

EXPORT GUIDE to the EU

A handbook for industrial
and manufacturing
businesses in Jordan.



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FROM THE AMERICAN PEOPLE



THE HASHEMITE KINGDOM OF JORDAN
MINISTRY OF INDUSTRY, TRADE AND SUPPLY



“For Jordan, development is a priority. And despite all the regional challenges, we have pressed forward to meet urgent needs, to grow jobs, to improve the quality of life through continued reforms and partnerships[...] Jordan values our strong partnership with the European Union and its member states and we are committed, with your support, to work together towards more advanced levels of partnership.”

H.M. King Abdullah II at the European Parliament,
2015

EXPORT GUIDE to the EU

A handbook for industrial
and manufacturing
businesses in Jordan.

Foreword

Yarub Qudah
Minister of Industry, Trade and Supply



I would like to start by underlining that Jordan is a country of small- and medium-size enterprises (SMEs). With more than 100,000 SMEs, they make up around 97 per cent of all businesses. SMEs are Jordan's biggest employer and form the backbone of the economy. In the past few years, many SME's have had a more difficult time managing their businesses. It is partly due to the prolonged conflicts and closed borders in the region that have severely disrupted Jordan's traditional trade patterns. This has caused a major economic shock, especially affecting businesses that were exporting. Especially exporters have seen their revenues reduced to half or less, which underlines the great dependency on regional markets and the risks of it. To make sure Jordanian businesses can grow, efforts should be made to access non-traditional markets.

In recent decades Jordan has always engaged actively with neighboring markets and beyond. The result is that Jordan today is one of the most open economies in the Arab region; many trade partners are able to access the Jordanian market and Jordanian businesses are also successfully competing abroad. Still, more could be done to harness Jordan's potential to ensure more jobs and a more sustainable economic growth through exports. There is untapped potential in regional markets as well as in markets further abroad.

For Jordan, one of the more underutilized export markets is the European market. In addition to a political partner, the European Union (EU) is Jordan's biggest trading partner. Exports from Jordan to the EU have always been limited since the Association Agreement went into force in 2002.

Currently we are mainly importers rather than exporters to the EU. Fortunately, there is much potential. With the right assistance and an entrepreneurial mindset, many more Jordanian businesses can gain access the roughly 500 million consumers that the EU holds. The simplification of rules of origin for Jordanian industrial and manufacturing goods from 2016 was a step in the right direction to create more opportunities in the EU for Jordanian business.

Now, as part of further efforts by the Government of Jordan to help Jordanian businesses access foreign markets, it is my pleasure to present to you the Export Guide to the EU. It is a useful and comprehensive handbook for Jordanian businesses in industrial and manufacturing sectors. This handbook will provide you with relevant information and tips to start exporting to the European market, one of the biggest markets worldwide.

Through the Export Guide to the EU Jordanian businesses can now access (1) detailed product requirements to export to the EU, (2) information on how to take advantage of the Jordan-EU trade agreement and how to reach the European market, (3) the right points of contact for business development programs in Jordan, and (4) the tools to create an export strategy.

I realize that creating durable business ties with European buyers will require further efforts, both from the public sector and from the private sector. I assure you that I will continue to dedicate my time making Jordanian businesses grow, both at home and abroad, and I look forward to maintaining a strong and lasting economic partnership between Jordan and the EU.

Introduction



Jordan has a dynamic and ambitious private sector. Many Jordanian businesses already have international experience. In the past few years Jordanian businesses have become increasingly outward looking and export oriented. Because of closed borders with neighboring countries, Jordanian businesses are looking for opportunities in non-traditional markets. One of the most interesting export markets for Jordan currently is the European market.

Since 2002 Jordan has had a trade agreement with the European Union (EU). This should have allowed many Jordanian businesses to more easily export their products to the European market. However, not many of them have found a way to do so. Exports to the EU accounted for only 4% of total Jordanian exports, totaling to around 400 million Euro per year; a small amount compared to the yearly 4 billion Euro in goods exported from the EU to Jordan.

In 2016 an initiative was made by the EU to benefit Jordanian trade in industrial and manufacturing goods. This has renewed the interest and possible business opportunities for many Jordanian businesses. Although interest for trade with the EU is rising, many Jordanian business people find it difficult to navigate their way to the European consumer. Limited knowledge of the European market and EU product requirements have stood in the way of truly profiting from the available economic opportunities.

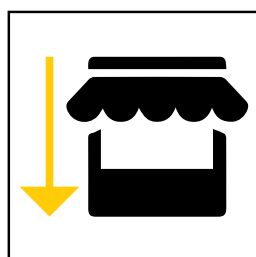
Through the Export Guide to the EU, the Ministry of Industry, Trade and Supply provides your business with a clear overview of how to approach exporting to the European market. The guide is comprehensive and provides information on:

- The European market
- Benefits of the Jordan-EU Association Agreement
- EU requirements of your product
- Advice on the export process
- Business development programs offered in Jordan
- Tips for doing business in the EU
- Contact details of relevant national and international organizations, certification and inspection providers, as well as Chambers of Commerce and Industry in EU countries

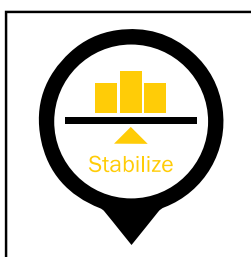
After having read the Export Guide to the EU you should have the basic tools required to start the export process in your business. Although preparing for export takes time and effort, exporting from Jordan is easy and there are many benefits to it. Businesses that export their products sell more, and are more profitable than those that don't. Whatever your company size or sector, the rewards from selling your products and services overseas can have exponential returns!



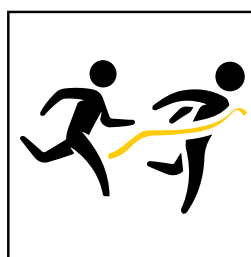
Increase sales and profit



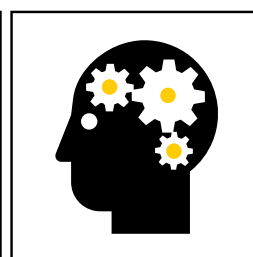
Less dependency on traditional markets



Stabilize seasonal fluctuations



Increase competitiveness



Gain new business knowledge and experience

The potential benefits of exporting to the EU

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THE EUROPEAN MARKET



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Why export to the EU?

Over €1600 billion Total imports into the EU ever year.

