

## The fruit and vegetable market in Switzerland

Overview of the market and access information for international trading companies



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*This report is directed predominantly at international trading companies. It provides the reader with an overview of the fruit and vegetable market in Switzerland; it also contains addresses for the most important Swiss and international organisations, as well as the regulations and special features of the Swiss market.*

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# Switzerland

Switzerland is a neutral sovereign state situated in the middle of Europe. Although it is not a member of the European Union, the EU is by far its largest trading partner.



Area	41,428km <sup>2</sup>
Distances	North to south 200 km East to west 348 km
Capital	Bern
Population	8.2 million (As of 2015)
Languages	German: 63.5% French: 22.5% Italian: 8.1% English 4.4% Romansch 0.5% Others 17.3% (As of 2013)
Religion	Roman Catholic 38.2% Protestant 26.9% Others 34.9% (As of 2013)

## Economic aspects:

Gross domestic product	635 SFr billion (2013)
Growth rate	1.7% (2013)
Rate of inflation	0.4% (2014)
Unemployment	3.2% (2014)

Currency:	
1 Swiss franc = 100 Swiss centimes	
Rate of exchange:	
(Status: July 2015)	
USD	= 0.96 SFr
EURO	= 1.04 SFr
JPY	= 0.77 SFr
GBP	= 1.49 SFr
Current exchange rates:	
<a href="http://quotes.ubs.com/quotes">http://quotes.ubs.com/quotes</a>	



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## 1. Overview / summary

This work arose in the course of Sippo's import promotion programme, whose range of services includes marketing and product advice, import-export promotion through sourcing and the provision of partners, participation at trade fairs, export marketing training with information events, and trade information. The purpose of this report is to give foreign suppliers a general introduction and an initial assessment of the situation for the fruit and vegetable sector. Nevertheless, the information given must be verified in specific cases as regulations are subject to change without notice. No liability whatsoever can be accepted on the basis of information contained in this report.

In comparison with the rest of Europe, Switzerland has a small fruit and vegetable market. However, it is well developed and is characterised by supplies of exceptionally high quality. Half of all consumed fruit and vegetables are imported. Fruit and vegetables that are traditionally and naturally cultivated in Switzerland are subject to a flexible import system. Should there be no domestic production of a certain fruit or vegetable, these products can be imported in unlimited quantities and with very low customs duties. Should demand exceed domestic production, tariff-rate quotas are released. Whenever local supplies are sufficient, it is only possible to import fruit and vegetables at a high customs duty. As for other products, particularly bananas, pineapples, exotic fruits, grapes, peaches, nectarines, citrus fruit and melons, the imports are not restricted with regard to quantity and customs duty.

Switzerland also has a system for preferred customs tariffs (generalised system of preferences [GSP]). Many products from developing countries are subject to reduced customs tariffs or can be imported duty-free. However, an official certificate of origin is essential.

There is a surplus of practically all types of fruit and vegetables in Switzerland throughout the whole year. Given such fierce competition, a supplier will have a chance only if he can stand out from other suppliers on the basis of superior services. For fruits or vegetables that are also cultivated in Switzerland, the best way for a foreign supplier to get a foothold in the Swiss market is to provide produce outside the Swiss season.

Quality is the main criterion for internationally traded products. This includes not only the product itself, but also the packaging, compliance with agreed deadlines and quantities, uninterrupted readiness to deliver, and other factors.

As a rule, Swiss importers usually want long-term relationships with suppliers. New partners are tested and selected with caution. It may be a long time before major orders are placed with a supplier.

## 2. The fruit and vegetable market

### 2.1 General aspects

Switzerland has a population of around 8.2 million. Its cuisine is influenced by French, Italian, Austrian and German culinary traditions. In addition, the international network boosts demand for an exceptional variety of fruits and vegetables. A living standard that is above average within Europe enables the population to consume top-quality produce throughout the year.

This study largely refers to fresh fruits and vegetables. The definition of “fruit”, and “vegetable” within the FDHA regulations on produce and its derived products (SR 817.022.107) is given below.

#### Fruit

##### **Art. 2 Definition<sup>1</sup>**

**1** Fruit is unprocessed plant produce which is used for human consumption.

**2** A distinction is made between the following kinds of fruit:

- a. Pome fruits: apples, pears, quinces, etc.
- b. Drupes: apricots, cherries, peaches, plums, damsons, mirabelles, greengages, etc.
- c. Soft fruit (berries): blackberries, strawberries, blueberries, raspberries, blackcurrants, gooseberries, grapes, etc.
- d. Citrus fruit: grapefruits, mandarin oranges, clementines, oranges, lemons, etc.
- e. Exotic fruits: pineapples, bananas, dates, figs, avocados, etc.
- f. Hard-shelled fruit: sweet chestnuts, hazelnuts, coconuts, almonds, Brazil nuts, pistachios, walnuts, etc.

##### **Art. 3 Dessert fruit, fruit intended for preserves or cooking, fruit produced through ecological cultivation<sup>2</sup>**

**2** Dessert fruit is fruit that, when supplied to consumers, is clean and ripe and normally developed in shape, colour and internal properties, and is free of blemishes that affect its value for consumption.

**3** Fruit intended for preserves or cooking is fruit that cannot meet or no longer meets the standards of dessert fruit but which is suitable for cooking, drying and other methods of preserving or usage. It may have external blemishes; may not be fully ripe or may be slightly over-ripe; may be slightly affected in terms of freshness and storage effects; or may be slightly shrunk and slightly devalued by unsuitable or excessive storage, or by transport damage.

**4** Fruit that is ecological cultivated may have small external blemishes. The standards in paragraphs two and three generally apply.

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<sup>1</sup> [http://www.admin.ch/ch/d/sr/817\\_022\\_107/a2.html](http://www.admin.ch/ch/d/sr/817_022_107/a2.html)

<sup>2</sup> [http://www.admin.ch/ch/d/sr/817\\_022\\_107/a3.html](http://www.admin.ch/ch/d/sr/817_022_107/a3.html)

## Vegetables

### **Art. 5 Definition<sup>3</sup>**

1 Vegetables are plants or parts of plants that are used for human consumption.

2 A distinction is made between the following types of vegetable:

- a. Tuber and root vegetables: potatoes, carrots, celeriac, beetroot, black salsify, kohlrabi, radishes, white radishes, etc.
- b. Stem vegetables: Swiss chard, rhubarb, asparagus, fennel, celery, etc.
- c. Leafy vegetables: all leafy cabbages, spinach, lettuce, cabbage lettuce and other leafy lettuces, Catalonia, etc.
- d. Fruit vegetables: cucumbers, tomatoes, courgettes, aubergines, melons, etc.
- e. Legumes and pulses (fresh): beans (including soya), peas, peanuts, snow peas, lentils, etc.
- f. Bulbous plants: all sorts of onion, garlic, etc.
- g. Chicory: Belgian endives (Witloof), red and green cicorino, winter chicory, etc.
- h. Herbs
- i. Artichoke, cauliflower, broccoli, etc.

### **2.2 Market structure**

The entire market for fresh fruit and vegetables, preserves, frozen products, concentrates, dried and powdered products, and semi-finished products made from them, can be structured as follows:

#### Product classification

- Domestically cultivated products
- Central European fruit and vegetables (cultivated)<sup>4</sup>
- Exotic fruit and vegetables (not cultivated)<sup>5</sup>

#### Method of cultivation

- Organic production
- Conventional and integrated production

#### Markets

- Retail and wholesale trade
- Discounters and cash-and-carry
- Catering trade, canteens, fast food
- Industry
- Weekly markets and sales directly from the farm

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<sup>3</sup> [http://www.admin.ch/ch/d/sr/817\\_022\\_107/a5.html](http://www.admin.ch/ch/d/sr/817_022_107/a5.html)

<sup>4</sup> Controlled: the import of most of the fruit and vegetables cultivated in Switzerland is limited. Please see the following link for a list of the controlled products: [www.swisscofel.ch](http://www.swisscofel.ch) > Aktuelles und Dokumente zum Download > Violetter Leifaden zur Importregelung (right column)

<sup>5</sup> Not controlled: imports are not limited with regard to quantities and customs tariffs. The products do not have any notified phase: see appendix no. 1.

## 2.3 Import regulations

In order to maintain a constant level of production in Switzerland, there are special import regulations which can differ throughout the year. The most important legal bases are:

- Agricultural law [LwG] (SR 910.1; articles 17-22, 169, 175)<sup>6</sup>
- Agricultural imports regulation [AEV] (SR 916.01; articles 1-4, 10-15, 21-29)<sup>7</sup>
- Regulation governing the import and export of vegetables, fruit and garden produce [VEAGOG] (SR 916.121.10; articles 1-9, 19-23)<sup>8</sup>
- VEAGOG release regulation (SR 916.121.100).<sup>9</sup>

### Non-limited imports

Non-cultivated fruit and vegetables<sup>10</sup> include asparagus, garlic, pickled gherkins, mushrooms, almonds, hazelnuts, walnuts, sweet chestnuts, bananas, dates, figs, pineapples, avocados, grapes, avocados, mangoes, oranges, mandarins, lemons, limes, grapefruit, melons, papayas, peaches, nectarines, and kiwis.

For the import of citrus with leaves there are restrictive phytosanitary rules to be followed<sup>11</sup>.

### Limited imports

The import of the majority of fruit and vegetable varieties cultivated in Switzerland is limited and controlled. They may be imported only by importers with a general import permit (GEB).<sup>12</sup> The GEB is issued by the Federal Office for Agriculture. Depending on sales possibilities and domestic supplies, customs quota per products are released on a weekly basis during the cultivation period. The purpose of these measures is to prevent excess competition with domestic sales during the harvesting season.

### Imports of organic products

Organic produce has been subject since 22 September 1997 to the import regulation regarding organic farming and the identification of organically produced food [organic food regulation] (SR 910.18).<sup>13</sup>

Otherwise, organic produce is subject to the same import conditions as conventionally cultivated agricultural produce. There are no separate import quotas. In terms of customs laws, no difference is made between the methods of cultivation. However, if the products are labelled as organic produce, they must meet the principles laid down in the organic regulation in terms of production and processing. Additionally, production must comply with the test procedures stipulated in the organic regulations.

