SMEDA Business Guide Series

IMPORT REGULATIONS IN THE EUROPEAN UNION
UNDERSTANDING ISSUES INVOLVED
PP&S/ 4(Trade-4)/ R-1/ June 26th, 2003

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INTRODUCTION OF SMEDA

The Small and Medium Enterprise Development Authority (SMEDA) was established in 1998, with the objective to provide fresh impetus to the economy through the launch of an aggressive SME development strategy.

SMEDA initially focused on nine priority sectors on the sole criterion of SME presence and in order to stimulate growth, sector strategies were developed and regulatory reforms were also proposed. In depth research was conducted and comprehensive plans were formulated after identification of impediments and retardants. These strategies as proposed by SMEDA comprehensively covered all important areas of business operation such as regulatory environment, finance, marketing, technology and human resource development. Resultantly, SMEDA successfully formulated strategies for sectors, including fruits and vegetables, marble and granite, gems and jewellery, marine fisheries, leather and footwear, textiles, surgical instruments, transport and dairy.

After successfully qualifying in the first phase of sector development SMEDA reorganised its operations in January 2001 with the task of SME development at a broader scale and enhanced outreach in terms of SMEDA’s areas of operation. Currently, SMEDA along with sectoral focus offers a range of services to SMEs including over the counter support systems, exclusive business development facilities, training and development and information dissemination through a wide range of publications. SMEDA’s activities can now be classified into the three following broad areas:

1. Creating a Conducive Environment; includes collaboration with policy makers to devise facilitating mechanisms for SMEs by removing regulatory impediments across numerous policy areas
2. Cluster/Sector Development; comprises formulation and implementation of projects for SME clusters/sectors in collaboration with industry/trade associations and chambers
3. Enhancing Access to Business Development Services (BDS); development and provision of services to meet the business management, strategic and operational requirements of SMEs

The aforementioned reorganisation of SMEDA is driven by enhanced interaction with the stakeholders and suggests that SMEDA is truly a learning organization and has always been ready to take the lead in SME development arena.

ROLE OF POLICY PLANNING AND STRATEGY DEPARTMENT

The Policy Planning and Strategy (PP&S) department of SMEDA is the hub of policy and regulatory research that feeds national, provincial and local government institutions, SME associations, industrial clusters and individual entrepreneurs with the ultimate objective of creating a conducive business environment. It has a mandate to identify and where suitable initiate strategic projects. Library and Information resource center of SMEDA is an integral part of PP&S while development of Regulatory Procedures is a part of an overall information dissemination function of the department.

The purpose of this document is to facilitate exporters in understanding the import regulations prevailing in the EU. The European Market comprises of a large portion of Pakistan's exports and offers tremendous potential to a broad spectrum of Pakistani products. The document will enhance the understanding of potential exporters regarding the steps required for the compliance with the import regulations in the EU. The document contains summary of issues such as restricted products, contacts of relevant agencies, and sample forms to meet the regulatory requirements.
INTRODUCTION

The European Union is a single market, which means that goods, capital, services, and people can move freely among fifteen member countries. These member countries are Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, Netherlands, Portugal, Spain, Sweden and United Kingdom. Over the years the import of goods into the EU from developing countries has increased and the composition of imports from developing countries is changing in favor of manufactured goods. The market access to the EU is difficult for many exporters of developing countries including Pakistan due to factors like:

1. Diversity of European Market as it is a group of different national and regional markets offering different opportunities and approaches;
2. Higher competition levels which are forcing companies to continuously increase the product quality, faster product innovations, shorter product life cycles, lower product prices, and providing better services to their clients;
3. Compliance regulations and market requirements of international standards, marking, label and certificates;
4. Restrictions in terms of tariff and non-tariff barriers such as quota restrictions.

European Union is currently operating under the unified custom system but individual country within the union may have slight variation in rebates that they provide to the exporters due to their own national rules and regulations and the customs office requirements. The basic benefit that the exporters can derive from exporting to the EU market is that if the products are up to their standards and are certified by the EU departments than there is no restrictions on the movement of the products cross borders in the member countries of EU.

The main restrictions that the European Union has imposed are all approved under the WTO agreement, but with the passage of time the tariffs and no-tariff barriers along with other restrictions are being eradicated. Thus, making the international trade more accessible and simpler.

DOCUMENTS REQUIRED

The exporters from Pakistan are required to prepare following set of documents to obtain customs clearance in order to send the export consignment to European Union.

- National Tax Number/ Sales Tax Number
- **Pro-Forma Invoice:** - If needed. (It’s a quotation given to the buyer stating the price of the product, time of delivery etc.)
- **Chamber Membership:** (as chamber issues the certificate of origin which is to be attached with the consignment).
- **Membership of an Association:** (this is in case of exporters exporting quota category items, as associations maintain the quota books and the quotas are transferred each year in those books)
- **Export License:** - (Is required by exporters dealing in quota category items and its issued by Export Promotion Bureau of Pakistan).
- **Phytosanitary Certificates:**- When products like fresh fruits, vegetables, and other plant materials are to be exported than the EU countries require phytosanitary certificates. This certificate verifies that the product left the exporting country in a healthy condition. The authorized (food) inspection department of the country of origin has to inspect the product to ensure that it is free of insects and disease.
- **Sanitary Certificates:**- The EU countries require a sanitary certificate for commodities composed of animal products or by-products regardless of whether these products are for human consumption or not. A certificate issued by the competent authority of the exporting country should accompany the exporter's
ships. Many of these certificates are uniform throughout the EU but the harmonization process has not been finalized yet. Thus, certain Member state import requirements continue to apply.

- **Certificate of Origin Form A:** This certificate is to be provided in case of goods subject to Generalized System of Preference (GSP). It will be used by EU importers as an evidence and request that the goods be imported at preferential rates of customs duty. A certificate of origin should be verified directly from the importer or from the appropriate customs authority. Sometimes, it is specified in terms of letter-of-credit terms that a certificate of origin is to be provided. (It is issued by chamber of commerce and Industry)

- **GSP Certificate:** (It is a certificate issues by Export Promotion Bureau in case of goods subject to quota restrictions)

- **Invoice Declaration:** Consignment’s of commercial nature which contain products of a value not exceeding € 6000 may be accompanied by an invoice declaration in place of Form A.

- **Invoice Declaration/EUR1:** If the manufacturer/exporter acquires any material or parts from a supplier in the EU and wishes you apply for the certificate of origin. Then either invoice declaration or the EUR1 certificate has to be obtained as an evidence of the origin of those goods from your supplier.

- **Commercial Invoice:** For the customs clearance, a commercial invoice is to be provided to the officials and it should contain a clear and precise description of the product, terms of sale and all details necessary to establish the full cost, insurance and freight price. The commercial invoice should include: date and place of shipment; name (firm's name) and address of the seller and buyer; method of shipment; number, markings of the packages, and their numerical order; description of the goods using the usual commercial description according to kind, quality, grade, and the weight (gross and net in metric units), along with any factors increasing or decreasing the value; agreed price of goods; unit cost; total cost FOB factory plus shipping; insurance charges; delivery and payment terms; and the signature of a responsible official of the shipper's firm.

- **Bill of Lading:** One copy of bill of lading (or air way bill) is required for the customs clearance. Bills of lading should bear the name of the party to be notified. The consignee usually needs the original bill of lading to take possession of the goods.

- **Packing List:** If needed.

- **Shipper’s Export Declaration:** Is required for postal shipments over $500 and other shipments over $2,500.

- **Import License:** According to the rules and regulations of EU, an import license is needed mostly for agriculture and food items, coal and lignite fuel, a few specified base metal products such as steel products, various apparel and textile products (under the rules of MFA), and controlled items such as arms and ammunitions. The import licenses are mostly non-transferable and they may be used to cover several shipments within the total quantity authorized. The goods are identified on the license using the harmonized system classification number and the corresponding wording of the tariff position. Licenses are usually issued up to a set quota limit each year and can be either export-administered or import-administered. The Department of Trade & Industry issues these licenses. If the product falls under MFA and it is subject to import quota, the exporter has to give the importer an export license so that importer may obtain an import license. The delay in the issuance of license is generally due to lack of proper documentation or information provided in the requisite form.

- **Insuance Certificate:** If needed

- **Summary Declaration:** The summary declaration is to be filed by a person who brought the goods into the customs territory of the Community or by any person who assumes responsibility for carriage of the goods following entry. Non-EU goods presented to customs must be assigned a customs-approved treatment or use authorized for such non-community goods. Goods that are either carried by sea or other than sea are required to get customs-approval for treatment or use with in 45 days or 20 days respectively from the date on which the summary declaration is filed. In some cases, the customs authorities may set a shorter period or authorize an extension of the period.
The exporters have to take in account that specific products may require additional documents or certificates and information regarding those may either be requested from EPB or buyer/importer directly.

Once the shipment reaches customs clearance of EU, importer may examine the goods for the purpose of making an inventory. And importer undertakes these formalities at the time of clearing customs; submission of shipping documents and payment of any customs duty, applicable value added taxes, and any excise taxes on those goods.

EU's TRADE POLICY & AGREEMENTS

European Union actively participates in the international liberalization process due to which the EU Customs duties on industrial goods are now a days amongst the lowest in the world. The EU is also engaged in preferential trade with developing countries and applies Generalized System of Preferences (GSP) for developing countries. The exporters from developing countries is conditioned by various trade agreements in force like the negotiations on free trade within the GATT framework and the final design of the single European Market.