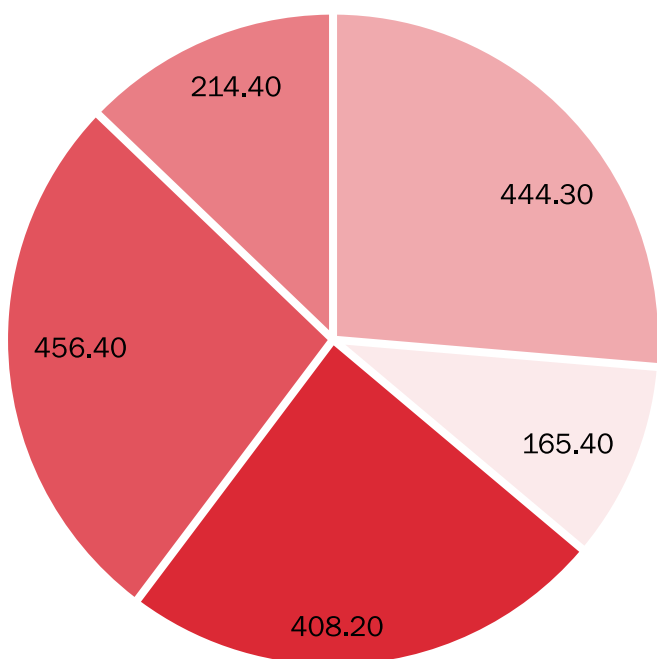
16% Of the world imports and exports account from all 28 member accounts of the European Union.

17% Of the trade in Jordan is accounted by Jordan's largest trading partner, the EU.

At Zero tariffs Most Jordanian products can enter the EU market. The average applied tariff for goods imported into the EU is very low

Note The EU is **open** to many industrial and manufacturing goods from Jordan thanks to the Jordan-EU Association Agreement.

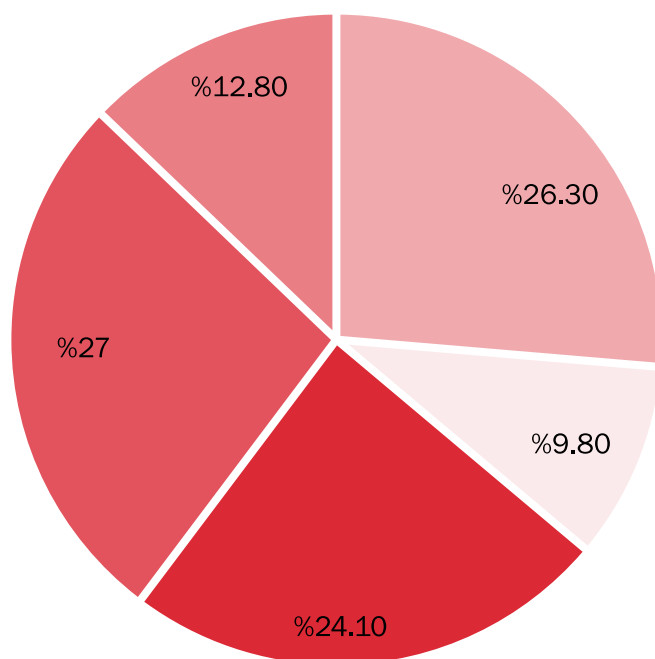
Imports into the EU by product group (in billion €)
Total of €1688.8 billion



- Mineral fuels, lubricants and related materials
- Chemicals and related products
- Manufactured goods and articles
- Machinery and transport equipment
- Other

Source: DGTRADE Statistical Guide 2016

Imports into the EU by product group



- Mineral fuels, lubricants and related materials
- Chemicals and related products
- Manufactured goods and articles
- Machinery and transport equipment
- Other

Source: DGTRADE Statistical Guide 2016

Single Market

The European market is one of the largest markets worldwide. It works according to the single market principle. This means that the EU is seen as one territory without any internal borders or other regulatory obstacles that hinder the free movement of goods, services, people or capital. Products accepted on one EU market are also granted access to the other EU markets. If you are prepared and willing to explore new markets, the European market can present great opportunities for your business.

Although differences exist in many of the cultures and languages that can be found in the EU member countries, the EU fosters cooperation among the peoples of Europe, promoting unity while preserving diversity. This has been advantageous to the EU member countries in terms of:

- Trade between EU countries.
- Removing technical barriers to trade.
- Eliminating queues at border crossings.



Customs Union

An important aspect of the single market is the Customs Union. This means that there is a general application of common rules at the external borders of the single market. Custom duties and tariffs are the same in all countries when a product enters from outside the area. This means no customs duties are paid on goods moving between EU countries. All countries apply a common customs tariff for goods imported from outside the EU.

When exporting to the EU, you can benefit from a big European market of 28 countries with around 500 million consumers



EU Member States: 28

Jordan-EU relations

The Government of Jordan is committed to improving the success of Jordanian businesses.

1997 Jordan and the EU signed an Association Agreement.

2002 This Agreement became effective with the aim of establishing a free trade area between both parties in 2014.

The Association Agreement allowed entry of Jordanian industrial exports into EU member countries free of customs duties and other charges. Industrial exports from the EU were granted similar access to the Jordanian market.

2014 Full liberalization of trade between Jordan and the EU was achieved. By promoting international trade, Jordan and the EU work together towards:



Economic growth



More jobs



Reduced poverty



More information

- The EU delegation in Jordan:
https://eeas.europa.eu/delegations/jordan_en
- Jordan and the EU – Trade – European Commission:
<http://ec.europa.eu/trade/policy/countries-and-regions/countries/jordan/>
- The European Single Market – European Commission:
https://ec.europa.eu/growth/single-market_en

**TRADE
AGREEMENT
BENEFITS**



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A trade agreement is an agreement between countries to enhance economic relations. In a trade agreement there are provisions that facilitate the ease and cost of doing business with the trading partner. Jordan has had a trade agreement with the EU since 2002, the so called Association Agreement. Through this agreement, Jordan and the EU have liberalized two-way trade in goods, thereby reducing import duties on industrial and manufactured goods, as well as agricultural goods. Through the Association Agreement, many Jordanian industrial and manufactured goods can enter the EU market without any import duty at all. For agricultural and fishery products there is preferential treatment.

HS-codes

The Harmonized System or HS is an international product classification system developed by the World Customs Organization. It can be seen as the universal language and code for goods and international trade. Each product group is identified by a product code, and is used to achieve uniform classification. The product information is used for tax collection and to determine its origin. The longer the HS-code, the more specific the identification of the product group.