### Customs quotas

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<sup>6</sup> [http://www.admin.ch/ch/d/sr/c910\\_1.html](http://www.admin.ch/ch/d/sr/c910_1.html)

<sup>7</sup> [http://www.admin.ch/ch/d/sr/c916\\_01.html](http://www.admin.ch/ch/d/sr/c916_01.html)

<sup>8</sup> [http://www.admin.ch/ch/d/sr/c916\\_121\\_10.html](http://www.admin.ch/ch/d/sr/c916_121_10.html)

<sup>9</sup> [http://www.admin.ch/ch/d/sr/c916\\_121\\_100.html](http://www.admin.ch/ch/d/sr/c916_121_100.html)

<sup>10</sup> See appendix no. 1: fruit and vegetables without notified phase

<sup>11</sup> Notes for the import of products with phytosanitary rules:

<https://www.blw.admin.ch/blw/de/home/nachhaltige-produktion/pflanzenschutz/pflanzengesundheit-eidg-pflanzenschutzdienst/einfuhr.html>

<sup>12</sup> Notes import regulations fresh fruit and vegetables (page down > Dokumentation):

<https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html>

<sup>13</sup> [http://www.admin.ch/ch/d/sr/c910\\_18.html](http://www.admin.ch/ch/d/sr/c910_18.html)



Switzerland has notified the WTO of the minimum amount of goods required for entry into the market for cultivated fruit and vegetables in the form of a customs quota. As a result of the WTO agreements, Switzerland must ensure that a certain quantity can be imported at the quota customs rate (KZA) each year. The minimum entry into the market amounts to:

- Fresh vegetables	166,076 t
- Frozen vegetables	4,500 t
- Apples, pears, quinces (fresh)	15,800 t
- Apricots, cherries, plums (fresh)	16,340 t
- Other fresh fruit	13,360 t

Imports of cultivated fruits and vegetables are subject to a two-phase system. Each product is divided up into a controlled and a non-controlled period of time.<sup>14</sup> During the non-controlled phase, companies registered in Switzerland can import the corresponding product without any limitations on quantity. In the controlled phase, there are three different import possibilities:

1. Supplementary quotas at the quota customs rate (KZA)  
Domestic production cannot satisfy market demand. Upon an application by the branch organisation, the Federal Office for Agriculture approves supplementary quotas. These can be exploited proportionally by importers with a general import permit and a quota share.<sup>15</sup>
2. Imports at the non-quota customs rate AKZA code 1 (reduced customs duty):  
No quotas are permitted if domestic products can satisfy the market. However, imports are nevertheless possible under the AKZA code 1.
3. Imports at the non-quota customs rate AKZA (customs duty deposited in GATT):  
If imports are made in addition to permitted supplementary quotas, the high customs duty (AKZA) has to be paid in return. The competitiveness of imported products on the Swiss market is substantially restricted by this instance of customs duty.

#### *Tomatoes as an example*

<b>Phase</b>	<b>Import possibility</b>	<b>Customs rate in SFr per 100kg gross</b>
21 Oct. -30 April	Free	5.00
1 May-20 Oct. (controlled phase)	Supplementary quotas at the KZA	5.00
	Imports at the AKZA code 1	150.00
	Imports at the AKZA	264.00

For certain products, Switzerland has autonomously determined even shorter controlled periods.

<sup>14</sup> Guide to the import regulation: [www.swisscofel.ch](http://www.swisscofel.ch) > Aktuelles und Dokumente zum Download > [Violetter Leitfaden zur Importregelung](#)

<sup>15</sup> Allocation of customs quota quantities for fruit and vegetables (page down > Dokumentation): <https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html>

### Preferred customs tariffs (Generalised System of Preferences [GSP])

Preferential customs treatment allows developing countries and territories to increase and diversify their exports to Switzerland. Switzerland grants reduced customs duties (customs preferential scheme) for most agricultural produce. Often, no customs duty is charged on imports from the least-developed countries [LDC]. In principle, this applies to non-controlled products or to controlled products that can be imported within the quota.

**The ordinance on preferential duty rates for developing countries (Ordinance on Tariff Preferences)**<sup>16</sup> governs the tariff preferences in favour of developing countries: the least developed countries (LDC) can export these products into Switzerland duty-free. The prerequisite is a certificate of origin. Certain products from countries that benefit from a debt-relief initiative can also export these products into Switzerland duty-free.

The states of the European Free Trade Association (EFTA) and the European Community (EC) have preferential treatment for imports. The customs duty and the tariff quotas are listed in the **Ordinance on the rate of duty for goods traded with the EU and EFTA member states (Free Trade Ordinance 1)** (SR 632.421.0)<sup>17</sup>. This ordinance also lists the duty-free quotas for imports from the EU.<sup>18</sup>

The ordinance on the duty rates for goods traded with free trade partners (**except the EU and EFTA member states**) (**Free Trade Ordinance 2**),<sup>19</sup> specifies the duty concessions for imported goods from Turkey, the Faroe Islands, Israel, Morocco, the West Bank and the Gaza Strip, Macedonia, Mexico, Jordan, Singapore, Chile, Tunisia, Lebanon, the Republic of Korea, the South African Customs Union, Egypt, Canada, Japan, member states of the Gulf Cooperation Council, Albania, Serbia, Peru, Ukraine, Montenegro, Hong Kong, China, Bosnia-Herzegovina, Colombia and other Central American nations.

### Value-added tax

Foodstuffs are subject to a reduced value-added tax rate (currently 2.5%), irrespective of their origin.

## **2.4 Trends**

It is anticipated that the residential population will only increase slightly. The average age will increase. Although older people tend to consume fewer foodstuffs, they are considered to be more quality- and health-conscious.

Switzerland has around 3.5 million households. The number is on the increase, and there was an average of 2.26 persons per household in 2013. Since many people do not have lunch at home and the households tend to be small, they prefer high-quality, pre-processed foods (convenience products) and smaller packages. Swiss consumers are less price-conscious than German consumers, and eat more frequently in restaurants. Consumption of fast food products is on the increase.

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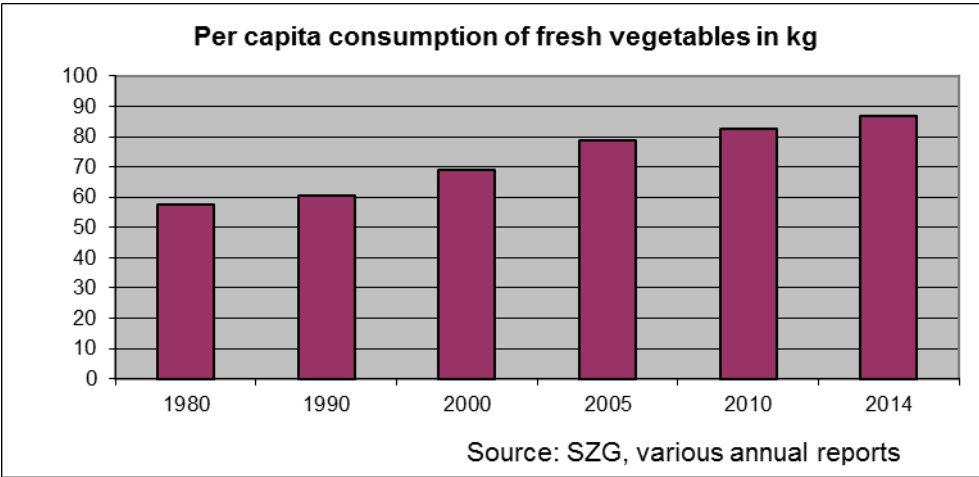
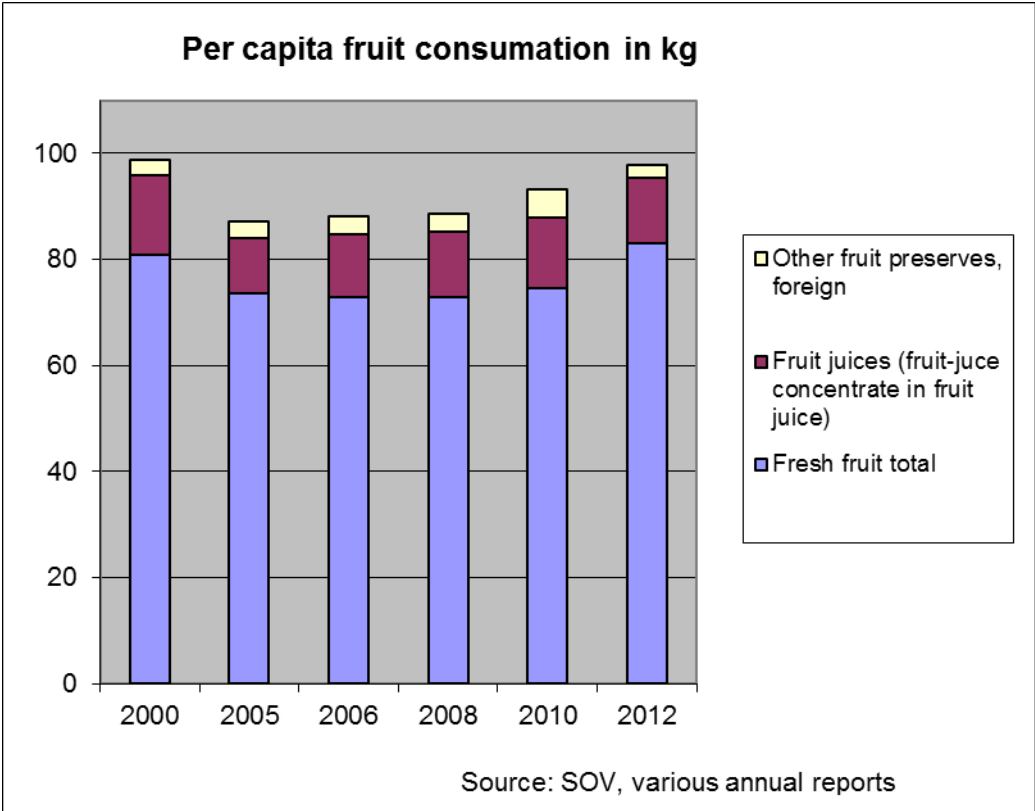
<sup>16</sup> [http://www.admin.ch/ch/d/sr/c632\\_911.html](http://www.admin.ch/ch/d/sr/c632_911.html)

<sup>17</sup> [http://www.admin.ch/ch/d/sr/c632\\_421\\_0.html](http://www.admin.ch/ch/d/sr/c632_421_0.html)

