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GAIN Report

Global Agricultural Information Network

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Product Brief - Dried Fruits and Nuts

Report Categories:

Dried Fruit

Tree Nuts

Product Brief

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Report Highlights:

The dried fruits and nuts sector shows continued expansion in the Polish food market overall. This report provides marketing, trade, and regulatory information for US exporters.

General Information:
Section I. Market Overview

Sweet and savory snacks show continued expansion in the Polish food market. Nuts demonstrated the highest levels of growth in sales at 20.9 percent and volume at 21.8 percent, out of all sweet and savory snack foods in the Polish market over the period 2007-2012. Polish consumers are increasingly aware of the healthy benefits provided by dried fruit and nuts and value their convenience as a healthy form of food "on the go." Dried fruit and nuts are also widely used as traditional baking ingredients. While growth is expected to continue over the next five years, it will do so at a diminished rate with an expected 12.7 percent increase in volume from 2012-2017.

Among the nuts available on the Polish market, in 2012 the following were most popular: almonds (44.9 percent), pistachios (27.2 percent), hazelnuts (19 percent) walnuts (3.9 percent), and macadamia nuts (3.3 percent). U.S. nut commodities hold the largest individual market share for nuts in Poland, nearly one third, and dominate the almond, pistachio, and walnut markets, the first, second, and fourth largest nut markets in Poland, respectively. However, U.S. commodities remain largely absent from the hazelnut and macadamia nut markets, the third and fifth largest nut markets in Poland. While technically not nuts, peanuts and sunflower seeds are typically grouped with this category, and combined, have higher total volume and sales than other nuts combined. As with hazelnuts and macadamia nuts, U.S. product offerings for these commodities are severely limited.

The most popular dried fruits in the market are: raisins, prunes, dates, apricots, figs, apples, and pears. Dried cranberries continue to gain interest in the market due to their perceived health benefit and exposure through FAS organized promotions. Marketing events, including the "Taste of America" event hosted at the Ambassador's residence in September 2013 promoting US cranberries, almonds, and peanuts, help drive consumer demand by showcasing quality of US products, health related benefits of these commodities, and reduce market access barriers for exporters.

The removal of the tariff for raw shelled and unshelled peanuts and decreased tariffs for walnuts, pistachios, raisins, dried prunes, and mixed nuts due to Poland's EU accession continues to offer U.S. suppliers more competitive entry into the Polish dried fruit and nut market.

Advantages	Challenges
Polish consumption of dried fruit and nuts is on the rise.	Increased competition with other products in the sweet and savory snack food industry, especially popcorn and corn chips, as increasingly health conscious Poles substitute away from confectionary goods.
Increasingly health conscious consumers.	Competition from fresh products as year round high quality fruits and vegetables are widely available.
The US is the leading supplier of almonds, pistachios, and walnuts in Poland.	Limited to no US market presence for peanuts, sunflower seeds, hazelnuts, and raisins; major markets that are non-EU sourced.
Polish consumers perceive U.S. agricultural commodities to be of higher quality.	EU member states face lower transportation costs due to geographical proximity and lower tariffs on commodities due to EU membership.

Section II. Market Sector Opportunities and Threats

-Entry Strategy:

Larger firms have traditionally distributed products in this sector through wholesalers; however, more dried fruit and nut importers are increasingly using direct distribution to the retail market. Direct distribution reduces overall cost and increases product freshness. Larger firms have also introduced sales representatives in the field to process orders and to collect market information for the firm. Smaller firms, with less access to capital, rely on wholesalers to link them to the market. These firms do not have the capital necessary to distribute their product internally.

Exporters of U.S. dried fruit and nuts may obtain a list of current Polish importers by contacting the Office of Agricultural Affairs at the U.S. Embassy in Warsaw (see Section V).