PREFERENTIAL TREATMENT

- Generalized System of Preference (GSP)

The EU operates its own Generalized System of Preferences (GSP), in order to promote exports from the developing countries. As Pakistan is one of the developing countries, the exporters' from Pakistan may avail the concessions given under GSP. The countries falling under the umbrella of GSP are exempt from the main WTO principles of reciprocity and non-discrimination. The principle of reciprocity specifies that any country, which grants a trade partner a concession, can demand some concession in return. While the principle of non-discrimination specifies that any tariff concession granted to one country must also apply to other trading partners which are members of WTO.

The current GSP covers the period of 2001-2004, and it covers the following areas:

- Depending on the sensitivity of the products, preferential market access into the EU for industrial & agricultural products;
- Stimulate developing countries to establish and implement trade related social and environmental policies.

Trade Preferences

EU, under GSP, grants duty-free access to almost all the industrial products. While the agricultural products are given the preferential access often at the reduced rates rather than zero-duty rates.

The basic tariffs for GSP have been set for the four different categories of products:

<table>
<thead>
<tr>
<th>Product Category</th>
<th>Applied Tariffs*</th>
<th>Preferential Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>Highly Sensitive Products</td>
<td>85%</td>
<td>15%</td>
</tr>
<tr>
<td>Sensitive Products</td>
<td>70%</td>
<td>30%</td>
</tr>
<tr>
<td>Semi-sensitive Products</td>
<td>35%</td>
<td>65%</td>
</tr>
<tr>
<td>Non-sensitive Products</td>
<td>0%</td>
<td>100%</td>
</tr>
</tbody>
</table>

* % of General Customs Tariff

* % of General Customs Tariff
The category of highly sensitive products includes textile & clothing, agricultural products like a number of citrus fruits. Certain chemical products, fertilizers, dyes, rubber products, wood products, footwear, leatherwear, metal products, electrical appliances, optical & precious stones are included under the categories of sensitive and semi-sensitive products. The specification of the product determines the category it falls under. Basic products (primary raw material and non-ferrous alloys) are exempted from the tariff preference.

_Pakistani exporters can not avail the GSP on articles of leather & fur skins, leather, raw hides & skins and textiles due to correction mechanism. Other than these items, GSP is applicable on Pakistani exporters._

**Encouragement Regime**

The European Commission has adopted a special incentive arrangement concerning labor rights and environmental protection in 1998. The GSP scheme includes these regulations. The import tariffs reduce by 15-35% for a selection of products for those countries, which produce in an environment friendly and humane way. The countries should incorporate or aim to incorporate the standards of International Labor Organization (ILO) concerning application of principles of the right to organize and to bargain collectively and the minimum age of admission to employment at the social rights level.

The importers in EU are increasingly demanding environment friendly produced goods and urge companies to carry a social code of conduct.

**Form A**

The GSP preferential tariffs can only be applicable if the following two conditions are met by the exporters:

1. The goods are originated in a beneficiary country
2. The goods are transported directly from the exporting country to EU.

The exporter has to submit the Certificate of Origin "Form A" to EU Customs. This form is to be completed by the exporter and thereafter be endorsed by the authority permitted by European Commission to issue Form A in the exporting country. It is advisable that the exporter should check which tariff and in which criteria for origin status apply to each product as the rules of origin in the GSP framework are on the product-by-product basis. The per product criteria of tariff, working or processing, percentage restriction on the imported materials varies under the GSP. The relevant information may be obtained from the Chamber of Commerce and Trade Promotion Offices. The up to date rates of duty are also available in the Taric database on the EU Commission website: [http://europa.eu.int/comm/taxation_customs/dds/cgi-bin/tarchap?Lang=EN](http://europa.eu.int/comm/taxation_customs/dds/cgi-bin/tarchap?Lang=EN)

**IMPORT REGULATIONS**

European Union countries apply the EU tariffs (customs duties), which are based on the international Harmonized System (HS) of product classification. Duty rates on manufactured goods from outside the European Union generally is less than four percent and are usually based on the CIF-value of the goods at the port of entry.

The CIF-value is the price of the goods (usually the sales price) plus packing costs, insurance, and freight charges to the port of entry. Most raw materials enter duty free or at low rates while agricultural products face higher rates and special levies.
The Common Customs Tariff (CCT) is common to all members of the Union, but the rates of duty differ from one kind of import to another depending on what they are and where they come from.

Rates depend on the economic sensitivity of products and are a means of protecting the Community's economic interests.

Raw materials and semi-manufactured goods, which the Community often does not produce anyway and which it needs to produce goods, usually benefit from low duty rates. There are also temporary or permanent duty suspensions available if Community manufacturers have to use materials or components from outside to manufacture Community exports. This makes cheap raw materials and semi-finished goods available to EU manufacturers on the same competitive footing as they are to foreign processing companies. The duty relief systems are called ‘inward processing’ or ‘duty suspension’ depending on the one used.

In some economic sectors it is necessary to stimulate competition by low tariffs, as we find in the pharmaceutical and information technology sectors.

The Community is constantly adapting the Common Customs Tariff as a steering instrument for world trade. It has participated in eight tariff rounds, cutting tariffs considerably (under the General Agreement on Tariffs and Trade, now taken up under the umbrella of the World Trade Organisation or WTO).

The last multilateral agreement, ‘the Uruguay Round’, focused on the abolition/reduction of duties for information technology products, one of the strategic sectors in world trade. The next, or ‘Millennium Round’, is being prepared at present, but under certain conditions the good might be exempted from the import duty i.e., the situations like shipping samples of no commercial value, goods for repairs or other products that are only temporarily imported. Likewise, import duty may be exempted or reduced because it may fall under the GSP system.

GOODS CLASSIFICATION

In order to determine the duty rate for a particular product, its classification is very important. Once the classification of the product is determined it becomes easier to calculate the value of the goods, and assess whether anti-dumping duty might be due, or an import license is required, or a reduced or free rate of duty under preference, etc. are applicable on that particular product.

TAXES

Excise Tax:
Excise taxes are levied on a small number of products such as soft drinks, wine, beer, spirits, tobacco, sugar, and oil and petroleum products. For imports, the excise tax is paid by the importer and is in addition to any customs duty or value added tax (VAT). These duties are not harmonized thus excise duties for a certain product may vary among different member states of EU.

Value Added Tax(VAT):

The VAT is applicable on all products being sold in EU. The tariffs for basic necessities is low whereas for luxury items its high. The VAT is based on CIF value plus duty in the various states of the European Union. The list below gives latest VAT rates in the EU.

<table>
<thead>
<tr>
<th>EU STATE</th>
<th>NORMAL RATE</th>
<th>REDUCED RATE(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Austria</td>
<td>20 %</td>
<td>10 and 12 %</td>
</tr>
<tr>
<td>Belgium</td>
<td>21 %</td>
<td>0, 1, 6 and 12%</td>
</tr>
<tr>
<td>Denmark</td>
<td>25 %</td>
<td>-</td>
</tr>
</tbody>
</table>
NON TARIFF BARRIERS

In order to reduce the unfair trade practices like dumping\(^1\) or paying illegal subsidies, trade sanctions are imposed. The trade sanctions are in the form of extra, targeted, duties (anti-dumping duties) or agreement of minimum price level (price undertakings) with the importers.

The nomenclature of the common customs tariff is used to define the products in question, and the terms used are quite specific and provide for closely targeted protection. The Union takes measures to eliminate negative economic effects suffered by Community industry because of the level of dumping or subsidy.

Anti-dumping and countervailing duties are charged in addition to the rates of the Common Customs Tariff.

RESTRICTIONS

The foreign trade of the EU can be considered as principally liberalized. There are, however exceptions and restrictions in the form of import-quotas, surveillance measures as well as safeguard measures against dumping and illegal subsidies. Imports of products originating in ‘countries where the cost of production is unusually low can be subjected to import quantity limitations. Quantitative restrictions in terms of amount of products allowed into the Community are limited and normal customs duties are paid.

QUOTAS

The quotas are restrictions imposed on the quantity of imports and they help to regulate the supply of certain commodity in EU. The EU placed quantitative quota on the basis of MFA. The other quantitative restriction that is effective in EU is on agricultural products on the basis of tariffs. All these quotas will be removed before the end of 2005 as the MFA is being phased out and due to trade liberalization policies being observed in EU and Internationally.

The application of tariffs and quotas to imports into the EU has now been harmonized across the member states. A commodity will attract the same tariff irrespective of the port of entry, once imported goods are free to circulate within the EU without further duty. When the duty is to be paid on the product the tariff is shown as a percentage, which is usually applied, to the value of the produce (often referred to as ad valorem).

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\(^1\) Dumping exists when an exporter in a third country sells particular goods in the Community market cheaper than in its domestic market.
For custom purposes the valuation of the produce may be arrived at, either by transaction method based on the price paid by the importer or by the simplified procedure which uses predetermined values for the goods, set fortnightly across the EU. The importer is responsible for customs clearance.

_The EU has reached agreements on quotas for some textile and apparel products with Pakistan, which are controlled by the Pakistani authorities and the EU. The latest quota applicable on Pakistani products is given in annexure I. There are certain textile items on which there are no quotas. These items are also given in the same annexure._

All these restrictions are based on a double control system. The national authorities in the EU member states issue the import license upon presentation of the export license of the respective exporting country. Certain iron and steel products require an import document or license. Once issued this document is valid throughout the EU. Some agricultural products such as wine, milk, wheat, meat, rice and products thereof require import licenses.

In case of exports' of textile and clothing the customs authority may ask for the import license. Sometimes, at the point of entry documentary proof of origin may be required. There are three categories of origin proof required: textile certificate of origin; certificate of origin or evidence of origin (including invoice declaration). Information in this regard may be taken from the Department of Trade & Industry, Import Licensing Branch, Queensway House, Billingham TS23 2NF Tel: 01642 364 333/334 Fax: 01642 533 557.