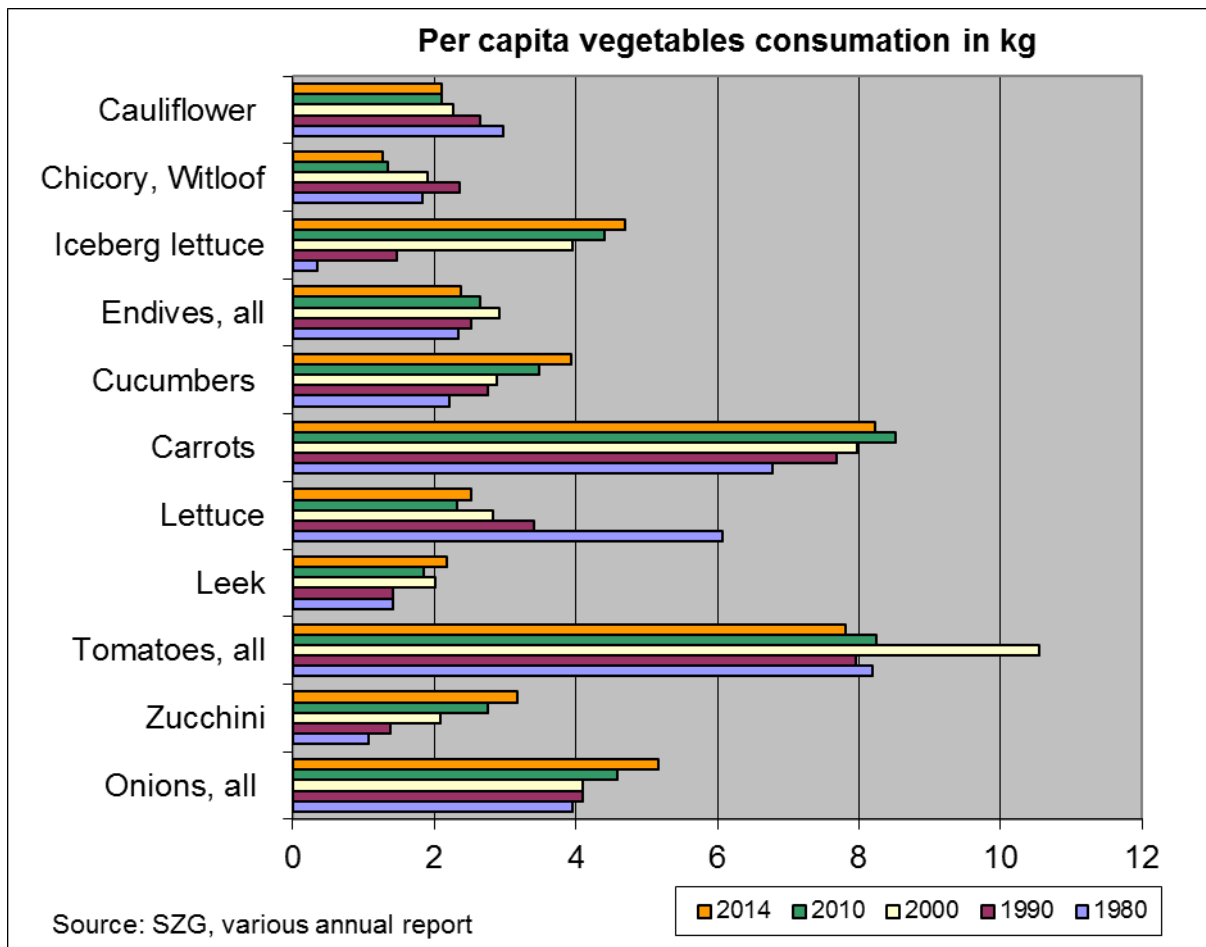
<sup>18</sup> [http://www.ezv.admin.ch/zollinfo\\_firmen/abfertigungshilfen/zollkontingente/index.html?lang=de](http://www.ezv.admin.ch/zollinfo_firmen/abfertigungshilfen/zollkontingente/index.html?lang=de)

<sup>19</sup> [http://www.admin.ch/ch/d/sr/c632\\_319.html](http://www.admin.ch/ch/d/sr/c632_319.html)

On average, a household devotes only 10.5% of its expenditures to foodstuffs and beverages. For decades, the trend has been on the decline and this will continue in the future. Although the income per household is increasing, expenditure on food is stagnating or not decreasing.<sup>20</sup>



<sup>20</sup> <http://www.bfs.admin.ch/>



Overall per capita consumption of fruit and vegetables is high, and is increasing slightly. The national “5 per day”,<sup>21</sup> campaign encourages the consumption of fruits and vegetables. The message of this campaign is: Five portions of fruit and vegetables per day are very good for your health and well-being.

The Swiss population has modified its buying habits over the past 30 years. The retail trade offers an increasingly wide range of fruit and vegetables. Consumers are being sensitised to healthy eating. The demand for fair trade and organic products has increased substantially.

Mini vegetables are a very successful niche product. The interest in mini vegetables is increasing in the catering trade as well as in first-rate restaurants.

<sup>21</sup> [www.5amtag.ch](http://www.5amtag.ch)

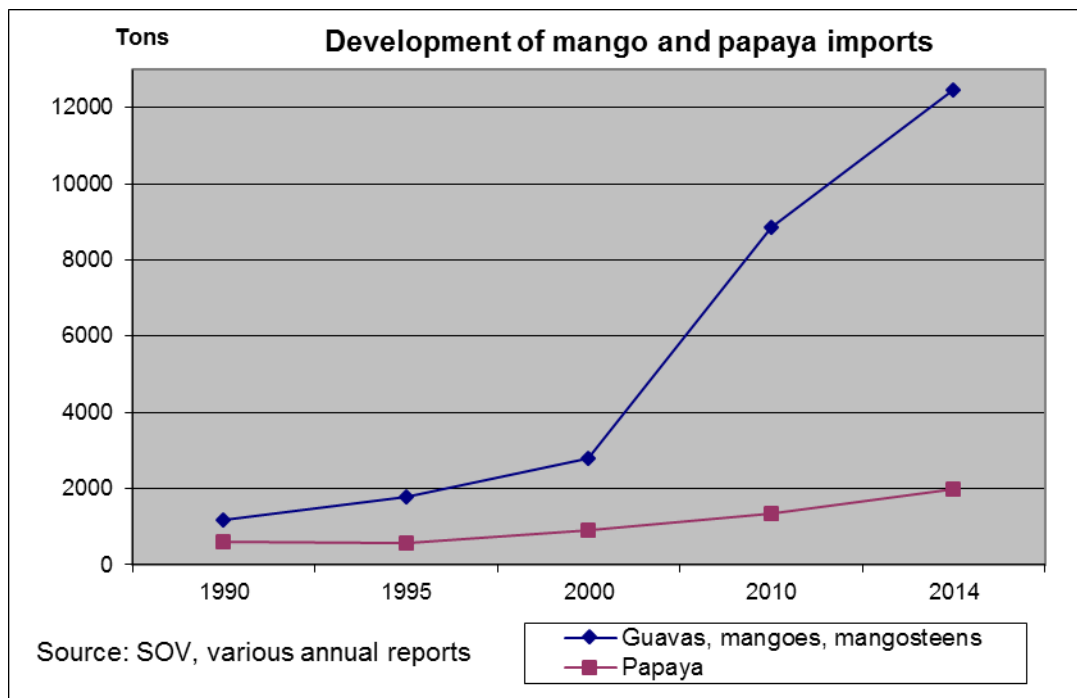
## 2.5 Market prospects and economic circumstances

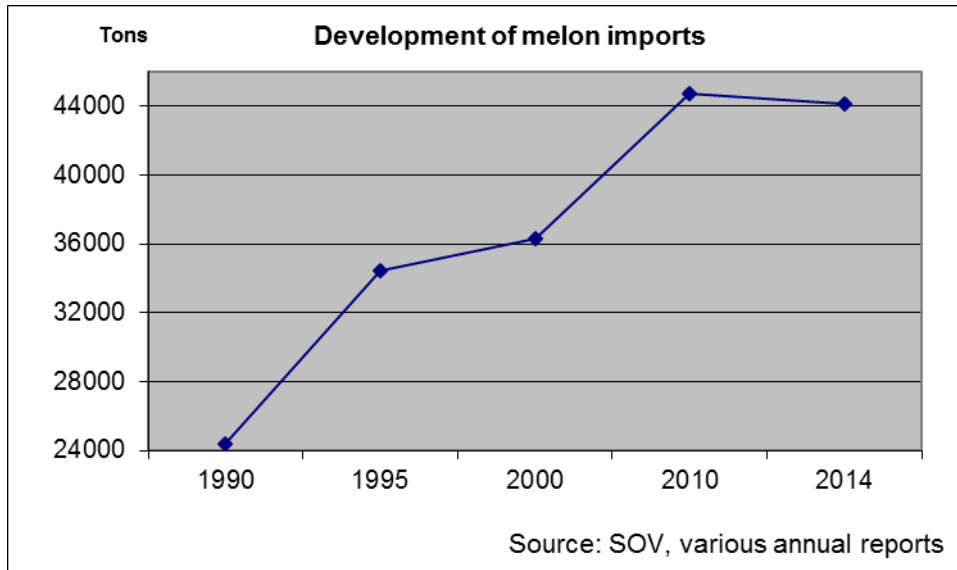
Overall consumption of fruit and vegetables will rise, particularly due to increased health awareness. Naturally produced products of high quality have particularly good chances for growth, as do convenience products. Demand for individual products can be increased if they are offered before or after the season in Switzerland.

Since 1970, the structure of the population in Switzerland has changed as a result of immigration. Around 24% of the current population in Switzerland comes from abroad. These sectors of the population have brought their cultural and culinary customs with them to Switzerland. Since the majority of immigrants come from Mediterranean and Asian countries, the retail trade has expanded its range of produce to respond to their tastes. This diversification of the available product range has had an exceptionally positive influence on the demand for fruit and vegetables as a whole.

A further factor is the Swiss enthusiasm for travel. Positive culinary experiences on holidays result in an extension of the product range – usually in the form of convenience products – to include dishes from all over the world, especially Asia.

The catering trade is also experiencing a trend towards more Mediterranean and Asian cuisine.





The major distributors' main sales are in the following exotic products: bananas, kiwis, pineapples, avocados, mangoes and papayas. Further popular products are limes, lychees, dates, ginger, passion fruit, physalis, star fruit, pomegranate, medlar, cassava, cactus figs, cherimoyas, and kumquats.

## 2.6 Trade structures

As is the case throughout Europe as a whole, trade structures are undergoing a shift. The major distributors, Migros and Coop, determine the market when it comes to the Swiss retail trade. However, the retail trade includes other chains of food shops such as Denner, Magro, Spar, Volg, and Prodega. German discounters, such as Aldi and Lidl, have also been expanding in the market. However, Migros (M-Budget) and Coop (Prix Garantie) also offer affordable product ranges. Furthermore, a concentration process is under way, which is strengthening their respective positions. The trend towards a centralisation of purchasing is increasingly limiting suppliers' sales opportunities.

Due to the strong presence of Migros and Coop, there is a certain interdependency between suppliers and the major distributors with regard to pricing, marketing, positioning, and advertising, among other factors. The wholesale trade needs to increasingly orient its services towards the requirements of these major retailers.

### 3. Imports

Fruit and vegetables with a value of around 1.7 billion Swiss francs are imported annually into Switzerland.

#### Import of edible fruit; citrus fruit or melon peel

Countries	2000			2010			2014		
	Tonnen	in %	CHF 1000	Tonnen	in %	CHF 1000	Tonnen	in %	CHF 1000
<b>Total</b>	<b>444 880</b>	<b>100,00%</b>	<b>854 024</b>	<b>494 177</b>	<b>100,00%</b>	<b>1 019 836</b>	<b>511 758</b>	<b>100,00%</b>	<b>1 142 976</b>
Europe	310 846	69,9%	577 843	342 211	69,2%	725 937	319 043	62,3%	727 259
North Africa	3 726	0,8%	6 582	3 092	0,6%	8 952	6 185	1,2%	15 532
Africa (other)	19 279	4,3%	42 513	20 562	4,2%	42 670	26 219	5,1%	57 247
Asia	10 719	2,4%	25 813	10 285	2,1%	30 408	12 890	2,5%	52 104
North America	13 189	3,0%	57 854	9 430	1,9%	41 292	11 878	2,3%	72 010
Central America	43 409	9,8%	60 701	45 132	9,1%	55 926	52 973	10,4%	66 168
South America	36 897	8,3%	64 572	56 747	11,5%	97 406	77 699	15,2%	135 987
Oceania	6 815	1,5%	18 144	6 718	1,4%	17 245	4 871	1,0%	16 669

[www.swiss-impex.admin.ch](http://www.swiss-impex.admin.ch)

#### Import of vegetables, plants, roots and tubers for nutritional purposes

Countries	2000			2010			2014		
	Tonnen	in %	CHF 1000	Tonnen	in %	CHF 1000	Tonnen	in %	CHF 1000
<b>Total</b>	<b>269 935</b>	<b>100,00%</b>	<b>552643</b>	<b>279 868</b>	<b>100,00%</b>	<b>633 668</b>	<b>307 390</b>	<b>100,00%</b>	<b>602 370</b>
Europe	260 820	96,6%	446 501	241 644	86,3%	519 428	264 383	86,0%	480 447
North Africa	14 586	5,4%	18 891	14 528	5,2%	26 172	17 484	5,7%	30 175
Africa (other)	1 271	0,5%	6 779	938	0,3%	5 820	1 655	0,5%	7 929
Asia	11 148	4,1%	47 482	14 444	5,2%	53 326	14 823	4,8%	54 559
North America	7 711	2,9%	29 832	4 840	1,7%	16 573	3 746	1,2%	10 243
Central America	195	0,1%	537	919	0,3%	3 353	2 966	1,0%	8 992
South America	510	0,2%	2 171	1 873	0,7%	8 275	2 051	0,7%	9 691
Oceania	694	0,3%	448	682	0,2%	721	282	0,1%	334

[www.swiss-impex.admin.ch](http://www.swiss-impex.admin.ch)

In terms of volume, around half of the fruit and vegetables consumed on the domestic market are imported. However, there are major differences according to production possibilities. For example, about 9% of carrots, 37% of tomatoes and around 8.5% of pome fruits were imported in 2014. At the same time, there are also exports (2,125 tons of dessert apples and pears). Exotic fruits and vegetables are only imported.