-Market Size, Structure, Trends:

Retail centers for dried fruit and nut sales are broken into several segments. They include hypermarkets, supermarkets, discount stores, independent small grocers, and convenience stores. Distribution through supermarkets and hypermarkets has rapidly expanded over the past five years, and these formats offer the largest variety of and provide the most shelf space for dried fruit and nuts. While independent small grocer distribution channels have greatly diminished over the past five years, due to the growing trend toward supermarkets and hypermarkets, they remain the largest distribution format for dried fruits and nuts in Poland. Convenience stores represent a new and growing distribution channel located in railway, bus, and gas stations throughout Poland. The number of these stores is expected to increase as the Polish highway system rapidly improves and expands, increasing the number of gas stations with food stores, demonstrating great potential for market growth in dried fruit and nut product distribution.

The increased market share of supermarkets and hypermarkets has increased the demand for bulk packaging of products as customers want to make fewer trips to the store and receive more value for their money. Similar to major grocery chains in the U.S., international food retail stores such as Auchan, Tesco, and E. Leclerc, require distributors to pay stocking fees, entry fees, and other obligatory fees (grand opening, birthday, and other promotional fees) for placing products on their shelves.

The majority of dried fruit and nut products that enter Poland are finished products, meaning they are dried, shelled, or somehow processed before entry. U.S. suppliers prefer to make bulk shipments to reduce transportation costs, however, most Polish distributors and retailers can't afford such shipments outright, and do not have the sales volume, or distribution infrastructure to support such shipments. As a result, many US dried fruits and nuts enter Poland through a western EU intermediary.

Other products in the sweet and savory snacks category compete heavily with dried fruits and nuts. Firms in this industry advertise heavily through TV, radio and billboards. The increasing availability of year round high quality fresh fruit and vegetables also directly competes with dried fruits and nuts.

The following tables show a breakdown of dried fruit and nuts imported to Poland.

-Dried Fruit & Nuts Import Tables:

Commodity: 080211, Almonds, Fresh Or Dried, In Shell			
Year Ending: December 2012			
Partner Country	Unit	2011	2012

		USD	Quantity	USD	Quantity
World	kg	60,201	5,950	94,913	14,070
United States	kg	3,865	816	30,578	5,167
Germany	kg	37,342	2,679	28,278	3,595
United Kingdom	kg	68	8	18,637	3,601
Czech Republic	kg	0	0	6,751	990
Spain	kg	10,692	1,233	6,419	570
Austria	kg	0	0	4,130	135
Thailand	kg	0	0	73	7
Italy	kg	0	0	46	5
Netherlands	kg	6,168	940	0	0
Slovakia	kg	2,066	274	0	0

Poland (Customs) Import Statistics

Commodity: 080212, Almonds, Fresh Or Dried, Shelled					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	27,844,262	5,770,099	30,632,498	5,146,162
United States	kg	11,745,522	2,288,084	13,379,924	2,357,193
Spain	kg	8,631,218	1,314,512	7,261,633	1,131,392
Germany	kg	3,323,374	1,317,380	4,732,740	730,489
Australia	kg	1,610,460	319,004	2,179,490	354,160
Italy	kg	1,374,877	198,325	1,224,476	144,901
Czech Republic	kg	44,874	7,319	936,187	142,318
Netherlands	kg	71,469	36,389	258,602	137,465
Greece	kg	187,527	35,082	184,427	32,335
Belgium	kg	169,090	20,706	165,043	24,450
Luxembourg	kg	0	0	145,136	22,050
Indonesia	kg	118,931	36,324	94,019	32,640
Sweden	kg	25,636	3,264	18,688	2,064
Lithuania	kg	6,378	1,200	18,671	29,715
Slovakia	kg	82,356	12,706	14,430	2,042
United Kingdom	kg	3,437	500	11,171	1,488
Argentina	kg	0	0	4,318	750
Turkey	kg	3,920	376	2,683	645
France	kg	143,456	92,400	827	15
Denmark	kg	76,183	48,165	32	50
Austria	kg	538	40	0	0
Canada	kg	135,904	20,790	0	0
Chile	kg	89,065	17,530	0	0
Israel	kg	48	3	0	0

