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SMJERNICE ZA IZVOZ

PROIZVODA OD PRERAĐENOG VOĆA I POVRĆA IZ ZEMALJA
ZAPADNOG BALKANA U EVROPSKU UNIJU



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1. UVOD

Cilj ovog vodiča je predstaviti potencijalnim izvoznicima iz zemalja Zapadnog Balkana (WB6), naime Albaniji, Bosni i Hercegovini, Kosovu, Makedoniji, Crnoj Gori i Srbiji, sve potrebne preduslove, kao i dokumente i druge relevantne informacije, za izvoz proizvoda od prerađenog voća i povrća iz zemalja Zapadnog Balkana u Evropsku uniju (EU). Ovaj je vodič pripremljen za proizvode od prerađenog voća i povrća proizvedenih u zemljama Zapadnog Balkana.





Mala i srednja preduzeća-MSP (SMEs) na Zapadnom Balkanu suočavaju se sa poteškoćama u pristupu novim izvoznim tržištima. Jedan od preduslova je prilagodavanje proizvoda i standarda kvaliteta onima ciljnih tržišta. Osim toga, tržišne informacije i kanali distribucije potrebni su za uspješan izvoz. Regionalna preduzeća suočavaju se sa spoljnim i unutrašnjim preprekama. Često, zbog uglavnom finansijskih i unutrašnjih ograničenih kapaciteta, MSP-u nedostaje izvozni know-how (čak i osnovne informacije o kriterijumima, procedurama i koracima za izvoz) i zavise od spoljne podrške, kao što su konsultantske usluge.

Izvozna tržišta, posebno u evropskim zemljama, puna su nepoznanica za izvoznike, jer postoje mnogi zahtjevi, kao što su (evropski) standardi, sertifikati, zahtjevi kvaliteta, pakovanje itd. Dodatni problemi za izvoznike iz zemalja Zapadnog Balkana su stalne promjene u trendovima.

Pravila međunarodne trgovine, propisi EU-a i postupci uvoza, standardi kvaliteta u privatnoj industriji, kao i dodatne oznake kvaliteta ili učinka (koji nisu nužno zakonski potrebni, ali postaju de facto uslovi pristupa tržištu), mogu biti teška prepreka za kompanije koje žele ulazak na EU i druga međunarodna tržišta. U mnogim slučajevima, proizvodi moraju biti testirani i sertifikovani kako bi se osigurala usklađenost sa zahtjevima uvoznika - kako bi se dokazalo da su ispunjeni zahtjevi EU-a i standardi kvaliteta privatne industrije. Kao posljedica toga, izvoznici iz zemalja Zapadnog Balkana ne samo da trebaju odgovarajuću tehnologiju proizvodnje, prerade, rukovanja, trgovanja, marketinga i znanja, već i odgovarajuće pravne i institucionalne okvire, stručnu kontrolu i reviziju.



2. PREGLED IZVOZA PO ZEMLJAMA IZ ODABRANIH ZEMALJA ZAPADNOG BALKANA U ZEMLJE EU 28, ZA PROIZVODE OD PRERAĐENOG VOĆA I POVRĆA

2.1. Uvodne napomene

- Izvor: TradeMap.org i trade.ec.europa (podaci prikupljeni u novembru 2018.)
- Fokus na skupinu proizvoda 20 (Priprema povrća, voća, orašastih plodova ili drugih dijelova biljaka) i sljedećih podskupina HS:



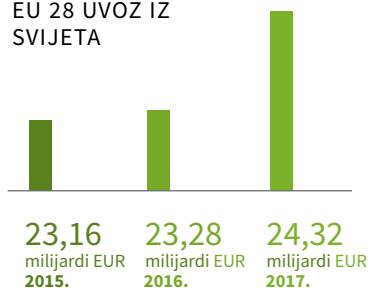


2001	Povrće, voće, orašasti plodovi i drugi jestivi dijelovi biljaka, pripremljeni ili konzervirani u sirćetu ili sirćetnoj kiselini
2002	Paradajz, pripremljen ili konzerviran na drugi način osim u sirćetu ili sirćetnoj kiselini
2003	Gljive i tartufi, pripremljeni ili konzervirani na drugi način osim u sirćetu ili sirćetnoj kiselini
2004	Povrće, pripremljeno ili konzervirano na drugi način osim u sirćetu ili sirćetnoj kiselini, smrznuto (osim konzerviranja šećerom, te paradajza, gljiva i tartufa)
2005	Ostalo povrće, pripremljeno ili konzervirano na drugi način osim u sirćetu ili sirćetnoj kiselini, ne-smrznuto (osim konzerviranja šećerom, te paradajza, gljiva i tartufa)
2006	Povrće, voće, orašasti plodovi, kora od voća i drugi jestivi dijelovi biljaka, konzervirani šećerima "drenirani, glazirani ili kristalizirani,"
2007	Džemovi, voćni želei, marmelade, voćni pirei ili pirei od orašastih plodova, paste od voća ili orašastih plodova, dobijeni kuvanjem, bez obzira da li sadrže dodati šećer ili druge zaslađivače
2008	Voće, orašasti plodovi i drugi jestivi dijelovi biljaka, pripremljeni ili konzervirani, bez obzira da li sadrže dodati šećer ili druge zaslađivače ili alkohol ili ne (isključujući pripremljene ili konzervirane s sirćetom, konzervirane sa šećerom, ali ne u sirupu, džemovi, voćni želei, marmelade, voćni pirei i paste, dobijeni kuvanjem)
2009	Voćni sokovi, uključujući mošt od grožđa i sokove od povrća, nefermentisani, koji ne sadrže dodani alkohol, bez obzira da li sadrže dodati šećer ili druge zaslađivače



2.2. Uvoz odabranih proizvoda u EU 28 iz svijeta

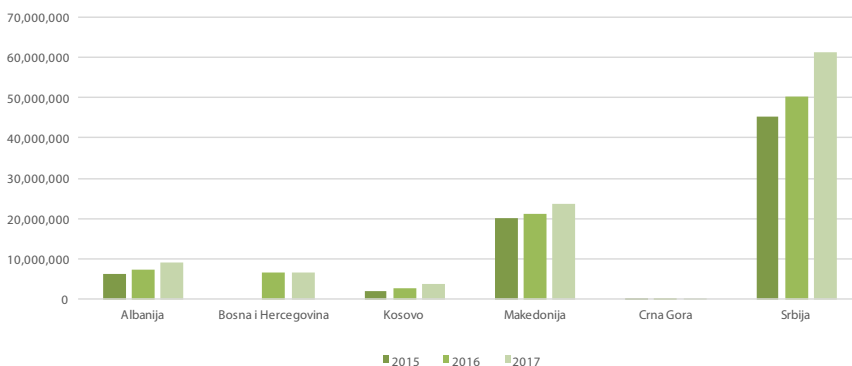
EU 28 UVOZ IZ SVIJETA



Uvoz EU-a iz svijeta za tri godine (2015., 2016., 2017.) proizvoda od prerađenog voća i povrća iznosio je između 23 i 24,5 milijardi eura iz 226 zemalja s stopom rasta od 18% u toku ove tri godine.

2.3. Izvoz proizvoda od prerađenog voća i povrća iz zemalja Zapadnog Balkana u EU

IZVOZ U EU 28 IZ ZEMALJA ZAPADNOG BALKANA



Šest zemalja Zapadnog Balkana (Albanija, Bosna i Hercegovina, Kosovo, Makedonija, Crna Gora i Srbija) zajedno su izvezle proizvode od prerađenog voća i povrća u iznosu većem od 100 miliona eura u EU, što čini samo 0,38% ukupnog uvoza EU u ovoj kategoriji.



3. OPŠTI ZAHTJEVI ZA IZVOZ U EU - Trgovinska dokumentacija

Trgovinska dokumentacija prati robu od mjesta otpreme do konačnog odredišta i odnosi se na opis robe.

Ova grupa dokumenata uključuje: deklaraciju carinske vrijednosti, trgovačku fakturu, specifikaciju robe, sertifikat kvaliteta i sertifikat o porijeklu robe, teretni list i specifikaciju pošiljke.

3.1. Deklaracija o carinskoj vrijednosti

Deklaracija o carinskoj vrijednosti je dokument koji se mora predložiti carinskim organima kada vrijednost uvezene robe prelazi 20.000 eura. Izjava o carinskoj vrijednosti mora biti sastavljena u skladu s obrascem DV 1, čiji se uzorak može naći u Aneksu 8. Propisa (EU) 2016/341¹ (OJ L-69 15/03/2016) (CELEX 32016R0341) poznatom kao UCC Prelazni delegirani akt. Ovaj obrazac mora biti priložen Jedinствenoj carinskoj ispravi – JCD (Single Administrative Document-SAD).

Glavna svrha ovog zahtjeva je procijeniti vrijednost transakcije kako bi se utvrdila carinska vrijednost (oporeziva vrijednost) za primjenu carinskih naknada.

Ovu izjavu pripremaju kompanije (izvoznici) koje izvoze proizvode u zemlje članice EU.

1 http://trade.ec.europa.eu/services/reqs/public/v1/requirement/aux/eu/eu_gen_value-dec_dv1.pdf/





3.2. Trgovačka faktura

Trgovačka faktura je evidencija ili dokaz transakcije između izvoznika i uvoznika. Trgovačka faktura sadrži osnovne podatke o transakciji i uvijek je potrebna za carinjenje.

Minimalni podaci koji su uopšteno uključeni su sljedeći:

- Podaci o izvozniku i uvozniku (ime i adresa);
- Datum izdavanja;
- Broj fakture;
- Opis robe (naziv, kvaliteta, itd.);
- Jedinica mjere;
- Količina robe;
- Vrijednost jedinice;
- Ukupna vrijednost jedinice;
- Ukupna vrijednost fakture i plaćanje u valuti. Ekvivalentni iznos mora biti naveden u valuti koja se može slobodno zamijeniti u EUR ili u zakonskom plaćenom sredstvu u državi članici uvoznici;
- Uslovi plaćanja (način i datum plaćanja, popusti itd.)
- Uslovi isporuke u skladu s odgovarajućim smjernicama incoterma;
- Način prevoza.

Nije potreban poseban obrazac. Trgovačku fakturu izvoznik priprema prema standardnoj poslovnoj praksi i mora se dostaviti u originalu zajedno s najmanje jednom kopijom. Uopšteno, nema potrebe za potpisivanjem računa. U praksi su i original i kopija trgovačke fakture često potpisani. Trgovačka faktura može se pripremiti na bilo kojem jeziku. Međutim, preporučuje se prevod na engleski jezik.

3.3. Specifikacija robe

Dokument izdaje prodavac i sadrži opis proizvoda koji je predmet prodaje. Ovaj je dokument posebno važan kupcu jer određuje je li ugovor ispunjen. Takođe, prema ovom dokumentu, ugovorne strane ugovaraju prevoz robe.



3.4. Sertifikat kvaliteta

Ponekad kupci ili carinski organi zahtijevaju potvrde o kvalitetu robe koja se izvozi. Ove potvrde izdaju odgovarajuća sertifikaciona tijela. Ovaj dokument je potreban kupcima i potvrđuje da je ovlaštena institucija provjerila robu. Dokument treba da potvrdi da su pregledani proizvodi zdravi ili da nisu zaraženi.

Ovaj sertifikat izdaju organizacije, laboratorije akreditovane za obavljanje potrebnih analiza prerađenog voća i povrća za izvoz. Popis akreditovanih laboratorija u zemljama Zapadnog Balkana nalazi se u poglavlju 8.

3.5. Sertifikat o porijeklu robe

Sertifikat o porijeklu robe, sertifikat o prometu robe EUR.1 (poznata i kao EUR.1 sertifikat, ili EUR.1) je obrazac koji se koristi u međunarodnom robnom prometu. EUR.1 je najvažnije priznat kao potvrda o porijeklu za spoljnu trgovinu u pravnom smislu, posebno u okviru nekoliko bilateralnih i multilateralnih sporazuma Panevropskog sistema povlastica (Sporazuma o pridruživanju Evropske unije). EUR.1 se koristi za potvrđivanje porijekla proizvoda i, ako je primjenjivo, koristi od povoljnih trgovinskih uslova (uglavnom tarifa) u okviru preferencijalne trgovinske politike EU-a. Da bi se iskoristila povlaštena stopa za vrijeme carinjenja, valjanost sertifikata o prometu robe EUR.1 mora se predati nadležnom tijelu (obično carinskoj ispostavi), u kojem proizvođač potvrđuje porijeklo robe. Na primjer, *ovaj je dokument obavezan za sticanje prava na bescarinski uvoz prerađenog voća i povrća iz zemalja Zapadnog Balkana.*

Ovaj sertifikat izdaju carinske ispostave u zemlji izvoznika.

3.6. Otpremnica

Ovaj dokument se izdaje u trenutku kada roba napusti skladište. Potpisuje ga radnik / vozač / kupac skladišta i time potvrđuje da je roba spremna za prevoz. Osnovni elementi koje sadrži otpremnica su: podaci o kupcu, registracijski broj vozila u kojem je roba utovarena, ime vozača i podaci o robi.