Fruits and vegetables are mainly imported from neighbouring states and Southern Europe, with about 62% of the fruit and 86% of the vegetable imports coming from Europe. Also, non-European exporters have become important sources for vegetables: Morocco, for instance, accounted for more than 20% of imported tomatoes in 2014.

## 4. Importers

### 4.1 Basic aspects

Approximately 365 Swiss importers share the entire import of fruit and vegetables. Depending on market conditions, the quotas are only partially exploited. As a rule, the customs quota part quantities allocated to the importers are valid for one week. They expire if they are not used. If a shortage is anticipated on the domestic market, customs quota part quantities are again allocated for the following days. Hence, the annual sum of the individual customs quota part quantities is larger than the effective import amounts. Appendix no. 2 lists the potential imports and the actual imports per product. As a rule, the minimum entry into the market granted by Switzerland in accordance with the WTO obligation is significantly exceeded.

The release of customs quota part quantities (ZKTM) is published on the internet by the Federal Office for Agriculture.<sup>22</sup> The importer can calculate his gross import quantity for the relevant product by means of his customs quota quantities (ZKM represented as a %).

The allocation of the customs quota quantities are published once a year for/by all fruit and vegetable importers.<sup>23</sup> This publication shows the most important importers per product.

### 4.2 Major distributors as importers

Together, Migros<sup>24</sup> and Coop,<sup>25</sup> the two major distributors that operate a national network of retail outlets, sell over half of the total volume of fruit and vegetables. At the same time, they have the largest customs quota quantities. In addition, they also assume significant volumes from other importers.

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<sup>22</sup> <https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html>  
(page down > Dokumentation)

<sup>23</sup> Allocation of customs quota quantities for fruit and vegetables  
<https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html>  
(page down > Dokumentation)

<sup>24</sup> <http://www.migros.ch>

<sup>25</sup> <http://www.coop.ch/>



### 4.3 Importers as specialists

There are specialists who offer some fruits and vegetables of domestic origin. To extend the duration of supplies or to increase their range of products, they import a limited number of products.

According to the publication of customs quota allocations / the effective imports,<sup>26</sup> the following companies (in addition to Migros and Coop), were amongst the main importers of the relevant products in 2014:

- **Apples:** FENACO Union-Fruits, Charrat; FENACO Steffen-Ris AG, Utzenstorf; Iseppi Frutta SA, Dornach; Geiser-agro.com ag, Langenthal.
- **Strawberries:** Iseppi Frutta SA, Dornach; Venzi + Paganini AG, Samedan; Schwab-Guillod AG, Müntschemier.
- **Aubergines:** Schwab-Guillod AG, Müntschemier; Kölla AG, Gümligen; AG für Fruchthandel, Münchenstein.
- **Beans:** Müller + Dietrich, Münchenstein; Satori SA, Aclens; EO Keller AG, Zürich.
- **Onions:** Gugger-Guillod SA, Sugiez; Walter Käppeli Gastro-Service, Merenschwand; Fruchtexpress (Schweiz) GmbH, Diepoldsau.
- **Tomatoes:** Union Maraîchère de Genève, Carouge GE; Stoll Frères SA, Montagny-Yverdon; Schwab-Guillod AG, Müntschemier.
- **Zucchini:** Schwab-Guillod AG, Müntschemier; Kölla AG, Gümligen; AG für Fruchthandel, Münchenstein.

Exotic produce (including bananas), is mainly imported by Migros, Zurich; Coop, Basel; Helfer Georges SA, Gland; AG für Fruchthandel, Basel; Giovanelli Fruchtimport AG, Frauenfeld; and Satori SA, Aclens.

### 4.4 Processors as importers

Depending on the market conditions, processing companies also function as importers of fresh products for further processing. For example, Brussels sprouts and broccoli are imported by Ditzler Louis AG, Möhlin; Frigemo Produktionsbetrieb, Mellingen; and Kadi AG, Langenthal. The import application can be approved only if there is no comparable produce available on the domestic market.

Pre-packaged frozen products are also imported. Alongside the retail sector, the importers are mainly processing companies such as Ditzler Louis AG, Möhlin; Hilcona AG, Schaan; Frigemo AG, Cressier; Nestlé Suisse AG, Rorschach; and Bischofszell Nahrungsmittel AG, Bischofszell.

Companies in the beverage industry also function as importers of raw materials for the production of juice or spirits.

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<sup>26</sup> Allocation of customs quota quantities for fruit and vegetables  
<https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html>  
(page down > Dokumentation)

## 5. Importers' requirements and expectations

### 5.1 Legal regulations

Foodstuffs are subject to Swiss laws and regulations irrespective of whether they are produced by the domestic market or imported. Swiss food regulation has been thoroughly harmonised with EU law. The precise working of the laws can be called up on the internet by means of the SO numbers (systematic order).

German: <http://www.admin.ch/ch/d/sr/sr.html>

French: <http://www.admin.ch/ch/f/rs/rs.html>

Italian: <http://www.admin.ch/ch/i/rs/rs.html>

- **Law governing foodstuffs** (SR 817.0) Basis of foodstuff legislation.
- **Food and commodities regulation** (SR 817.02).
- **Regulation governing foreign substances constituents** (SR 817.021.23) Regulation governing additives and ingredients in foodstuffs lays down the maximum permissible concentrations for pesticides and growth regulators, heavy metals, pharmacological active agents, microbial toxins, radionuclides, nitrates and nitrites.
- **Regulation governing additives** (SR 817.022.31) Regulation governing the additives permitted in foodstuffs and the declaration of additives. Includes a positive list of approved substances and preparations and an application list of various additives with the maximum permissible amounts.
- **Hygiene regulation** (SR 817.024.1) Regulation governing the hygienic-microorganic standards for foodstuffs, objects, rooms and staff. Lays down tolerance figures for micro-organisms in foodstuffs and drinking water.
- **Regulation on quantity specification (Mengenangabeverordnung)** (SR 941.204) Regulation governing the quantity specification for goods sold per unit and packaged goods.

*Swiss alimentary law is being revised at present. New standards will be put into effect by 2017.*

### 5.2 Produce and market skills

As a rule, importers only import top-grade products. Producers and suppliers on the domestic and international market are expected to cultivate the optimum varieties for the Swiss market. The production methods must be selected to ensure that constant volumes of the highest-quality clean, ripe produce, can be marketed over the longest period possible. Their properties in terms of colour, shape and (where applicable) preparation, must meet consumers' high demands. Fruit and vegetable suppliers are expected to be familiar with general domestic requirements.

Importer-specific requirements must be negotiated. These agreements are generally binding. EU standards apply if these are missing.

## Cultivation issues

The Association of Swiss Vegetable Producers (VSGP),<sup>27</sup> has available all necessary information on the selected varieties, weed control, pesticides in IP and organic cultivation; along with a list of requirements for IP production, composting and costing; and information on additive companies and suppliers. The Swiss Fruit Association (SOV) is responsible for the relevant information on fruit.<sup>28</sup>

Like the EU, Switzerland does not currently permit the production and the marketing of genetically modified fruit and vegetables.

### **5.3 Quality standards and trade practices**

Quality regulations promote the quality of products on the Swiss fruit and vegetable market, and simplify the handling process for all players.

The Swiss regulations apply to vegetables with a domestic and international origin that are ultimately brought to the Swiss market in an unprocessed state. These are listed on the Qualiservice website.<sup>29</sup> The quality regulations for fruit are also listed on the Qualiservice website.<sup>30</sup> Where no appropriate agreements have been made, Swiss trade practices apply. If these do not supply any information, the EU or the UN/ECE standards apply.<sup>31</sup>

Most retailers require of imported products that they are produced according to the GlobalGAP standard.

The equivalent SwissGAP standard for fruits and vegetables must be followed for domestic produce.

The implementation documentation and technical requirements are available on the SwissGAP,<sup>32</sup> and GlobalGAP websites.<sup>33</sup>

The SwissGAP association goal is implementing the GlobalGAP standard and other standards of international relevance in Switzerland. Thereby SwissGAP respects existing structures in Switzerland. The SwissGAP standard is benchmarked against GlobalG.A.P.

In order to comply with consumer expectations and requirements of the market, all representatives (i.e. producers, warehouse keepers, processors, suppliers) have developed the certificate together, and continually work on improving it. The requirements of the GAP guideline cover the following areas:

- Food safety and health
- Health and safety protection in the workplace
- Protection of the environment and sustainable development
- Protection of animals

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<sup>27</sup> <http://www.gemuese.ch/>

<sup>28</sup> <http://www.swissfruit.ch/>

<sup>29</sup> [http://www.qualiservice.ch/de/dienstleistungen/normen\\_gemuese.html](http://www.qualiservice.ch/de/dienstleistungen/normen_gemuese.html)

<sup>30</sup> [http://www.qualiservice.ch/de/dienstleistungen/normen\\_obst.html](http://www.qualiservice.ch/de/dienstleistungen/normen_obst.html)

<sup>31</sup> <http://www.qualiservice.ch/de/dienstleistungen/normen.html>

<sup>32</sup> [http://www.swissgap.ch/de/fqk/technische\\_unterlagen.html](http://www.swissgap.ch/de/fqk/technische_unterlagen.html)

<sup>33</sup> <http://www.globalgap.org/>

Each product must comply with the following criteria:

- Traceability: Must be traceable to the production company.
- Seeds and planting stock: The sowing of genetically modified organisms must comply with all existing laws and regulations in the land of cultivation.
- Pesticide labelling: Must include type of plantation, place, date, company name of the pesticide, name of the user.

#### **5.4 Transport conditions**

##### Transport policy

The performance-related road-user charge for trucks (LSVA) has applied in Switzerland since 1 January 2001 (article 85 of the Federal Constitution).<sup>34</sup> In 2005, the weight limit for HGVs was increased to 40 tons. The objective of these measures is to limit the growth of heavy goods traffic, to encourage a shift of goods traffic to the railway, and to reduce environmental damage.

