

Appendix 1

List of relevant Internet sites

Part A: The European Union: the world's foremost trade block

2 The European Union

2.1 Origin of the EU

Treaty of Maastricht (1992), Amsterdam (1997) and Nice (2000)
http://europa.eu.int/eur-lex/en/search/search_treaties.html.

Working of supranational power and the three pillar system
http://www.eu2001.se/static/eng/eu_info/korthet_pelare.asp
<http://www.wikipedia.org/wiki/EU>

2.2 The Euro – one single currency for the EU

European Central Bank (ECB)
<http://www.ecb.int>

Currency converter XE.com
<http://www.xe.net/ucc/>

2.3 EU Enlargement in 2004

Enlargement of the EU and the Aquis Communautaire
<http://europa.eu.int/austria/factsheets/negotiationsguide.pdf>

2.4 Consequences of enlargement to export companies in developing countries

Trade, investment and aid between the European Union and developing countries (LDC)
www.eu-ldc.org

Eurostat
<http://europa.eu.int/comm/eurostat/>

2.4.1 Reform of Common Agricultural Policy

European Union
http://europa.eu.int/comm/agriculture/mtr/index_en.htm

Economic Research Service
http://www.agrictrade.org/capreform/executive_brief.htm

United States of America Mission to the European Union
<http://www.ers.usda.gov/briefing/EuropeanUnion/>
<http://www.useu.be/agri/legis.html>

Organisation for Economic Co-operation and Development (OECD)
<http://www.oecd.org/agr/>

This web page provides access to the English language home page of UNCTAD, from which pages dealing with agro-processing in developing countries can be accessed.

UNCTAD
<http://www.unctad.org/en/enhome.htm>
<http://www.unctad.org/en/pub/pubframe.htm>

Food and Agricultural Organisation (FAO)
<http://www.fao.org/>

UK National Farmers Union
<http://www.nfu.org.uk/informat.asp>

"CAP watcher" Wynn Grant
<http://members.tripod.com/~WynGrant/WynGrantCAPpage.html>

Part B: Market Access to the EU

3 EU Trade Policy and Trade Agreements

3.2 Multilateral trade rules: the EU as a member of the WTO

3.2.1 Current Agreements

General Agreement on Tariffs and Trade (GATT)
http://www.wto.org/english/tratop_e/gatt_e/gatt_e.htm

General Agreement on Trade in Services (GATS)
http://www.wto.org/english/tratop_e/serv_e/serv_e.htm

Trade-Related Aspects of Intellectual Property Rights (TRIPS)
http://www.wto.org/english/tratop_e/trips_e/trips_e.htm

3.2.2 The Doha Development Round

World Trade Organisation (WTO):
<http://www.wto.org>

International Centre for Trade and Sustainable Development (ICTSD)
<http://www.ictsd.org/>

3.3 Special preferences for developing countries

3.3.2 Special incentives arrangements

International Tropical Timber Organisation
<http://www.itto.jp/>

International labour standards
<http://www.ilo.org/>

3.3.4 Special arrangement for the LDCs: The Everything But Arms (EBA) Agreement

Full list of LDCs
<http://www.unctad.org/templates/countries.asp?intItemID=1676>

3.3.6 Requirements regarding origin and transportation of products

Combined nomenclature, full text
<http://europa.eu.int/eur-lex/en/index.html>

TARIC
http://europa.eu.int/comm/taxation_customs/dds/en/tarhome.htm

EUR-lex
<http://europa.eu.int/eur-lex>

Scheme of Generalised System of Preferences
<http://europa.eu.int/comm/trade/gsp/gspguide.htm>

3.4 Regional and bilateral Agreements

3.4.1 The Cotonou Agreement

The Cotonou Agreement
http://europa.eu.int/comm/development/development_old/cotonou/agreement_en.htm

DG Development
http://europa.eu.int/comm/development/development_old/cotonou/index_en.htm

Agricultural products in EU-ACP
<http://agritrade.cta.int>

EU-ACP trade relations and the negotiations
<http://www.acp-eu-trade.org>

3.4.2 Other important regional and bilateral agreements

DG Trade:
http://europa.eu.int/comm/trade/index_en.htm

DG External Relations:
http://europa.eu.int/comm/external_relations/

3.5 Tariffs, taxes, quota and other trade barriers in the EU market

3.5.1 Tariffs

Combined nomenclature
http://europa.eu.int/comm/taxation_customs/customs/information_notes/tariff/combined_en.htm

3.5.2 Taxes

VAT rate EU members
http://europa.eu.int/comm/taxation_customs/taxation/vatindex_en.htm

Excise duties

http://europa.eu.int/comm/taxation_customs/taxation/excisesindex_en.htm

3.5.3 Other barriers to trade

Tariff quotas

http://europa.eu.int/comm/taxation_customs/databases/quota_en.htm

Quota levels on clothing

<http://sigl.cec.eu.int/>

EU customs and taxes

http://europa.eu.int/comm/taxation_customs/index_en.htm

TARIC

http://europa.eu.int/comm/taxation_customs/customs/information_notes/tariff/taric_en.htm

Système Intégré de Gestion de Licenses (SIGL) Database

<http://sigl.cec.eu.int>

4 Non-tariff trade barriers: legislation and market requirements

For all matters described in this chapter, please refer to CBI's AccessGuide at <http://www.cbi.nl/accessguide>