Dokument otpremnice izrađuje i izdaje izvoznik.



3.7. Specifikacija pošiljke

Specifikacija pošiljke (P / L) je komercijalni dokument koji prati trgovačku fakturu i prevozne dokumente. Pruža informacije o uvezenim predmetima i pojedinostima pakiranja za svaku pošiljku (težina, dimenzije, problemi s rukovanjem itd.)

To je potrebno za carinjenje kao inventar ulaznog tereta.

Uopšteno uključuje sljedeće podatke:

- Informacije o izvozniku, uvozniku i prevozniku
- Datum izdavanja
- Broj teretnog računa
- Vrsta ambalaže (bubanj, sanduk, karton, kutija, bačva, vreća itd.)
- Broj paketa
- Sadržaj svakog paketa (opis robe i broj artikala po paketu)
- Ocjene i brojevi
- Neto težina, bruto težina i mjerenje paketa

Nije potreban poseban obrazac. Specifikacija pošiljke priprema izvoznik u skladu sa standardnom poslovnom praksom, i mora biti priložen original zajedno s najmanje jednom kopijom. Uopšteno, nema potrebe za potpisivanjem. Međutim, u praksi se original i kopija pakiranja često potpisuju. Specifikacija pošiljke može se pripremiti na bilo kojem jeziku. Međutim, preporučuje se prevod na engleski jezik.



4. PREVOZNA DOKUMENTACIJA (Transportna dokumentacija)

Zavisno od upotrijebljenog prevoznog sredstva, sljedeći dokumenti moraju se popuniti i predložiti carinskim vlastima države članice EU uvoznice prilikom uvoza kako bi se roba ocarinila.

Dokumenti koji se najčešće koriste u zemljama Zapadnog Balkana su sljedeći:

4.1. Drumski tovarni list (CMR)

Ovaj dokument izdaje prevoznik. Drumski tovarni list je dokument koji sadrži pojedinosti o međunarodnom drumskom prevozu robe, koji je utvrđen Konvencijom o međunarodnom drumskom prevozu robe iz 1956. godine (Konvencija CMR). To omogućuje pošiljaoca da mu robu stavi na raspolaganje tokom transporta. Mora se izdati u četiri primjerka i potpisati od strane pošiljaoca i prevoznika.

- prvi primjerak namijenjen je pošiljaocu,
- drugi ostaje u vlasništvu prevoznika,
- treći prati robu i isporučuje se primaocu i
- četvrti mora biti potpisan i ovjeren od strane primaoca, a zatim vraćen pošiljaocu.

Obično se za svako vozilo izdaje CMR. *CMR bilješka nije dokument o vlasništvu i o njemu se ne može pregovarati.*





4.2. Željeznički tovarni list (CIM)

Prevoznik takođe izdaje i ovaj dokument. Željeznički tovarni list (CIM) je dokument potreban za prevoz robe željeznicom. To je regulisano Konvencijom o međunarodnom željezničkom prevozu iz 1980 (COTIF-CIM). Prevoznik izdaje CIM u pet primjeraka, original prati robu, a kopiju originala čuva pošiljalac i preostala tri primjerka od strane prevoznika za interne potrebe. Smatra se ugovorom o željezničkom prevozu.

4.3. Avionski tovarni list (AWB)

Avionski tovarni list je dokument koji služi kao dokaz ugovora o prevozu između pošiljaoca i kompanije prevoznika. Izdao ju je agent prevoznika i potpada pod odredbe Varšavske konvencije (Konvencija o ujedinjenju pojedinih pravila koja se odnose na međunarodni zračni prijevoz, od 12. oktobra, 1929.). Za više isporuka robe može se koristiti jedan avionski tovarni list; sadrži tri originala i nekoliko dodatnih kopija. Svaka strana koja učestvuje u prevozu čuva jedan original (pošiljalac, primalac i prevoznik). Kopije se mogu zahtijevati u vazdušnoj luci polaska / odredišta, za isporuku i u nekim slučajevima za daljnje prevoznike tereta. Avionski tovarni list je teretni račun koji dokazuje ugovor o prevozu i dokazuje prijem robe.

Određeni tip avionskog tovarnog lista je onaj koji koriste svi prevoznici koji pripadaju Međunarodnoj asocijaciji za vazdušni prevoz (IATA); račun nazvan IATA standardni avionski tovarni list. On objedinjuje standardne uslove povezane s onima iz Varšavske konvencije.



4.4. ATA karneti ²

Karneti ATA (privremeni ulazak) su međunarodni carinski dokumenti koje izdaju privredne komore u odabranim zemljama (zemlje Zapadnog Balkana) kako bi se omogućio privremeni uvoz robe, bez carina i poreza. ATA karneti mogu se izdati za sljedeće kategorije proizvoda: komercijalne uzorke, profesionalnu opremu i robu za prezentaciju ili upotrebu na sajmovima, prezentacijama, izložbama i slično.

Ovaj dokument posebno je važan za kompanije koje učestvuju na nekoliko sajmova u zemljama članicama EU.

Osim gore navedenih dokumenata, postoje i sljedeći prevoznici dokumenti koji se često ne koriste u zemljama Zapadnog Balkana:

4.5. Brodski tovarni list - teretnica

Brodski tovarni list je dokument koji brodarska kompanija izdaje operativnom pošiljaocu i potvrđuje da je roba primljena na brod. Na taj način brodski tovarni list služi kao dokaz o prijemu robe od strane prevoznika koji ga obavezuje da robu dostavi primaocu. Sadrži podatke o robi, plovilu i odredišnoj luci. Dokazuje ugovor o prevozu i prenosi naziv robe, što znači da je nosilac broskog tovarnog lista vlasnik robe / proizvoda.

4.6. FIATA multimodalni tovarni list

FIATA multimodalni tovarni list je dokument dizajniran za korištenje kao multimodalni ili kombinovani prevoznici dokument sa mogućnošću pregovaranja, koji je razvila Međunarodna federacija udruženja špeditera.

² <https://iccwbo.org/resources-for-business/ata-carnet/>



5. POSEBNI ZAHTJEVI ZA IZVOZ

Da bi mogla izvoziti u EU, svaka zemlja mora ispunjavati sljedeće zakonski obvezujuće zahtjeve:

EU zakonodavstvo sadrži niz odredbi kojima se obezbjeđuje sigurnost hrane na tržištu EU-a. Sigurnost hrane podrazumijeva sigurnu i zdravu hranu tokom cijelog lanca „od polja do stola“. To uključuje: proizvodnju, preradu, skladištenje, prevoz, distribuciju i prodaju hrane na tržištu.

U slučaju da ti preduslovi nisu ispunjeni, prerađeno voće i povrće neće moći ući na tržište EU-a.

Kako je sigurnost hrane jedan od glavnih prioriteta u svim prehrambenim sektorima EU-a, u praksi se vrlo često događa da većina europskih kupaca zahtijeva dodatna osiguranja u obliku sertifikata (standarda) koji pokazuju implementaciju Upravljanja sigurnosti hrane, a koji se zasniva na Analizi rizika i kritičnih kontrolnih tačaka. Dodatne informacije o tim standardima navedene su u 6. poglavlju.





5.1. Sigurnost hrane

Evropska unija neprestano radi na tome da evropsko snabdijevanje hranom, uključujući prerađeno voće i povrće, bude najsigurnija na svijetu. Isti standardi sigurnosti hrane primjenjuju se na sve prehrambene proizvode, bez obzira na to jesu li uvezeni ili proizvedeni u EU. Opšti zakon o hrani je propis zakonodavnog okvira za sigurnost hrane u EU.

Opšti ciljevi zakona o hrani i stočnoj hrani su:

- Osigurati visok nivo zaštite ljudskog života i zdravlja te zaštitu interesa potrošača. Takođe osigurati poštenu praksu u trgovini hranom, uzimajući u obzir zdravlje i dobrobit životinja, zdravlje bilja i životnu sredinu;
- Osigurati slobodno kretanje hrane i stočne hrane proizvedene i stavljene na tržište u Uniji, u skladu s Uredbom o opštem zakonu o hrani;
- Olakšati globalnu trgovinu sigurnom hranom i stočnom hranom, zdravom hranom, uzimajući u obzir međunarodne standarde i sporazume pri izradi zakonodavstva Unije, osim kada to može ugroziti visok nivo zaštite potrošača koju sprovodi Unija.

5.2. Opšti zakon o hrani

Opšti zahtjevi Zakona o hrani su:

Sigurnosni zahtjevi - sigurnost hrane je od ključne važnosti. Potrošači moraju imati povjerenje i osiguranje da će im hrana koju kupuju neće štetiti ili imati negativan uticaj.

Utvrđivanje porijekla – mogućnost praćenja hrane, proizvoda od prerađenog voća i povrća i stočne hrane u cijelom prehrambenom lancu vrlo je važno za zaštitu potrošača, posebno kada se utvrdi da su hrana i stočna hrana ispod standarda.

Odgovornosti operatora - primarna odgovornost za osiguravanje poštovanja zakona o hrani, a posebno sigurnost hrane, leži na subjektima u poslovanju s hranom (ili stočnom hranom).



Smjernice za implementaciju - smjernice za implementaciju opšteg zakona o hrani ima za cilj pomoći svim učesnicima u prehrambenom lancu da bolje razumiju Uredbu i da je primjenjuju ispravno i na ujednačen način.



Više informacija o smjernicama potražite na sljedećoj web-stranici: https://ec.europa.eu/food/sites/food/files/safety/docs/gfl_req_implementation_guidance_en.pdf

Uredba o opštem zakonu o hrani propisuje određene postupke koji se odnose na sigurnost hrane. Konkretno, predviđa četiri mjere:

- Uspostavljanje brzog sistema uzbune za hranu i za stočnu hranu (The establishment of the Rapid Alert System for Food and Feed - RASFF);
- Osnivanje Stalnog odbora za biljke, životinje, hranu i stočnu hranu (PAFF Committee);
- Usvajanje hitnih mjera; i
- Uspostava opšteg plana za upravljanje krizom.



Više informacija o opštem zakonu o hrani potražite na sljedećoj web-stranici: https://ec.europa.eu/food/safety/general_food_law_en

EU je razvila integrirani pristup „Od polja do stola“ koji pokriva sve sektore prehrambenog lanca, uključujući proizvode od prerađenog voća i povrća. Ovaj poseban pristup znači da se svakoj hrani može ispratiti porijeklo tokom cijelog lanca snabdijevanja. Kako bi se to postiglo, svi proizvođači hrane trebaju da sprovedu sistem analize opasnosti kritičnih kontrolnih tačaka (HACCP). HACCP je sistem upravljanja u kojem se rješava sigurnost hrane kroz analizu i kontrolu bioloških, hemijskih i fizičkih opasnosti od proizvodnje, nabavke i rukovanja sirovinama, proizvodnje, distribucije i potrošnje gotovog proizvoda. Više detalja o HACCP sistemu možete pronaći na sljedećoj web-stranici: <https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:2004R0852:20090420:EN:PDF>

Uvoznik iz EU-a odgovoran je da obezbijedi da svi prerađeni proizvodi voća i povrća koji se uvoze u EU zadovoljavaju zahtjeve EU zakona o hrani. Kao rezultat toga, uvoznik iz EU-a obavezan je da zahtijeva od dobavljača iz trećih zemalja da ispune zahtjeve EU zakona o hrani.

Regulatorni okvir za sanitarne i fitosanitarne mjere (SPS) osmišljen je kako bi zaštitio



zdravlje ljudi i biljaka osiguravajući da uvezeno voće i povrće nije zagađeno štetnim nivoima pesticida ili drugih hemijskih kontaminanata, mikroorganizama koji mogu načiniti štetu zdravlju ljudi i biljnih štetočina i bolesti koji mogu štetiti usjevima, ukrasnim ili divljim biljkama u Europi. Budući da se mjere sigurnosti hrane unutar EU-a zasnivaju na naučnoj procjeni vjerovatnog rizika od određene opasnosti za zdravlje, zbog toga su proizvodi životinjskog porijekla koji predstavljaju najveći rizik za zdravlje podložni strogim kontrolama uvoza, uključujući odobrenje EU zemalja izvoznica, državni sistemi kontrole hrane i odobrenje EU-a i registracija prehrambenih kompanija koje žele izvoziti u EU ili su uključene u proizvodnju i preradu hrane namijenjene izvozu u EU.

Od februara 2017. sljedeće prerađeno voće i povrće nalaze se na strožem kontrolnom popisu:

➤ *Smrznute maline iz Srbije - povećana kontrola norovirusa*

5.3. Kontaminanti

Kontaminanti su supstance koje nisu namjerno dodane hrani. Te supstance mogu biti prisutne u hrani kao rezultat različitih faza njene proizvodnje, pakovanja, prevoza ili držanja. Takođe mogu biti posljedica zagađenja životne sredine. Budući da kontaminacija uopšteno ima negativan uticaj na kvalitet hrane i može da predstavlja rizik za ljudsko zdravlje, EU je preduzela mjere za smanjenje zagađivača u hrani.