The HS-code is applied in the same way, worldwide, for product groups up to 6 digits. When goods are declared to customs in the European Customs Union, these generally must be classified according to the Combined Nomenclature or CN-code. Through the CN-code you can identify the European requirements and national requirements for your product. The CN-code builds upon the 6-digit HS-code, and extends it in further subdivisions of 8 digits or 10 digits. Be advised that this 8-digit code is different from the product code as determined by the Jordanian Customs Code. When determining the import tariff for a product entering the EU market, the importer of your goods will have to declare the 8-digit CN-code at the national customs authority of the European Member State.

“ tip ” | You can contact Jordan Customs to find out under which HS-code your products are classified.

Rules of origin

Origin can be seen as the economic nationality of goods in international trade. Rules of origin are the technical criteria that determine whether a specific product has originating status. Originating status means that a product can qualify for duty free or other preferential access under a trade agreement. Having originating status enables products made in Jordan to benefit from the reduced import tariffs that are in place through the Jordan-EU Association Agreement.

Tariffs

Tariffs are the taxes imposed on imported goods in a market. The rules of origin will tell you if your product may be considered originating from Jordan and receive the preferential import tariff. In general, the importer is responsible for claiming preferential treatment from the importing country's customs authority. If your product cannot meet the rules of origin requirements to benefit from the Jordan-EU Association Agreement, then the importer of your product in the EU will have to pay the applicable import duty.

In any case, the importer may always choose not to benefit from a preferential agreement such as the Jordan-EU Association Agreement. If the importer and exporter agree that the efforts and costs of meeting the rules of origin requirements outweigh the benefits of a reduced import duty, there is always the option to let your goods enter the European market with the full import duty that applies to non-EU countries.

Rules of origin example – cotton polos

The import tariff on lightweight polos of cotton fabric, with EU product code (CN-code) 6110 20 10, is set at 12% for any non-EU country. Because Jordan has an Association Agreement with the EU, the importer can make use of the preferential tariff and won't have to pay any import duty if the cotton polos have Jordan as originating country according to the rules of origin.



tip See Chapter 9 'Using the EU Trade Helpdesk' further on in the guide to find out how you can find EU product requirements for your product

tip If you want to know whether your product can benefit from the rules of origin simplification to enter the EU market, you may contact the Jordan Ministry of Industry, Trade and Supply or the EU Trade Helpdesk of the European Commission

Rules of origin simplification 2016

With the benefits of the Jordan-EU Association Agreement, many European businesses have found a business partner on the Jordanian market. Unfortunately, not many Jordanians have succeeded in establishing a long-term trade relationship with a European counterpart. For some Jordanian businesses, the strict rules of origin requirements were seen as an obstacle that stood in the way of increased exports to the EU. In July 2016, Jordan and the EU agreed to reduce the barriers of trading for a large number of industrial and manufacturing products, by simplifying the rules of origin for Jordanian products. The objective of this decision is to stimulate trade and investment in Jordan and thereby contribute to improved economic and employment opportunities for Jordanians as well as Syrian refugees.

The structure of Jordan's industrial and manufacturing exports is mostly concentrated in the sectors of textiles, phosphates and phosphate-based fertilizers, chemicals and plastics, machinery and transport equipment, pharmaceuticals, electrical appliances, and cosmetics. The decision on the simplification of rules of origin has made it easier for these, and other products, to attain originating status.

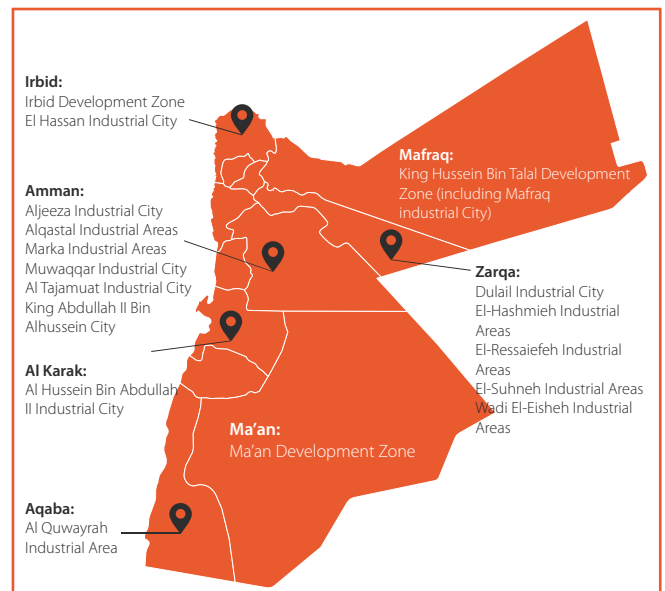
How to benefit from the simplification of rules of origin

To let your company benefit from the decision on the simplification of rules of origin, three main criteria have to be met:

- Have the production facilities in one of the 18 designated development zones and industrial areas.
- Produce a product in any of the 52 product groups that benefit from this decision.
- Employ at least 15% of Syrian refugees in the workforce, going up to 25% in 2018.

Designated zones and areas

Factories that can benefit from the decision on the relaxation of rules of origin need to have their production facilities located in the 18 designated development zones and industrial areas.



Industrial and manufacturing products

Only products covered by the rules of origin decision can make use of the simplified rules of origin requirements. A sample of the 52 product groups included are pictured below. To see all of the product groups that can benefit from the rules of origin decision, go to :

http://www.mit.gov.jo/EchoBusV3.0/SystemAssets/PDFs/AR/Departements/industrial%20development/Pamphlet%20Arabic_%20Email%20Format.pdf.



Product groups that can benefit from the simplification of rules of origin

Syrian labor percentage

Creating jobs for Jordanians and Syrian refugees is an important step in increasing the economic resilience of Jordan in light of the Syrian refugee crisis. To benefit from the rules of origin decision, factories are required to employ at least 15% of Syrian refugees on the production line that produces products intended for export to the EU. From July 2018 and onwards this requirement will increase to 25%. The Ministry of Labour and the International Labour Organization may be able to facilitate in this recruitment process.

Export authorization procedure

Companies that wish to export under the simplified rules of origin are required to fill out the designated application form which is available on the websites of the Ministry of Industry, Trade and Supply and the Chambers of Industry. The application form includes information about the factory to be verified by the relevant entities. If the factory meets all requirements under the new decision and is deemed eligible to benefit from the relaxed rules of origin, an authorization number is granted for the factory. This authorization number should be listed on the EUR.1 or EUR-MED movement certificate that is used to export under the EU Jordan Association Agreement.