Poland (Customs) Import Statistics

Commodity: 080250, Pistachios, Fresh Or Dried, Whether Or Not Shelled					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	13,287,812	1,482,372	n/a	n/a
United States	kg	7,887,544	828,011	n/a	n/a
Iran	kg	4,371,544	543,175	n/a	n/a
Slovakia	kg	880,289	102,633	n/a	n/a
Belgium	kg	67,692	5,931	n/a	n/a
Germany	kg	61,952	2,183	n/a	n/a
Italy	kg	12,546	259	n/a	n/a
Not Determined Intra EU Trade	kg	4,300	150	n/a	n/a
Thailand	kg	1,864	26	n/a	n/a
France	kg	81	4	n/a	n/a

Poland (Customs) Import Statistics

Commodity: 080222, Hazelnuts Or Filberts (Corylus Spp.) Fresh Or Dried, Shelled					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	16,115,728	2,153,856	12,668,176	1,765,421
Georgia	kg	3,761,333	559,175	2,697,228	402,480
Turkey	kg	3,591,081	491,274	2,358,952	370,286
Germany	kg	2,167,328	243,240	1,825,216	207,855
Spain	kg	1,994,869	265,765	1,548,432	219,048
Azerbaijan	kg	1,881,713	261,500	1,478,848	216,000
United Kingdom	kg	1,950,636	208,650	1,408,412	136,330
Italy	kg	580,444	86,723	566,288	93,920
Czech Republic	kg	5,639	2,262	456,673	73,496
Slovakia	kg	129,437	19,734	170,200	24,020
France	kg	17,919	2,400	123,672	11,400
Netherlands	kg	4,883	535	25,037	3,105
Argentina	kg	0	0	7,313	4,575
Denmark	kg	6,828	8,678	1,903	2,906
Lithuania	kg	22,168	2,610	0	0
Greece	kg	1,450	1,310	0	0

Poland (Customs) Import Statistics

Commodity: 080231, Walnuts, Fresh Or Dried, In Shell					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	632,160	134,683	435,734	94,215

United States	kg	339,049	69,700	235,677	46,050
Slovakia	kg	81,357	17,800	105,902	21,000
Germany	kg	150,550	31,680	76,945	15,134
Italy	kg	3,368	593	15,052	11,586
Chile	kg	7,971	810	798	200
France	kg	0	0	726	115
Spain	kg	0	0	633	130
China	kg	4,334	1,207	0	0
Cote d'Ivoire	kg	240	30	0	0
Greece	kg	602	38	0	0
Morocco	kg	6,274	4,950	0	0
Netherlands	kg	38,414	7,875	0	0

Poland (Customs) Import Statistics

Commodity: 080261, Macadamia Nuts, In Shell, Fresh Or Dried					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	0	0	108,280	11,400
Netherlands	kg	0	0	62,054	5,074
South Africa	kg	0	0	35,530	2,144
United States	kg	0	0	5,662	3,880
Germany	kg	0	0	4,453	170
Australia	kg	0	0	557	97
United Kingdom	kg	0	0	23	35

Poland (Customs) Import Statistics

Commodity: 120210, Peanuts (Ground-Nuts), Not Roasted Or Otherwise Cooked, In Shell					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	3,577,404	2,296,860	n/a	n/a
China	kg	2,290,406	1,489,979	n/a	n/a

Argentina	kg	1,000,062	610,507	n/a	n/a
Netherlands	kg	155,307	119,320	n/a	n/a
Brazil	kg	53,974	25,000	n/a	n/a
United States	kg	40,027	25,080	n/a	n/a
South Africa	kg	33,885	23,919	n/a	n/a
Slovakia	kg	1,975	2,415	n/a	n/a
Belgium	kg	1,083	475	n/a	n/a
Germany	kg	588	128	n/a	n/a
Egypt	kg	42	7	n/a	n/a
Vietnam	kg	34	29	n/a	n/a
Austria	kg	21	1	n/a	n/a