EU uredba o kontaminantima³ u hrani postavlja maksimalne nivoe određenih kontaminanata u prehrambenim proizvodima. Najčešći zahtjevi za kontaminante u prerađenom voću i povrću su sljedeći:

3 EU uredba o kontaminantima: <https://eur-lex.europa.eu/legal-content/EN/ALL/?uri=CELEX%3A32006R1881>



Ograničena upotreba pesticida - MRLs⁴

Nepostojanje mikotoksina (suvo voće) (Mikotoksini su toksične supstance koje proizvode gljivice poznate kao plijesni. Važno je prepoznati da, iako je to prije svega hrana koja se kontaminira aflatoksinima putem rasta plijesni, ti toksini vrlo stabilni i preživljavaju procese kao što je termička obrada.

Najčešći mikotoksinški kontaminanti u sektoru prerađenog voća i povrća su aflatoksini, ohratoksin A i patulin.

Ograničena količina teških metala u prehrambenim proizvodima (voćni sokovi, konzervirano voće i povrće)

Smanjenje rizika od mikrobioloških kontaminanata⁵ (nepasterizovani sokovi od voća i povrća, smrznuto voće i povrće)

Zabrinutost za hlor⁶ (voda)

Ograničen nivo nitrata (smrznuti spanać)

Zabrinutost oko glicidil estera (biljna ulja)

Nepostojanje stranih supstanci (kontaminacija stranim supstancama kada se postupci za sigurnost hrane ne prate pažljivo)

Ograničen nivo iradijacije⁷

Zahtjev sastava proizvoda⁸ - neprijavljena, neovlaštena ili prekomjerna količina stranih materijala (voćni sokovi, džemovi, želei, marmelada, zaslađeni kesten)

4 EU direktive o MRLs: <https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=O-J:L:2005:070:0001:0016:en:PDF>

5 EU uredba: <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:02005R2073-20140601&rid=1>

6 Standardi za razine klorata u hrani: <https://www.efsa.europa.eu/en/press/news/150624a>

7 Zakonodavstvo EU o zaštiti od zračenja: <https://ec.europa.eu/energy/en/overview-eu-radiation-protection-legislation>

8 Uredba o aditivima u hrani: <https://eur-lex.europa.eu/legal-content/EN/TXT/?qid=1478597149803&uri=CELEX:02008R1333-20160525>



5.4. Zahtjevi pakovanja

Izvozna ambalaža mora biti u skladu s evropskim zakonodavstvom o težini i biti sigurna za zdravlje potrošača kao i za životnu sredinu. Ambalaža napravljena od drveta ili biljnih materijala može biti podvrgnuta fitosanitarnim kontrolama. Označavanje pakovanih proizvoda mora da sadrži različite informacije relevantne za potrošača.

Prvi uslov je da sadržaj u pakovanju odgovara navedenoj količini (u težini ili volumenu) na naljepnici. Uvoznici će provjeriti veličinu i težinu ambalaže kako bi osigurali da su prethodno upakirani proizvodi u granicama dopuštenih pogrešaka⁹.

Neki od kupaca često zahtijevaju upotrebu ambalaže koja se može reciklirati, npr. kartonske kutije. Taj je zahtjev posebno važan ako izvoznici nastoje snabdijevati evropske maloprodajne lance, koji često zahtijevaju da se ambalaža izrađuje od 100% ekoloških i reciklirajućih materijala, uključujući poklopce i čepove.

Nova Uredba EU-a br.1169 / 2011¹⁰ o pružanju informacija o hrani potrošačima stupila je na snagu 13. decembra 2014. Obveza davanja informacija o nutritivnim vrijednostima primjenjuje se od 13. decembra 2016. godine.

5.5. Zahtjevi za označavanje

U zemljama članicama EU pravila označavanja¹¹ omogućuju građanima da dobiju sveobuhvatne informacije o sadržaju i sastavu prehrambenih proizvoda, uključujući prerađeno voće i povrće. Označavanje pomaže potrošačima da naprave informisani izbor pri kupovini svojih prehrambenih proizvoda.

Uredba o pružanju informacija o hrani potrošačima¹² definiše ove obveze, kao što su:

9 <https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CON-SLEG:1976L0211:20090411:EN:PDF>

10 EU Uredba br.1169/2011: <https://eur-lex.europa.eu/legal-content/en/ALL/?uri=CELEX:32011R1169>

11 Pravila označavanja: https://ec.europa.eu/food/safety/labelling_nutrition_en



12 Uredba o pružanju informacija o hrani potrošačima: <https://eur-lex.europa.eu/legal-content/EN/ALL/?uri=CELEX:32011R1169>



- označavanje energetske vrijednosti i količine masti, zasićenih masnih kiselina, ugljenih hidrata, proteina, šećera i soli;
- predstavljanje alergena (kao što su soja, orašasti plodovi, gluten i laktoza) za prethodno upakovane namirnice (naglasak na fontu, stilu ili boji pozadine) na popisu sastojaka;
- obavezne informacije o alergenima za neprepakovanu hranu, uključujući hranu namijenjenu restoranima i kafićima;
- minimalna veličina slova za obavezne informacije od 1,2 mm

Postoji mogućnost proširenja propisa o obaveznom označavanju zemlje porijekla za sastojke koji predstavljaju više od 50% hrane, što znači da kada je proizvod proizveden s više od 50% uvezenih sastojaka, postoji mogućnost proširenja propisa o obaveznom označavanju za zemlju porijekla iz koje su ti sastojci kupljeni. Neke od obaveza (kao što je minimalna veličina slova) odnose se samo na potrošačke proizvode. Međutim, kao dobavljač proizvoda na veliko od vas će se tražiti da dostavite relevantne informacije; na primjer, na alergene i sastav.

Za voćne sokove i proizvode od bobičastog voća zahtjevi za označavanje malo se razlikuju od ostalih proizvoda. Molimo pogledajte cjelokupni podatak o proizvodu koji sadrži sažetak zahtjeva EU za uvozom:

-  *Voćni sokovi: mogućnost praćenja, kontaminanti, ostaci pesticida, označavanje hrane, pakovanje i posebnosti označavanja voćnog soka, koncentrisanog voćnog soka i voćnog nektara. Ovaj specifični informativni list možete pronaći na <http://trade.ec.europa.eu/tradehelp/fruit-juice>*
-  *Jagodičasto voće: mogućnost praćenja, kontaminanti, ostaci pesticida, posebna pravila za jagodičasto voće, smrznuto jagodičasto voće i pakovanje. Ovaj specifični informativni list možete pronaći na <http://trade.ec.europa.eu/tradehelp/berries>*



6. DODATNI ZAHTJEVI ZA IZVOZ - Privatni standardi

Sertifikat o sigurnosti hrane

Iako potvrda o sigurnosti hrane nije obvezna prema evropskom zakonodavstvu, postala je obvezna za gotovo sve evropske uvoznike hrane.

Većina etabliranih evropskih uvoznika neće raditi s vama ako ne možete dati dokaz o potvrdi o sigurnosti hrane kao osnov za saradnju.

Kao što je navedeno u poglavlju 5, sertifikat o sigurnosti hrane je vrlo važan u izvozu proizvoda u zemlje članice EU. Dodatni zahtjevi kupaca za određene standarde su različiti. Za izvoz svježeg voća i povrća kupci vrlo često zahtijevaju standard GlobalGAP, dok se za prerađeno voće i povrće mogu zahtijevati sljedeći standardi.

- IFS – (International Featured Standard) Međunarodni istaknuti standard
- BRC – (British Retail Consortium Global Standard for Food Safety) Globalni standard za sigurnost hrane britanskog konzorcijuma za maloprodaju
- SQF – (Safe Quality Food Program) Program sigurne hrane
- FSSC 22000 – (Food Safety System Certification) Sertifikacija sistema sigurnosti hrane





6.1. IFS

IFS¹³ – Ovaj standard za hranu je jedan od standarda koji pripada krovnom brendu IFS (Međunarodni istaknuti standardi). To je Globalna inicijativa za sigurnost hrane (GFSI), priznati standard za reviziju sigurnosti hrane i kvaliteta procesa i proizvoda proizvođača hrane. Odnosi se na kompanije koje se bave preradom hrane ili kompanije koje pakuju rasute prehrambene proizvode. IFS se primjenjuje kada se proizvodi “obrađuju” ili kada postoji opasnost od kontaminacije proizvoda tokom primarnog pakovanja. Standard sadrži mnoge zahtjeve koji se odnose na usklađenost specifikacija, i podržava proizvodne i marketinške napore za sigurnost i kvalitet brenda.



Popis sertifikacionih tijela, sortiranih prema zemlji i standardu može se naći na:
<https://www.ifs-certification.com/index.php/en/partners/certification-bodies>

6.2. BRC

BRC¹⁴ - British Retail Consortium je vodeća trgovačka asocijacija koja predstavlja cijeli niz trgovaca, od velikih trgovačkih društava i robnih kuća do nezavisnih trgovaca, koji prodaju širok izbor proizvoda kroz centar grada, izvan grada, ruralnih i virtualnih trgovina. BRC je autoritativni glas maloprodaje, prepoznatljiv po snažnoj kampanji i uticaju unutar vlade i kao davalac izvrsnih informacija o maloprodaji.

BRC globalni standard za sigurnost hrane može se primijeniti na bilo koji proces prerade ili pakovanja hrane prilikom čega se sa otvorenom hranom rukuje, ili se ona obrađuje ili pakuje. Standard je podijeljen u 7 poglavlja:

- I. Posvećenost višeg rukovodstva i stalno poboljšanje: Da bi bilo koji sistem sigurnosti hrane bio djelotvoran, bitno je da viši menadžment fabrike bude posvećen njegovoj primjeni i daljnjem razvoju.
- II. Plan sigurnosti hrane (HACCP): Osnova za sistem sigurnosti hrane je efikasan HACCP program koji se temelji na zahtjevima međunarodno priznatog sistema Codex Alimentarius.

13 <http://www.standardsmap.org/review.aspx?standards=167>

14 <http://www.standardsmap.org/review.aspx?standards=4>



- III. Sistem upravljanja sigurnošću i kvalitetom hrane: postavlja zahtjeve za upravljanje sigurnošću i kvalitetom hrane, zasnivajući se na načelima norme ISO 9000. To uključuje zahtjeve za specifikacije proizvoda, odobrenje dobavljača, mogućnost praćenja i upravljanje incidentima i povlačenje proizvoda.
- IV. Standardi mjesta proizvodnje: Oni definišu očekivanja za okruženje za obradu, uključujući izgled i održavanje zgrada i opreme, čišćenje, kontrolu štetočina i upravljanje otpadom. To uključuje poseban dio o upravljanju kontrolom stranih tijela.
- V. Kontrola proizvoda: To uključuje zahtjeve pri fazi dizajna i razvoja proizvoda, upravljanju alergenima i očekivanjima laboratorija i testiranja proizvoda.
- VI. Kontrola procesa: obuhvaća uspostavu i održavanje sigurnih kontrola procesa, kontrole težine / volumena i kalibracije opreme.
- VII. Osoblje: definiše zahtjeve za obuku osoblja i standarde za zaštitnu odjeću i higijenu osoblja.



Dodatne informacije o sertifikaciji za BRC možete pronaći na sljedećoj web-stranici: <https://www.brcglobalstandards.com/partners/certification-bodies/overview/>

6.3. SQF

SQF¹⁵ - Kodeks SQF-a je standard koji se odnosi na mjesto proizvodnje, i to je standard za sertifikaciju procesa i proizvoda s naglaskom na sistemsku primjenu HACCP principa i smjernica CODEX Alimentarius komisije za kontrolu sigurnosti hrane i opasnosti za kvalitetu hrane. Sertifikacija sistema kvalitete SQF-a mjesta proizvodnje od strane licenciranog sertifikacionog tijela Instituta za sigurni kvalitet hrane nije izjava o sigurnosti proizvoda na mjestu proizvodnje ili da u svakom trenutku zadovoljava sve propise o sigurnosti hrane. Međutim, to je osiguranje da su planovi za sigurnost hrane na mjestu proizvodnje provedeni u skladu s CODEX HACCP metodom, kao i primjenjivi regulatorni zahtjevi i da je sistem provjeren i utvrđen kao efikasan za upravljanje sigurnošću hrane. Nadalje, to je izjava o obavezi

¹⁵ <http://www.standardsmap.org/review.aspx?standards=61>



mjesta proizvodnje da: proizvede sigurnu, kvalitetnu hranu, udovolji zahtjevima Kodeksa SQF-a i bude u skladu s primjenjivim zakonodavstvom o hrani.

SQF provodi Institut za marketing hrane.

SQF Kodeks Instituta za sigurnost kvaliteta hrane SQF-a (The Safe Quality Food Institute), izdanje 8, ažurirano je i redizajnirano 2017. godine kako bi ga koristili svi sektori prehrambene industrije od primarne proizvodnje do skladištenja i distribucije, a sada uključuje kodeks sigurnosti hrane za trgovce na malo. On zamjenjuje SQF Kodeks, izdanje 7.