Process to receive the authorization number in order to benefit from the Simplification of Rules of Origin



Exporting under the rules of origin simplification

Example of a Jordanian textile company

A company owner has a textile factory that produces cotton polo shirts in the Al Hassan Industrial Estate in Irbid. This owner is looking for a buyer on the European market. Because of the simplification of rules of origin for Jordanian products, the t-shirts can now be more easily exported to the EU. This gives the factory owner a competitive advantage. Before the rules of origin relaxation, the factory owner would have had to weave, in Jordan, the cotton fabric from yarn in order to attain originating status for his polo shirts. With the rules of origin relaxation, the factory owner may directly source woven fabric from China, India or Bangladesh to sew his shirts.

After establishing business ties with interested buyers in Italy, the factory owner has decided to place his polo shirts on the Italian market. Before the factory owner can start exporting his shirts and benefit from the 0% import duty that is in place through the EU Association Agreement, he first needs to acquire an authorization number from the Ministry of Industry, Trade & Supply that confirms his compliance with the simplified rules of origin decision. After the factory owner has undergone the steps to get his authorization number, he is ready to ship his t-shirts from Aqaba port to Italy.

EU Trade Helpdesk

Companies that wish to export under the simplified rules of origin are required to fill out the designated application form which is available on the websites of the Ministry of Industry, Trade and Supply and the Chambers of Industry. The application form includes information about the factory to be verified by the relevant entities. If the factory meets all requirements under the new decision and is deemed eligible to benefit from the relaxed rules of origin, an authorization number is granted for the factory. This authorization number should be listed on the EUR.1 or EUR-MED movement certificate that is used to export under the EU Jordan Association Agreement.

tip | Detailed product and sector requirements for exporting to the EU can be found at the EU Trade Helpdesk: trade.ec.europa.eu/tradehelp

More information

- Jordan-EU Association Agreement – European Commission: <http://ec.europa.eu/trade/policy/countries-and-regions/countries/jordan/>
- Rules of origin – European Commission: <http://trade.ec.europa.eu/tradehelp/basic-rules>
- The EU product classification system: http://exporthelp.europa.eu/thdapp/display.htm?page=rt%2frt_EUProductClassificationSystem.html&docType=main&languageId=en
- EU Trade Helpdesk – European Commission: trade.ec.europa.eu/tradehelp

PRODUCT REQUIREMENTS

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Selling to European customers means making sure your products are compliant with EU and national regulations. Most product requirements exist to guarantee the safety or wellbeing of its user. In the EU, the importer is usually the entity who has to prove conformity with EU product requirements. If your product does not meet the necessary requirements, you will not be able to sell it in the EU. You can check the EU Trade Helpdesk of the European Commission to find out the specific requirements for your product. In addition, the Jordan Standards & Metrology Organization, business development programs, as well as private certification and inspection providers, listed further on in the Export Guide to the EU, can assist you in meeting the EU requirements for your product.

Cosmetics

Cosmetics range from everyday hygiene products such as soap, shampoo, deodorant, and toothpaste to luxury beauty items including perfumes and makeup. Cosmetics are regulated to ensure safety, governed mainly by the EU's Cosmetics Regulation. EU legislation requires all new products to undergo an expert scientific safety assessment before they are launched for sale.

Cosmetics Regulation

Cosmetics sold on the European market, whether for consumers or professional use, must comply with requirements of the European Cosmetics Regulation (Regulation (EC) 1223/2009). The Cosmetics Regulation lays down all rules for product and ingredient safety assessments. The key principle of the Cosmetics Regulation is that the person or company who places the cosmetic product on the market is responsible for that product, the so called 'Responsible Person'. It is the responsibility of that person or company (usually the manufacturer or the importer) to ensure that the product is safe and meets all the requirements of the Cosmetics Regulation.

Consumer safety is the main objective for the manufacture and sale of cosmetics in Europe, and the foremost responsibility for product safety lies with manufacturers. To meet their obligations under the EU Cosmetics Regulation, companies must fulfil specific duties before placing a product on the market, including:

- Notification to the European Commission of every product, using the Cosmetic Product Notification Portal (CPNP)

- Having designated a 'clearly identified person or company' within the EU
- Not have used animal testing
- A safety assessment for which results must be made available for inspection
- Provision of product information
- Compliance with ingredient and labelling rules; some ingredients may only be used in certain amounts, under certain conditions, or may not be used at all

Product safety

Safety assessments of cosmetic ingredients and products are based on evaluations of the risk they pose. On the industry side, manufacturers are required to produce a product information file, which is a unique dossier per product, covering two elements: safety and efficacy. The person who carries out the safety assessment must have adequate qualifications and relevant experience.

CosIng database

Detailed information about requirements for your cosmetic product can be found on the Cosmetic ingredient database CosIng of the European Commission:

https://ec.europa.eu/growth/sectors/cosmetics/cosing_en.

This website lets you search for the name of a substance as listed in the Cosmetics Regulation, an ingredient as listed in the Inventory for labelling purposes, or for the name of a fragrance.

Marketing

Advertising is an important part of the interaction that cosmetics brands have with consumers. It conveys how the products work, whom they are for and how best to use them, thereby providing the information that helps consumers make informed choices. The EU Cosmetics Regulation sets the principles for claims that manufacturers can make on their packaging. Health claims made on packaging of cosmetics have to be substantiated. This is explained by Commission Regulation (EC) 655/2013 which lays down common criteria for the justification of claims used in relation to cosmetic products.

“

tip

If you want to market your product as 'Natural' or 'Organic' you can read about the requirements at CBI.EU: www.cbi.eu/market-information/natural-ingredients-cosmetics/buyer-requirements/

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Labelling

The EU Cosmetics Regulation includes a set of strict rules for labelling of cosmetic products, all of which must be present on the product container, packaging, or if not possible given space restrictions, in an enclosed leaflet. Without proper labelling, a product will not be permitted onto the market. Labelling requirements include:

- The name or registered name and the address of the Responsible Person. The nominal content at the time of packaging, given by weight or by volume.
- The date until which the cosmetic product, stored under appropriate conditions, will continue to fulfil its initial function.
- The date of minimum durability, if less than 30 months.
- Particular precautions to be observed in use.
- The batch number of manufacture or the reference for identifying the cosmetic product.
- The function of the cosmetic product, unless it is clear from its presentation.
- A list of ingredients which should be established in descending order of weight.
- Country of origin, for products imported into the EU.

Cosmetovigilance

Through cosmetovigilance companies and competent authorities can engage in monitoring the safety of products on the market by performing appropriate checks of cosmetic products and companies manufacturing, marketing and retailing those products. Serious undesirable effects must be reported to the Responsible Person and relevant authorities. This ensures that the safety of cosmetic products placed on the EU market is monitored throughout Europe.