The LSVA applies to all goods vehicles with a laden weight in excess of 3.5 tons. The LSVA depends on the following factors:

- The amount of kilometres covered in Switzerland
- The gross vehicle weight rating of the vehicle
- The emission category of the vehicle

Further information on LSVA:

[http://www.ezv.admin.ch/zollinfo\\_firmen/04020/04204/04208/index.html?lang=en](http://www.ezv.admin.ch/zollinfo_firmen/04020/04204/04208/index.html?lang=en)

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<sup>34</sup> <http://www.admin.ch/ch/d/sr/101/a85.html>

## Packaging / containers

Packaging and containers should protect food products from damage and spoilage. The packaging must be clean and hygienic, and satisfy regulations pertaining to foodstuffs. The following systems are used in international trade:

### *Reusable container*

- IFCO Systems GmbH: <http://www.ifco.ch>
- Euro Pool System: <http://www.europoolsystem.com>

### *Disposable container*

- Wooden crates (40 x 60cm and 40 x 30cm)
- Cardboard box (40 x 60cm and 40 x 30cm)

### *Pallets*

- Overseas transport: disposable pallets (wooden, treated against pests)
- Transport within Europe: reusable pallets EURO 80 x 120 cm (wooden)

### *Containers*

- Overseas transport: air-conditioned CA containers (40' and 20')

Some importers wish to receive the fruit or vegetables at the stage when they can be put straight onto the shelves without the need for any further processing. The detailed requirements must be discussed with the customer in this case.

For imports to Switzerland, attention must also be paid to the fact that Switzerland enforces weight duty on the entire weight (gross weight). This means that the same customs duty must be paid for the packaging as for the main product.

## Labelling

Labelling must comply with the requirements of the food law (**Mengenangabeverordnung**),<sup>35</sup> and have the following objectives:

- Product description
- Logistical information via the EAN code (identification standard)
- Traceability

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<sup>35</sup> <https://www.admin.ch/opc/de/classified-compilation/20120892/index.html>

## 5.5 Importers' specific expectations

- There is a surplus of almost all fruits and vegetables in Switzerland throughout the year. Given such fierce competition, a supplier will only have a chance if he can stand out from other suppliers on the basis of superior services. Importers set maximum store by the reliability of their suppliers.

### Adherence to deadlines

The timing of the release of customs quota part quantities is very important so that the importers can order their goods in good time. This affects highly perishable goods, so the quantities allocated are valid for one week as a rule. Major losses and problems with supplying the market result from products of the desired quality not reaching shops in time.

### Residues / contamination

Under no circumstances may foodstuffs contain forbidden substances or exceed the maximum permissible values of regulated substances.<sup>36</sup> If products with excessive amounts of such substances are marketed and the existence of these substances can be substantiated the damage is enormous. Apart from fines and destruction of the products, boycotts of the suppliers in question and retail chains concerned are also possible. Due to the increase in responsibility regarding product liability in recent years, the route from production (plantation) to shop should be transparent. As a consequence, importers tend to cooperate with a small number of efficient partners. The suppliers should be able to offer as many products as possible throughout the year and be certified according to GlobalGAP.

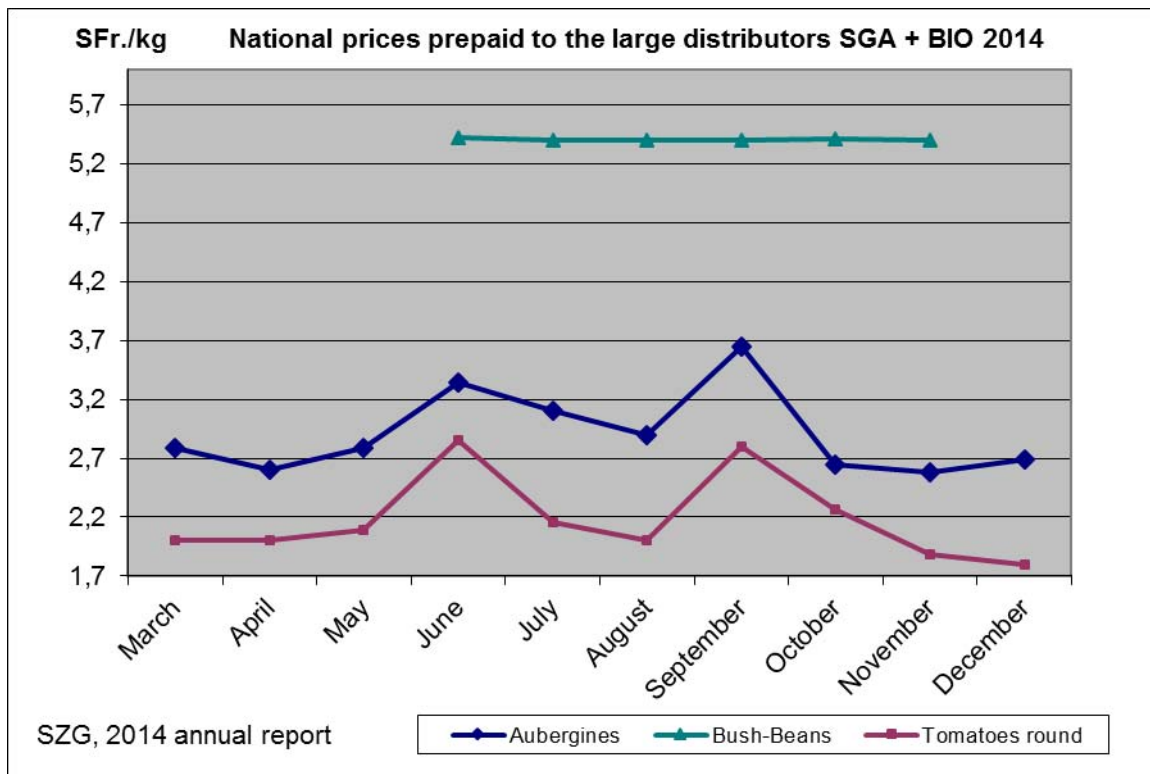
### Prices

In an EU-wide comparison, the national retail prices for fruit and vegetables are on average 30 to 40% higher. World market prices apply for imports.

Thanks to the import system, surpluses can frequently be avoided. The price situation is appropriately stable, though prices can fluctuate sharply according to the season and significant surpluses can affect prices. However, low prices cannot compensate for quality defects or late deliveries.

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<sup>36</sup> [http://www.admin.ch/ch/d/sr/c817\\_021\\_23.html](http://www.admin.ch/ch/d/sr/c817_021_23.html)



### Refusal to accept / rejection

If agreements are not adhered to, importers can refuse to accept products. Damage may lead to rejection, whether it is the result of transport or it has occurred at the production stage. This is particularly the case when quality expectations or deadlines are not met or if products contain residues, which is unpleasant for all involved. However, the supplier is entitled to demand an expert's report in order to have a quality defect neutrally assessed. In Switzerland, the Qualiservice GmbH is the responsible authority: it selects and trains experts.<sup>37</sup> The trade practices are to be observed in the event of rejections.

### "Social Code"

Increasing importance is also being placed on "fair" treatment of employees at production and trading levels. For example, workers on plantations and in packaging plants are expected to receive fair wages and good social security coverage, and there should be no child labour. A high level of safety in the workplace is important. This also explains the success of the Max Havelaar Label (the Max Havelaar Foundation issues a seal of quality for fairly traded products. By means of fair trade, the living and working conditions of small-scale farmers and plantation workers in disadvantaged regions are improved).<sup>38</sup>

The "Global Compact's Ten Principles" demand that companies recognise, support and implement within their area of influence a catalogue of basic values in the areas of human rights, working standards, protection of the environment and combating corruption. For further information, please visit:

<http://www.s-ge.com/global/export/en/sector/Food/Fruit%20and%20vegetables>

<sup>37</sup> <http://www.qualiservice.ch>

<sup>38</sup> <http://www.maxhavelaar.ch>

## 6. The European market

Until 1 January 1995, the European Union (EU) comprised 15 member states. 10 new members joined in May 2004. These are: Estonia, Latvia, Lithuania, Poland, Slovakia, Slovenia, the Czech Republic, Hungary, Cyprus. Bulgaria and Romania joined in 2007; Croatia in 2013. The population of the EU amounted to 508 million in 2014.

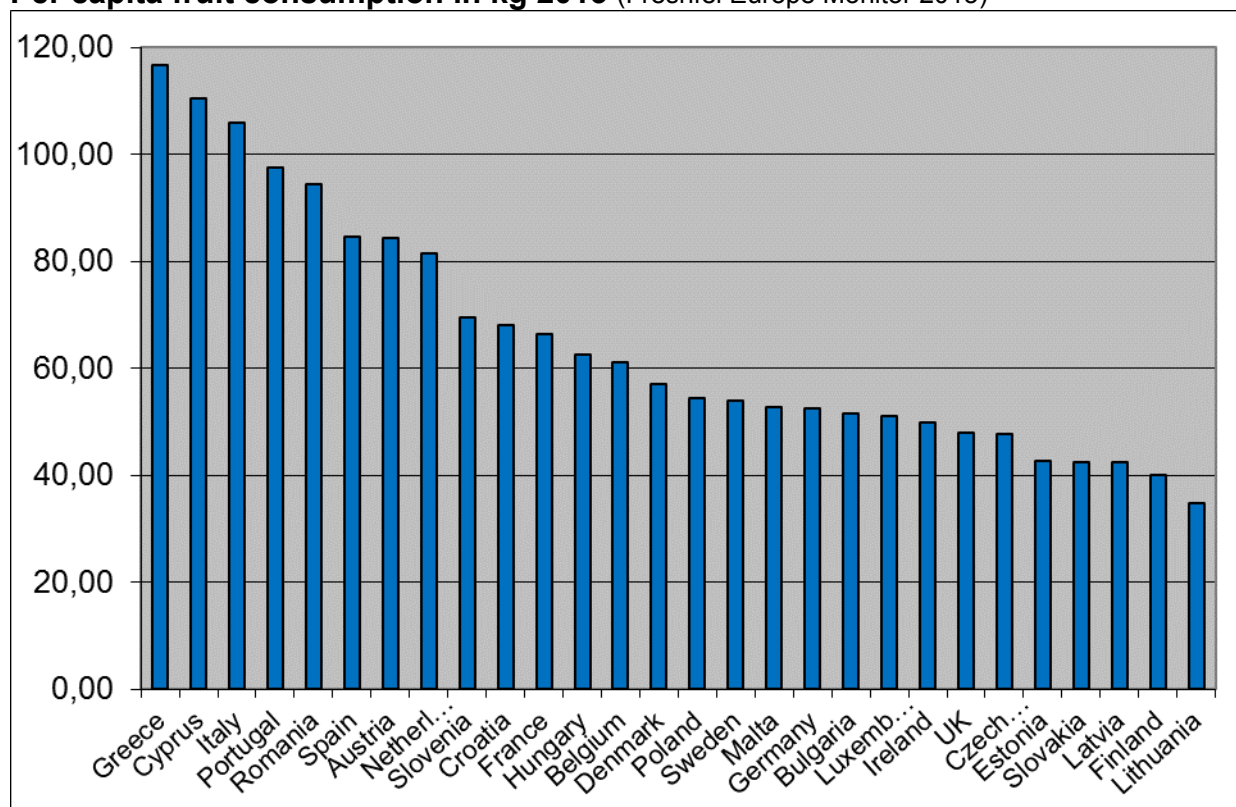
### Legal bases in the EU:

- Fruit and vegetable legislation:  
<http://eur-lex.europa.eu/en/index.htm>
- General principles and requirements of the food law:  
EC regulation 178/2002  
<http://eur-lex.europa.eu/en/index.htm>
- Marketing standard for quality, labels, packaging: EC 2200/96 regulation  
<http://eur-lex.europa.eu/en/index.htm>
- Pest control: EC 2002/89 regulation  
<https://www.ippc.int/en/> (international), [www.eppo.org](http://www.eppo.org) (European)

### Consumption

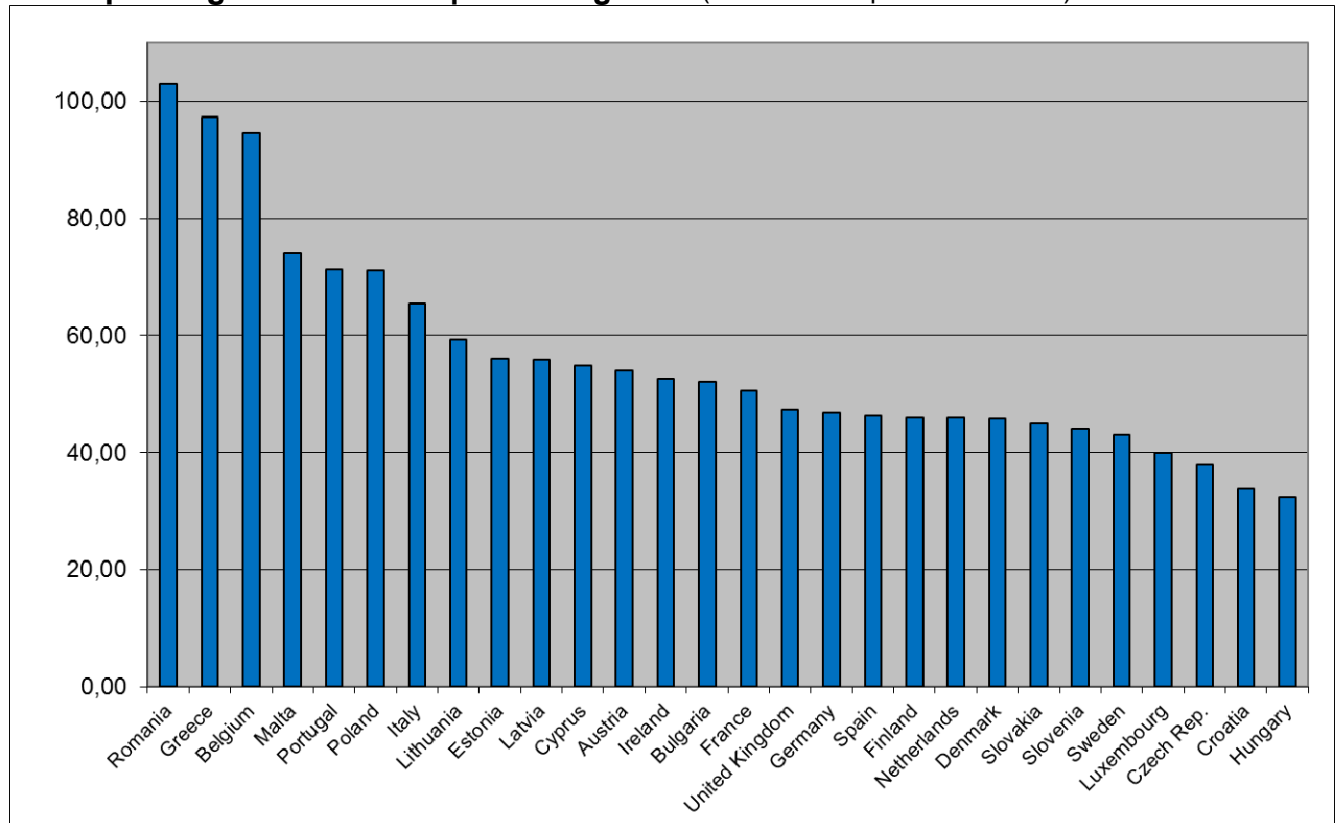
As a whole, the market for fresh fruit and vegetables is stable. However, consumption is decreasing in some countries. The new EU countries have a high per capita consumption level. The consumption of fruit and vegetables is considerably higher in the southern member states than in the northern member states. Moreover, more time is spent shopping for and preparing food in the south. In contrast, Northern Europeans (especially Britons) increasingly favour convenience products.

### **Per capita fruit consumption in kg 2013** (Freshfel Europe Monitor 2015)





## Per capita vegetable consumption in kg 2013 (Freshfel Europe Monitor 2015)



### Production

The European Union has a very high degree of self-sufficiency for fruit and vegetables. However, the seasons and the change in climate limit cultivation in the north of Europe. However, insufficient quantities during the winter months are alleviated partly through greenhouse cultivation. The rest is covered by imports from the north of Africa, Turkey and the Middle East. Suppliers from outside the EU can offer their produce on the European market mainly during the winter months. Exotic fruits can be imported throughout the whole year without any major problems.

Italy, France and Spain cover 63% of the fruit requirements and 42% of the vegetable requirements for Europe.

With the exception of Poland, the “new” member states (since 2004) produce small quantities of fruit and vegetables. These countries still have limited infrastructures. Upon their entry into the EU, they now have free access to the EU markets. As a result these new EU countries have increased cultivation and exports to Western Europe. The structural change is well under way. Intensive production is well developed, and the producers are organised into producer cooperatives. This type of cooperative increases competitive chances. Poland is already competitive in the field of berries, mushrooms, frozen products and fruit juices, for example.

### Imports

In 2014, fruit imports into the EU countries amounted to 10.6 billion euro / 11.4 million tons. Vegetables valued at 1.9 billion euro / 1.7 million tons were imported. The products most commonly imported by the EU are bananas, citrus fruits, dates, figs, table grapes, apples, pears, melons, papayas and tomatoes.

There are also importers and exporters within the EU. The Netherlands (21.8%), the United Kingdom (19.2%), and Belgium (13.2%) are the countries with the greatest imports.

57.5% of vegetable imports and 13.7% of fruit imports come from developing countries. They have an important part to play in supplying bananas, sweet oranges, pineapples, table grapes and clementines. They also supply vegetables; these include mainly tomatoes, beans, onions, sweet peppers, and courgettes.

### Exports

In 2014, exports of fruit from the EU amounted to 4.2 million tons at the cost of 3.3 billion euro, and exports of vegetables amounted to 2 million tons at 1.6 billion euro. The main exporters were: Poland (20.2%), the Netherlands (18.8%), Spain (16%) and Italy (11.5%).

The most important EU exports are apples, pears and citrus fruit. They make up almost 71% of fruit exports. The most important vegetables are onions and tomatoes, which make up 57% of vegetable exports. For further information on EU markets, please visit: <http://www.freshfel.org/>.

## 7. Useful addresses

### Switzerland Global Enterprise /

#### SIPPO (Swiss Import Promotion Programme)

Stampfenbachstrasse 85, CH-8006 Zürich; Tel. +41 44 365 52 68;

E-Mail: [fruit.veg@s-ge.com](mailto:fruit.veg@s-ge.com); Website: <http://www.s-ge.com/fruit>

*S-GE works on behalf of the State Secretariat for Economic Affairs SECO to support SMEs from selected partner countries, facilitating market access and opening up new business opportunities in Switzerland and the European Union. In this way, S-GE helps to strengthen the competitiveness of the companies concerned and foster cooperation and trade relations between Switzerland, the EU and the partner countries. Importers in Switzerland and Europe benefit from contacts with reliable suppliers in the partner countries.*

#### SWISSCOFEL

Belpstrasse 26, PO Box 7954, CH-3001 Bern; Tel. +41 31 380 75 75; Fax. +41 380 75 76;

e-mail: [sekretariat@swisscofel.ch](mailto:sekretariat@swisscofel.ch); <http://www.swisscofel.ch>

*SWISSCOFEL is the association for the Swiss fruit, vegetable and potato trade. The objective of the national trade organisation is to ensure supply of the market with these products. SWISSCOFEL represents the interests of its members from the wholesale and retail trade (domestic and import trade, packaging companies, producers of ready-made fresh products, major distributors, etc.) in their dealings with authorities, other trade organisations and the public. Important services performed by SWISSCOFEL are: information, legal aid, further training and participation in the import regulation for fruit and vegetables.*

### International organisations

#### Deutscher Fruchthandelsverband e.V. (DFHV) Bundesverband Deutscher Fruchthandelsfirmen

Bergweg 6, D-53225 Bonn; Tel. +49 228 911 45 0; Fax +49 228 911 45 45;

e-mail: [info@dfhv.de](mailto:info@dfhv.de); <http://www.dfhv.de>

*This association represents the interests of German trade companies in the fruit and vegetable sector.*

#### EuroCommerce

Avenue des Nerviens 85, B-1040 Brussels; Tel. +32 2 737 05 98; Fax +32 2 230 00 78;

e-mail: [bastings@eurocommerce.be](mailto:bastings@eurocommerce.be); <http://www.eurocommerce.be>

*EuroCommerce represents the retail, wholesale and export trade in Europe (EU hygiene regulation / product liability).*

#### Euro-Handelsinstitut

Spichernstraße 55, D-50672 Cologne; Tel. +49 2 215 79 93-0; Fax +49 2 215 79 93-45;

e-mail: [info@ehi.org](mailto:info@ehi.org); <http://www.ehi.org>

*The Euro-Handelsinstitut promotes the rationalisation of the goods trade and innovation in trade / EAN coordination.*

#### Food and Agriculture Organization of the United Nations (FAO)

Viale delle Terme di Caracalla, I-00153 Rome; Tel. +39 06 57051; Fax +39 06 570 53152;

e-mail: [fao-hq@fao.org](mailto:fao-hq@fao.org); <http://www.fao.org>

*The FAO's objective is to achieve food safety for all concerned and to improve dietary quality, agricultural productivity and quality of life.*

## **Freshfel Europe**

Rue de Trèves 49-51, bte 8, B-1040 Brussels; Tel. +32 2 777 15 80; Fax +32 2 777 15 81;  
e-mail: [info@freshfel.org](mailto:info@freshfel.org); <http://www.freshfel.org>

*Freshfel Europe is the central organisation representing and coordinating the interests of national associations on the EU level. Internationally trading groups may also apply for direct membership.*

## **OECD**

2, rue André Pascal, F-75775 Paris Cedex 16; Tel. +33 145 24 82 00; Fax +33 145 24 85 00;  
e-mail: [webmaster@oecd.org](mailto:webmaster@oecd.org); <http://www.oecd.org>

*OECD is an organisation for economic cooperation in Europe: a "Scheme for the application of international standards for fruit and vegetables".*

## **UN/ECE**

Palais des Nations, CH-1211 Geneva 10; Tel. +41 22 917 12 34; Fax +41 22 917 05 05;  
e-mail: [info.ece@unece.org](mailto:info.ece@unece.org); <http://www.unece.org/trade/agr>

*United Nations economic commission for Europe.*

## Trade and market information

### **Foodnews GmbH**

Steinenring 3, 4051 Basle; Tel. +41 61 713 20 35; Fax +41 61 713 20 37;  
e-mail: [info@foodnews.ch](mailto:info@foodnews.ch); <http://www.foodnews.ch>