Kodeks SQF-a je standard za sertifikaciju procesa i proizvoda koji kao osnov koristi analize rizika kritičnih kontrolnih tačaka (HACCP). HACCP je sistem upravljanja sigurnošću hrane temeljen na načelima definisanim u HACCP principima i smjernicama Komisije CODEX Alimentarius.

Glavno obilježje Kodeksa SQF-a je naglasak na sistemskoj primjeni HACCP-a u identifikaciji, praćenju i kontroli prijetnji kvalitetu hrane u tom procesu.



Sertifikaciona tijela za SQF standard nalaze se na sljedećoj web stranici:
<https://www.sqfi.com/how-to-get-certified/find-a-certification-body/>

6.4. FSSC 22000

FSSC 22000 - sadrži cjelovitu shemu sertifikacije za sisteme sigurnosti hrane i u potpunosti se zasniva na međunarodnim, nezavisnim standardima: ISO 22000, ISO 22003 sa specifičnim tehničkim specifikacijama za PRP i dodatnim shematskim zahtjevima. FSSC 2200 je jedini ISO sertifikacioni sistem zasnovan na ISO-u koji je prepoznat od strane Globalne inicijative za sigurnost hrane (GFSI).

Sertifikaciona shema FSSC 22000 sadrži detaljne zahtjeve za organizacione sisteme sigurnosti hrane u prehrambenom lancu, sertifikacioni sistem sertifikacionih tijela i akreditaciju od strane akreditacionih tijela.

Ovaj standard za proizvodnju hrane u potpunosti se zasniva na međunarodnim, nezavisnim standardima: ISO 22000, ISO 22003 sa specifičnim sektorskim tehničkim specifikacijama za PRP i zahtjevima dodatnih shema.



FSSC 22000 uključuje transport i skladištenje na licu mjesta ako je dio operacije (npr. Zrenje sira). Primjenjuje se na sve organizacije u prehrambenom lancu, bez obzira na veličinu i složenost, ostvarivanje dobiti ili ne, javne ili privatne. Proizvođači sa sertifikatom ISO 22000 (Upravljanje sigurnošću hrane) mogu dobiti FSSC 22000 sertifikat ispunjavanjem zahtjeva tehničkih specifikacija za sektorske preduslovne programe (PRPs-prerequisite programs) i dodatne zahtjeve programa. Od 2015. FSSC 22000 i ISO 9001 mogu se ocijeniti kao integrisani sistem upravljanja nazvan FSSC 22000-Q pomoću sertifikacionih tijela (CBs -Certification Bodies) koje dokazuje FSSC 22000. Važnost ovih standarda je značajna jer obuhvaćaju upravljanje sigurnošću hrane i potrebne su za izvoz prehrambenih proizvoda u zemlje članice EU.



Više o sertifikacionim tijelima možete pronaći na adresi <http://www.fssc22000.com/documents/accreditation-bodies.xml?lang=en>



7. ZAHTJEVI ZA ORGANSKI PRERAĐENE PROIZVODE OD VOĆA I POVRĆA

Organski prerađeno voće i povrće se proizvodi i prerađuje prirodnim tehnikama (kao što su plodored, biološka zaštita bilja, zeleno đubrivo ili kompost itd.).

Tržište organskog uzgoja u Europi i dalje raste. U 2015. povećao se za 13% na gotovo 30 milijardi eura. Najveće evropsko tržište, Njemačka, povećalo se za gotovo 10% u 2016. na 9,5 milijardi eura. Švajcarska ima najveću potrošnju organske hrane po glavi stanovnika u svijetu, a slijede je Danska i Švedska. Činjenica da broj prerađivača i uvoznika raste brže od broja proizvođača pokazuje da ekološka proizvodnja ne prati potražnju. Ova činjenica pruža prilike zemljama Zapadnog Balkana.

Kako bi izvozili proizvode od prerađenog voća i povrća kao organske proizvode u EU, trebalo bi ih uzgajati primjenom metoda organske proizvodnje utvrđenih zakonodavstvom EU-a¹⁶. Proizvodna i prerađivačka postrojenja moraju biti revidirana od strane akreditovanog sertifikatora prije nego se na vaše proizvode može staviti logotip EU-a za organske proizvode, kao i logotip nosioca standardne opreme.

Vlasti EU mogu zahtijevati pojačanu kontrolu uvezenih organskih proizvoda iz zemalja koje nisu članice EU, uključujući zemlje Zapadnog Balkana.

¹⁶ https://ec.europa.eu/agriculture/organic/eu-policy/eu-legislation_en





Izvoz prerađenih proizvoda od organskog voća i povrća u EU moguć je samo uz elektronski sertifikat¹⁷. Novi sistem elektronskih sertifikata za uvoz organskih proizvoda postao je primjenjiv 19. aprila 2017. On zamjenjuje papirni sertifikat inspekcije koji je na snazi od 2008. godine.

Tijela za inspekciju i sertifikaciju za organsku proizvodnju u zemljama Zapadnog Balkana navedena su u tabeli ispod:

ZEMLJA	NAZIV I KONTAKTNI PODACI	NAPOMENA
Albanija	Albinspekt, Tirana http://albinspekt.com	Ekvivalentna Uredba EU
Bosna i Hercegovina	Organska kontrola OK, Sarajevo http://www.organskakontrola.ba	Ekvivalentna Uredba EU
Kosovo	Nema certificiranih inspeksijskih tijela.	
Makedonija	Balkan Biocert, Skoplje http://www.balkanbiocert.mk	Ekvivalentna Uredba EU
Crna Gora	Monteorganica, Podgorica https://orgcg.org/	
Srbija	1. Centar za ispitivanje namirnica, Beograd https://www.cin.co.rs/	Srbijanska Uredba
	2. Eco Cert Balkan, Beograd http://www.ecocert.com	Ekvivalentna Uredba EU
	3. Organic Control Systems, Subotica, http://www.organica.rs/	Ekvivalentna Uredba EU
	4. Ecovivendi, Beograd, http://ecovivendi.rs/	Srbijanska Uredba
	5. TMS CEE, Beograd http://www.tms.rs	Srbijanska Uredba

¹⁷ https://ec.europa.eu/agriculture/organic/electronic-certificate_en



7.1 Označavanje organskih proizvoda

Osim standardnog popisa sastojaka i podataka o prehrambenim vrijednostima, oznake na organskim proizvodima moraju nositi naziv proizvođača, prerađivača ili distributera koji su posljednji put rukovali proizvodom. Na naljepnici također treba biti i kod oznake državnog tijela za izdavanje sertifikata. Štaviše, Uredba (EU) br. 1169/2011 o pružanju informacija o hrani potrošačima daje minimum zahtjeva o prehrambenim sastojcima.



Više o označavanju organskih proizvoda možete pronaći na: https://ec.europa.eu/agriculture/organic/organic-farming/what-is-organic-farming/organic-certification_en



8. POPIS AKREDITOVANIH LABORATORIJA

Sertifikaciona tijela moraju biti akreditovana da bi stekla međunarodna priznanja.

Akreditacija je nezavisna procjena tijela za ocjenjivanje usklađenosti sa priznatim standardima za obavljanje određenih aktivnosti kako bi se osigurala njihova nepristranost i stručnost. Kroz primjenu državnih i međunarodnih standarda, vlada, dobavljači i potrošači mogu imati povjerenja u dostavljene rezultate kalibracije i ispitivanja, izvještaje o inspekcijama i sertifikate.

Akreditovane laboratorije u zemljama Zapadnog Balkana navedene u tabeli ispod sprovode potrebne analize za određene metode kao što su: analiza pesticida, analiza teških metala, mikrobiološka analiza i druge analize potrebne za izvoz prerađenog voća i povrća u Evropsku uniju. Većina njih nije akreditovana za sve analize koje su potrebne za izvoz u EU.

Za više informacija o tačnim analizama pojedinih laboratorija, posjetite web- stranice navedene u tabeli u nastavku.





ZEMLJA	NAZIV I EMAIL/WEB ADRESA
Albanija ¹⁹	<ol style="list-style-type: none"> Institut za sigurnost hrane i veterinarstvo, Tirana SCA Servizi Chimici Albanesi, Tirane
Bosna i Hercegovina ²⁰	<ol style="list-style-type: none"> Institut za javno zdravstvo, Banja Luka, www.phi.rs.ba Federalni agromediteranski zavod, Mostar, www.faz.ba Federalni zavod za poljoprivredu, Sarajevo, www.fzpz.ba Herkon laboratory, Mostar www.herkon.ba Insitut za vode, Bijeljina www.instituzavode.ba Veterinarski fakultet, Sarajevo www.vfs.unsa.ba Zavod za javno zdravstvo Federacije, Sarajevo/Mostar www.zzjzfbih.ba JU Institut za zdravlje i sigurnost hrane, Zenica www.inz.ba Sistem Qualita S, Pale www.sistemqualitas.com
Kosovo	<ol style="list-style-type: none"> Poljoprivredni institut u Peći, instituti.bujqesor@rks-gov.net AGROVET Laboratory, xhelezi@hotmail.com
Makedonija ²¹	<ol style="list-style-type: none"> P.H.I. Institute for Public Health of the Republic of Macedonia - www.iph.mk Univerzitet " Ss. Cyril and Methodius" Fakultet veterinarske medicine, Skoplje - www.fvm.ukim.edu.mk BIO engineering DOO, Skoplje Istraživački centar za mikrobiologiju i biotehnologiju Dr. Kungulovsky – Mikrobiološki laboratorij za hranu i vodu - www.bioengineering.com.mk SLOGA VLATKO DOOEL Sveti Nikole SLOGA LAB KLANICA BDA COMPANY DOOEL Kumanovo Laboratory BDA Kumanovo Timko LAB, Skopje
Crna Gora ²²	<ol style="list-style-type: none"> Biotehnički fakultet, Podgorica – jelenalat@ac.me Institut za javno zdravstvo, Podgorica - boban.mugosa@ijzcg.me Centar za eko-toksikološka istraživanja, Podgorica – info@ceti.co.me Dijagnostički veterinarski laboratorij, Podgorica – svl@t-com.me

18 <http://www.dpa.gov.al/en/accruited-bodies>

19 http://www.bata.gov.ba/Akreditirana_tijela/Spisak-akreditiranih-tijela.pdf

20 <http://www.iarm.gov.mk>

21 <http://transparency.cefta.int/sps/list-of-laboratories/Montenegro/>



Srbija²³

1. DOO Jugoinspekt Novi Sad, centralni laboratorij za ispitivanje poljoprivrednih prehrambenih proizvoda, www.juins.rs
2. Ekolab doo, Novi Sad – www.ekolab.rs
3. Centar za ispitivanje namirnica Beograd, <http://www.cin.co.rs/>
4. Enološka stanica, Vršac, <http://www.enoloskastanica.com/>
5. SP Laboratory, Bečej, <http://www.splaboratorija.rs/>
6. Institut za javno zdravstvo, Vranje, <http://www.zjzvranje.org.rs/>
7. Gradski zavod za javno zdravstvo, Beograd, <http://www.zdravlje.org.rs/>
8. Eko-lab, Padinska Skela
9. Laboratorija za biotehnoška istraživanja i kontrolu bezbednosti i kvaliteta hrane, Begrade, <http://www.inmes.rs/>
10. Zavod za javno zdravstvo Subotica, <http://www.zjzs.org.rs/>
11. Tehnološki fakultet, laboratorija za ispitivanje prehrambenih proizvoda, Novi Sad, <http://www.tf.uns.ac.rs/>
12. Zavod za javno zdravstvo Čačak, <http://www.zdravljecacak.org/>
13. Zavod za javno zdravstvo Zrenjanin, <http://www.zastitazdravlja.rs/>
14. Zavod za javno zdravstvo Kruševac, <http://www.zavodks.rs/>
15. Institut za javno zdravstvo Srbije „Dr Milan Jovanović-Batut, Beograd, <http://www.batut.org.rs/>
16. Institut za javno zdravstvo Vojvodine, <http://www.izjzv.org.rs/>
17. Zavod za javno zdravstvo Pirot, <http://www.zjzpirot.org.rs/>
18. Zavod za javno zdravstvo „Pomoravlje“, Čuprija <http://www.zjzcuprija.com/>

²³ <http://www.registar.ats.rs>



19. Institut za javno zdravlje Niš, <http://www.izjz-nis.org.rs/>
20. Zavod za javno zdravlje, Sremska Mitrovica, <http://www.zdravlje-sm.org.rs/>
21. SGS, Begrade, <http://sgs.com/>
22. Zavod za javno zdravlje, Požarevac, <http://www.zjzpo.rs/>
23. Institut za javno zdravlje Kragujevac, <http://www.izjzkg.rs/>
24. Zavod za javno zdravlje, Kraljevo, <http://www.zjzkv.org.rs/>
25. Zavod za javno zdravlje, Šabac, <http://www.zjz.org.rs/>
26. Naučni institut za prehrambene tehnologije, FINSLab, Novi Sad, <http://www.fins.uns.ac.rs/>
27. Zavod za javno zdravlje „Timok“, Zaječar, <http://www.zavodzajecar.rs/>
28. Zavod za javno zdravlje, Pančevo, <http://www.zjzpa.org.rs/>
29. Zavod za javno zdravlje, Valjevo, <http://www.zjzvaljevo.co.rs/>
30. Zavod za javno zdravlje, Leskovac, <http://www.zjzle.org.rs/>
31. Anahem laboratorija, Beograd, <http://www.anahem.org/>
32. „Rea lab“, Beograd, <http://www.realab.rs/>
33. Zavod za javno zdravlje, Sombor, <http://www.zjzjsombor.org/>
34. MP Lab, laboratorija za ispitivanje, Beograd, <http://www.mpbio.com/>
35. In vitro lab, Šabac,
36. Miphem, Beograd, <http://www.miphem.rs/>

Izvoznici obično biraju laboratorije koji obavljaju potrebne analize, potpisujući ugovor o kontroli proizvoda prije izvoza u Evropsku uniju.