**BANNED ITEMS**

The import of some products is banned in EU that is either the import is forbidden or allowed under certain conditions. These bans are mainly applicable on trade of dangerous products such as chemical waste. In some of member countries of EU such as Austria, Denmark, Greece, and Sweden, the import of toys and accessories (for children under three years of age) made from the plastic, polyvinyl chloride are banned.

There are some other items, which are banned in EU due to safety and health considerations. These items are medicines, pesticides, plants & foodstuff, electrical products, and exotic animals & plants. The European Commission for Norms (CEN) and European Committee for Norms for Electrotechnical goods (CITES) are the regulatory bodies for movement of these items in EU.

**IMPORT TARIFF QUOTA**

**Food Products Levies**

To protect the local food production of EU, the common Agricultural Policy (CAP) was introduced. Under CAP system, if the price of the imported product lies under minimum entry price, an additional duty is levied in addition to the Customs Duty. This entry-price system is applicable on tomatoes, cucumbers, and courgette the year round and to products like citrus fruit, apples, apricots, artichokes, cherries, peaches, plum and grapes seasonally. The entry-price system does not affect the exotic fruits and vegetables. For further details European Customs Department should be consulted.

**Agricultural & Fishery Levies**

The European Union agreed in the Uruguay Round to abolish the former specific agriculture ‘levies’ on import and to replace them by the more generally accepted instrument of customs duties.

The agricultural custom duties are made up of a number of elements and have a variable component, a seasonal element and also take into account the price paid at the time of import.
The customs administrations in the European Union control the import of these goods and collect the customs duties.2

Miscellaneous

The examples of some of the restrictions in terms of quota levied in EU are:

- **The frozen beef import quota**
  An amount of frozen beef and veal is imported with no levies every year. This quota is allocated on the basis of past trading patterns. Each quarter the Commission allows some traders to import frozen beef for processing, either levy-free or at reduced rates. To qualify, traders must have been involved in manufacturing eligible products for the last 12 months.

- **Bananas**
  There is a quota restriction on imports of bananas. Licenses are allocated to established traders and based on earlier banana import patterns, but some quota is set aside for newcomers based on imports of fresh fruit and vegetables.

- **Chinese garlic**
  Imports are limited to a monthly quota allocated to established traders.

- **Mushrooms**
  Certain mushrooms can be imported at a reduced tariff. There is a quota which is allocated to established traders according to earlier trade patterns, but some new traders can join.

- **Pig-meat, eggs and poultry**
  There are a number of preferential import quota schemes available if certain qualifying conditions are met. Each quarter, the Commission grants either levy-free or reduced levy import licenses.

- **Wine**
  A license is required to import wines from non-EU countries.

**SPECIAL REGULATIONS**

**MARKING AND LABELING**

Some products are subject to special regulations regarding the manner in which they must be marked or labeled at the time of sale to indicate composition, content or country in EU. The products, which have to comply with marking and labeling legislations, are mainly wine, textiles, apparel-washing instructions, detergents and other household chemicals.

- **CE MARKING**

  The CE Mark has been introduced in order to show whether the product conforms to the EU’s standards. CE Marking provides exporters the benefit that their product will gain access to the EU.

  If the new product directives apply to your products and you want to continue to export to the European market (or introduce new products), then CE Marking will be crucial to your success.

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2 The product wise market surveys have been conducted by Centre for the Promotion of Imports from Developing Countries (CBI). These surveys basically give a detail analysis on opportunities available in member countries for the exporters and it is available on their website: www.cbi.nl/marketinfo.htm#market.
There will be only one set of laws and regulations to comply with in designing and manufacturing your product for the entire marketplace. The multiple and conflicting national restrictions on regulated products will be eliminated. Additional benefits may include your product being made safer for consumers as well as reduced damage claims and liability premiums.

A cost is to be paid in order to obtain the product certification and any required testing.

The CE label certifies only the compliance with the respective EU regulations regarding the essential health and safety requirements.

Most companies need guidance for getting the CE Marking. There are many expert sources of information available to you (conferences, consultants, Department of Commerce, the Internet, hot lines, etc.) all of which are more than willing to sell or give you their best opinion.

However, the only opinion that matters is that of the agencies that certify products for the European Union. These agencies are called "notified bodies", there are a couple hundred of them and they are all located in Europe (some have satellites outside the EU that perform tests and submit results back to Europe for final approval).

Notified bodies are authorized by European countries to serve as independent test labs and perform the steps called out by product directives. They must have the necessary qualifications to meet the testing requirements set forth in the directives. Notified bodies may be a private sector organization or a government agency. Manufacturers may choose a notified body in any member state of the European Union. Lists of notified bodies are published by the European Commission in the Official Journal of the European Communities.

For exporting the following products the CE Marking is a must:

- Toys
- Pressure Vessels
- Medical Devices
- Personal Protective Equipment
- Gas Appliances
- Appliances (other than gas)
- Recreational Craft
- Equipment and Protective systems for explosive atmospheres
- Measuring Instruments
- Marine Equipment
- Construction Products
- Telecommunications
- Machinery
- Satellite Station Equipment
- Pressure Equipment
- Non-automatic weighing instruments
- Lift Machinery
- Non-Automatic Weighing equipment
- In-Vitro Diagnostic Medical Devices
- Electrical products

**How Do You Acquire CE Marking?**

In order to obtain the CE Marking the exporters may follow a series of steps outlined below. There are several alternatives available to the exporter depending upon product and the nature of the risks it presents.

1. Determine if any directives apply to your product. If more than one applies you will have to comply with all of them.
2. Determine the extent to which your product complies with the essential requirements for design and manufacturing in the applicable directive(s).
3. Choose the conformity assessment procedure from the options called out by the directive for your product.
4. The directives often use a series of questions about the nature of your product to classify the level of risk and refer to a chart called "Conformity Assessment Procedures". The chart includes all of the acceptable options available to a manufacturer to certify their product and affix the CE Marking.

5. Options for products with minimal risk include self certification where the manufacturer prepares a declaration of conformity and affixes the CE Marking to their own product.

6. Options for products with greater risks can require tests, audits or additional certificates from a notified body.

7. Select the applicable product standards and test methods for your product and select an independent lab if the product testing is to be done externally.

8. Establish an authorized representative in the European Union for your product. Some directives require that a manufacturer designate in Europe a representative to produce technical documentation in a timely fashion when called upon to do so.

9. The directives require for many products that a technical file be prepared by the manufacturer. The technical file holds information that verifies that the testing was conducted properly and that the product complies with applicable standards.

10. Prepare a declaration of conformity that may include a list the directives and standards that your product conforms to; product identification the manufacturer's name, address and signature.

11. The CE Marking itself is not meant to provide details about the product to surveillance authorities.

12. The declaration of conformity contains information adequate for tracing the product back to the manufacturer or the authorized representative in the European Union.

13. Affix the CE Marking to your product. There are specific rules to adhere to in CE Marking. These rules address the size and location of the marking; affixing the CE Marking to products, packaging and material or documents shipped with the product; and specific limitations on when and who is permitted to affix the CE Marking.

The exporters have to keep in touch with the frequently changing safety & health, quality, environment protection and labour conditions standards set by the EU Directives because if the product is not according to the specified requirements the exporter's will not access the European market.
Overview of relevant Marking, Certificates, Labels, and Codes of Conducts

**Regulation**

- **Health & Safety**
  - **HACCP Certificate**
    - This certificate is applicable to the food items. This certificate demonstrates that the company is applying suitable production, processing and/or packaging systems and procedures for hygiene and food safety risks.

- **CE Marking**
  - CE mark is applicable to a range of manufactured products. CE marking demonstrates that the product complies to the essential requirements of safety, health, and the environment and consumer protection.

- **Green Dot (in some countries)**
  - The Green Dot system is applicable in Germany, France and Belgium. The Green Dot printed on the product (packaging), demonstrates that the producer/importer of the product participates in a packaging waste management system.

**Quality**

- ISO 9000 series certificate
- EN/ISO Norms

**Social Accountability**

- **Social/ Fair trade labels**
- **SA 8000 certificate**

**Environment**

- **Ecolabels**
- **ISO 14000 series**

**Market Requirements**

- Codes of conduct

- **A certificate demonstrating that company’s management system is in place to manufacture in an environmentally conscious way, according to the criteria set by the ISO 14000 series standards.**
COUNTERFEIT AND PIRATED GOODS

The EU has imposed intellectual property rights to protect the EU producers’ and legitimate importers’ commercially. The customs holds goods on behalf of owner of intellectual property rights when suspected goods are under customs control so that question to the national courts could be taken under national law to seek redress.

MISCELLANEOUS

WORKING WITH EXPORT PARTNERS IN THE EUROPEAN UNION

As the European countries are moving towards a single market system, the exporters are to be cautious when choosing agents and distributors for their products to ensure success in the European markets. In addition, single currency accounting (the Euro) is catering cross-border markets and distribution. The level of competition has increased in EU due to reduction in the boarder and market barriers. The exporters should take a great care in choosing a distributor so that exporter is well informed about the latest changes made in the EU requirements along with information pertaining to the specific industry in which exporter is planning to launch the product. The pre-EU systems like, old national markets and distribution systems, varying regional business customs and national legal differences, are still firmly in place.

Agent Vs. Distributor

When an exporter is planning to launch his product in the EU market he comes across a problem of whom to select an agent or a distributor. The main area of difference is:

- Distributor: He has a control of pricing and how to present the product;
- Agent: He allows an exporter to control over pricing, and how to present the product.