Poland (Customs) Import Statistics

Commodity: 120220, Peanuts (Ground-Nuts), Not Roasted Or Otherwise Cooked, Shelled, Whether Or Not Broken					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	53,840,353	34,816,392	n/a	n/a
Argentina	kg	43,416,062	28,752,762	n/a	n/a
Brazil	kg	5,823,855	3,588,999	n/a	n/a
Netherlands	kg	2,273,341	1,353,408	n/a	n/a
China	kg	1,008,993	560,466	n/a	n/a
Nicaragua	kg	442,869	288,954	n/a	n/a
Italy	kg	275,995	40,000	n/a	n/a
United Kingdom	kg	150,296	20,000	n/a	n/a
Slovakia	kg	142,901	72,188	n/a	n/a
India	kg	133,236	78,013	n/a	n/a
Germany	kg	99,730	26,638	n/a	n/a
Paraguay	kg	47,953	24,360	n/a	n/a
Vietnam	kg	13,873	5,018	n/a	n/a
Belgium	kg	10,719	5,356	n/a	n/a
Hungary	kg	528	230	n/a	n/a

Poland (Customs) Import Statistics

Commodity: 120600, Sunflower Seeds, Whether Or Not Broken					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	32,766,220	35,800,744	39,800,784	44,307,155
Hungary	kg	7,116,421	8,843,290	7,890,808	9,574,757

Ukraine	kg	7,849,019	7,411,511	6,751,200	6,521,797
Bulgaria	kg	5,141,141	4,070,882	6,724,847	5,041,213
Slovakia	kg	1,869,568	3,948,390	3,600,024	5,794,873
Moldova	kg	3,595,975	3,010,261	3,405,098	2,833,670
Germany	kg	1,897,296	1,483,246	2,384,145	2,086,519
Czech Republic	kg	1,337,264	2,739,605	1,798,882	2,436,010
Turkey	kg	672,585	367,928	1,532,328	886,200
Russia	kg	48,065	99,000	1,422,989	2,688,321
Lithuania	kg	657,802	2,022,701	1,067,649	3,998,770
China	kg	1,116,523	756,469	1,064,413	811,096
United Kingdom	kg	31,102	22,500	490,750	349,447
United States	kg	527,383	452,457	386,124	371,112
Austria	kg	319,144	171,555	378,805	236,420
Argentina	kg	366,652	299,683	352,790	255,695
Netherlands	kg	10,513	2,695	146,151	190,790
Romania	kg	39,677	38,300	137,632	112,500
France	kg	28,292	4,510	130,158	13,395
Japan	kg	47,438	124	44,610	130
Kazakhstan	kg	0	0	31,164	41,000
Greece	kg	6,768	5,100	27,846	24,600
Egypt	kg	16,118	24,000	12,478	10,625
Spain	kg	42,672	3,443	10,331	9,901
Denmark	kg	0	0	9,271	18,136
Belgium	kg	1,296	939	271	153
Italy	kg	26,787	21,810	19	25
Namibia	kg	690	300	0	0
South Africa	kg	30	45	0	0

Poland (Customs) Import Statistics

Commodity: 080620, Grapes, Dried (Including Raisins)					
Year Ending: December 2012					
Partner Country	Unit	2011		2012	
		USD	Quantity	USD	Quantity
World	kg	31,368,999	15,549,725	27,593,517	12,732,443
Iran	kg	7,829,293	4,183,256	7,967,106	4,200,793