9. POPIS RELEVANTNIH SAJMOVA U EUROPI

Sajmovi su marketinški događaji tačno određenog trajanja koji se održavaju u intervalima, tj. na mjestima gdje veliki broj privrednih subjekata predstavlja asortiman proizvoda ili usluga kako bi pružio informacije i poboljšao prodaju.

Sajmovi su mjesto za upoznavanje s postojećim trendovima, mjesto gdje možete vidjeti, uporediti, ocijeniti i istovremeno dobiti povratnu informaciju o proizvodu, i direktno vidjeti položaj jakih subjekata u odnosu na konkurenciju.

Osim brojnih sajmova u zemljama članicama Europske unije, najvažniji sajmovi za proizvode od prerađenog voća i povrća su:

➔ ANUGA, Keln / Nemačka – www.anuga.com

Anuga je vodeći svjetski sajam za industriju hrane i pića, s više od 7.400 izlagača iz više od 100 zemalja. Sajamski koncept Anuge je impresivan - 10 sajmova pod jednim krovom - predstavlja raznolikost industrije hrane i pića. Ovih 10 sajmova su sljedeći:

- ➔ Anuga fina hrana
- ➔ Anuga zamrznuta hrana
- ➔ Anuga meso
- ➔ Anuga ohlađena i svježa hrana
- ➔ Anuga mliječni proizvodi
- ➔ Anuga hljeb i pekara
- ➔ Anuga piće
- ➔ Anuga organska hrana





- Anuga topli napici i
- Anuga kulinarski koncepti

Sajam Anuga održava se svake druge godine u oktobru u Kelnu.

➔ SIAL, Pariz / Francuska – www.sialparis.com

Trgovački sajam SIAL se također organizira svake druge godine u oktobru, kao i Anuga.

Sajam s više od 7.200 izlagača iz 119 zemalja izlaže svoje proizvode iz prehrambene industrije. Pravo mjesto susreta s poslovnim partnerima i kupcima koji se bave proizvodnjom i trgovinom proizvoda od prerađenog voća i povrća. SIAL Paris ističe 20 sektora u globalnoj prehrambenoj industriji. Neki od njih su sljedeći:

- Proizvodi za piće
- Proizvodi od sušenog mesa
- Konzervisani prehrambeni proizvodi
- Proizvodi od morskih plodova
- Mliječni proizvodi
- Zamrznuti proizvodi
- Delikatesi i gotova jela
- Mesni proizvodi
- Vino i alkoholni proizvodi
- Peradarski proizvodi
- Gurmanski proizvodi
- Slani prehrambeni proizvodi
- Slatke namirnice i pekarski proizvodi
- Oprema
- Proizvodi od voća i povrća
- Proizvodi sastojka
- Organski proizvodi



➔ FRUIT LOGISTICA, Berlin / Nemačka – www.fruitlogistica.com

FRUIT LOGISTICA pokriva svaki pojedini sektor poslovanja sa svježim proizvodima i pruža cjelovitu sliku o najnovijim inovacijama, proizvodima i uslugama na svim linkovima u međunarodnom lancu snabdijevanja. Na taj način nudi vrhunske mogućnosti za umrežavanje i kontakt s ključnim donosiocima odluka u svakom sektoru industrije. Više od 3.000 izlagača predstavlja svoje proizvode na ovom sajmu. Osim svježeg voća i povrća, ovaj sajam pokriva i **suvo voće i orašaste plodove** i *mogao bi biti vrlo koristan za kompanije iz zemalja zapadnog Balkana koje su uključene u proizvodnju prerađenog voća i povrća.*

Ovaj sajam se organizira svake godine u februaru u Berlinu / Njemačkoj.

➔ BIOFACH, Nirnberg / Nemačka – www.biofach.de

Vodeći svjetski sajam organske hrane sa gotovo 3.000 izlagača iz više od 130 zemalja. Izložba pokriva područja organske hrane, organskih pića i organskih neprehrambenih proizvoda. Na četiri izložbena dana, izlagači i posjetioци mogu raspravljati o najnovijim događanjima u organskoj industriji.

Asortiman proizvoda na sajmovima BioFach Trade:

- Svježa hrana
- Smrznuta hrana
- Namirnice za kuvanje i pečenje
- Namirnice - grickalice i slatkiši
- Prehrambeni proizvodi - piće
- Ostali prehrambeni proizvodi
- Neprehrambeni proizvodi
- Tehnologija i oprema
- Sirovine, zalihe

U ovom smo vodiču pokušali navesti samo najveće specijalizovane trgovačke sajmove EU za proizvode prerađenog voća i povrća.



Osim navedenih sajmova, postoje i mnogi drugi sajmovi za prehrambenu industriju, uključujući proizvode od prerađenog voća i povrća. Puni popis tih sajmova možete vidjeti na sljedećem linku: <http://tofairs.com/>



10. INFORMACIJE O TRŽIŠTU

Za izvoznike iz zemalja Zapadnog Balkana postoje vrlo zanimljive mogućnosti na evropskom tržištu prerađenog voća i povrća.

U ovom smo vodiču spomenuli nekoliko web-stranica koje bi mogle pomoći preduzećima iz zemalja Zapadnog Balkana u pronalaženju potencijalnih kupaca, kao i preduzećima koje su uključene u proizvodnju ili / i trgovinu proizvodima od prerađenog voća i povrća iz zemalja članica Europske unije.

- CBI, Centar za promociju uvoza iz zemalja u razvoju, doprinosi održivom i uključivom privrednom razvoju u zemljama u razvoju kroz širenje izvoza iz tih zemalja u Europu - <https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts>
- Pristup trgovini i tržišnoj inteligenciji presudan je za međunarodni poslovni uspjeh - <http://www.intracen.org>
- Baze podataka koje svakodnevno pružaju nove kontakte i stalna ažuriranja, a dolaze sa odličnim interfejsom jednostavnim za korištenje, za brz i produktivan rad. BestFoodImporters vam pruža trenutni pristup najnovijim informacijama o hiljadama kompanija, uvoznika hrane i distributera iz cijelog svijeta - <https://bestfoodimporters.com/products>
- Grupa uvoznika hrane i distributera. Najveći evropski distributivni lanac prehrambenih proizvoda i pića - <https://www.eurotradeconcept.eu/food>
- Evropska poslovna baza podataka je inovativna i brzo razvijajuća interaktivna poslovna platforma posvećena cilju olakšavanja veze i komunikacije između kompanija, preduzetnika i pojedinaca širom Europe i širom svijeta - <http://europeanbusinessdatabase.com/>





KORISNE WEB-STRANICE:

www.cbi.eu

<http://trade.ec.europa.eu/tradehelp/>

<http://ask.rks-gov.net>

<http://transparency.cefta.int>

<http://www.akreditacija.me>

<http://www.registar.ats.rs>

<http://www.bata.gov.ba>

<http://www.dpa.gov.al>

<https://iccwbo.org>

<http://www.iarm.gov.mk/>

<http://www.pks.rs>

<http://komorabih.ba>

<http://www.privrednakomora.me>

www.uccial.gov.al

www.mchamber.mk

www.odaekonomike.org

www.intracen.org

www.eurotradeconcept.eu

www.europeanbusinessdatabase.com



GUIDELINE FOR EXPORT

OF PROCESSED FRUIT AND VEGETABLE PRODUCTS
FROM WESTERN BALKAN COUNTRIES TO THE EUROPEAN UNION



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1. INTRODUCTION

The aim of this guide is to introduce to potential exporters from the Western Balkan (WB6) countries, namely Albania, Bosnia and Herzegovina, Kosovo, Macedonia, Montenegro and Serbia, all necessary preconditions, as well as documents and other relevant information, for the export of processed fruit and vegetable products from WB countries to the European Union (EU). This Guide is prepared for processed fruit and vegetable products manufactured in Western Balkan countries.





Small and medium enterprises (SMEs) in the Western Balkans face difficulties in accessing new export markets. One prerequisite is the adaptation of product and quality standard to those of the target markets. Additionally, market information and distribution channels are necessary for successful export. Regional enterprises face both external and internal barriers. Often, due to mainly financial and internal limited capacities, SMEs lack export know-how (even basic information on the criteria, procedures and steps to export) and depend on external support, such as consultancy services.

Export markets, especially in European countries, are full of unknowns for exporters, as there are many requirements, such as (European) standards, certifications, quality requirements, packaging, etc. Additional problems for exporters from Western Balkan countries are constant changes in trends.

The international trade rules, EU's regulations and import procedures, private industry quality standards as well as additional performance or quality marks (that are not necessarily legally required, but become a de facto market access condition), can be a difficult hurdle for companies wishing to enter the EU, and other international, markets. In many cases, products must be tested and certified to ensure compliance with importer requirements - to prove that EU requirements and private industry quality standards are being met. As a consequence, exporters from West Balkan countries not only need appropriate production, processing, handling, trading, marketing technologies and know-how but also appropriate legal and institutional frameworks, competent control and auditing.



2. EXPORT OVERVIEW BY COUNTRY FROM THE SELECTED BALKAN COUNTRIES TO THE EU 28, FOR PROCESSED FRUIT AND VEGETABLE PRODUCTS

2.1. Introductory remarks

- Source: TradeMap.org and trade.ec.europa (data taken in November 2018)
- Focus on product group 20 (Preparations of vegetables, fruits, nuts or other parts of plants), and the following HS sub-groups:

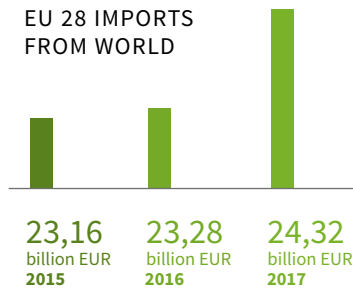




2001	Vegetables, fruit, nuts and other edible parts of plants, prepared or preserved by vinegar or acetic acid
2002	Tomatoes, prepared or preserved otherwise than by vinegar or acetic acid
2003	Mushrooms and truffles, prepared or preserved otherwise than by vinegar or acetic acid
2004	Vegetables prepared or preserved otherwise than by vinegar or acetic acid, frozen (excluding preserved by sugar, and tomatoes, mushrooms and truffles)
2005	Other vegetables prepared or preserved otherwise than by vinegar or acetic acid, not frozen (excluding preserved by sugar, and tomatoes, mushrooms and truffles)
2006	Vegetables, fruit, nuts, fruit-peel and other edible parts of plants, preserved by sugar “drained, glacé or crystallised”
2007	Jams, fruit jellies, marmalades, fruit or nut purée and fruit or nut pastes, obtained by cooking, whether or not containing added sugar or other sweetening matter
2008	Fruits, nuts and other edible parts of plants, prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit (excluding prepared or preserved with vinegar, preserved with sugar but not laid in syrup, and jams, fruit jellies, marmalades, fruit purée and pastes, obtained by cooking)
2009	Fruit juices, incl. grape must, and vegetable juices, unfermented, not containing added spirit, whether or not containing added sugar or other sweetening matter



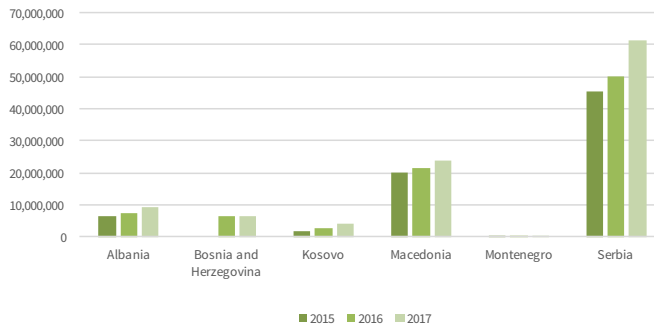
2.2. Imports of selected products to EU 28 from the world



EU 28 imports from the world in three years (2015, 2016, 2017) of processed fruit and vegetable products was between 23 – 24.5 billion euros from 226 countries with a 18% growth rate over these three years.