More information

- Cosmetics – European Commission: http://ec.europa.eu/growth/sectors/cosmetics_en
- European Cosmetic Regulation: <http://eur-lex.europa.eu/legal-content/EN/TXT/?uri=URISERV:co0013>
- Cosmetic Product Notification Portal: http://ec.europa.eu/growth/sectors/cosmetics/cpn/index_en.htm
- Understanding the Cosmetics Regulation - Cosmetics Europe: <https://www.cosmeticseurope.eu/cosmetics-industry/understanding-cosmetics-regulation/>

Textiles and apparel

The EU continues to be an attractive market for exporters of textiles and apparel. In the period 2005 to 2015, clothing imports into the EU grew by 32 billion euros. In 2015, imports of clothing for all 28 EU countries was at a total value of 81 billion euros.

Textile Regulation

All businesses that want to produce, import or sell apparel and textile products in the EU must comply with the Textile Regulation. This regulation ensures consumers are properly informed of their purchase. The regulation lays down rules on:

- Fiber composition.
- Labelling and marking.
- Indication of non-textile parts of animal origin

The indication of the fiber composition of a product is mandatory at all stages of the industrial processing and commercial distribution of that product. All products containing at least 80% by weight of textile fibers, including raw, semi-worked, worked, semi-manufactured, semi-made, and made-up products are covered by the Regulation. Under the Textile Regulation there is an exemption applicable to customized products made by self-employed tailors. The Regulation does not cover size, country of origin, or wash and care instructions.

Labelling

According to the Textile Regulation all textile products marketed in the EU must be labelled. Accompanying commercial documents can replace labels for products not being offered to the end consumer. Labels must indicate fiber content in a clear, readable manner. Usually a translation into the language(s) of the EU country to which you are exporting is required. In addition, there are more specific rules regarding how textile products are labelled. For instance, the term 'cotton' and 'cotton linen union' can only be used for products with a certain fabric composition. You must therefore specify the exact composition of the product's fabric.

To find more about which additional labelling requirements there are for EU countries you can contact authorities of the national competent authority. These can be found through using the EU Trade Helpdesk of the European Commission.

For example, the competent authority for surveillance of textile products is the Netherlands Food and Consumer Products Safety Authority (NVWA). This national organization controls compliance with EU and additional Dutch legislation such as the Decree on Textile products of 17/04/2012 and Textile Products Exemption Regulation of 09/10/1974. Businesses can find information on NVWA's activities on textiles at the Netherlands government portal for entrepreneurs: <http://www.answersforbusiness.nl/regulation/labelling-clothing>

Chemicals

The textile and leather sector has two areas of responsibility in REACH. REACH is an EU regulation, adopted to improve the protection of human health and the environment from the risks that can be posed by chemicals. The textile and apparel industry is a downstream user of a variety of chemical preparations that are used in the production of textiles and is, therefore, dependent on chemical suppliers. Although in the role of downstream user textile and apparel manufacturers have no registration obligation under REACH, they do have the duty to communicate up and down their supply chain to:

- Inform the chemical manufacturer, if located in the EU, on how the textile or apparel manufacturer uses the chemical, so they can include the chemical's use in its REACH registration.
- Communicate the conditions of safe use down to its own supply chain.

For additional guidance on how REACH may affect your businesses, see the following Chemicals chapter and the additional reading provided by the 'More information' heading.

tip

Find out whether REACH is relevant for your products by using this information guide of CBI.EU:
www.cbi.eu/market-information/buyer-requirements/reach/

Protective clothing

If the clothing you are selling is designed to be worn for protection against hazards to health and safety, they are considered personal protective equipment and must comply with EU health and safety requirements. Most textiles and apparel do not need CE-marking. Only protective clothing covered by the Personal Protective Equipment Directive must be labelled with the CE-marking. This symbol means a product complies with EU health and safety requirements.

More information

- Textiles, Fashion and Creative Industries – European Commission:
https://ec.europa.eu/growth/sectors/fashion_en
- Frequently Asked Question on Textile Product Regulation – European Commission:
https://www.google.jo/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&cad=rja&uact=8&ved=0ahUKEwjNmrzQ_4LSAhWkA8AKHf7WArUQFggYMAA&url=http3%A2%F%2Fec.europa.eu2%FDocsRoom2%Fdocuments2%F98082%Fattachments2%F2%1Ftranslations2%Fen2%Frenditions2%Fnative&usg=AFOjCNEFjnC2oQVeSwWMhqtksYD51VRB0&sig0=2D4_ut9FkOh1JgWT4l-gEw&bvm=bv.146496531.d.d2s
- REACH and the textile sector – ECHA Newsletter:
https://newsletter.echa.europa.eu/home/-/newsletter/entry/1_13_textile
- IndicativelistofEUmemberstatelabellingrequirements – USA International Trade Administration:
<http://web.ita.doc.gov/tacgi/overseasnew.nsf/annexview/EU+Member+Labeling+Requirements>
- What is REACH? – CBI:
<https://www.cbi.eu/market-information/buyer-requirements/reach/>

Chemicals

More than 10% of all imports into the EU are chemicals and related products, with imports totaling over €100 billion. This provides much opportunity for Jordanian producers of chemicals that know how to access the European market. Jordan already exports large amounts of fertilizers and paints to regional markets and has potential to increase its trade to EU markets. Producers, importers and suppliers of any hazardous chemicals within the EU must abide by strict regulations on safety, health and environment. The two main regulations that apply are the REACH Regulation and the CLP Regulation.

REACH

The REACH-system is a European regulation that aims to improve the protection of human health and the environment. It works on the basis of self-declaration by the producer and importer. This is done by the four processes of REACH, namely the Registration, Evaluation, Authorization and restriction of Chemicals. In principle REACH applies to all chemical substances, not only to those used in industrial processes but also to substances used in everyday life such as cleaning products, paint, clothing furniture and electrical appliances. Certain product groups, such as food ingredients or pharmaceuticals, are exempted from REACH. The REACH regulation has an effect on many businesses in the EU. If you want to sell chemicals or related products in the EU, it is important to be aware of all the obligations that you have to fulfill under this regulation.

REACH is based on four main procedures to ensure the safe manufacture, distribution and use of chemical substances and products containing them: registration, evaluation, authorization and restriction.

- **REGISTRATION** – Each individual substance imported into the EU at or above one ton per year (on its own or in a mixture) needs to be registered with the European Chemicals Agency (ECHA) by the importing company or by an only representative; otherwise it cannot be sold on the EU market.
- **EVALUATION** – ECHA checks the compliance of information in the registration dossiers and examines all testing proposals in them to ensure that unnecessary testing on animals is avoided; EU countries separately evaluate substances for specific concerns regarding human health and the environment.