So the question is which one to choose? A rule of thumb is that distributors are generally recommended for companies who are new in the market or are seeking to grow, and agents are preferred for manufacturers who are operating in a more mature/developed market. In Germany, the best solution for a company is to set up a direct sales office due to the market's large size and the competition from European-made products.

Relationships

Europeans spend more time building rapport and trust prior to entering partnerships. Agents and distributors are viewed as partners to a manufacturer, and the European legal system reflects this greater emphasis on relationships. Examples include:

- A notification period for terminating contracts is ranging by country from the EU legal minimum of 3 months to several years. Therefore, dissolving a business partnership can be complicated, even when it involves a manufacturer assuming control of its own distribution process.
- EU law requires termination payments for agents, sometimes even if the termination is part of a natural process (e.g., if the contract has expired or the partner fails to perform its obligations).
- Europe has much stricter standards in terms of a company's legal rights to use stored customer data.

Legal Counsel

Good and clear legal agreements are the best protection for exporters working in Europe. It is vital for your business to work with attorneys familiar with EU regulation, as well as the legal systems and judicial trends.
for the individual countries in which you currently are planning to export. In addition to the complexity of navigating notice periods and contract termination payments, non-competition clauses and protection of intellectual property rights, are key components of any contract with a European representative.

Communication

The exporters are encouraged to invest time in the process of finding the right representative for their product. Once the relationship is established, remaining in close contact with the partner and responding quickly to requests will help to lessen the distance factor. The EU is an exciting growing market with tremendous opportunity and strength. It is well worth the investment necessary to enter.

SYSTEMATIC PLANNING FOR EXPORTING TO EU

The exporters entering into EU markets will not stand a chance if they are not well prepared because EU’s market is so diverse, dynamic and competitive. Thus, exporter considering exporting to EU should first assess and study the various target markets in EU, the trade and distribution channels, assess their capabilities to make use of the opportunities and resist the threats, make strategic choices and prepare oneself to cope with the competitive environment. The following points will help the exporters in planning for how to develop business contacts and thereafter successfully execute the business with the European importer.

- In order to develop sustainable export business in EU, the exporter must be willing to invest his time and money in market research and establishing business contacts.
- Select the promising markets depending on the market assessment.
- Comparison of exporter’s opportunities and threats in the concerned market with the company’s strengths and weaknesses are critical for the success of exporter in that market. The main emphasis should be on assessment of the product characteristics, production facilities, production process, production capacity, production flexibility, quality, packaging, personnel qualifications, management systems, and standards, financial capabilities, and export experience.
- The correspondence with the EU person is very important as it is the presentation of your company and it should be in English. Respond to queries swiftly as you are not the only party in the market. Telephone, Fax: and e-mail are the means to communicate.
- Do not rely too much on the e-mails alone to establish contacts, as your e-mail might not be read at all.
- If direct mailing campaign is used, always follow up by telephone or personal visit.
- The prices should be quoted sharply, as strong competition conditions are prevalent in the EU, due to which the price margins are narrower.
- The prices should be quoted according to the Incoterms 2000 and in internationally recognized currencies. (Like Euro, & US$).
- Product prices should not be guaranteed for over an extended period of time and quote the price linked to date and exchange rate.
- Offers should be made in written confirmations.
- There are various methods of payment in EU like: Open Account, Document against Payment, Cheques, Payment on Consignment basis, Advance payment etc. but Letter of Credit should be used in case of new business relationship.
- One should be willing to adapt product according to the demands of the EU market and work on suggestions made.
- As the habits and customs vary for each member country of EU, it will be helpful to study the customs of particular target market you have identified. This will help in building trust with the EU businessman.
- The consistency, punctuality, reliability and honesty are very important, so be honest and direct about the delivery times, quality and production capacity.
• The market entry will be inhibited if the quality standards and regulations in the field of health, safety and environment are ignored.
• The order should not be accepted until or unless you are not ready to meet the EU market demand because this action may spoil the future chances for you.
## ANNEXURE I

### Direct Import Goods Report of Pakistan (Textiles)

Situación: 16/06/2003 11:55:00

<table>
<thead>
<tr>
<th>Category</th>
<th>Year</th>
<th>Quota</th>
<th>Working Lv</th>
<th>Licensed</th>
<th>%Qu Used</th>
<th>%WL Used</th>
<th>SC Licensed</th>
<th>SC % WL used</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>03</td>
<td>24,328,000</td>
<td>17,036,370</td>
<td>10,333,030</td>
<td>42.47</td>
<td>59.71</td>
<td>11,722,060</td>
<td>67.73</td>
</tr>
<tr>
<td>2</td>
<td>03</td>
<td>47,300,000</td>
<td>51,977,300</td>
<td>18,893,413</td>
<td>39.94</td>
<td>36.62</td>
<td>21,525,305</td>
<td>41.72</td>
</tr>
<tr>
<td>2A</td>
<td>03</td>
<td>16,605,000</td>
<td>18,929,700</td>
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<td>22.74</td>
<td>4,948,945</td>
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<tr>
<td>3</td>
<td>03</td>
<td>77,337,000</td>
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<td>32.65</td>
<td>32,565,765</td>
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<tr>
<td>4</td>
<td>03</td>
<td>45,612,000</td>
<td>51,997,680</td>
<td>22,213,982</td>
<td>48.70</td>
<td>42.72</td>
<td>23,984,290</td>
<td>46.13</td>
</tr>
<tr>
<td>4C</td>
<td>03</td>
<td>3,801,000</td>
<td>3,801,000</td>
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<td>0.00</td>
<td>0.00</td>
<td>0</td>
<td>0.00</td>
</tr>
<tr>
<td>5</td>
<td>03</td>
<td>13,301,000</td>
<td>15,163,140</td>
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<td>23.91</td>
<td>20.98</td>
<td>3,675,335</td>
<td>24.24</td>
</tr>
<tr>
<td>6</td>
<td>03</td>
<td>49,142,000</td>
<td>49,977,189</td>
<td>25,235,618</td>
<td>51.35</td>
<td>50.50</td>
<td>27,711,470</td>
<td>55.45</td>
</tr>
<tr>
<td>7</td>
<td>03</td>
<td>32,591,000</td>
<td>20,149,869</td>
<td>5,025,671</td>
<td>15.42</td>
<td>24.94</td>
<td>5,351,559</td>
<td>26.56</td>
</tr>
<tr>
<td>8</td>
<td>03</td>
<td>7,899,000</td>
<td>8,451,930</td>
<td>775,119</td>
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<td>9.17</td>
<td>906,146</td>
<td>10.72</td>
</tr>
<tr>
<td>9</td>
<td>03</td>
<td>13,464,000</td>
<td>13,173,480</td>
<td>7,997,895</td>
<td>59.40</td>
<td>60.71</td>
<td>8,826,497</td>
<td>67.00</td>
</tr>
<tr>
<td>20</td>
<td>03</td>
<td>52,407,000</td>
<td>55,355,640</td>
<td>26,160,067</td>
<td>49.92</td>
<td>47.26</td>
<td>28,685,262</td>
<td>51.82</td>
</tr>
<tr>
<td>26</td>
<td>03</td>
<td>31,895,000</td>
<td>34,127,650</td>
<td>1,071,670</td>
<td>3.36</td>
<td>3.14</td>
<td>1,283,734</td>
<td>3.76</td>
</tr>
<tr>
<td>28</td>
<td>03</td>
<td>115,272,000</td>
<td>123,341,040</td>
<td>10,107,604</td>
<td>8.77</td>
<td>8.19</td>
<td>11,246,356</td>
<td>9.12</td>
</tr>
<tr>
<td>39</td>
<td>03</td>
<td>18,358,000</td>
<td>15,032,090</td>
<td>4,695,608</td>
<td>25.58</td>
<td>31.24</td>
<td>5,400,955</td>
<td>35.93</td>
</tr>
</tbody>
</table>

**Quota Categories (Product List of Textiles)**

Unidades en (K)ilos o (P)ieces/(P)airs

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Cotton yarn, not put up for retail sale (K)</td>
</tr>
<tr>
<td>2(*)</td>
<td>Woven fabrics of cotton, other than gauze, terry fabrics, pile fabrics, chenille fabrics, tulle and other net fabrics (K)</td>
</tr>
<tr>
<td>2A</td>
<td>Of which: Other than unbleached or bleached</td>
</tr>
<tr>
<td>3</td>
<td>Woven fabrics of synthetic fibres (discontinuous or waste) other than narrow woven fabrics, pile fabrics (incl. terry fabrics) and chenille fabrics (K)</td>
</tr>
<tr>
<td>4(*)</td>
<td>Shirts, T-shirts, lightweight fine knit roll, polo or turtle necked jumpers and pullovers (other than of wool or fine animal hair), undervests and the like, knitted or crocheted (P)</td>
</tr>
<tr>
<td>4C</td>
<td>Jersey, pullovers, slip-overs, waistcoats, twinsets, cardigans, bed-jackets and jumpers (others than jackets and blazers), anoraks, wind-cheaters, waist jackets and the like, knitted or crocheted (P)</td>
</tr>
<tr>
<td>5(*)</td>
<td>Men's or boys' woven breeches, shorts other than swimwear and trousers (incl. slacks); women's or girls' woven trousers and slacks, of wool, of cotton or of man made fibres; lower parts of track suits with lining, others than category 16 or 29, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>6(*)</td>
<td>Women's or girls' blouses, shirts and shirt-blouses, whether or not knitted or crocheted, of wool, of cotton or man-made fibres or of man-made fibres (P)</td>
</tr>
<tr>
<td>7</td>
<td>Men's or boys' shirts, other than knitted or crocheted, of wool, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>9</td>
<td>Terry towelling and similar woven terry fabrics of cotton; toilet linen and kitchen linen, other than knitted or crocheted, of terry towelling and woven terry fabrics, of cotton (K)</td>
</tr>
<tr>
<td>20</td>
<td>Bed linen, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>26</td>
<td>Women's or girls' dresses, of wool, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>28(*)</td>
<td>Trousers, bib and brace overalls, breeches and shorts (other than swimwear), knitted or crocheted, of wool, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>39</td>
<td>Table linen, toilet linen and kitchen linen, other than knitted or crocheted, other than of terry towelling or a similar terry fabrics of cotton (K)</td>
</tr>
</tbody>
</table>