2.3. Export of processed fruit and vegetable products from Western Balkan countries to the EU

EXPORT TO EU 28 FROM WEST BALKAN COUNTRIES



The six Western Balkan countries (Albania, Bosnia and Herzegovina, Kosovo, Macedonia, Montenegro and Serbia) together exported processed fruit and vegetable products in an amount exceeding 100 million euros to the EU, accounting for only 0,38% of total EU imports in this category.



3. GENERAL REQUIREMENTS FOR EXPORT TO EU – Trade documentation

The trade documentation follows the goods from the place of dispatch to the final destination and refers to the description of the goods.

This group of documents includes: customs value declaration, commercial invoice, specification of goods, certificate of quality, and certificate of origin of goods, consignment note and packing list.

3.1. Customs Value Declaration

The Customs Value Declaration is a document, which must be presented to the customs authorities where the value of the imported goods exceeds EUR 20.000. The Customs Value Declaration must be drawn up in conformity with form DV 1, a specimen of which can be found in Annex 8 to Regulation (EU) 2016/341¹ (OJ L-69 15/03/2016) (CELEX 32016R0341) known as UCC Transitional Delegated Act. This form must be presented with the Single Administrative Document – SAD.

The main purpose of this requirement is to assess the value of the transaction in order to establish the customs value (taxable value) to apply the tariff duties.

¹ http://trade.ec.europa.eu/services/reqs/public/v1/requirement/aux/eu/eu_gen_value-dec_dv1.pdf/





This declaration is prepared by companies (exporters) that export products to EU member countries.

3.2. Commercial Invoice

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. The commercial invoice contains the basic information on the transaction and it is always required for customs clearance.

The minimum data generally included are the following:

- Information on the exporter and the importer (name and address);
- Date of issue;
- Invoice number;
- Description of the goods (name, quality, etc.);
- Unit of measure;
- Quantity of goods;
- Unit value;
- Total item value;
- Total invoice value and currency payment. The equivalent amount must be indicated in a currency freely convertible to EUR or the legal tender in the importing Member State;
- The terms of payment (method and date of payment, discounts, etc.)
- The terms of delivery according to the appropriate incoterm;
- Means of transport.

No specific form is required. The commercial invoice is to be prepared by the exporter according to standard business practice and it must be submitted in the original along with at least one copy. In general, there is no need for the invoice to be signed. In practice, both the original and the copy of the commercial invoice are often signed. The commercial invoice can be prepared in any language. However, a translation in English is recommended.



3.3. Specification of goods

The document is issued by the seller and contains a description of the product that is the subject of the sale. This document is particularly important to the buyer because it determines whether the contract is complied with. Also, according to this document, the contracting parties contract the transport of the goods.

3.4. Certificate of Quality

Sometimes buyers or customs authorities require certificates of quality of goods being exported. These certificates are issued by the appropriate certification bodies. This document is needed for the buyers and it confirms that an authorized institution has checked the goods. The document should confirm that the goods examined are healthy or that they are not infected.

This certificate is issued by the organizations, laboratories accredited to perform the necessary analyses of processed fruit and vegetables products for export. The list of accredited laboratories in the Western Balkan countries is provided in chapter 8.

3.5. Certificate of origin of goods

The Certificate of origin of goods, EUR.1 movement certificate (also known as *EUR.1 certificate*, or *EUR.1*) is a form used in international commodity traffic. The EUR.1 is most importantly recognized as a certificate of origin for external trade in a legal sense, especially within the framework of several bilateral and multilateral agreements of the Pan-European preference system (the European Union Association Agreement). The EUR.1 is used to certify the origin of a product and, if applicable, benefit from favorable trade terms (mainly tariffs) under a preferential trade policy of the EU. In order to benefit from the preferential rate during customs clearance, a valid EUR.1 movement certificate must be handed over to the competent authority (generally a customs office), in which the manufacturer certifies the origin of the goods. For example, *this document is obligatory for the acquisition of the right to duty-free imports of processed fruit and vegetable products from the Western Balkans countries.*

This certificate is issued by customs offices in the country of the exporters.



3.6. Consignment note

This document is issued at the moment when the goods leave the warehouse. It is signed by the warehouse worker/driver/buyer and thus confirms that the goods are ready for transport. The basic elements that the consignment note contains are: customer data, registration number of vehicle in which the goods are loaded, driver's name and information on goods.

The Consignment note document is prepared and issued by the exporter.

3.7. Packing List

The packing list (P/L) is a commercial document accompanying the commercial invoice and the transport documents. It provides information on the imported items and the packaging details of each shipment (weight, dimensions, handling issues, etc.)

It is required for customs clearance as an inventory of the incoming cargo.

It generally includes the following data:

- Information on the exporter, the importer and the transport company
- Date of issue
- Number of the freight invoice
- Type of packaging (drum, crate, carton, box, barrel, bag, etc.)
- Number of packages
- Content of each package (description of the goods and number of items per package)
- Marks and numbers
- Net weight, gross weight and measurement of the packages

No specific form is required. The packing list is to be prepared by the exporter according to standard business practice and the original together with at least one copy must be submitted. Generally, there is no need for it to be signed. However, in practice, the original and the copy of the packing list are often signed. The packing list may be prepared in any language. However, a translation in English is recommended.



4. FREIGHT DOCUMENTS (Transport Documentation)

Depending on the means of transport used, the following documents are to be filled in and presented to the customs authorities of the importing EU Member State upon importation in order for the goods to be cleared.

The documents most commonly used in the Western Balkan countries are as follows:

4.1. Road Waybill (CMR)

This document is issued by the carrier. The road waybill is a document containing the details of the international transportation of goods by road, set out by the Convention for the Contract of the International Carriage of Goods by Road 1956 (the CMR Convention). It enables the consignor to have the goods at his disposal during transportation. It must be issued in quadruplicate and signed by the consignor and the carrier. The

- first copy is intended for the consignor,
- the second remains in the possession of the carrier,
- the third accompanies the goods and is delivered to the consignee and the fourth one must be signed and stamped by the consignee and then returned to the consignor.

Usually, a CMR is issued for each vehicle. *The CMR note is not a document of title and is non-negotiable.*





4.2. Rail Waybill (CIM)

The carrier also issues this document. The rail waybill (CIM) is a document required for the transportation of goods by rail. It is regulated by the Convention concerning International Carriage by Rail 1980 (COTIF-CIM). The CIM is issued by the carrier in five copies, the original accompanies the goods, and the duplicate of the original is kept by the consignor and the three remaining copies by the carrier for internal purposes. It is considered the rail transport contract.

4.3. Air Waybill (AWB)

The air waybill is a document, which serves as a proof of the transport contract between the consignor and the carrier's company. *It is issued by the carrier's agent* and falls under the provisions of the Warsaw Convention (Convention for the Unification of Certain Rules relating to International Carriage by Air, 12 October 1929). A single air waybill may be used for multiple shipments of goods; it contains three originals and several extra copies. One original is kept by each of the parties involved in the transport (the consignor, the consignee and the carrier). The copies may be required at the airport of departure/destination, for the delivery and in some cases, for further freight carriers. The air waybill is a freight bill, which evidences a contract of carriage and proves receipt of goods.

A specific type of Air Waybill is the one used by all carriers belonging to the International Air Transport Association (IATA); a bill called the IATA Standard Air Waybill. It embodies standard conditions associated to those set out in the Warsaw Convention.

4.4. ATA Carnet²

ATA (Admission Temporary Admission) carnets are international customs documents *issued by the Chambers of Commerce* in the selected countries (West Balkan Countries) to allow the temporary importation of goods, free of customs duties and taxes. ATA carnets can be issued for the following categories of goods: commercial samples, professional equipment and goods for presentation or use at trade fairs, shows, exhibitions and the like.

2 <https://iccwbo.org/resources-for-business/ata-carnet/>



This document is especially important for companies that participate in several trade fairs in EU member countries.

In addition to the above documents, there are also the following transport documents, which are not often used in the WB countries:

4.5. Bill of Lading

The Bill of Lading is a document issued by the shipping company to the operating shipper and acknowledges that the goods have been received on board. In this way the Bill of Lading serves as a proof of receipt of the goods by the carrier obliging him to deliver the goods to the consignee. It contains the details of the goods, the vessel and the port of destination. It evidences the contract of carriage and conveys title of the goods, meaning that the bearer of the Bill of Lading is the owner of the goods/products.

4.6. FIATA Bill of Lading

The FIATA Bill of Lading is a document designed to be used as a multimodal or combined transport document with negotiable status, which has been developed by the International Federation of Freight Forwarders Associations.



5. SPECIFIC REQUIREMENTS FOR EXPORT



In order to be able to export to the EU, each country has to comply with the following legally binding requirements:

EU legislation contains a number of provisions to ensure food safety on the EU market. Food safety implies safe and healthy food throughout the entire chain “from farm to fork”. This includes: production, processing, storage, transport, distribution and sale of food in the market.

In the case that these preconditions are not fulfilled, processed fruit and vegetable products will not be able to enter the EU market.

As food safety is one of the top priorities in all EU food sectors, in practice it very often happens that most European buyers require additional guarantees in the form of certificates (standards) which demonstrate the implementation of the Food Safety Management based on Risk Analysis and Critical Control Points. Additional information on these standards is mentioned in Chapter 6.



5.1. Food Safety

The European Union constantly works to ensure that Europe's food supply, including processed fruits and vegetables is the safest in the world. The same standards of food safety apply to all food products, regardless of whether they are imported or produced in the EU. The General Food Law³ is the legislative framework regulation for food safety in EU.

General objectives of food and feed law are:

- Guarantee a high level of protection of human life and health and the protection of consumers' interests. Also guarantee fair practices in food trade, taking into account animal health and welfare, plant health and the environment;
- Ensure free movement of food and feed manufactured and marketed in the Union, in accordance with the General Food Law Regulation;
- Facilitate global trade of safe food and feed, wholesome food by taking into account international standards and agreements when developing Union legislation, except where this might undermine the high level of consumer protection pursued by the Union.

5.2. General Food Law

The General Food Law Requirements are:

Safety requirements – safety of food is of critical importance. Consumers must have confidence and assurance that the food they buy will do them no harm or have an adverse effect.

Traceability – tracing food, processed fruit and vegetable products and feed throughout the food chain is very important for the protection of consumers, particularly when food and feed are found to be substandard.

3 General Food Law: https://ec.europa.eu/food/safety/general_food_law_en



Operators responsibilities – primary responsibility for ensuring compliance with food law and in particular the safety of food, rests with the food (or feed) business operators.

Implementation guidance – guidance on the implementation of the General Food Law aims to assist all players in the food chain to better understand the Regulation and to apply it correctly and in a uniform way.



For more information about the guidance, please visit the following web site: https://ec.europa.eu/food/sites/food/files/safety/docs/gfl_req_implementation-guidance_en.pdf

The General Food Law Regulation sets out certain procedures relating to food safety. In particular, it provides four measures:

- The establishment of the Rapid Alert System for Food and Feed (RASFF);
- The establishment of the Standing Committee on Plants, Animals, Food and Feed (PAFF Committee);
- The adoption of emergency measures; and
- The establishment of a general plan for crisis management.



For more information about the General Food Law, please visit the following web site: https://ec.europa.eu/food/safety/general_food_law_en

The EU has developed an integrated “Farm to Fork” approach, covering all sectors of the food chain, including processed fruit and vegetable products. This specific approach means that all food must be traceable throughout the entire supply chain. In order to achieve this, all food producers need to implement the Hazard Analysis of Critical Control Points (HACCP) system. HACCP is a management system in which food safety is addressed through the analysis and control of biological, chemical, and physical hazards from raw material production, procurement and handling, to manufacturing, distribution and consumption of the finished product. More details about the HACCP system can be found in the following web site: <https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:2004R0852:20090420:EN:PDF>



The EU importer is responsible for ensuring that all processed fruit and vegetable products imported into the EU comply with the requirements of EU food law. As a result, the EU importer is obliged to require third country suppliers to meet the requirements of EU food law.

The regulatory framework for sanitary and phytosanitary measures (SPS) is designed to protect human and plant health by ensuring that imported fruit and vegetables are not contaminated with harmful levels of pesticides or other chemical contaminants, micro-organisms capable of causing harm to human health and plant pests and diseases that could harm crops, ornamental or wild plants in Europe. As food safety measures within the EU are based on scientific assessment of the likely risk to health of a given hazard, for this reason products of animal origin that represent the greatest risk to health are subject to strict import controls including EU approval of exporting countries' national food control systems and EU approval and registration of food businesses wishing to export to the EU or involved in production and processing of food intended for export to the EU.

Since February 2017, the following processed fruit and vegetables are on a stricter inspection list:

➤ *Frozen raspberries from Serbia – increased control on norovirus*

5.3. Contaminants

Contaminants are substances that have not been intentionally added to food. These substances may be present in food as a result of the various stages of its production, packaging, transport or holding. They also might result from environmental contamination. Since contamination generally has a negative impact on the quality of food and may imply a risk to human health, the EU has taken measures to minimize contaminants in foodstuffs.