*Foodnews is an independent internet magazine dealing with the subject of food.*

### **International Trade Centre**

Palais des Nations, CH-1211 Geneva 10; Tel. +41 22 730 01 11; Fax +41 22 733 44 39;  
e-mail: [mns@intracen.org](mailto:mns@intracen.org); <http://www.intracen.org/>

*Market News Service conveys to developing countries price and market information in order to help them expand their trade.*

### **Max Havelaar-Stiftung Schweiz**

Limmatstrasse 107, 8005 Zürich; Tel. +41 44 278 99 00; Fax +41 44 567 89 59;  
e-mail: [info@maxhavelaar.ch](mailto:info@maxhavelaar.ch); <http://www.maxhavelaar.ch>

*The Max-Havelaar Foundation issues a seal of quality for fair-trade products. By means of fair trade, the living standards and working conditions of small farmers and plantation works in disadvantaged regions are improved.*

### **Qualiservice GmbH**

Belpstrasse 26, PO Box 7960, CH-3001 Bern; Tel. 031 385 36 90 031;  
e-mail: [info@qualiservice.ch](mailto:info@qualiservice.ch); <http://www.qualiservice.ch>

*Qualiservice is the national, neutral service centre for all types of quality controls, residue analyses and experts' reports for fruits, vegetables, potatoes and pre-cooked products.*

### **Schweizerische Gesellschaft für Ernährung (SGE)**

Schwarztorstrasse 87, PO Box 8333, CH-3001 Bern; Tel. +41 31 385 00 00,  
Fax +41 31 385 00 05; e-mail: [info@sge-ssn.ch](mailto:info@sge-ssn.ch); <http://www.sge-ssn.ch>

*Explaining to the population all matters pertaining to a healthy diet using the latest scientifically proven and balanced measures of nutritional information, education and training.*

### **Swiss Convenience Food Association (SCFA)**

Worbstrasse 52, CH-3074 Muri b. Bern; Tel: +41 31 352 11 88, Fax. +41 31 352 11 85;  
e-mail: [mail@swissconvenience.ch](mailto:mail@swissconvenience.ch); <http://www.swissconvenience.ch>

*The Swiss Convenience Food Association offers its members advice and support (producers of traditional heat-sterilised preserves, frozen products and refrigerated products) in legal and economic matters.*

### Production organisations in Switzerland

#### **Schweizer Obstverband (SOV)**

Baarerstrasse 88, CH-6300 Zug; Tel. +41 728 68 68; Fax +41 728 68 00;  
e-mail: [sov@swissfruit.ch](mailto:sov@swissfruit.ch); <http://www.swissfruit.ch>

*The Swiss Fruit Association (SOV) is a private branch organisation of fruit producers and processors. It represents members in their dealings with authorities, industry, consumers and the public.*

#### **Schweiz. Zentralstelle Gemüsebau und Spezialkulturen (SZG)**

Bern-Zürich-Strasse 18, CH-3425 Koppigen; Tel. +41 34 413 70 70; Fax +41 34 413 70 75;  
e-mail: [info@szg.ch](mailto:info@szg.ch); <http://www.szg.ch>

*The purpose of the SZG is making transparent the domestic supply, the design of Swiss vegetable cultivation and of special cultures in line with the market demand, and compliance with a healthy, varied production.*

#### **Verband Schweizer Gemüseproduzenten (VSGP)**

Belpstrasse 26, PO Box 8617, CH-3001 Bern; Tel. +41 31 385 36 20;  
Fax +41 31 385 36 30; e-mail [info@gemuese.ch](mailto:info@gemuese.ch); <http://www.gemuese.ch/>

*The VSGP is a professional organisation for producers of fresh, stored and processed vegetables.*

In the event of questions, please contact:

#### **EU, UN/ECE standards**

<http://www.qualiservice.ch/de/dienstleistungen/normen.html>

#### **GlobalGAP**

<http://www.globalgap.org>

#### **SwissGAP**

<http://www.swissgap.ch>

#### **Release of the customs quota part quantities**

Fruit and vegetables: <https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html> (page down > Dokumentation)

#### **General import permit, documentation for importing fruit and vegetables**

Federal Office for Agriculture, Mattenhofstrasse 5, CH 3003 Bern; Tel. +41 58 462 25 11;  
Fax +41 58 462 26 34; e-mail: [info@blw.admin.ch](mailto:info@blw.admin.ch);  
<https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html> (page down > Dokumentation)

#### **Importers and customs quota part quantities**

Allocation of customs quota quantities for fruit and vegetables

<https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/gemuese-und-obst.html> (page down > Dokumentation)

## Guide on import regulation

[www.swisscofel.ch](http://www.swisscofel.ch) > Aktuelles und Dokumente zum Download > Violetter Leitfaden zur Importregelung

## PDF documents – Adobe Acrobat Reader

Adobe Acrobat Reader is free software that enables you to read files in a portable document format (PDF) on all important computer platforms.

<http://www.adobe.de/products/acrobat/readstep2.html>

## Directory of pesticides

<http://www.psm.admin.ch/psm/produkte/index.html?lang=de>

For further information: Federal Office for Agriculture, Pesticides Department, Mattenhofstrasse 5, CH 3003 Bern; Tel. +41 58 462 25 11; Fax +41 58 462 26 34;

e-mail: [info@blw.admin.ch](mailto:info@blw.admin.ch); <https://www.blw.admin.ch/blw/de/home/nachhaltige-produktion/pflanzenschutz/pflanzengesundheit-eidg-pflanzenschutzdienst/einfuhr.html>

## Quality regulations

- Vegetables: [http://www.qualiservice.ch/de/dienstleistungen/normen\\_gemuese.html](http://www.qualiservice.ch/de/dienstleistungen/normen_gemuese.html)
- Fruit: [http://www.qualiservice.ch/de/dienstleistungen/normen\\_obst.html](http://www.qualiservice.ch/de/dienstleistungen/normen_obst.html)

## Legal bases

- In German: <http://www.admin.ch/ch/d/sr/sr.html>
- In French: <http://www.admin.ch/ch/f/rs/rs.html>
- In Italian: <http://www.admin.ch/ch/i/rs/rs.html>

## Statistics

Federal Office for Statistics, Espace de l'Europe 10, 2010 Neuchâtel  
Tel. +41 58 463 60 11; <http://www.bfs.admin.ch>

**Telephone book** <http://www.tel.search.ch>

## Transport policy

- Bundesamt für Raumentwicklung, ARE, CH-3003 Bern;  
Tel. +41 58 462 40 60; [info@are.admin.ch](mailto:info@are.admin.ch); <http://www.are.admin.ch>
- LSVA, rates:  
[http://www.ezv.admin.ch/zollinfo\\_firmen/04020/04204/04208/index.html?lang=en](http://www.ezv.admin.ch/zollinfo_firmen/04020/04204/04208/index.html?lang=en)

## Packaging

- IFCO Systems GmbH: <http://www.ifco.ch>
- Euro Pool System: <http://www.europoolsystem.com>

## Rates of exchange

<http://quotes.ubs.com/quotes>

## Economic policy

Staatssekretariat für Wirtschaft (seco), Holzikofenweg 36, CH-3003 Bern;  
Tel. +41 58 462 56 56; Fax +41 58 462 27 49; <http://www.seco.admin.ch>

## Customs information, customs post and tariff configuration

- Eidg. Oberzolldirektion, Monbijoustrasse 40, CH-3003 Bern;  
Tel. +41 31 322 65 11; Fax +41 31 322 78 72; <http://www.ezv.admin.ch>
- [www.tares.ch](http://www.tares.ch) (working tariff)

## Appendix no. 1 Fruits and vegetables without quotas

<b>Tarifnr.</b>	<b>Text</b>
0703.1080	Shallots
0703.2000	Garlic, fresh or chilled
0703.9090	Allium-type vegetables, fresh or chilled (excl. leek)
0704.9090	Cabbage and similar edible vegetables of the brassica variety, fresh or chilled (excl. cauliflower, winter cauliflower, Brussels sprouts, red cabbage, white cabbage, pointed cabbage, savoy cabbage, broccoli, Chinese cabbage, pak choi cabbage, turnip cabbage and kale)
0705.2990	Chicory [ <i>cichorium</i> spp.], fresh or chilled, a.n.g.
0706.9090	Edible root vegetables, fresh or chilled, a.n.g.
0707.0050	Gherkins, fresh or chilled
0708.2010	Shelled and unshelled beans, fresh or chilled
0708.9090	Leguminous fruits, shelled and unshelled, fresh or chilled (excl. peas [ <i>Pisum sativum</i> ], beans [ <i>Vigna</i> spp., <i>Phaseolus</i> spp.], guar beans and produce for human consumption)
0709.2090	Asparagus, fresh or chilled (excl. green asparagus)
0709.5100	Mushrooms of the genus <i>Agaricus</i>
0709.5900	Mushrooms and truffles, other
0709.6090	Fruits of the genus <i>Capsicum</i> and genus <i>Pimenta</i> , fresh or chilled (excl. jalapeno peppers)
0709.7090	Orache (garden) spinach, fresh or chilled
0709.9200	Olives
0709.9300	Pumpkins, squash and gourds ( <i>Cucurbita</i> spp.)
0709.9980	Watercress and dandelions
0709.9999	Vegetables, fresh or chilled, a.n.g.
0710.2210	Shelled and unshelled beans, uncooked, boiled or steamed, frozen
0710.2900	Leguminous vegetables, shelled and unshelled beans, uncooked, boiled or steamed, frozen (excl. peas [ <i>Pisum sativum</i> ] and beans [ <i>Vigna</i> and <i>Phaseolus</i> varieties])
0710.3090	Garden (orache) spinach, uncooked, boiled or steamed, frozen
0710.4000	Sweet corn, uncooked, boiled or steamed, frozen
0710.8090	Vegetables, uncooked, boiled or steamed, frozen, a.n.g.
0710.9090	Vegetable mixes, uncooked, boiled or steamed, frozen, a.n.g.
0802.1100	Almonds, fresh or dried, in their shells
0802.1200	Almonds, fresh or dried, without shells, skinned or unskinned
0802.2110	Hazelnuts [ <i>Corylus</i> spp.], fresh or dried, in their shells, for use as animal feed
0802.2120	Hazelnuts [ <i>Corylus</i> spp.], fresh or dried, in their shells, for oil extraction
0802.2190	Hazelnuts [ <i>Corylus</i> spp.], fresh or dried, in their shells (excl. sorts for animal feed or oil extraction)
0802.2210	Hazelnuts [ <i>Corylus</i> spp.], fresh or dried, without shells, skinned or unskinned, for use as animal feed
0802.2220	Hazelnuts [ <i>Corylus</i> spp.], fresh or dried, without shells, skinned or unskinned, for oil extraction
0802.2290	Hazelnuts [ <i>Corylus</i> spp.], fresh or dried, without shells, skinned or unskinned (excl. sorts for animal feed or oil extraction)
0802.3110	Walnuts, fresh or dried, in their shells, for use as animal feed
0802.3120	Walnuts, fresh or dried, in their shells, for oil extraction
0802.3190	Walnuts, fresh or dried, in their shells (excl. sorts for animal feed or oil extraction)
0802.3210	Walnuts, fresh or dried, without shells, skinned or unskinned, for use as animal feed
0802.3220	Walnuts, fresh or dried, without shells, skinned or unskinned, for oil extraction