**Non-Quota Categories (Product List of Textiles)**

Unidades en (K)ilos o (P)ieces/(P)airs

<table>
<thead>
<tr>
<th>Category</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>10</td>
<td>Gloves, mittens and mitts, knitted or crocheted (P)</td>
</tr>
<tr>
<td>12</td>
<td>Panty-hose and tights, stockings, understockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, other than for babies, including stockings for varicose veins, other than products of category 70 (P)</td>
</tr>
<tr>
<td>13(*)</td>
<td>Men's or boys' underpants and briefs, women's or boys' knickers and briefs, knitted or crocheted, of wool, of cotton or of man-made fibres (P)</td>
</tr>
</tbody>
</table>
### Import Regulations in EU
#### Policy, Planning & Strategy

<table>
<thead>
<tr>
<th>Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>14</td>
<td>Men's or boys' woven overcoats, raincoats and other coats, cloaks and capes, of wool, of cotton or of man-made textile fibres (other than parkas) (of category 21) (P)</td>
</tr>
<tr>
<td>15</td>
<td>Women's or girls' woven overcoats, raincoats and other coats, cloaks and capes; jackets and blazers, of wool, of cotton or of man-made textile fibres (other than parkas) (of category 21) (P)</td>
</tr>
<tr>
<td>16</td>
<td>Men's or boys' suits and ensembles, other than knitted or crocheted, of wool, of cotton or of man-made fibres, excluding ski suits; men's or boys' track suits with lining, with an outer shell of a single identical fabric, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>17</td>
<td>Men's or boys' jackets or blazers, other than knitted or crocheted, of wool, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>18</td>
<td>Women's or boys' singlets and other vests, underpants, briefs, nightshirts, pyjamas, bathrobes, dressing gowns and similar articles, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>19</td>
<td>Handkerchiefs, other than knitted or crocheted (P)</td>
</tr>
<tr>
<td>21</td>
<td>Parkas; anoraks, windcheaters, waister jackets and the like, other than knitted or crocheted, of wool, of cotton or of man-made fibres; upper parts of tracksuits with lining, other than category 16 or 29, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>22</td>
<td>Yarn of staple or waste synthetic fibres, not put up for retail sale (K)</td>
</tr>
<tr>
<td>22 A</td>
<td>Of which acrylic</td>
</tr>
<tr>
<td>23</td>
<td>Yarn of staple or waste artificial fibres, not put up for retail sale (K)</td>
</tr>
<tr>
<td>24</td>
<td>Men's or boys' nightshirts, pyjamas, bathrobes, dressing gowns and similar articles, knitted or crocheted (P)</td>
</tr>
<tr>
<td>25</td>
<td>Women's or girls' night-dresses, pyjamas, négliges, bathrobes, dressing gowns and similar articles, knitted or crocheted</td>
</tr>
<tr>
<td>26</td>
<td>Women's or girls' skirts, underpants, briefs, panties, night-dresses, pyjamas, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>27</td>
<td>Men's or boys' singlets and other vests, slips, petticoats, briefs, panties, night-dresses, pyjamas, négliges, bathrobes, dressing gowns and similar articles, other than knitted or crocheted</td>
</tr>
<tr>
<td>28</td>
<td>Of which: Other than unbleached or bleached</td>
</tr>
<tr>
<td>29</td>
<td>Women's or girls' suits and ensembles, other than knitted or crocheted, of wool, of cotton or of man-made fibres, excluding ski suits; women's or girls' track suits with lining, with an outer shell of an identical fabric, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>30</td>
<td>Brassières, woven, knitted or crocheted (P)</td>
</tr>
<tr>
<td>31</td>
<td>Woven pile fabrics and chenille fabrics (other than terry towelling or terry fabrics of cotton and narrow woven fabrics) and tufted textile surfaces, of wool, of cotton or of man-made textile fibres (K)</td>
</tr>
<tr>
<td>32</td>
<td>Of which: Cotton corduroy</td>
</tr>
<tr>
<td>32 A</td>
<td>Of which: Cotton corduroy</td>
</tr>
<tr>
<td>33</td>
<td>Woven fabrics of synthetic filament yarn obtained from strip or the like of polyethylene or polypropylene, less than 3 m wide (K)</td>
</tr>
<tr>
<td>34</td>
<td>Sacks and bags, of a kind used for the packing of goods, not knitted or crocheted, obtained from strip or the like</td>
</tr>
<tr>
<td>35</td>
<td>Woven fabrics of synthetic filament yarn obtained from strip or the like of polyethylene or polypropylene, 3 m or more wide (K)</td>
</tr>
<tr>
<td>35 A</td>
<td>Of which: Other than unbleached or bleached</td>
</tr>
<tr>
<td>36</td>
<td>Woven fabrics of continuous artificial fibres, other than those for tyres of category 114 (K)</td>
</tr>
<tr>
<td>36 A</td>
<td>Of which: Other than unbleached or bleached</td>
</tr>
<tr>
<td>37</td>
<td>Woven fabrics of artificial staple fibres (K)</td>
</tr>
<tr>
<td>37 A</td>
<td>Of which: Other than unbleached or bleached</td>
</tr>
<tr>
<td>38</td>
<td>Knitted or crocheted synthetic curtain fabric including net curtain fabric (K)</td>
</tr>
<tr>
<td>38 A</td>
<td>Of which: Other than unbleached or bleached</td>
</tr>
<tr>
<td>38 B</td>
<td>Knitted or crocheted synthetic curtain fabric including net curtain fabric (K)</td>
</tr>
<tr>
<td>39</td>
<td>Net curtains, other than knitted or crocheted</td>
</tr>
<tr>
<td>40</td>
<td>Woven curtains (including drapes, interior blinds, curtain and bed valances and other furnishing articles), other than knitted or crocheted, of wool, of cotton or of man-made fibres (K)</td>
</tr>
<tr>
<td>41</td>
<td>Yarn of synthetic filament (continuous), not put up for retail sale, other than non textured single yarn untwisted or with a twist of not more than 50 turns/m (K)</td>
</tr>
<tr>
<td>42</td>
<td>Yarn of continuous man-made fibres, not put up for retail sale (K)</td>
</tr>
<tr>
<td>43</td>
<td>Yarn of artificial fibres; yarn of artificial filaments, not put up for retail sale, other than single yarn of viscose rayon untwisted or with a twist of not more than 250 turns/m and single non textured yarn of cellulose acetate</td>
</tr>
<tr>
<td>44</td>
<td>Yarn of man-made filament, yarn of artificial staple fibres, cotton yarn, put up for retail sale (K)</td>
</tr>
<tr>
<td>45</td>
<td>Carded or combed sheep's or lambs' wool or other fine animal hair (K)</td>
</tr>
<tr>
<td>46</td>
<td>Yarn of carded sheep's or lambs' wool (woollen yarn) or of carded fine animal hair, not put up for retail sale (K)</td>
</tr>
<tr>
<td>47</td>
<td>Yarn of combed sheep's or lambs' wool (worsted yarn) or of combed fine animal hair, not put up for retail sale (K)</td>
</tr>
<tr>
<td>48</td>
<td>Yarn of sheep's or lambs' wool or of combed fine animal hair, put up for retail sale (K)</td>
</tr>
<tr>
<td>49</td>
<td>Woven fabrics of sheep's or lambs' wool or of fine animal hair (K)</td>
</tr>
<tr>
<td>50</td>
<td>Cotton, carded or combed (K)</td>
</tr>
<tr>
<td>51</td>
<td>Cotton gauze (K)</td>
</tr>
<tr>
<td>52</td>
<td>Artificial staple fibres, including waste, carded, combed or otherwise processed for spinning (K)</td>
</tr>
<tr>
<td>53</td>
<td>Synthetic staple fibres, including waste, carded, combed or otherwise processed for spinning (K)</td>
</tr>
<tr>
<td>54</td>
<td>Yarn of synthetic staple fibres (including waste), put up for retail sale (K)</td>
</tr>
<tr>
<td>Code</td>
<td>Description</td>
</tr>
<tr>
<td>------</td>
<td>-------------</td>
</tr>
<tr>
<td>58</td>
<td>Carpets, carptenes and rugs, knotted (made up or not) (K)</td>
</tr>
<tr>
<td>59</td>
<td>Carpets and other textile floor coverings, other than the carpets of category 58 (K)</td>
</tr>
<tr>
<td>60</td>
<td>Tapestries, hand-made, of the type Gobelin, Fladders, Aubusson, Beauvais and the like, and needlework tapestries (e.g. petit point and cross stitch) made in panels and the like by hand (K)</td>
</tr>
<tr>
<td>61</td>
<td>Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft, assembled by means of an adhesive, other than labels and similar articles of category 62 Elastic fabrics and trimmings (not knitted or crocheted), made from textile materials assembled from rubber thread (K)</td>
</tr>
<tr>
<td>62</td>
<td>Chenille yarn (incl. flock chenille yarn), gimped yarn (other than metallized yarn and gimped horsehair yarn) (K)</td>
</tr>
<tr>
<td>63</td>
<td>Knitted or crocheted fabric of synthetic fibres containing by weight 5% or more elastomeric yarn and knitted or crocheted fabrics containing by weight 5% or more of rubber thread (K) Raschel lace and long-pile fabric of synthetic fibres</td>
</tr>
<tr>
<td>64</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>65</td>
<td>Knitted or crocheted fabric, other than those of categories 38 A and 63, of wool, of cotton or of man-made fibres (K)</td>
</tr>
<tr>
<td>66</td>
<td>Travelling rugs and blankets, other than knitted or crocheted, of wool, of cotton or of man-made fibres (K)</td>
</tr>
<tr>
<td>67</td>
<td>Knitted or crocheted clothing accessories other than for babies; household linen of all kinds, knitted or crocheted; curtains (incl. drapes) and interior blinds, curtain or bed valances and other furnishing articles knitted or crocheted; knitted or crocheted blankets and travelling rugs, other knitted or crocheted articles including parts of garments or of clothing accessories (K)</td>
</tr>
<tr>
<td>67 A</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>68</td>
<td>Babies' garments and clothing accessories, excluding babies' gloves, mittens and mitts of categories 10 and 87, and babies' stockings, socks and stockings, other than knitted or crocheted, of category 88 (K)</td>
</tr>
<tr>
<td>70</td>
<td>Panty-hose and tights of synthetic fibres, measuring per single yarn less than 67 decitex (6.7 tex) (P) Women's full length hosiery of synthetic fibres</td>
</tr>
<tr>
<td>71</td>
<td>Swimwear, of wool, of cotton or of man-made fibres (P)</td>
</tr>
<tr>
<td>72</td>
<td>Track suits of knitted or crocheted fabric, of wool, of cotton or of man-made textile fibres (P)</td>
</tr>
<tr>
<td>73</td>
<td>Women's or girls' knitted or crocheted suits and ensembles, of wool, of cotton or of man-made fibres, excluding ski suit (P)</td>
</tr>
<tr>
<td>74</td>
<td>Men's or boys' knitted or crocheted suits and ensembles, of wool, of cotton or of man-made fibres, excluding ski suit (P)</td>
</tr>
<tr>
<td>75</td>
<td>Men's or boys' industrial or occupational clothing, other than knitted or crocheted (K) Women's or girls' aprons, smocks overalls and other industrial or occupational clothing, other than knitted or crocheted</td>
</tr>
<tr>
<td>77</td>
<td>Ski suits, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>78</td>
<td>Garments, other than knitted or crocheted, excluding garments of categories 6, 7, 8, 14, 15, 16, 17, 18, 21, 26, 27, 29, 68, 72, 76 and 77 (K)</td>
</tr>
<tr>
<td>79</td>
<td>Overcoats, jackets, blazers and other garments, including ski suits, knitted or crocheted, excluding garments of categories 4, 5, 7, 13, 24, 26, 27, 28, 68, 69, 72, 73, 74, 75 (K)</td>
</tr>
<tr>
<td>80</td>
<td>Shawls, scarves, mufflers, mantillas, veils and the like other than knitted or crocheted, of wool, of cotton or of man-made fibres (K)</td>
</tr>
<tr>
<td>81</td>
<td>Ties, bow ties and cravats other than knitted or crocheted, of wool, of cotton or of man-made fibres (K)</td>
</tr>
<tr>
<td>82</td>
<td>Corsets, corset-belts, suspender belts, braces, suspenders, garters and the like, and parts thereof, whether or not knitted or crocheted (K)</td>
</tr>
<tr>
<td>83</td>
<td>Gloves, mittens and mitts, not knitted or crocheted (P)</td>
</tr>
<tr>
<td>85</td>
<td>Stockings, socks and stockings, not knitted or crocheted; other clothing accessories, parts of garments or of clothing accessories other than for babies, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>86</td>
<td>Twine, cordage, ropes and cables of synthetic fibres, plaited or not (K)</td>
</tr>
<tr>
<td>87</td>
<td>Nets and netting made of twine, cordage or rope and made up fishing nets of yarn, twine, cordage or rope (K)</td>
</tr>
<tr>
<td>88</td>
<td>Other articles made from yarn, twine, cordage, cables or rope, of a kind used for the packing of goods of synthetic fibres, other than made from polyethylene or polypropylene strip (K)</td>
</tr>
<tr>
<td>89</td>
<td>Textile fabrics coated with gum or amylaceous substances, of a kind used for the outer covers of books and the like; tracing cloth; prepared painting canvas; buckram and similar stiffened textile fabrics of a kind used for hat foundations (K) Linoleum, whether or not cut to shape; floor coverings consisting of a coating or covering applied on a textile backing, whether or not cut to shape Rubberised textile fabric, not knitted or crocheted, excluding those for tyres Textile fabrics otherwise impregnated or coated; painted canvas being theatrical scenery, studio back-cloths, other than of category 100</td>
</tr>
<tr>
<td>90</td>
<td>Men's or boys' industrial or occupational clothing, other than knitted or crocheted (K) Women's or girls' aprons, smocks overalls and other industrial or occupational clothing, other than knitted or crocheted</td>
</tr>
<tr>
<td>91</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>92</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>93</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>94</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>95</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>96</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>97</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>98</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>99</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>100</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
<tr>
<td>101</td>
<td>Of which: Sacks and bags of a kind used for the packing of goods, other than made from polyethylene or polypropylene strip</td>
</tr>
</tbody>
</table>