The EU Regulation on Contaminants⁴ in Food sets maximum levels for certain contaminants in food products. The most common requirements for contaminants in processed fruit and vegetables are the following:

⁴ EU Regulation on Contaminants: <https://eur-lex.europa.eu/legal-content/EN/ALL/?uri=CELEX%3A32006R1881>



Limited use of Pesticides - MRLs⁵

Absence of mycotoxins (dried fruits) (Mycotoxins are toxic substances produced by fungi commonly known as moulds. It is important to recognise that, although it is primarily food commodities that become contaminated with aflatoxins via mould growth, these toxins are very stable and survive severe processes such as heat treatment.

The most common mycotoxin contaminations in the processed fruit and vegetables sector are aflatoxins, ochratoxin A and patulin.

Limited amount of heavy metals in food products (fruit juices, canned fruit and vegetables)

Reducing the risk of microbiological contaminants⁶ (unpasteurized fruit and vegetable juices, frozen fruit and vegetables)

Chlorate concerns⁷ (water)

Limited nitrate level (frozen spinach)

Concerns about glycidyl esters (vegetable oils)

Absence of foreign matters (contamination by foreign matter when food safety procedures are not carefully followed)

Limited levels of irradiation⁸

Product composition request⁹ – undeclared, unauthorised or excessive levels of extraneous materials (fruit juices, jams, jellies, marmalade sweetened chestnut pure)

5 EU Directive on MRLs: <https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=O-J:L:2005:070:0001:0016:en:PDF>

6 EU legislation: <https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:02005R2073-20140601&rid=1>

7 Standards for chlorate levels in food: <https://www.efsa.europa.eu/en/press/news/150624a>

8 EU radiation protection legislative: <https://ec.europa.eu/energy/en/overview-eu-radiation-protection-legislation>

9 Food Additives Regulation: <https://eur-lex.europa.eu/legal-content/EN/TXT/?-qid=1478597149803&uri=CELEX:02008R1333-20160525>



5.4. Packaging requirements

Export packaging must be in line with the European legislation on weight and be safe for consumer health as well as for the environment. Packaging made of wood or vegetable materials may be subjected to phytosanitary controls. The labelling of packed products must contain various items of information relevant to the consumer.

The first requirement is that the content in the packaging corresponds to the indicated quantity (in weight or volume) on the label. Importers will check the packaging size and weight to ensure that prepacked products are within the limits of tolerable errors ¹⁰.

Some of the buyers frequently require use of recyclable packaging e.g. cartons. This requirement is especially relevant if the exporters aim to supply to European retail chains, which often require that packaging is made of 100% ecological and recyclable materials including lids and caps.

The new EU Regulation No.1169/2011¹¹ on the provision of food information to consumers entered into force on December 13, 2014. The obligation to provide nutritional information has applied from December 13, 2016.

5.5. Labelling requirements

In the member countries of the EU, the labelling rules¹² enable citizens to obtain comprehensive information about the content and composition of food products including processed fruit and vegetables. Labelling helps consumers to make an informed choice when purchasing their food products.

10 <https://eur-lex.europa.eu/LexUriServ/LexUriServ.do?uri=CONSLEG:1976L0211:20090411:EN:PDF>

11 EU Regulation No.1169/2011: <https://eur-lex.europa.eu/legal-content/en/ALL/?uri=CELEX:32011R1169>

12 Labelling rules: https://ec.europa.eu/food/safety/labelling_nutrition_en




The regulation on the provision of food information to consumers¹³ defines these obligations, such as:


- labelling of the energy value and quantities of fat, saturates, carbohydrates, protein, sugars and salt;
- presentation of allergens (such as soya, nuts, gluten and lactose) for prepacked foods (emphasis on font, style or background colour) in the list of ingredients;
- mandatory allergen information for non-prepacked food, including food intended for restaurants and cafes;
- minimum font size for mandatory information of 1.2 mm

There is a possible extension of the regulation on the compulsory labelling of the country of origin for ingredients that represent more than 50% of a food, which means that when the product is made with more than 50% of imported ingredients, there is the possibility of extending the regulations on compulsory marking to the country of origin from which these ingredients were purchased. Some of the obligations (such as the minimum font size) relate to consumer-packed products only. However, as a supplier of bulk products, you will be asked to provide relevant information; for example, on allergens and composition.

For fruit juices and berries products labelling requirements are slightly different from other products. Please see the product specific factsheet summarizing the EU import requirements:

Fruit juices: traceability, contaminants, pesticide residue, food labeling, packaging and specifics for the labeling of fruit juice, concentrated fruit juice and fruit nectar.

 *This specific factsheet can be found at <http://trade.ec.europa.eu/tradehelp/fruit-juice>*

 *Berries: traceability, contaminants, pesticide residue, special rules for berry fruits, frozen berries and packaging. This specific factsheet can be found at <http://trade.ec.europa.eu/tradehelp/berries>*

¹³ Provision of food information to consumer: <https://eur-lex.europa.eu/legal-content/EN/ALL/?uri=CELEX:32011R1169>



6. ADDITIONAL REQUIREMENTS FOR EXPORT – Private standards

Food Safety Certification

Although food safety certification is not obligatory under European legislation, it has become a must for almost all European food importers.

Most established European importers will not work with you if you cannot provide some proof of food safety certification as the basis for cooperation.

As stated in the section of Chapter 5, food safety certification is very important in the export of products to EU member countries. Additional buyer requirements for certain standards are different. For export of fresh fruit and vegetables buyers very often require GlobalGAP standard, while the following standards may be required for processed fruit and vegetable products.

- IFS - International Featured Standard
- BRC - British Retail Consortium Global Standard for Food Safety
- SQF - Safe Quality Food Program
- FSSC 22000 - Food Safety System Certification





6.1. IFS

IFS¹⁴ – This Food standard is one of the Standards belonging to the umbrella brand IFS (International Featured Standards). It is a Global Food Safety Initiative (GFSI) recognized standard for auditing food safety and quality of process and products of food producers. It concerns food processing companies or companies that pack loose food products. IFS food applies when products are “processed” or when there is a danger of product contamination during primary packing. The standard contains many requirements related to specifications compliance and it supports production and marketing efforts for brand safety and quality.



A list of certification bodies, sorted by country and standard can be found at <https://www.ifs-certification.com/index.php/en/partners/certification-bodies>

6.2. BRC

BRC¹⁵ - The British Retail Consortium is a leading trade association representing the whole range of retailers, from the large multiples and department stores through to independents, selling a wide selection of products through town centre, out of town, rural and virtual stores. The BRC is the authoritative voice of retail, recognized for its powerful campaigning and influence within government and as a provider of excellent retail information.

The BRC Global Standard for Food Safety can be applied to any food processing or packing operation where open food is handled, processed or packed. The standard is divided into 7 chapters:

- I. Senior Management Commitment and Continual Improvement: For any food safety system to be effective it is essential that the factory senior management are fully committed to its application and continued development.
- II. The Food Safety Plan (HACCP): The basis for the Food Safety System is an effective HACCP program based on the requirements of the internationally recognized Codex Alimentarius system.

14 <http://www.standardsmap.org/review.aspx?standards=167>

15 <http://www.standardsmap.org/review.aspx?standards=4>



- III. Food Safety and Quality Management System: This sets out requirements for the management of food safety and quality, building upon the principles of ISO 9000. This includes requirements for product specifications, supplier approval, traceability, and the management of incidents and product recalls.
- IV. Site Standards: These define expectations for the processing environment including the layout and maintenance of the buildings and equipment, cleaning, pest control and waste management. This includes a specific section on managing foreign body controls.
- V. Product Control: This includes requirements at the product design and development stage, Allergen management and the expectations of Laboratories and product testing.
- VI. Process Control: This covers the establishment and maintenance of safe process controls, weight/volume control and equipment calibration.
- VII. Personnel: This defines requirements for the training of staff and standards for protective clothing and personnel hygiene.



Additional information about the certification on BRC can be found on the following web site: <https://www.brcglobalstandards.com/partners/certification-bodies/overview/>

6.3. SQF

SQF¹⁶ - The SQF Code is a site-specific, process and product certification standard with an emphasis on the systematic application of CODEX Alimentarius Commission HACCP principles and guidelines for control of food safety and food quality hazards. Certification of a site's SQF System by a Safe Quality Food Institute licensed certification body is not a statement of guarantee of the safety of the site's product, or that it meets all food safety regulations at all times. However, it is an assurance that the site's food safety plans have been implemented in accordance with the CODEX HACCP method as well as applicable regulatory requirements and that the System has been verified and determined effective to manage food safety. Furthermore, it is a statement of the site's commitment to: produce safe, quality food, comply with the requirements of the SQF Code and comply with applicable food legislation.

¹⁶ <http://www.standardsmap.org/review.aspx?standards=61>



SQF is administered by the Food Marketing Institute.

The Safe Quality Food Institute's (SQFI) SQF Code, edition 8 has been updated and redesigned in 2017 for use by all sectors of the food industry from primary production to storage and distribution and now includes a food safety code for retailers. It replaces the SQF Code, edition 7.

The SQF Code is a process and product certification standard that uses Hazard Analysis Critical Control Points (HACCP) as its foundation. HACCP is a food safety management system based on the principles defined in the CODEX Alimentarius Commission HACCP principles and guidelines.

The main feature of the SQF Code is its emphasis on the systematic application of HACCP to identify, monitor and control food quality threats in the process.



Certification bodies for the SQF standard can be found on the following web site: <https://www.sqfi.com/how-to-get-certified/find-a-certification-body/>

6.4. FSSC 22000

FSSC 22000 - contains a complete certification scheme for Food Safety Systems and is fully based on the international, independent standards: ISO 22000, ISO 22003 with sector specific technical specifications for PRP's and additional scheme requirements. FSSC 2200 is the only ISO based FSMS Certification Scheme that is recognized by the Global Food Safety Initiative (GFSI).


The FSSC 22000 certification scheme contains detailed requirements for food safety systems of organizations in the food chain, certification system of certification bodies, and accreditation by the accreditation bodies.

This standard for Food Manufacturing is fully based on the international, independent standards: ISO 22000, ISO 22003 with sector specific technical specifications for PRP's and additional scheme requirements

FSSC 22000 includes transportation and on-site storage if part of the operation (e.g. cheese ripening). It is applicable to all organizations in the food chain, regardless of size and complexity, profit-making or not, public or private.



ISO 22000 (Food Safety Management) certified manufacturers can obtain FSSC 22000 certification by meeting the requirements of technical specifications for sector prerequisite programs (PRPs) and the additional scheme requirements. Since 2015 FSSC 22000 and ISO 9001 can be assessed as an integrated management system called FSSC 22000-Q using Certification Bodies (CBs) proved by FSSC 22000. The importance of these standards is significant because they cover Food Safety Management and are needed for the export of food products to EU member countries.

 More about the certification bodies can be found at the <http://www.fssc22000.com/documents/accreditation-bodies.xml?lang=en>



7. REQUIREMENTS FOR ORGANIC PROCESSED FRUIT AND VEGETABLE PRODUCTS

Organic processed fruit and vegetables are produced and processed by natural techniques (such as crop rotation, biological crop protection, green manure or compost etc.).

The organic market in Europe continues to grow. In 2015, it increased by 13% to nearly € 30 billion. The largest European market, Germany, grew by nearly 10% in 2016 to €9.5 billion. Switzerland has the highest per capita consumption of organic food worldwide, followed by Denmark and Sweden. The fact that the number of processors and importers is growing more rapidly than the number of producers indicates that organic production is not keeping pace with demand. This fact offers opportunities to the Western Balkan Countries.

In order to export processed fruit and vegetables products as organic into the EU, they should be grown using organic production methods laid down in EU legislation¹⁷. Production and processing facilities must be audited by an accredited certifier before the EU organic logo, as well as the logo of the standard holder, can be put on your products.

¹⁷ https://ec.europa.eu/agriculture/organic/eu-policy/eu-legislation_en





EU authorities can require increased control of imported organic products from non-EU members, including the Western Balkan countries.

Exporting organic processed fruit and vegetables products into EU is only possible with an electronic certificate¹⁸. A new system of electronic certificates for imports of organic products became applicable on 19 April 2017. It replaces the paper-based certificate of inspection that has been in effect since 2008.