- **AUTHORIZATION** – This procedure ensures that the risks from the chemicals on the market with the highest concerns are adequately controlled. The aim is to replace chemicals of high concern with safer alternatives when technically and economically viable.
- **RESTRICTION OF CHEMICALS** – Some substances or mixtures which pose unacceptable risks can be totally banned on the EU market (e.g. asbestos), have restrictions on specific uses (e.g. plasticizers in toys and childcare articles), or have limits on the concentration of the substance (e.g. in consumer products such as tires, clothing or jewelry).

Only representative

As an exporter to the EU, you have to ensure that your customer can abide by EU regulations. For example, you might have to inform them of detailed information on the composition and properties of the article you are exporting to the EU. If you are a manufacturer, formulator or an article producer, you can appoint a so called only representative to fulfil the importers' duties, such as registering substances and notifying substances of very high concern in articles. This option allows you to closely manage the compliance of your products in the EU market. An only representative must be a company or a person established in the European Union.

Classification, Labelling and Packaging

If you supply any hazardous chemicals within the EU you must abide by the Classification, Labelling and Packaging (CLP) Regulation. It complements the REACH Regulation and ensures that the hazards of chemicals are clearly communicated to workers and consumers through pictograms and standard statements on labels and safety data sheets.

Before placing chemical substances or mixtures of such substances on the market, you must:

- Establish any risk they may pose to human health and the environment and classify them according to the hazards you identify.
- Label and package hazardous chemicals using the standardized system set out in the CLP Regulation so that workers and consumers know about their effects before they handle them.

More information

- Chemicals – European Commission:
http://ec.europa.eu/environment/chemicals/index_en.htm
- REACH, CLP and biocides for non-EU companies – ECHA:
<https://echa.europa.eu/support/getting-started/enquiry-on-reach-and-clp>
- Information leaflet for non-EU exporters – ECHA:
https://echa.europa.eu/documents/10162/13563/leaflet_reach_2018_non_eu_en.pdf
- Classification, labelling, packaging – Your Europe:
http://europa.eu/youreurope/business/product/chemicals-packaging-labelling-classification/index_en.htm

Product safety

Unsafe products are not allowed to be traded or made available to European consumers. There are European guidelines on product safety that ensure every product used by a consumer is safe. According to the General Product Safety Directive, manufacturers and distributors in the EU are obliged to only deliver products that meet these general safety requirements. One of the most well-known certificates that indicate product safety is the CE-mark.

General Safety Requirement

Producers are obliged to place only safe products on the market. For Jordanian manufacturers, this obligation applies to its representative in the EU or, in the absence of a representative, to the importer.

For a large number of EU regulated products the manufacturer or importer must specify its name, registered trade or brand name and address on the product or packaging. The General Product Safety Directive mentions this as one of the measures producers can take to stay informed of possible risks of their products.

CE-mark

The letters ‘CE’ appear on many products that are traded on the single market in the EU. The CE-mark is a mandatory conformity marking for certain products sold within the EU. Many industrial product groups can only be traded in the EU if they have a CE-mark. This marking is a type of product certification and indicates that the product meets legal requirements in the areas of safety, health and environment and that it has passed the relevant conformity assessment procedure.



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tip

The Jordan Enterprise Development Corporation (JEDCO), as well as other business development assistance providers can assist you in attaining CE-Marking for your product

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Goal of the CE-mark

The CE-mark is required for many products:

- It shows that the manufacturer has checked that these products meet EU safety, health or environmental requirements.
- It is an indicator of a product’s compliance with EU legislation
- It allows the free movement of products within the European market

Products with a CE-mark may be sold and traded freely throughout the entire EU. National governments are not allowed to require additional requirements for product safety and health. If products do not meet European standards then the CE-mark may not be placed and products may not be traded within the EU.

CE-mark product groups

Not all products can bear the CE-marking. Only those product categories subject to specific EU directives are required to be CE-marked. Different types of product are governed by different European directives. There are more than 20 directives setting out the product categories requiring CE-marking.

Products for which the CE-mark is required are, for example:

- Construction products.
- Machinery.
- Medical devices.
- Electrical equipment.
- Pressure equipment.
- Personal protective equipment.

The CE-marking is not required for items such as:

- Chemicals.
- Pharmaceuticals.
- Cosmetics and foodstuffs.
- Most apparel and garments.

tip For a full overview of product groups that require CE-marking go to: ec.europa.eu/growth/single-market/ce-marking/manufacturers

Responsibilities of the manufacturer

If the product is imported from Jordan or anywhere outside the EU, the European importer of your product will have to check whether you have taken all the necessary steps for the proper application of the CE-marking. Importers who want to sell the product under their own name can take over the responsibilities of the producer from outside the EU. In this case, the European importer has to take the necessary steps to apply the CE-mark.

If there are no specific requirements or norms for the product then an assessment on product safety needs to be made on the basis of:

- Recommendations of the European Commission.
- Best practices in the sector.
- The current state of technology.
- General safety that a consumer may expect from using a product.

More information

- Summary of Product Safety Regulation – European Commission:
<http://eur-lex.europa.eu/legal-content/EN/TXT/?uri=URISERV:I21253>
- CE-marking – Your Europe:
http://europa.eu/youreurope/business/product/ce-mark/index_en.htm

Standards & Certification

Standards

Standards and other standardization publications are voluntary guidelines providing technical specifications for services and processes and products, such as chargers for electronic devices. You are not obliged to use them. You can also choose for other technical solutions to fulfil the essential requirements set out in the relevant EU directives. Operating according to certain standards means that you can certify your management system, manufacturing process, service or documentation procedure has all the requirements for standardization and quality assurance.

Although standards are voluntary, using them proves that your products and services reach a certain level of quality, safety and reliability. Companies can also surpass the quality requirements that are legally required. Sometimes this is done by means of requesting their suppliers to work according to a quality management system, such as ISO 9001, which in some, especially industrial sectors, have become such standard practice that it can be seen as a mandatory requirement for entering the EU market. In some cases, standards are referenced in legislation as a preferred way or even as a mandatory requirement to comply with specific laws.



Producing according to a standardized quality and safety of products helps your business:

- Build consumer confidence.
- Gain better access to markets by making your products compatible and comparable.
- Protect the environment and the consumers' health.

Country specifications

Where no EU wide specifications exist, different specifications might apply throughout EU countries. In such cases, you must only comply with the rules valid in the country where you want to sell your product.