* (*) indicator indicates that the code is subject to the provisions of the Import Regulations in EU.
<table>
<thead>
<tr>
<th>Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>110</td>
<td>Woven pneumatic mattresses (K)</td>
</tr>
<tr>
<td>111</td>
<td>Camping goods, woven, other than pneumatic mattresses and tents (K)</td>
</tr>
<tr>
<td>112</td>
<td>Other made up textile articles, woven, excluding those of categories 113 and 114 (K)</td>
</tr>
<tr>
<td>113</td>
<td>Floor cloth, dish cloth and dusters, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>114</td>
<td>Woven fabrics and articles for technical uses (K)</td>
</tr>
<tr>
<td>115</td>
<td>Flax or ramie yarn (K)</td>
</tr>
<tr>
<td>117</td>
<td>Woven fabrics of flax or of ramie (K)</td>
</tr>
<tr>
<td>118</td>
<td>Table linen, toilet linen and kitchen linen of flax or ramie, other knitted or crocheted (K)</td>
</tr>
<tr>
<td>120</td>
<td>Curtains (incl. drapes), interior blinds, curtain and bed valances and other furnishing articles, not knitted or crocheted, of flax or ramie (K)</td>
</tr>
<tr>
<td>121</td>
<td>Twine, cordage, ropes and cables, plaited or not, of flax or ramie (K)</td>
</tr>
<tr>
<td>122</td>
<td>Sacks and bags, of a kind used for the packing of goods, used, of flax, other than knitted or crocheted (K)</td>
</tr>
<tr>
<td>123</td>
<td>Woven pile fabrics and chenille fabrics of flax or ramie, other than narrow woven fabrics (K)</td>
</tr>
<tr>
<td>124</td>
<td>Shawls, scarves, mufflers, mantillas, veils and the like, of flax or ramie, other than knitted or crocheted</td>
</tr>
<tr>
<td>125</td>
<td>Synthetic staple fibres (K)</td>
</tr>
<tr>
<td>125 A</td>
<td>Synthetic filament yarn (continuous) not put up for retail sale, other than yarn of category 41 (K)</td>
</tr>
<tr>
<td>125 B</td>
<td>Monofilament, strip (artificial straw and the like) and imitation catgut of synthetic materials</td>
</tr>
<tr>
<td>126</td>
<td>Artificial staple fibres (K)</td>
</tr>
<tr>
<td>127 A</td>
<td>Yarn of artificial filaments (continuous) not put up for retail sale, other than yarn of category 42 (K)</td>
</tr>
<tr>
<td>127 B</td>
<td>Monofilament, strip (artificial straw and the like) and imitation catgut of artificial textile materials</td>
</tr>
<tr>
<td>128</td>
<td>Coarse animal hair, carded or combed (K)</td>
</tr>
<tr>
<td>129</td>
<td>Silk yarn other than yarn spun from silk waste (K)</td>
</tr>
<tr>
<td>130 A</td>
<td>Silk yarn other than yarn spun from silk waste (K)</td>
</tr>
<tr>
<td>130 B</td>
<td>Silk yarn other than of category 130 A, silk-worm gut (K)</td>
</tr>
<tr>
<td>131</td>
<td>Yarn of other vegetable textile fibres (K)</td>
</tr>
<tr>
<td>132</td>
<td>Paper yarn (K)</td>
</tr>
<tr>
<td>133</td>
<td>Yarn of true hemp (K)</td>
</tr>
<tr>
<td>134</td>
<td>Metallized yarn (K)</td>
</tr>
<tr>
<td>135</td>
<td>Woven fabrics of coarse animal hair or of horse hair (K)</td>
</tr>
<tr>
<td>136</td>
<td>Woven fabrics of silk or of silk waste (K)</td>
</tr>
<tr>
<td>137</td>
<td>Woven pile fabric and chenille fabrics and narrow woven fabrics of silk, or of silk waste (K)</td>
</tr>
<tr>
<td>138</td>
<td>Woven fabrics of paper yarn and other textile fibres other than of ramie (K)</td>
</tr>
<tr>
<td>139</td>
<td>Woven fabrics of metal threads or of metallized yarn (K)</td>
</tr>
<tr>
<td>140</td>
<td>Knitted or crocheted fabric of textile material other than wool or fine animal hair, cotton or man made fibres (K)</td>
</tr>
<tr>
<td>141</td>
<td>Travelling rugs and blankets of textile material other than wool or fine animal hair, cotton or man made fibres (K)</td>
</tr>
<tr>
<td>142</td>
<td>Carpets and other textile floor coverings of sisal, of other fibres of the agave family or the Manila hemp (K)</td>
</tr>
<tr>
<td>143</td>
<td>Yarn of jute or of other textile bast fibres of heading N° 5303 (K)</td>
</tr>
<tr>
<td>145</td>
<td>Twine, cordage, ropes and cables plaited or not abaca (Manila hemp) or of true hemp (K)</td>
</tr>
<tr>
<td>146 A</td>
<td>Binder or baler twine for agricultural machines, of sisal or other fibres of the agave family (K)</td>
</tr>
<tr>
<td>146 B</td>
<td>Twine, cordage, ropes and cables of sisal or other fibres of the agave family, other than the products of category 146 A</td>
</tr>
<tr>
<td>146 C</td>
<td>Twine, cordage, ropes and cables, whether or not plaited or braided, of jute or of other textile bast fibres of heading N° 5303</td>
</tr>
<tr>
<td>147</td>
<td>Yarn of jute or of other textile bast fibres of heading N° 5303 (K)</td>
</tr>
<tr>
<td>148 A</td>
<td>Cori yarn (K)</td>
</tr>
<tr>
<td>149</td>
<td>Woven fabrics of jute or of other textile bast fibres of a width of more than 150 cm (K)</td>
</tr>
<tr>
<td>150</td>
<td>Woven fabrics of jute or of other textile bast fibres of a width of not more than 150 cm; Sacks and bags, of a kind used for the packing of goods, of jute or of other textile bast fibres, other than used (K)</td>
</tr>
<tr>
<td>151 A</td>
<td>Needle loom felt of jute of other textile bast fibres not impregnated or coated, other than floor coverings</td>
</tr>
<tr>
<td>151 B</td>
<td>Carpets and other textile floor coverings, of jute or of other textile bast fibres, other than tufted or flocked</td>
</tr>
<tr>
<td>152</td>
<td>Used sacks and bags, of a kind used for the packing of goods, of jute or of other textile bast fibres of heading N° 5303 (K)</td>
</tr>
<tr>
<td>153</td>
<td>Silkworm cocoons suitable for reeling (K)</td>
</tr>
<tr>
<td>154</td>
<td>Raw silk (not thrown)</td>
</tr>
<tr>
<td>155</td>
<td>Yarn of jute or of other textile bast fibres of heading N° 5303 (K)</td>
</tr>
<tr>
<td>156</td>
<td>Cori yarn (K)</td>
</tr>
<tr>
<td>157</td>
<td>Woven fabrics of jute or of other textile bast fibres of a width of more than 150 cm (K)</td>
</tr>
<tr>
<td>158</td>
<td>Woven fabrics of jute or of other textile bast fibres of a width of not more than 150 cm; Sacks and bags, of a kind used for the packing of goods, of jute or of other textile bast fibres, other than used (K)</td>
</tr>
<tr>
<td>159</td>
<td>Woven fabrics of jute or of other textile bast fibres of a width of not more than 150 cm; Sacks and bags, of a kind used for the packing of goods, of jute or of other textile bast fibres, other than used (K)</td>
</tr>
<tr>
<td>160</td>
<td>Wool not carded or combed</td>
</tr>
<tr>
<td>161</td>
<td>Fine or coarse animal hair, not carded or combed</td>
</tr>
<tr>
<td>162</td>
<td>Waste of wool or of fine or coarse animal hair, including yarn waste but excluding garnetted stock</td>
</tr>
</tbody>
</table>