Turkey	kg	3,854,887	1,591,942	4,779,018	1,988,439
China	kg	6,017,826	3,297,255	2,408,800	1,306,687
Chile	kg	4,243,187	1,702,690	2,740,553	1,075,119
Germany	kg	1,984,168	692,563	2,545,495	951,323
India	kg	1,010,887	676,600	1,135,724	740,069
United States	kg	1,797,147	640,630	1,869,266	637,698
Afghanistan	kg	1,176,985	653,500	1,062,798	581,750
Uzbekistan	kg	522,467	313,229	868,792	475,461
United Kingdom	kg	289,188	105,361	561,693	174,149
South Africa	kg	379,378	203,815	362,385	169,216
Greece	kg	673,362	251,178	429,537	145,122
Netherlands	kg	147,101	46,062	273,442	94,832
Denmark	kg	97,410	30,838	136,357	43,489
Egypt	kg	0	0	61,201	40,000
Latvia	kg	152,581	83,000	42,207	22,000
Czech Republic	kg	86,879	17,640	141,966	21,840
Argentina	kg	225,426	99,378	39,080	20,412
Austria	kg	41,260	13,407	63,142	15,071
Pakistan	kg	661,530	419,879	17,395	12,000
Italy	kg	26,220	14,582	28,018	7,264
Sweden	kg	15,320	3,748	20,845	4,940
France	kg	39,434	2,062	27,817	2,124
Lithuania	kg	24	13	3,068	2,095
Switzerland	kg	0	0	7,315	400
Belgium	kg	0	0	302	100
Spain	kg	54,251	498,460	196	50
Ireland	kg	14,523	5,000	0	0
Philippines	kg	8,624	1,100	0	0
Slovakia	kg	9	2	0	0
Thailand	kg	19,631	2,535	0	0

Poland (Customs) Import Statistics

-Market Preferences:

Flavored peanuts, almonds, and hazelnuts have recently become popular among Polish consumers. Spicy flavors, as well as chocolate coatings tend to be the most appealing. Coated peanuts, referred to as double crunch peanuts, are also popular, and are available in salted or flavored varieties. Energy bars

produced from grains, nuts, and dried fruits are becoming more visible on the market as society becomes more health conscious. Products from foreign companies that produce products in Poland, dominate the energy bar market; however, Polish companies are starting to produce these bars themselves. Chocolate manufacturers are also starting to look for high quality ingredients to ensure longer shelf life for their products. This has led to an increased demand for high quality nuts as raw materials. Due to increased local demand, Polish importers have become more interested in larger orders, increasing the demand for direct shipments from the United States.

Section IV. Market Access

The Polish government works to ensure the safety and quality of food for Polish consumers through a number of regulatory means. Information specifically pertaining to Poland may be obtained from FAS's Food and Agricultural Import Regulations and Standards (FAIRS) report for Poland. Most measures are the same as those observed in the European Union. The most important EU regulations can be found in FAS's FAIRS report for the European Union, which can be found at the following address <http://www.useu.be/agri/usda.html>.

- Registration of a new imported product:

All imported products must be approved for sale or use on the Polish market. Registration and approval of imported products is much simpler if the product has already received approval for sale in another EU country. In order to test or register a new product or start procedures for receiving approval of a new additive (not specified on the approved additives list) the following procedure should be followed:

Appropriate Voivod Sanitary Station should be contacted. In Warsaw - the Wojewodzka Stacja Sanitarna (SANEPID) is the appropriate contact. Please note that only firms registered in Poland (e.g. the potential importer) can order product testing. Additionally, each region has its own sanitary station (a list is available from Warsaw SANEPID) and only firms registered in Warsaw or neighboring areas can conduct product testing in the Warsaw Sanitary Station.

A local sanitary station must be supplied with a product sample for testing. The tests can take between two weeks and two months. The cost is difficult to estimate but may amount to US\$250 per product. An estimate of the cost can be obtained from the SANEPID station when it is presented with product details. The lab tests for product ingredients to determine whether they are permitted on the Polish market.

If it is determined that all the ingredients are allowed on the Polish market, SANEPID test results are sufficient for the product to be sold in Poland. However, should some ingredients be questioned, additional requests must be submitted to State Hygiene Office (Panstwowy Zaklad Higieny).

