August 1, 2015. The almond PEC program builds on and replaces the Voluntary Aflatoxin Sampling Plan program, which was no longer required after September 2014 when the EU voted to remove California Almonds from Special Measures.

Following the publication of [Commission Implementing Regulation \(EU\) 2017/1269](#) on July 14, 2017, the U.S. pre-export program for peanuts is no longer recognized by the EU. There is no **restriction on the export of U.S. peanuts; however, shipments are no longer benefitting from the reduced testing level for aflatoxin** upon entry into the EU.

On April 1, 2015, U.S. pistachios were included in the list of products/origins subject to increased import controls under [Commission Regulation \(EC\) No 669/2009](#). Member States must now test 10 percent of all incoming shipments. This regulation does not impose any requirements on exporters.

For additional information on aflatoxin testing and certification performed in the United States prior to export to the EU, see:

- http://www.almonds.com/sites/default/files/pec_program_manual_version_9.0.pdf
- <http://www.peanutsusa.org.uk/eu-food-aflatoxin-legislation>
- <http://www.ams.usda.gov/services/lab-testing/aflatoxin>

3.3.2 Maximum Residue Level for Fosetyl

The MRL for Fosetyl in or on almonds, pistachios, walnuts, cashew nuts, hazelnuts, and macadamias are specified in [Commision Regulation \(EU\) 2019/552](#), amending [Regulation \(EU\)396/2005](#).

4 **Post Contact and Further Information**

If you have questions or comments regarding this report, or need assistance exporting to Germany, please contact the U.S. Foreign Agricultural Service Office in Berlin

Embassy of the United States of America
 U.S. Department of Agriculture's Foreign Agricultural Service
 Clayallee 170
 14195 Berlin
 Germany
 Tel: +49-(0)30- 8305 – 1150
 E-Mail: AgBerlin(at)usda.gov
 Homepage: www.fas-europe.org

4.1 **Trade fairs**

In Germany, trade fairs play a key role in presenting new products to the trade or in finding additional buyers and importers. The major international trade fairs are:

<p>FRUIT LOGISTICA Berlin, Germany http://www.fruitlogistica.de</p> <p>Target Market: Germany/EU/ Central & Eastern Europe Good venue for exhibiting fresh and dried fruit, nuts and related products.</p>	<p>February 5-7, 2020 (Interval: yearly)</p>	<p>U.S. Pavilion Organizer: B*FOR International Tel: (540) 373-9935 Fax: (540) 372-1414</p>
<p>Bio Fach Nuremberg, Germany http://www.biofach.de</p> <p>Target Market: Germany/Europe The leading European trade show for organic food and non-food products.</p>	<p>February 12-15, 2020 (Interval: yearly)</p>	<p>U.S. Pavilion Organizer: NuernbergMesse North America, Inc. 400 Interstate North Parkway, Ste. 710 Atlanta, GA 30339 www.nuernbergmesse-north-america.com</p>
<p>ANUGA Cologne, Germany http://www.anuga.com</p> <p>Target Market: Germany/EU/ Central & Eastern Europe The world's leading food fair for the retail trade and the food service and catering market.</p>	<p>October 9-13, 2021 (Interval: every two years)</p>	<p>U.S. Pavilion Organizer: Koelnmesse, Inc. Cologne International Trade Fairs 8700 W. Bryn Mawr Ave. Suite 640 North Chicago, IL 60631 Phone: 773-326-9920 Fax: 773-714-0063 info@koelnmessenafra.com</p>

Related Reports:

These reports can be accessed through the [FAS website](#).

Food and Agricultural Import Regulations and Standards Country Report | FAIRS Annual Country Report | Berlin | Germany | December 16, 2019 | GM2019-0047

Germany is a member of the European Union (EU) and generally follows EU directives and regulations, including those relating to the importation of food products. This report provides an overview of food laws in force in Germany that cover areas, which are not yet harmonized. Food laws currently in force in the EU-28 are summarized in the EU 28 FAIRS report.

Food and Agricultural Import Regulations and Standards Export Certificate Report | FAIRS Export Certificate Report | Berlin | Germany | December 16, 2019 | GM2019-0048

Germany is a Member State of the European Union (EU) and applies the certification requirements described in the EU-28 Food and Agricultural Import Regulations and Standards (FAIRS) Certification Report. Products not yet harmonized are subject to German national rules.

Exporter Guide | Exporter Guide | Berlin | Germany | November 26, 2019 | GM2019-0041

Germany has 83 million of the world's wealthiest consumers and is by far the biggest market in the European Union. The German market offers good opportunities for U.S. exporters of consumer-oriented agricultural products. In 2018, total U.S. exports of agricultural products to Germany reached \$ 1.7 billion. The largest segments were soybeans, tree nuts, Alaskan pollock, wine, beef, and other consumer-oriented products. This report provides U.S. food and agriculture exporters with background information and suggestions for entering the German market.

Product Brief Fresh Fruits|Product Brief Fresh Fruit Fresh Deciduous Fruit Citrus Stone Fruit Strawberries|Berlin|Germany|2/5/2019

Germany is one of the largest markets for fruit in Europe. The relative affluence of its population of 82 million people makes it an attractive outlet for exporters from many countries. This product brief highlights certain aspects of the German fruit market and provides marketing, trade, and regulatory information for U.S. exporters.

[Product Brief Fresh Fruits Berlin Germany 2-5-2019](#)

FAIRS Country Report|Food and Agricultural Import Regulations and Standards - Narrative|Brussels USEU|EU-28|2/12/2019

This report provides an overview of EU food and feed legislation currently in force. All sections of the report were updated. For updates on developments in EU food and feed legislation check the USEU FAS website www.fas-europe.org

[Food and Agricultural Import Regulations and Standards - Narrative_Brussels USEU_EU-28_2-12-2019](#)

Phytosanitary Requirements for EU Imports of Nuts|Tree Nuts Food and Agricultural Import Regulations and Standards - Narrative|Brussels USEU|EU-28|2/2/2017

A phytosanitary certificate is NOT required for the import of nuts from the United States into the European Union (EU). This understanding of the EU's plant health legislation has been confirmed by the European Commission and is applicable in all EU Member States.

[Phytosanitary Requirements for EU Imports of Nuts_Brussels USEU_EU-28_1-25-2017](#)

How to Comply with the EU's New Food Labeling Rules|FAIRS Subject Report|Brussels USEU|EU-28|12/3/2014

On December 13, 2014, the EU's "Food Information to Consumers" Regulation 1169/2011 becomes applicable. This report provides updated information on key changes to the EU's food labeling requirements and aims at providing answers to questions raised by U.S. exporters about compliance with the new rules.

[How to Comply with the EU's New Food Labeling Rules_Brussels USEU_EU-28_12-2-2014](#)

2019|Retail Foods|Berlin|Germany|5/2/2019

Germany is by far the biggest market in the European Union with good prospects for U.S. food products like tree nuts, wine, processed fruits and vegetables, fruit juices and others. The food retail market is consolidated with high market saturation.

[Retail Foods_Berlin_Germany 2019](#)

2019|Food Processing Ingredients|Berlin|Germany|2/15/2019

The German food industry represents the fourth-largest industry in Germany. In 2017, Germany produced an estimated \$203 billion of processed food and drinks. When meeting EU standards, the following products have good sales potential on the German market: nuts, fish and seafood products, fruit and vegetables, highly processed ingredients, bakery products, dairy products, pulses and specialty grains.

[Food Processing Ingredients 2019](#)

Attachments:

No Attachments.