In particular, national rules might differ on requirements relating to:

- Size/dimensions
- Weight
- Composition
- Labelling
- Packaging
- Testing

Certification

Product certification is the process of certifying that a certain product has passed performance tests and quality assurance tests to indicate that it meets qualification criteria posed in regulations or specifications. Certification can only be granted by an independent accredited body, recognized regionally or internationally. This certification body judges whether the product, service or system in question meets the requirements of the standard. In Jordan, there are business development programs that can assist you in attaining the right standards for your product. These are listed further on in the Export Guide to the EU. In addition, there are private certification and inspection providers in Jordan who can assist you in attaining the right standards and certification.

Whether it is in the sector of textiles, pharmaceuticals or chemicals, to be able to sell your product on the European market your product has to meet EU product requirements. EU product requirements should be met in order to ensure the consumer that your product is safe to use and meets a level of quality that the consumer expects. In Jordan, both public sector and private sector can help you meet requirements through so called conformity assessment bodies.

The following examples are some of the many services available for meeting your product requirements:

- Laboratory testing for chemicals and fertilizers.
- Conformity marks such as the CE-Marking.
- Certification for international standards such as the ISO 9001 standard.

Certification services

The Certification Department at the Jordan Standards and Metrology Organization is the public certification body that provides product certification. There are also several private certification and inspection bodies in Jordan that provide conformity assessment services, such as for attaining the CE-mark for your product.



More information

- Standards and certification – ISO:
<http://www.iso.org/iso/home/standards.htm>
- Information about voluntary standards - ITC Standards Map:
<http://www.standardstmap.org/>
- European Standards – European Commission:
http://ec.europa.eu/growth/single-market/european-standards_en
- Mutual recognition – Your Europe:
http://europa.eu/youreurope/business/product/technical-standards/index_en.htm
- Indicative list of products not subject to EU wide standards and specifications – European Commission:
<http://ec.europa.eu/growth/single-market/goods/free-movement-sectors/mutual-recognition/products-list/>

Labelling

Labelling rules ensure that consumers can find the information they need to make an informed choice when purchasing products. Local importers in the EU are responsible for informing foreign suppliers of any applicable labelling requirements. Almost all products sold within the EU will require some form of labeling, but what details are required depends on the nature of the product.

For a large number of EU regulated products the manufacturer or importer must specify its name, registered trade or brand name and address on the product or packaging. Exporters can contact the related competent authority in an EU country for guidance on labelling and packaging.

Origin marking

According to EU customs legislation, the country of origin must always be indicated in a specific box of the customs import declaration. The origin marking should refer to the country where the product is originating from according to the rules of origin.

Language requirements

If you want to sell to other business, and not to final consumers, there is no obligation to use a specific language for your products. For sales to final consumers, you might be obliged to use the national language of the country you want to export to. As a general rule, EU countries decide in which languages product information should be displayed.

Language requirements may apply for:

- Product specifications.
- Labelling.
- User manuals.
- Assembly instructions.
- Precautions regarding employment or use.

These requirements differ per directive, product, service, sector and target group. Products with a high risk factor should at least have the language of the EU country in which the product is for sale. For other products, the European Commission recommends the use of multi-lingual display of product information.

JOPack

One of the organizations in Jordan that can assist you in your packaging and labelling needs is the Jordan National Centre for Packaging (JOPack). JOPack is co-funded by the EU and implemented by the Jordan Chamber of Industry and can help SMEs improve their packaging and labelling design to be in line with European standards. The establishment of the center helps local companies grow, improve their products design and become more competitive on local and international markets.

JOPack offers assistance with:

- Packaging design
- Structural design
- Product branding
- Technical data review
- Packaging laboratory testing
- Training courses
- Mechanical engineering

More information

- Labelling and packaging guidelines – European Commission:
<http://trade.ec.europa.eu/tradehelp/labelling-and-packaging>

- Language use in consumer information – European Commission:
<http://eur-lex.europa.eu/legal-content/EN/ALL/?uri=URISERV:I32036>

- European Parliament – Indication of origin marking products:
http://www.europarl.europa.eu/RegData/bibliotheque/briefing/2013/130513/LDM_BRI%282013%29130513_REV1_EN.pdf

- Classification, Labelling, Packaging Regulation explained – Your Europe:
http://europa.eu/youreurope/business/product/chemicals-packaging-labelling-classification/index_en.htm

Jordan National Centre for Packaging:

Jopack.org

Energy label

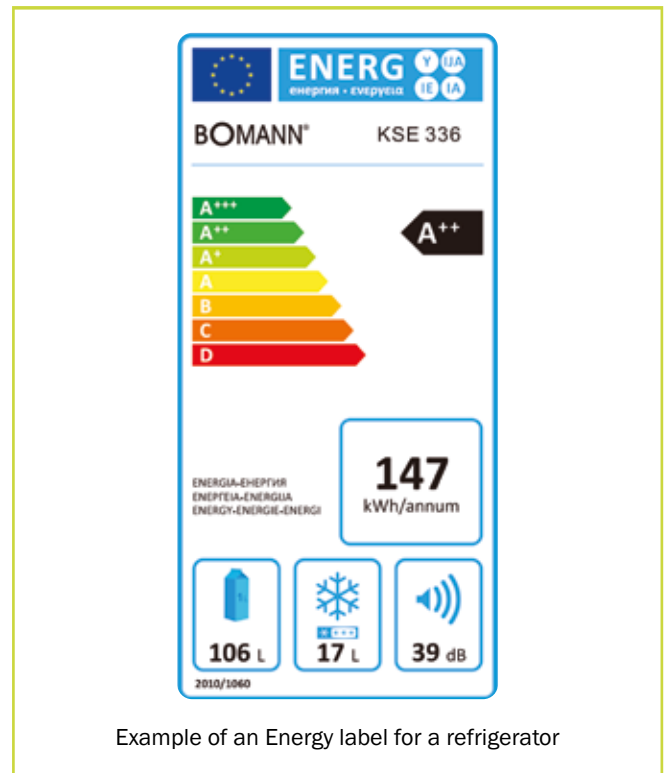
In the EU, many everyday electrical products have been designed to meet minimum energy efficiency standards. The EU Energy label gives information about the energy efficiency of a product. The label rates products from most efficient to least efficient. The label also shows total energy consumption and provides other information relevant to that product. The Energy Label is an EU directive that allows consumers to make informed purchasing decisions and to encourage companies to develop and invest in energy-efficient product design.