-Labeling Requirements:

All packaged/canned food products are required to have Polish language labels. Multi-language labels are acceptable as long as they include Polish. The label must contain:

- The name of the product,
- The name and address of the producer,

- The date to be consumed before - the Polish phrase “należy spożyć do XXX” is commonly used,
- The net content (weight/capacity), and
- The content of the product (ingredients, chemical additives, etc.).

Labeling must be applied in the form of a whole label or a permanent sticker before the product can enter Poland. Products arriving in Poland without appropriate labels will be detained at the border until appropriate labels are applied.

General provisions on the labeling, presentation and advertising of pre-packaged foodstuffs marketed in the EU are laid down in [European Parliament and Council Directive 2000/13/EC](#). It applies not only to foodstuffs intended for sale to the ultimate consumer but also for supply to restaurants, hospitals and other mass caterers.

Directive 2000/13/EC will be repealed by [European Parliament and Council Regulation 1169/2011](#). This new EU Regulation, adopted in November 2011, establishes new horizontal food labeling requirements which will apply from December 13, 2014, except for the new mandatory nutrition declaration requirement which will apply from December 13, 2016, and Part B of Annex VI (specific requirements concerning the designation of minced meat) which will apply from January 1, 2014.

Detailed information on the EU’s new food labeling requirements is available in [GAIN Report E70002](#) “New EU Food Labeling Rules Published.”

In addition, EU labeling law requires dried fruits that were preserved with sulfur in excess of 10 mg SO₂ /kg to indicate it on the label. We recommend contacting your importer about details of those requirements prior to shipping.

-Tariffs:

The EU import tariffs for the main dried fruits and nuts are summarized in the below table. Additional information pertaining to other dried fruits and nuts is available in the [EU official Journal](#) pages 94 through 100, 157, and 165.

EU Tariffs for Dried Fruits and Nuts

Product	CN Code/HS	Rate of Duty (%)	Tariff Rate Quota
Almonds in shell bitter	0802 1110	free	
Almonds shelled bitter	0802 1210	free	
Almonds in shell other	0802 1190	5.6	90,000 MT at 2 %
Almonds shelled other	0802 1290	3.5	90,000 MT at 2 %

Pistachios	0802 5100 & 5200	1.6	
Hazelnuts	0802 21 & 22	3.2	
Brazil nuts	0801 21 & 22	free	
Cashew nuts in shell	0801 31 & 32	free	
Walnuts in shell	0802 3100	4.0	
Walnuts shelled	0802 3200	5.1	
Macadamia	0802 6100 & 6200	2.0	
Dates	0804 1000	7.7	
Dried prunes	0813 2000	9.6	
Cranberries	2008 9949	17.6	
Other dried fruits	0813 4095	2.4	
Peanuts in packages > 1kg	2008 1191	11.2	
Peanuts < 1kg roasted	2008 1196	12.0	
Peanuts < 1kg not roasted	2008 1198	12.8	
Raisins	0806 20	2.4	

Source: The Official Journal of the European Union. Commission Implementing Regulation (EU) No 927/2012 of October 9, 2012, amending Annex I to Council Regulation (EEC) No 2658/87 on the tariff and statistical nomenclature and on the Common Customs Tariff

-Phytosanitary requirements:

The phytosanitary requirements are regulated by [EU Council Directive 2000/29/EC](#). The directive lists all requirements and products that need a phytosanitary certificate for imports into the EU. Pistachios, almonds, and peanuts are also subject to toxin checks at customs when imported from certain countries. For imports from the United States, this applies to almonds which must be accompanied by a VASP certificate on entry (explained below). Importers have to apply for these checks at certain customs locations, and goods are kept by authorities until results are available.

-Import Conditions for U.S. Almonds:

In September 2007, the EU implemented special import conditions which called for mandatory testing of U.S. almonds imported into the EU. USDA and The California almond industry have developed a “Voluntary Aflatoxin Sampling Plan” (VASP) comparable to the EU sampling procedures so that almonds can be uniformly tested before they are shipped to the EU. Per Commission [Regulation 1152/2009](#), these procedures are considered to provide sufficient assurances which means that almonds shipped under VASP are subject to random controls. The Regulation covers almonds in shell or shelled, roasted almonds and mixtures of nuts or dried fruits containing almonds, and foodstuffs containing a significant amount of almonds (at least 20 percent). While almonds shipped without a VASP certificate used to be subject to 100 percent border controls in the original Commission Regulation 1152/2009, the

regulation has been amended in March 2012 to no longer authorize imports without a VASP ([Commission Regulation 274/2012](#)).