*Import Regulations in EU*
<table>
<thead>
<tr>
<th></th>
<th>Import Regulations in EU</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Planning &amp; Strategy</td>
</tr>
<tr>
<td></td>
<td>Policy,</td>
</tr>
<tr>
<td></td>
<td>Garnetted stock of wool or of fine or coarse animal hair</td>
</tr>
<tr>
<td></td>
<td>Flax, raw or processed but not spun: flax tow and waste (including yarn waste and garnetted stock)</td>
</tr>
<tr>
<td></td>
<td>Ramie and other vegetable textile fibres, raw or processed but not spun: tow, noils and waste, other than coir and abaca of heading N° 5304</td>
</tr>
<tr>
<td></td>
<td>Cotton, not carded nor combed</td>
</tr>
<tr>
<td></td>
<td>Cotton waste (incl. yarn waste and garnetted stock)</td>
</tr>
<tr>
<td></td>
<td>True hemp (cannabis sativa), raw or processed but not spun: tow and waste of true hemp (including yarn waste and garnetted stock)</td>
</tr>
<tr>
<td></td>
<td>Abaca (Manila hemp or Musa Textilis Nee), raw or processed but not spun: tow and waste of abaca (including yarn waste and garnetted stock)</td>
</tr>
<tr>
<td></td>
<td>Jute or other textile bast fibres (excl. flax, true hemp and ramie), raw or processed but not spun: tow and waste of jute or other textile bast fibres (including yarn waste and garnetted stock)</td>
</tr>
<tr>
<td></td>
<td>Other vegetable textile fibres, raw or processed but not spun: tow and waste of such fibres (including yarn waste and garnetted stock)</td>
</tr>
<tr>
<td>156</td>
<td>Blouses and pullovers knitted or crocheted of silk or silk waste for women and girls (K)</td>
</tr>
<tr>
<td>157</td>
<td>Garments, knitted or crocheted, other than those of categories 1 to 123 and 156 (K)</td>
</tr>
<tr>
<td>159</td>
<td>Dresses, blouses and shirt-blouses, not knitted or crocheted, of silk or silk waste (K)</td>
</tr>
<tr>
<td></td>
<td>Shawls, scarves, mufflers, mantillas, veils and the like, not knitted or crocheted, of silk or silk waste</td>
</tr>
<tr>
<td></td>
<td>Ties, bow ties and cravats of silk or silk waste</td>
</tr>
<tr>
<td>160</td>
<td>Handkerchiefs of silk or silk waste (K)</td>
</tr>
<tr>
<td>161</td>
<td>Garments, not knitted or crocheted, other than those of categories 1 to 123 and category 159 (K)</td>
</tr>
<tr>
<td>163</td>
<td>Gauze and articles of gauze put up in forms or packings for retail sale (K)</td>
</tr>
</tbody>
</table>

Exporters may clarify from the textile directorate, EPB about quota and non-quota textile items, before shipment. The most recent information on the quota and non-quota items along with amount of quota utilized in EU is available on web site: http:/sigl.cec.eu.int/choice.html
ANNEXURE II

ADDRESSES OF IMPORTANT OFFICES

EXPORT PROMOTION BUREAU

**Head Office - Karachi**

5th Floor, Block A
Finance & Trade Centre
P.O. Box No. 1293
Shahrah-e-Faisal, Karachi 75200 Pakistan
PABX: 92 21- 9206487-90
UAN No. 92-21-111-444-111

**Regional Offices**

**Islamabad**

26-D, West Kashmir Plaza, Blue Area, Islamabad
UAN: 111-444-111,
Fax: (92-51) 920 1736

**Lahore**

62,Garden Block, Garden Town Lahore
Tel: (042) 9230655-8
Fax: (042) 9230608
E-Mail : epbeiac@brain.net.pk
UAN No. 042-111-444-111

**Peshawar**

Plot No. 24, Phase-V.
Hayatabad, Peshawar
Tel: (091) 9217120-25
Fax: (091) 9217126
E-mail: epb@psh.paknet.com.pk

**Quetta**

Opp. Session Court Building.
Shahrah-e-Iqbal, Quetta
Tel: (081) 9201109, 9202562
Fax: (081) 9202053
E-Mail: epb_quetta@hotmail.com

**Sub- Regional Offices**

**Faisalabad**

Gulistan Colony No.2, Public Building, Area,
Sheikhupura Road, Faisalabad,
Tel: (041) 783198, 763462, 786813
Tlx: 43458 EXPOM PK
Fax: (041) 786372
E-mail: epbfisd@fsd.comsat.net.pk
UAN No. 041-111-444-111

**Hyderabad**

18/A, Govt. Officer's Residence,
Colony (GOR), Hyderabad
Tel: (0221) 781122

**Sialkot**

Paris Road, Sialkot
Tel: (0432) 589721-22, 591475, 591464
Tlx: 46363 EXPOM PK
Fax: (0432) 591621

**Gujranwala**

120/1-D, Satelitie Town, Gujranwala
Tel: (0431) 253448
Tlx: 45302 EXPOM PK
Fax: (0431) 254440, 255365
E-mail: zachepb@yahoo.com

**Sargodha**

116/2-C, Satellite Town, Sargodha
Tel: (0451) 214072
Fax: (0451) 214072

**Multan**

97-A, Gulgasht Colony,
Multan Cannt.
Tel: (061) 523087, 223961, 223962
Tlx: 42674 EXPOM PK
Fax: (061) 223006
Email: epbmul@brain.net.pk

**Abbottabad**

Mubarak Plaza,
Main Manshehra Road,
Tel: (0992) 380203
Tlx: 23877 EXPOM PK
Fax: (0992) 380181

**Larkana**

6-11, Kennedy Market, Larkana
Tel: (0741) 441638
Fax: (0741) 444325

**Swat**

Gul Kada, Saidu Sharif,
Mingora Swat.
Tel: (0936) 711146
Fax: (0936) 720861

**(Mirpur) Azad Kashmir**

63- F-1, Mirpur Azad Kashmir
Tel: (0582) 44927, 45158
Fax: (0582) 45157
ADDRESSES OF VARIOUS CHAMBERS OF COMMERCE OPERATING IN PAKISTAN