Inspection and certification bodies for organic production in Western Balkan countries are listed in table below:

COUNTRY	NAME AND CONTACT DETAILS	REMARK
Albania	Albinspekt, Tirane http://albinspekt.com	EU equivalent Regulation
Bosnia and Herzegovina	Organska kontrola OK, Sarajevo http://www.organskakontrola.ba	EU equivalent Regulation
Kosovo	There are no certified inspection agencies.	
Macedonia	Balkan Biocert, Skopje http://www.balkanbiocert.mk	EU equivalent Regulation
Montenegro	Monteorganica, Podgorica https://orgcg.org/	
Serbia	1. Centar za ispitivanje namirnica, Beograd https://www.cin.co.rs/	Serbian regulation
	2. Eco Cert Balkan, Beograd http://www.ecocert.com	EU equivalent Regulation
	3. Organic Control Systems, Subotica, http://www.organica.rs/	EU equivalent Regulation
	4. Ecovivendi, Beograd, http://ecovivendi.rs/	Serbian regulation
	5. TMS CEE, Beograd http://www.tms.rs	Serbian regulation

¹⁸ https://ec.europa.eu/agriculture/organic/electronic-certificate_en



7.1. Labelling of organic produce

As well as the standard list of ingredients and nutritional value figures, organic product labels should bear the name of the producer, processor or distributor who last handled the item. The code number of the national certification authority should also be on the label. Moreover, the Regulation (EU) No 1169/2011 on the provision of food information to consumers gives the minimum requirements on nutrition.



More about the labelling of organic produce can be found at: https://ec.europa.eu/agriculture/organic/organic-farming/what-is-organic-farming/organic-certification_en



8. LIST OF ACCREDITED LABORATORIES

Certification bodies must be accredited to attain international recognition.

Accreditation is the independent evaluation of conformity assessment bodies against recognized standards to carry out specific activities to ensure their impartiality and competence. Through the application of national and international standards, government, procurers and consumers can have confidence in the calibration and test results, inspection reports and certifications provided.

Accredited laboratories in the Western Balkans countries listed in the table below perform the necessary analyses for certain methods such as: pesticide analysis, heavy metals analysis, microbiological analysis and other analysis needed for export of processed fruit and vegetable products to the European Union. Most of them are not accredited for all the analyses that are needed for export to EU.

For more information about exact analysis performed by individual laboratories, visit the websites listed in the table below.





COUNTRY	NAME AND EMAIL/WEB ADDRESS
Albania ¹⁹	<ol style="list-style-type: none"> Institute of Food Safety and Veterinary, Tirane SCA Servizi Chimici Albanesi, Tirane
Bosnia and Herzegovina ²⁰	<ol style="list-style-type: none"> Institut za javno zdravstvo, Banja Luka, www.phi.rs.ba Federalni agromediteranski zavod, Mostar, www.faz.ba Federalni zavod za poljoprivredu, Sarajevo, www.fzpp.ba Herkon laboratory, Mostar www.herkon.ba Institut za vode, Bijeljina www.instituzavode.ba Veterinarski fakultet, Sarajevo www.vfs.unsa.ba Zavod za javno zdravstvo Federacije, Sarajevo/Mostar www.zzjzfbih.ba JU Institut za zdravlje i sigurnost hrane, Zenica www.inz.ba Sistem Qualita S, Pale www.sistemqualitas.com
Kosovo	<ol style="list-style-type: none"> Agriculture Institution of Peja, instituti.bujgesor@rks-gov.net AGROVET Laboratory, xhelezi@hotmail.com
Macedonia ²¹	<ol style="list-style-type: none"> P.H.I. Institute for Public Health of the Republic of Macedonia - www.iph.mk University “ Ss. Cyril and Methodius” Faculty of Veterinary medicine, Skopje - www.fvm.ukim.edu.mk BIO engineering DOO, Skopje Research Center for Applied Microbiology and Biotechnology Dr. Kungulovsky - Microbiological Laboratory for Food and Water - www.bioengineering.com.mk SLOGA VLATKO DOOEL Sveti Nikole SLOGA LAB KLANICA BDA COMPANY DOOEL Kumanovo Laboratory BDA Kumanovo Timko LAB, Skopje
Montenegro ²²	<ol style="list-style-type: none"> Biotechnical Faculty, Podgorica – jelenalat@ac.me Institute of Public Health, Podgorica - boban.mugosa@ijzcg.me Center for Eco-Toxicological Researches, Podgorica – info@ceti.co.me Diagnostic Veterinary Laboratory, Podgorica – svl@t-com.me

¹⁹ <http://www.dpa.gov.al/en/accredited-bodies>

²⁰ http://www.bata.gov.ba/Akreditirana_tijela/Spisak-akreditiranih-tijela.pdf

²¹ <http://www.iarm.gov.mk>

²² <http://transparency.cefta.int/sps/list-of-laboratories/Montenegro/>



Serbia²³

1. DOO Jugoinspekt Novi Sad, central laboratory for testing agricultural food products, www.juins.rs
2. Ekolab doo, Novi Sad – www.ekolab.rs
3. Center for testing of foodstuff Belgrade, <http://www.cin.co.rs/>
4. Enološka stanica, Vršac, <http://www.enoloskastanica.com/>
5. SP Laboratory, Becej, <http://www.splaboratorija.rs/>
6. Institute for Public Health, Vranje, <http://www.zjzvranje.org.rs/>
7. Gradski zavod za javno zdravestvo, Belgrade, <http://www.zdravlje.org.rs/>
8. Eko-lab, Padinska Skela
9. Laboratorija za biotehnoška istraživanja i kontrolu bezbednosti i kvaliteteta hrane, Belgrade, <http://www.inmes.rs/>
10. Zavod za javno zdravstvo Subotica, <http://www.zjzs.org.rs/>
11. Tehnološki fakultet, laboratorija za ispitivanje prehrambenih proizvoda, Novi Sad, <http://www.tf.uns.ac.rs/>
12. Zavod za javno zdravstvo Čačak, <http://www.zdravljecacak.org/>
13. Zavod za javno zdravlje, Zrenjanin, <http://www.zastitazdravlja.rs/>
14. Zavod za javno zdravlje, Kruševac, <http://www.zavodks.rs/>
15. Institut za javno zdravlje Srbije „Dr Milan Jovanović-Batut, Belgrade, <http://www.batut.org.rs/>
16. Institut za javno zdravlje Vojvodine, <http://www.izjzv.org.rs/>
17. Zavod za javno zdravlje, Pirot, <http://www.zjzpirot.org.rs/>
18. Zavod za javno zdravlje „Pomoravlje“, Čuprija <http://www.zjzcuprija.com/>

²³ <http://www.registar.ats.rs>



19. Institut za javno zdravlje Niš, <http://www.izjz-nis.org.rs/>
20. Zavod za javno zdravlje, Sremska Mitrovica, <http://www.zdravlje-sm.org.rs/>
21. SGS, Belgrade, <http://sgs.com/>
22. Zavod za javno zdravlje, Požarevac, <http://www.zzjzpo.rs/>
23. Institut za javno zdravlje Kragujevac, <http://www.izjzkg.rs/>
24. Zavod za javno zdravlje, Kraljevo, <http://www.zjzkv.org.rs/>
25. Zavod za javno zdravlje, Šabac, <http://www.zjz.org.rs/>
26. Naučni institut za prehrambene tehnologije, FINSLab, Novi Sad, <http://www.fins.uns.ac.rs/>
27. Zavod za javno zdravlje „Timok“, Zaječar, <http://www.zavodzajecar.rs/>
28. Zavod za javno zdravlje, Pančevo, <http://www.zjzpa.org.rs/>
29. Zavod za javno zdravlje, Valjevo, <http://www.zzjzvaljevo.co.rs/>
30. Zavod za javno zdravlje, Leskovac, <http://www.zzjzle.org.rs/>
31. Anahem laboratorija, Belgrade, <http://www.anahem.org/>
32. „Rea lab“, Belgrade, <http://www.realab.rs/>
33. Zavod za javno zdravlje, Sombor, <http://www.zzjzsombor.org/>
34. MP Lab, laboratorija za ispitivanje, Belgrade, <http://www.mpbio.com/>
35. In vitro lab, Šabac,
36. Miphem, Belgrade, <http://www.miphem.rs/>

The exporters usually select the laboratories that perform the necessary analyses, signing contract for control of products before exporting to the European Union.



9. LIST OF RELEVANT TRADE FAIRS IN EUROPE

Fairs are marketing events of a precise duration that are held at intervals, i.e. places where a large number of economic entities represent a product or services assortment in order to provide information and improve sales.

Fairs are a place to get acquainted with existing trends, a place where you can see, compare, evaluate, and at the same time get feedback on the product, and directly see the position of strong entities in relation to competition.

In addition to the numerous fairs in the member countries of the European Union, the most important fairs for processed fruit and vegetable products are:

➔ ANUGA, Cologne/Germany – www.anuga.com

The Anuga is the world's leading trade fair for the food and beverage industry, with more than 7.400 exhibitors from more than 100 countries. The impressive trade fair concept of Anuga - 10 trade fairs under one roof – represents the diversity of the food and beverage industry. These 10 trade fairs are as follow:

- ➔ Anuga Fine Food
- ➔ Anuga Frozen Food
- ➔ Anuga Meat
- ➔ Anuga Chilled and Fresh Food
- ➔ Anuga Dairy
- ➔ Anuga Bread and Bakery





- Anuga Drinks
- Anuga Organic
- Anuga Hot Beverages and
- Anuga Culinary Concepts

Anuga trade fair is held every second year in October in Cologne

- ➔ SIAL, Paris/France – www.sialparis.com

SIAL Trade Fair is also organized every second year in October, as well as Anuga.

The fair with more than 7,200 exhibitors from 119 countries who exhibit their products from the food industry. The real meeting place with business partners and customers who are involved in the production and trade of processed fruit and vegetable products. SIAL Paris highlights 20 sectors in the global food industry. Some of these are as follow:

- Beverage products
- Cured Meat products
- Tinned food products
- Seafood products
- Dairy products
- Frozen products
- Delicatessen and ready prepared dishes
- Meat products
- Wine and spirit products
- Poultry products
- Gourmet products
- Savory grocery products
- Sweet grocery and bakery products
- Equipment
- Fruit and Vegetables products
- Ingredient products
- Organic products



→ FRUIT LOGISTICA, Berlin/Germany – www.fruitlogistica.com

FRUIT LOGISTICA covers every single sector of the fresh produce business and provides a complete picture of the latest innovations, products and services at every link in the international supply chain. It thus offers superb networking and contact opportunities to the key decision-makers in every sector of the industry. More than 3.000 exhibitors present their products at this trade fair. Apart from fresh fruit and vegetables, this trade fair also covers **dried fruit and nuts** and could be very useful for companies from Western Balkan Countries who are involved in the production of processed fruit and vegetable products.

This trade fair is organized every year in February in Berlin/Germany.

→ BIOFACH, Nürnberg/Germany – www.biofach.de

The World ´s Leading Trade Fair for Organic Food with almost 3.000 exhibitors from more than 130 countries. The exhibition covers the fields of organic food, organic drinks and organic non-food products. On four exhibition days, exhibitors and visitors can discuss the latest developments within the organic industry.

Product range at BioFach Trade Fairs is:

- Fresh food
- Frozen food
- Grocery product cooking and baking
- Grocery products snacks and sweets
- Grocery products drinks
- Other grocery products
- Non-food
- Technology and equipment
- Raw materials, supplies

In this Guide we have made an effort to list only the largest EU Specialized Trade Fairs for processed fruit and vegetable products.



In addition to the listed trade fairs, there are many other fairs for the food industry, including processed fruit and vegetable products. The full list of these trade fairs, can be seen on the following link: <http://tofairs.com/>



10. MARKET INFORMATION

For exporters from the West Balkan Countries there are very interesting opportunities on the European processed fruit and vegetable market.

In this guide we have mentioned several web sites that could be helpful for companies from the WB countries in finding potential buyers, as well as companies who are involved in the production or/and trade of processed fruit and vegetable products from the European Union member countries.

- CBI, the Centre for the Promotion of Imports from developing countries, contributes to sustainable and inclusive economic development in developing countries through the expansion of exports from these countries to Europe - <https://www.cbi.eu/market-information/processed-fruit-vegetables-edible-nuts>
- Access to trade and market intelligence is critical for international business success - <http://www.intracen.org>
- The databases which offer fresh contacts every day and constant updates, and come with a super easy-to-use interface, for quick and productive work. BestFoodImporters gives you instant access to the latest information about thousands of companies, food importers and distributors from all over the world - <https://bestfoodimporters.com/products>
- Food Importers & Distributors Group. Largest European distribution chain of food products and beverages - <https://www.eurotradeconcept.eu/food>
- European Business Database is an innovative and fast developing interactive business platform committed to the goal of facilitating the connection and communication between companies, entrepreneurs and individuals both Europe wide and around the globe - <http://europeanbusinessdatabase.com/>





USEFUL WEBSITES:

www.cbi.eu

<http://trade.ec.europa.eu/tradehelp/>

<http://ask.rks-gov.net>

<http://transparency.cefta.int>

<http://www.akreditacija.me>

<http://www.registar.ats.rs>

<http://www.bata.gov.ba>

<http://www.dpa.gov.al>

<https://iccwbo.org>

<http://www.iarm.gov.mk/>

<http://www.pks.rs>

<http://komorabih.ba>

<http://www.privrednakomora.me>

www.uccial.gov.al

www.mchamber.mk

www.odaekonomike.org

www.intracen.org

www.eurotradeconcept.eu

www.europeanbusinessdatabase.com