Regulation 1152/2009 also introduced the use of a Common Entry Document (CED). Importers have to provide prior notification to the competent authorities at the designated port of entry for the goods covered by the regulation at least one working day prior to the arrival of the goods, using the CED. The CED was published as Annex II to [Regulation 669/2009](#). Provisions for methods of sampling and analysis for the official control of mycotoxins including aflatoxins are laid down in [Commission Regulation 401/2006](#).

More information is available in the [European Commission’s Guidance Document](#) and on the [Almond Board of California](#) website.

-Maximum levels for Aflatoxin:

Aflatoxin is a group of fungal toxins that are produced by *Aspergillus flavus* and *Aspergillus parasiticus*, which grow easily on peanuts, nuts, and dried fruits when they are inappropriately stored in warm, humid conditions. Aflatoxin is a powerful liver carcinogen and, therefore, receives a lot of attention to ensure food safety. Maximum aflatoxin levels for the entire EU, including Poland, are laid down in Commission [Regulation 1881/2006](#). These are also applied to imported products. In order to ensure comparable results, the EU requires that tests are carried out using sampling methods according to [EU Regulation 401/2006](#).

EU Maximum Level for Aflatoxin in Dried Fruits and Nuts

	B1	B1, B2, G1 and G2 combined
Almonds, pistachios and apricot kernels, intended for direct human consumption or use as an ingredient in foodstuffs	8,0 microgram/kg	10,0 microgram/kg
Almonds, pistachios and apricot kernels to be subjected to sorting, or other physical treatment, before human consumption or use an ingredient in foodstuffs	12,0 microgram/kg	15,0 microgram/kg
Groundnuts (peanuts) and other oilseeds, to be subjected to sorting, or other physical treatment, before human consumption or use and ingredient in foodstuffs, with the exception of: -groundnuts (peanuts) and other oilseeds for crushing for refined vegetable oil production	8,0 microgram/kg	15,0 microgram/kg
Groundnuts (peanuts) and other oilseeds and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs, with the exception of: -	2,0 microgram/kg	4,0 microgram/kg

crude vegetable oils destined for refining; - refine vegetable oils		
Hazelnuts and brazil nuts, intended for direct human consumption or use as an ingredient in foodstuffs	5,0 microgram/kg	10,0 microgram/kg
Hazelnuts and brazil nuts, to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	8,0 microgram/kg	15,0 microgram/kg
Tree nuts, other than hazelnuts, brazil nuts, Almonds, pistachios, to be subjected to sorting, or other physical treatment, before human consumption or use as an ingredient in foodstuffs	5,0 microgram/kg	10,0 microgram/kg
Dried fruit and tree nuts, other than almonds, pistachios, hazelnuts, brazil nuts and processed products thereof, intended for direct human consumption or use as an ingredient in foodstuffs	2,0 microgram/kg	4,0 microgram/kg

Source: Official Journal of the European Union. Commission Regulation (EC) No 1881/2006 of December 19, 2006, setting maximum levels for certain contaminants in foodstuffs.

Poland's Ministry of Health and Social Welfare published a regulation (Journal of Law no. 87 dated May 19, 2003) on food additives in June 2003. Poland uses a positive-additives list, which identifies additives that are permitted for use in foodstuffs. This particular regulation has been one of the most difficult obstacles facing imported products. As each EU member state has a different list of allowable food additives it is vital for all U.S. exporters to check with the potential Polish importers about whether the product intended for the Polish market meets all the ingredient requirements.

V. Key Contacts and Further Information

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