

Conditions for Safe Organic Import from Ukraine

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Bioland Markt GmbH/ Experience of Import from Ukraine

- Raw material import from Ukraine since 2013
- Direct cooperation with farms
- Additional inspection of farms to comply with Bioland standards and EU regulation 834/2007 and 889/2008

Import from Ukraine/ Opportunities and Risks

- The demand for organic cereals, oil seeds and feed crops at the European market continues to grow
- Improved export/import conditions thanks to EU-Ukraine Association Agreement

Nevertheless:

- German market still prefers organic raw materials from such Eastern European countries as the Czech Republic, Slovakia, Poland, due to:
 - Long-term experience in organic production
 - Close geographical location to producers
 - Absence of customs operations (customs union)
 - High level of credibility
 - Partially, more interesting price

Import from Ukraine/ Opportunities and Risks

Critical attitude of processors, mass media and end consumers to organic cereals from Ukraine:

- High volumes of imported organic crops from Ukraine create competition for German producers
- Transportation of organic crops at long distances is against the organic/ environment protection idea
- Product anonymity
- Risk of falsification of organic quality

Import from Ukraine/ Opportunities and Risks

- **The case of importing contaminated sunflower cake to the Netherlands and Germany/ December 2014:**
 - Economic damage and a blow to the image of innocent organic producers from Germany/the Netherlands (major organic egg producer Fürstenhof – prohibition to sell. The organic status of about 60 enterprises was temporarily suspended)
 - Lower confidence to Ukrainian organic producers/inspection bodies. Restoring previous situation will require some time

Bioland Markt Strategy

Concept of presenting organic raw materials from Ukraine to critical buyers in Europe:

- Additional inspection of farms by ABCert/ Ceres. When deviations from EU standards are found, the producer, certification body and European Commission, if necessary, are informed. (This experience has showed cases of noncompliance with EU Regulation EC 834/2007 and 889/2008)
- Long-term direct cooperation with producers
- Working on the image and degree of confidence from buyers to some producers: each lot has a face and farm history, i.e. personal responsibility and trade ethics of suppliers, transparency of trade relations
- Professional consultancy on agrotechnical measures

Summary

The desired safe market saturation with organic raw materials from Ukraine is based on two aspects:

- Firm position of Western European importers – compliance of imported products with EU standards not only on paper but in practice
- Responsibility of producers for saturating market with their products

In practice

Requirements of certification bodies to exported/imported products:

- Analyzing lots for export by a certification body
- Sealed and labelled big bags
- High quality packaging/big bags (unloading products in damaged packaging is now allowed)
- Specifying a certification body's number in invoices, CMRs and transaction certificated
- Data in transaction certificates must be equal to those in other documents

Thank you for attention!

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