- 0802.3290 Walnuts, fresh or dried, without shells, skinned or unskinned (excl. sorts for animal feed or oil extraction)
- 0802.4100 Chestnuts (*Castanea* spp.) in shell
- 0802.4200 Chestnuts (*Castanea* spp.) shelled
- 0802.5100 Pistachio nuts in shell
- 0802.5200 Pistachio nuts shelled
- 0802.6100 Macadamia nuts in shell
- 0802.6200 Macadamia nuts shelled
- 0802.7000 Kola nuts (*cola* spp.)
- 0802.8000 Areca nuts
- 0802.9030 Tropical nuts, fresh or dried, with or without shells, skinned or unskinned (excl. coconuts, Brazil nuts and cashew nuts)
- 0802.9090 Nuts, fresh or dried, with or without shells, skinned or unskinned (excl. almonds, hazelnuts, walnuts, chestnuts, pistachios and tropical nuts)
- 0803.1000 Plantain bananas
- 0803.9000 Bananas, other
- 0804.1000 Dates, fresh or dried
- 0804.2010 Figs, fresh
- 0804.2020 Figs, dried
- 0804.3000 Pineapples, fresh or dried
- 0804.4000 Avocados, fresh or dried
- 0804.5000 Guavas, mangoes and mangosteens, fresh or dried
- 0805.1000 Oranges, fresh or dried
- 0805.2000 Mandarins, incl. tangerines and satsumas, plus clementines, wilkings and similar citrus hybrids, fresh or dried
- 0805.3000 Citrus fruit, grapefruit, fresh or dried
- 0805.4000 Shaddocks and grapefruit, fresh or dried
- 0805.5000 Lemons (*Citrus limon*, *Citrus limonum*) and limes (*Citrus aurantifolia*, *Citrus Latifolia*), fresh or dried
- 0805.9000 Lemons, shaddocks, grapefruits, mandarins, incl. tangerines and satsumas, plus clementines, wilkings and similar citrus hybrids, fresh or dried
- 0806.2000 Grapes, dried
- 0807.1100 Watermelons, fresh
- 0807.1900 Melons, fresh (excl. watermelons)
- 0807.2000 Papaya fruit, fresh
- 0809.3010 Peaches, fresh
- 0809.3020 Nectarines, fresh
- 0809.4015 Sloes, fresh, loose packed
- 0809.4095 Sloes, fresh, (excl. loose packed)
- 0810.2030 Mulberries and loganberries, fresh
- 0810.3012 Gooseberries, fresh
- 0810.4000 Cranberries, bilberries and other fruits of the genus *Vaccinium*, fresh
- 0810.5000 Kiwi fruit, fresh
- 0810.6000 Durians
- 0810.7000 Persimmons
- 0810.9092 Tropical fruit, fresh, a.n.g.
- 0810.9098 Other fruit, fresh
- 0811.1000 Strawberries, uncooked, boiled or steamed, frozen, with or without added sugar or other sweeteners
- 0811.2010 Raspberries, uncooked, boiled or steamed, frozen, with added sugar or other sweeteners
- 0811.2090 Raspberries, blackberries, mulberries, loganberries, blackcurrant, redcurrant and whitecurrant berries, and gooseberries, uncooked, boiled or steamed, frozen, with or without added sugar or other sweeteners (excl. raspberries, all with added sugar or other sweeteners)



- 0811.9010 Black-, white- or redcurrant berries, uncooked, boiled or steamed, frozen, with or without added sugar or other sweeteners
- 0811.9021 Carambolas, uncooked, boiled or steamed, frozen, with or without added sugar or other sweeteners
- 0811.9029 Edible tropical fruits and nuts, uncooked, boiled or steamed, frozen, with or without added sugar or other sweeteners (excl. carambolas)
- 0811.9090 Edible fruits and nuts, uncooked, boiled or steamed, frozen, with or without added sugar or other sweeteners (excl. strawberries, raspberries, blackberries, mulberries, loganberries, blackcurrant, redcurrant and whitecurrant berries, gooseberries, bilberries and tropical fruits)
- 0813.1000 Apricots, dried
- 0813.2010 Plums, whole, dried
- 0813.2090 Plums, dried (excl. whole plums)
- 0813.3000 Apples, dried
- 0813.4011 Pears, whole, dried
- 0813.4019 Pears, dried (excl. whole pears)
- 0813.4020 Rose hips and elderberries, dried
- 0813.4081 Stone fruit, whole, dried, for use as animal feed (excl. apricots and plums)
- 0813.4089 Stone fruit, whole, dried, (excl. sorts used as animal feed, plus apricots and plums)
- 0813.4092 Edible fruits and nuts, dried, for use as animal feed, a.n.g.
- 0813.4099 Edible fruits and nuts, dried, for uses other than as animal feed, a.n.g.
- 0813.5012 Mixtures of nuts and dried fruits under headings 0801 or 0802, containing > 50% almonds and/or walnuts, containing hazelnuts and/or walnuts, for use as animal feed
- 0813.5019 Mixtures of nuts and dried fruits under headings 0801 or 0802, containing > 50% almonds and/or walnuts (excl. mixes with hazelnuts and/or walnuts, for use as animal feed)
- 0813.5021 Mixtures of nuts and dried fruits under headings 0801 or 0802, containing =< 50% almonds and/or walnuts, containing hazelnuts and/or walnuts, for use as animal feed
- 0813.5029 Mixtures of nuts and dried fruits under headings 0801 or 0802, containing =< 50% almonds and/or walnuts (excl. mixes with hazelnuts and/or walnuts, for use as animal feed)
- 0813.5081 Mixtures of edible and dried fruits and nuts, containing > 40% plums and =< 20% in total of apricots and/or pome fruit, for use as animal feed (excl. mixtures of dried fruit and nuts under headings 0801 and 0802)
- 0813.5089 Mixtures of edible and dried fruits and nuts, containing > 40% plums and =< 20% in total of apricots and/or pome fruit (excl. mixes used for animal feed, as well as mixes of dried fruit and nuts from headings 0801 and 0802)
- 0813.5092 Mixtures of edible dried fruit, or dried fruit and nuts, containing fruit or nuts from headings 0813.4081 to 0813.4099, for use as animal feed
- 0813.5099 Mixtures of dried fruit, or dried fruit and nuts, other
- 0904.1100 Pepper of the genus Piper, neither crushed nor ground
- 0904.1200 Pepper of the genus Piper, crushed or ground
- 0904.2100 Fruits of the genus Capsicum and genus Pimenta, dried, neither crushed nor ground
- 0904.2200 Fruits of the genus Capsicum and genus Pimenta, dried, crushed or ground
- 0905.1000 Vanilla, neither crushed nor ground
- 0905.2000 Vanilla, crushed or ground
- 0906.1100 Cinnamon and cinnamon-tree flowers, Cinnamon (*Cinnamomum zeylanicum* Blume), neither crushed nor ground
- 0906.1900 Cinnamon and cinnamon-tree flowers, other, neither crushed nor ground
- 0906.2000 Cinnamon and cinnamon-tree flowers, broken or powdered
- 0907.1000 Cloves (whole fruit, cloves and stems), neither crushed nor ground
- 0907.2000 Cloves (whole fruit, cloves and stems), crushed or ground

0908.1100 Nutmeg, neither crushed nor ground  
0908.1200 Nutmeg, crushed or ground  
0908.2100 Mace, neither crushed nor ground  
0908.2200 Mace, crushed or ground  
0908.3100 Cardamoms, neither crushed nor ground  
0908.3200 Cardamoms, crushed or ground  
0909.2100 Coriander, neither crushed nor ground  
0909.2200 Coriander, broken or powdered  
0909.3100 Cumin seeds, neither crushed nor ground  
0909.3200 Cumin seeds, broken or powdered  
0909.6110 Caraway seeds, neither crushed nor ground  
0909.6120 Anise, badian or fennel; juniper berries, neither crushed nor ground  
0909.6210 Caraway seeds, broken or powdered  
0909.6220 Anise, badian or fennel; juniper berries, broken or powdered  
0910.1100 Ginger, neither crushed nor ground  
0910.1200 Ginger, crushed or ground  
0910.2000 Saffron  
0910.3000 Turmeric  
0910.9100 Mixtures of spices of various types  
0910.9900 Spices, a.n.g. (excl. mixtures of various types)  
1214.9090 Swedes, mangolds, fodder roots, hay, lucerne (alfalfa), clover, sainfoin, forage kale, lupines, vetches and similar forage products, whether or not in the form of pellets

## Appendix no. 2: possible imports and effective imports in 2014

Customs tariff number	Stat. key	Product description	Possible imports (tons) in accordance with the release of customs quota part quantities	Effective imports (tons)
<b>VEGETABLES</b>				
0702.0011	-911/-999	Cherry tomatoes	470	351
0702.0021	-999	Peretti tomatoes	290	141
0702.0031/91		Tomatoes	600	316
0703.1013		Onion for planting	80	51
0703.1021		Spring onions	250	83
0703.9011		Leek, long	70	60
0704.1091		Cauliflower	670	276
0704.2011		Brussels sprouts	30	11
0704.9018		Red cabbages	30	19
0704.9051		Broccoli	800	481
0704.9061		Chinese cabbage	140	54
0704.9071		Kohlrabi	390	251
0705.1118		Iceberg lettuce, without surrounding leaves	1820	1276
0705.1121		Batavia lettuce and others	440	223
0705.1198		Lettuce	1580	1156
0705.1911	-911	Cos Lettuce	70	15
0705.1911	-999	Lettuce, others	170	83
0705.1921		Curled lettuce	290	186
0705.1931/41		Lolo	240	158
0705.2111		Chicory from the greenhouse	1330	937
0705.2911		Endive, smooth	460	277
0705.2921		Endive, curly	570	288
0705.2941		Red chicory lettuce, others	270	217
0705.2971		Sugar-loaf chicory	20	7
0706.1021	-011/099	Carrots	100	72
0706.1031	-099	Turnips, others	90	42
0706.9041		Celeriac	330	200
0706.9051		Radishes	100	59
0706.9061	-099	Radishes, others	120	65
0707.0011		Cucumbers	1110	793
0707.0021		Nostrani cucumbers	10	7
0708.2048/98		String beans	140	35
0709.3011	-099	Aubergines	570	383
0709.4011/21		Green and blanched celery	90	42
0709.7011		Spinach	190	105
0709.9021		Fennel	670	378
0709.9941	-911	Parsley, curly	140	70
0709.9941	-912	Parsley, smooth	80	41
0709.9951	-912	Zucchini	1680	1292
0709.9961		Chard stalk	80	22
0709.9971		Lamb's lettuce	110	83

## FRUIT

0809.1018/1098		Apricots	200	83
0809.2011	-011/-013	Cherries	30	6
0810.1011	-014	Strawberries	1170	649
0810.2011	-012	Raspberries	270	196
0810.2021	-012	Blackberries	90	16
0810.9094	-999	Other blackcurrants	20	8

Publication of the allocation of the customs quotas 2014

According to the Federal Council's report on foreign trade in 2014 of 14 January 2015.

<https://www.blw.admin.ch/blw/de/home/markt/einfuhr-von-agrarprodukten/veroeffentlichung-der-zuteilung-der-kontigentsanteile.html>

Categories: fresh fruit and vegetables