4.3 The international legal framework for technical barriers to trade

Technical Barriers to Trade Agreement

<http://trade-info.cec.eu.int/tbt/index.cfm>

http://www.wto.org/english/tratop_e/tbt_e/tbt_e.htm

4.4 Health & safety

4.4.1 Manufactured products

Directives

<http://www.newapproach.org>

EUR-LEX

<http://europa.eu.int/eur-lex/>

4.4.2 Food products

EC – Food safety issues

<http://europa.eu.int/comm/food>

EU food import rules

<http://www.useu.be/agri/fairs.html>

Information on HACCP

<http://www.fao.org>

HACCP certification bodies

<http://www.bvqi.com>

<http://www.asq.org>

World Health Organisation

<http://www.who.org>

EUR-LEX (full texts on EU Directives)

<http://europa.eu.int/eur-lex>

4.4.3 Market requirements in the field of health & safety

www.organic-europe.net

<http://www.naturland-markt.de>

<http://www.skal.nl/>

<http://www.krav.se/>

www.ifoam.org

<http://europa.eu.int/comm/agriculture>

http://www.eurep.org/sites/index_e.html

4.5 Environment

4.5.2 Environmental market requirements

ISO Environmental Management Standard

<http://www.iso.ch>

National and EU Eco-labels

<http://www.eco-label.com>

<http://www.svanen.nu> (Norway)

<http://www.blauer-engel.de> (Germany)

<http://www.milieukeur.nl> (Netherlands)

<http://www.aenor.es/> (Spain)

<http://www.umweltzeichen.at/> (Austria)

<http://www.marque-nf.com/>

<http://www.eea.eu.int>

<http://europa.eu.int/comm/environment/ecolabel>

<http://waste.eionet.eu.int>

Product specific labels

Forestry

www.efi.fi/cis/english/background/schemes.php;

www.fscoax.org;

www.itto.or.jp;

www.iso.org;

Fishery

<http://www.msc.org>

<http://www.wwf.org>

Floriculture

<http://www.st-mps.nl/ukdefault.asp>

Textiles

<http://www.oeko-tex.com>

4.6 Social accountability

4.6.1 Codes of conduct

European Codes of Conduct

<http://www.euroispa.org/coc.html>

Clean Clothes Campaign Code of Labour Practices for the Apparel Industry

<http://www.cleanclothes.org/codes/ii>

Coalition for Environmentally Responsible Economies (CERES) Principles

<http://www.ceres.org>

Ethical Trading Initiative (ETI) Base Code

<http://www.eti.org.uk>

The Transparency International Best Practice Documentation at

<http://www.transparency.org/documents/source-book/c/index.html>

Codes of conduct

<http://www.codesofconduct.org>

4.6.2 Certification for social accountability

Social Accountability International

<http://www.sa-intl.org>

Institute of Social and Ethical Accountability

www.AccountAbility.org.uk

4.6.3 Fair trade

IFAT Secretariat

<http://www.ifat.org>

Fair Trade Foundation

<http://www.fairtrade.org.uk>

Fair Trade Labelling Organisations International (FLO)

<http://www.fairtrade.net>

Fair Trade in The Netherlands

<http://www.fairtrade.nl>

4.7 Quality management

4.7.1 ISO 9000:2000

International Organisation for Standardisation (ISO)

www.iso.org

Part C: Market Developments

5 Trends in consumer markets and behaviour

5.2 Demographic, social and cultural trends in consumer markets

5.2.6 Leisure time

Trends in the European consumer markets

<http://www.eurofound.eu.int/publications/files/EF0149EN.pdf>

<http://users.fmg.uva.nl/jrath/publicat.htm>

5.3 Trends in consumer behaviour

5.3.8 The educated consumer

Consumer behaviour trends in the EU

http://www.dc.com/Insights/research/consumer/networked_consumer.asp

5.4 Implications for exporting to the EU

5.4.4 B2C and B2B marketing

Energising the Supply Chain, Trends and Issues in Supply Chain Management

http://www.dc.com/Insights/research/manufacturing/energizing_supply_chain.asp

<http://www.cbi.nl/show.php?file=downloadplaza.html>

The Reality of E-commerce with Developing countries

<http://www.gapresearch.org/production/Report.pdf>

<http://www.rbi-nl.com/foodinternational/index.asp>

Appendix 2

List of publications issued by CBI

Market surveys

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|---|--|
| <ul style="list-style-type: none">• bodywear• castings and forgings• chemicals• computer software and IT services• cut flowers and foliage• domestic furniture• electronic components• engineering products• fasteners and builders hardware• fishery products• food ingredients for industrial use• footwear• fresh fruit and vegetables• gifts and decorative articles• household, furnishing and floor-covering textiles• jewellery• leather goods | <ul style="list-style-type: none">• medical devices and medical disposables• natural ingredients for cosmetics• natural ingredients for pharmaceuticals• natural stone• organic food products• outerwear (incl. sportswear and clothing accessories)• parts for cars, trucks, trailers and other mobile equipment• personal protective equipment• pipe and pipe-related process equipment• plants and young plant materials• preserved fruit and vegetables• sanitary ware and ceramic tiles• sports and camping goods• stationery items• tableware, kitchenware and household articles• timber and timber products• tourism |
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Manuals

- **Export Planner:** a guide to set overall goals for exporting, the export marketing mix, the export target market, planning, and market entry through partnership
- **Your image builder:** a guide for establishing and improving commercial images
- **Your Showmaster:** a guide for preparation and participation in European trade fairs
- **Your guide to market research:** a guide to practical and low cost market research methodologies in EU countries

Other publications

- Fashion forecasts on a seasonal basis fall-winter and spring-summer
- Two-monthly CBI News Bulletin