THE FEDERATION OF PAKISTAN CHAMBER OF COMMERCE AND INDUSTRY

HEAD OFFICE
Federation House
Sharae Firdousi, Main Clifton
P.O. Box: 13875
Karachi-75600
Tel: 021-5873691-94
Fax: 92-21-5874332
Email: Info@Fpcci.Com, Fpcci@Digicom.Net.Pk

ZONAL OFFICE
50-A, Tufail Road
Lahore Cantt-54810
Tel: 042-6670970-71
Fax: 92-042-6670972

LIAISON OFFICE
99-W (B-Side), First Floor,
Shalimar Plaza, Jinnah Avenue,
P.O.Box No. 2927
Islamabad
Phones: 051-273178-80
Fax : 051-273177
Eml: fpcci.isb@topnet.com.pk

FPCCI HAS UNDER ITS UMBRELLA THE FOLLOWING 36 CHAMBERS OF COMMERCE AND INDUSTRY

The American Business Council Of Pak.
Nic Building (6th Floor)
Abbasi Shaheed Road, Mirpur (AJK)
P.O.Box 1322
Karachi
Tel: 021-5676436/519460
Fax: 021-5660135
Email: Abcpak@Cyber.Net.Pk

Azad Jammu & Kashmir Chamber Of Commerce & Industry
52-F/1, Jari Dam Road
Tel: 058610-44890
Fax: 058610-39110

Bahawalpur Chamber Of Commerce & Ind.
28-C.A, Abbasi Road
Off Sharah-E-Aziz Bhatti Shaheed
Model Town-A
Bahawalpur
Tel: 0621-883192/886283
Fax: 0621-889283
Email: Chamber@Pakview.Com

D.G. Khan Chamber Of Commerce & Industry
Khakwani House, Block 34
Dera Ghazi Khan
Tel: 0641-62338/62645
Fax: 0641-64938

D.I. Khan Chamber Of Commerce & Industry
Post Box 5, Circular Road
D. I. Khan
Tel: 0961-811334/811354/4618
Fax: 0961-811354
Email: Sjbdn@Epistemics.Net

D. Faisalabad Chamber Of Commerce & Industry
2nd Floor, National Bank Building
Jail Road
Faisalabad
Tel: 041-616045-47
Fax: 041-615085
Email: Fcci@Fsd.Paknet.Com.Pk

The Gujranwala Chamber Of Commerce And Industry
Aiwan-E-Tijarat Road
Gujranwala
Tel: 0431-256701-04
Fax: 0431-254440
Email: Gcci@Gjr.Paknet.Com.Pk
WWW WWW.Gcci.Org.Pk

Hazara Chamber Of Commerce & Industry
Al-Mumtaz Plaza, Supply Bazar
Mансhura Road
Abbottabad
Tel: 05921-4871/5449
Fax: 05921-30918/5880

Haripur Chamber Of Commerce & Industry
32 - Habib Plaza
G. T. Road
Haripur
Tel: 0995-3107/610961/2644
Fax: 0995-4257

Hyderabad Chamber Of Commerce & Industry
Aiwan-E-Tijarat Road, Saddar
P.O. Box No. 99
Hyderabad
Tel: 0221-784973/784974/28713
Fax: 0221-784972
Email: Hcci@Paknet3.Ptc.Pk
Import Regulations in EU
Planning & Strategy

Islamabad Chamber Of Commerce & Industry
Chamber House, G-8/1
Alian-E-Sanat-O-Tijarat
Islamabad
Tel: 051-2250526/2253145
Fax: 051-2252950
Email: Icci@Brain.Net.Pk

Chamber Of Commerce & Industry, Quetta
Chamber House, P. O. Box 117
Quetta
Tel: 081-824857/821942/835717
Fax: 081-821948
Email: Qcci@Hotmail.Com

The Rawalpindi Chamber Of Commerce & Industry
Chamber House, 108-Adamjee Road
P.O. Box No. 323
Rawalpindi
Tel: 051-5584397/566238
Fax: 051-5586849
Email: Chamber@Rcci.Org.Pk

Sargodha Chamber Of Commerce & Industry
14 New Civil Lines
Sarghoda
Tel: 0451-60566
Fax: 0451-700766

Sarhad Chamber Of Commerce & Industry
Sarhad Chamber House
G. T. Road
Peshawar
Tel: 091-9213314-15
Fax: 091-9213316
Email: Sccip@Brain.Net.Pk

Shikarpur Chamber Of Commerce & Industry
Opp. Gole Market
Shikarpur
Tel: 0761-3342

Sialkot Chamber Of Commerce & Industry
Sharah-E-Aiwan-E-Sanat-O-Tijarat
P.O. Box 1870
Sialkot
Tel: 0432-261881-3/260882/273850-3
Fax: 0432-268835/267919
Email: Scci@Skt.Comsats.Net.Pk

Sukkur Chamber Of Commerce & Industry
"Sukkur Chamber House"
1st Floor, Opp. Mehran View Plaza
Bunder Road
Sukkur
Tel: 071-23938/23059
Fax: 071-23059

The Sheikhupura Chamber Of Commerce & Industry
Chamber House, Kot Abdul Malik
Lahore Sheikhupura Road
Sheikhupura
Tel: 04931-7723131/270313/206131
Fax: 04931-7722577/205306
Import Regulations in EU
Planning & Strategy

Gujrat Chamber Of Commerce & Industry
26-A, S.I.E., P. O. Box 169
G. T. Road
Gujrat
Tel: 04331-523012-13
Fax: 04331-523011

Jhelum Chamber Of Commerce & Industry
Rani Nagar, G. T. Road
Jhelum
Tel: 0541-646532
Fax: 0541-646533

Thatta Chamber Of Commerce & Industry
P.O. Shafflabad, Gharo
Thatta
Tel: 029-/021-7726146/2438795
Fax: 029-/021-2410647
Email: Malodhi@Lodhico.Khi2.Erum.Com.Pk

Jhang Chamber Of Commerce & Industry
Aamir Colony, Yousaf Shah Road
Opposite Income Tax Office
Jhang
Tel: 0471-611780/624083
Fax: 0471-612371
Email: Jcci@Paknet4.Ptc.Pk

Lasbela Chamber Of Commerce & Industry
2nd Floor, Lieda Office Building
Hub District
Lasbela
Tel: 0202-33410
Fax: 0202-32431

Northern Areas Chamber Of Commerce And Industry
Khazana Road
Gilgit
Tel: 0572-55415/55740
Fax: 0572-55740

Chaman Chamber Of Commerce & Industry
Commerce House
Chaman (Balochistan)
Tel: 0826-613370
FOR FURTHER INFORMATION ON REGULATIONS & MARKET REQUIREMENTS
CONTACT THE FOLLOWING INSTITUTIONS

Technical Standards

Comite' Europeen de Normalisation (CEN)
European Committee for Standardisation
Third countries unit, Rue de stassart 36,
B-1050 Brussels, Belgium
Tel: +32(0) 25500811
Fax: +32(0) 25500819
E-mail: infodesk@cennorm.be

European Institute for Electrotechnical Standardisation (CENELEC)
35, Rue de Stassart, 1050 Brussels, Belgium
Tel: +32(0) 25196871
Fax: +32(0) 2519619
E-mail: www.cenelec.be

European Telecommunications Standards Institution (ETSI)
ETSI Secretariat, 650, Rue des Luciolis,
06921 Sophia Antipolis Cedex, France
Tel: +33(0)492944200
Fax: +33(0)492944333
E-mail: infocentre@etsi.org---Internet: www.etsi.org

European Organisation for Testing & Certification (EOTC)
Egmond House 15, Egmond Street, 1000
Brussels, Belgium
Tel: +32(0) 25024141
Fax: +32(0) 25024239
E-mail: helpdesk@eotc.be

Health & Safety

EUROPA
Information on health & safety regulations (CE marking & food safety)
European Commission, 200, Rue de la Loi Treves 1209-52, 1049 Brussels, Belgium
Tel: +32(0) 22999017
Fax: +32(0) 22962695
Internet: europa.eu.int/eur-lex-
www.newapproach.org

Euro Handels Institut (EHI)
Co-ordinator for Good Agricultural Practices
Spichernstrasse 55, D-50672 Cologne, Germany
Tel: +49 (0) 221579930
Fax: +49(0) 2215799346
Internet: www.ehi.org

Environment regulations, eco-labelling & environmental management standards

Contact point EU ECO-label
Commission of the European Communities
DG XI-A-2, Rue de la Loi 200, 1049 Brussels, Belgium
Tel: +32(0) 22990344
Fax: +32(0) 22990313
E-mail: ecolabel@dg11.cec.be

CBI's database on trade, environment and health
P.O.Box 30009, 3001 DA Rotterdam, the Netherlands
Tel: +31(0) 102013434
Fax: +31(0) 104114081
E-mail: cbi@cbi.nl---------Internet: www.cbi.nl

Others

• Information about export documents on "originating" status like Form A can be obtained from the national customs department or trade promotion organisation.

• Information regarding Phytosanitary certificates may be obtained from the national customs department and national authoritative body for health hygiene and inspection.

• European Union on-line Web site: www.europa.eu.int

• European Union in USA Web site: www.eurunion.org

• Euro Chambers
5, Rue Archimede, P.O.Box 4,
1000 Brussels, Belgium.
Tel: +32(0) 22820850
Fax: +32(0) 22300038
E-mail: eurochambres@eurochambres.be
Internet: www.eurochambres.be