Products that require energy labels are:

- Air conditioners*
- Domestic Cooking appliances.
- Household dishwashers*
- Space and water heaters.
- Directional and LED lamps.
- Household lamps*
- Fluorescent lamps*
- Local space heaters.
- Household refrigerating appliances*
- Professional refrigeration.
- Solid fuel boilers.
- Televisions*
- Tumble dryers*
- Vacuum cleaners.
- Residential ventilation units.
- Household washing machines*

If you want to sell any of these products in the EU, you must have a label containing information on how much energy it uses. It should also meet the minimum energy efficiency standards of the EU. You will also need to provide technical documentation. There are separate labelling requirements for individual product groups.

For the products listed above with an * there are Jordanian production requirements that are in line with the EU energy efficiency standards.



More information

- Energy efficient products – European Commission: <https://ec.europa.eu/energy/en/topics/energy-efficiency/energy-efficient-products>
- Energy labels – Your Europe: <http://www.standardsmap.org/>

EU Ecolabel

The EU Ecolabel or ‘Flower logo’ is a voluntary scheme for non-food products and services. Producers, importers and retailers can choose to apply for the label for their products. The goal of the label is to encourage sustainable production and consumption. With European consumers paying more attention to sustainability in products, having an EU Ecolabel can position your product more favorably on the European market.

The EU Ecolabel:

- Demonstrates to your customers and consumers that your product meets strict ecological criteria, making their choice in favor of your product easy.
- Is third-party verified and is recognized in all EU countries.
- Enhances your reputation by showing environmental responsibility.

An important criteria is that dangerous substances in the production, have been replaced by safer substances. The specifics per product group can be found on the EU Ecolabel website.

Products that can apply for the EU Ecolabel are:

- Cosmetic and hygiene products.
- Clothing and textiles.
- Paints and varnishes.
- Electronic equipment.
- Coverings.
- Furniture and mattresses.
- Gardening and fertilizers.
- Household appliances.
- Lubricants.
- Paper products.
- Other household items.
- Holiday accommodation.



More information

- EU Ecolabel for Businesses – European Commission: <http://ec.europa.eu/environment/ecolabel/eu-ecolabel-for-businesses.html>
- Ecolabel product groups and criteria: <http://ec.europa.eu/environment/ecolabel/products-groups-and-criteria.html>
- How to apply for EU Ecolabel – Your Europe: http://europa.eu/youreurope/business/environment/eco-label/index_en.htm

Ecodesign

The Ecodesign Directive is a framework that sets mandatory ecological requirements for energy consumption of energy-related products. The objective of the directive is to reduce greenhouse gas emissions and other adverse environmental impacts throughout the life-cycle of a product. By establishing minimum energy efficiency standards at the European level, manufacturers do not have to navigate through multiple national regulations when wanting to sell their products on the EU market.

The main product groups that fall under the Ecodesign directive are:

- Professional refrigeration
- Power transformers
- Sound and imaging equipment
- Industrial ovens and furnaces
- Machine tools
- Ventilation units
- Steam boilers
- Power cables
- Enterprise servers, data storage and ancillary equipment

Ecodesign and Energy Labelling Regulations are complemented by harmonized European standards. These technical specifications indicate that a product complies with the mandatory requirements.

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tip

You can find an overview of products that fall under the Ecodesign directive or require Energy labelling at:

ec.europa.eu/growth/single-market/european-standards/harmonised-standards/ecodesign/

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More information

- Ecodesign – European Commission: http://ec.europa.eu/growth/industry/sustainability/ecodesign_en

Environment and waste

EU consumers are paying more attention to environmental issues when making a purchasing decision. Themes such as waste management, CO2 performance, energy use and green energy play a role. Having good environmental performance in your company might enhance your chances of success in the European market.

The EU has a policy on waste management that focuses on: waste prevention, recycling and re-use, and improved waste disposal and handling. When it comes to trade, waste prevention is the most important. Using as little unnecessary material will also lead to less waste.

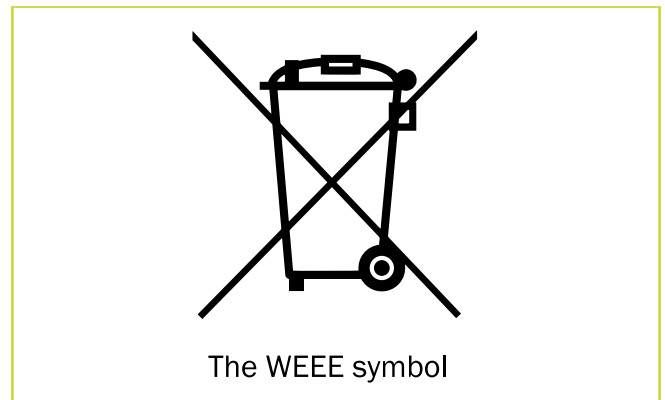
WEEE Directive

Electric and electronic equipment is a complex mixture of materials and components that, due to their hazardous content, can cause major environmental and health problems. There is legislation on what should be done with the waste produced by electric and electronic equipment (WEEE). The WEEE Directive obliges the importer to participate in collection schemes where consumers return their WEEE free of charge. Be aware that a European importer can ask his supplier to fulfill some of these obligations. Questions on implementation and whether your product falls within the scope of the WEEE Directive can be addressed to the network of national registers of EU Member States.

RoHS

RoHS stands for Restriction of Hazardous Substances, and impacts the entire electronics industry and many electrical products as well. The RoHS Directives restrict the use of ten hazardous materials found in electrical and electronic products. All applicable products in the EU market must pass RoHS compliance. Any business that sells applicable electrical or electronic products, equipment, sub-assemblies, cables, components, or spare parts directly to RoHS countries, or sells to resellers and distributors is impacted if they utilize any of the restricted 10 substances.

tip The WEEE Directive and RoHS Directives are transposed into national legislation. Implementation and enforcement of this national legislation is done by the EU member state authorities.



More information

- The EU and waste management – European Commission:
<http://ec.europa.eu/environment/waste/index.htm>
- Contact information on implementation of the WEEE Directive – European Commission:
http://ec.europa.eu/environment/waste/weee/contacts_en.htm

Corporate social responsibility

Corporate Social Responsibility (CSR) is a concept whereby companies integrate social and environmental concerns in their business operations and in their interaction with stakeholders on a voluntary basis. It refers to business practices involving initiatives that benefit society. CSR practices in a company can encompass a wide variety of tactics, from giving away a portion of a company's proceeds to charity, to implementing "greener" business operations.

CSR has been placed higher on company agendas in recent years, where it is now common practice among European companies to include at least some consideration for environmental and social performance in their business. Where legal requirements set the basis for products to be granted market access in Europe, CSR requirements go even further. These look into the social performance of not only the European company, but increasingly also of the suppliers. Likewise, environmental considerations in the production process are no longer considered only in European locations, but also within the total supply chain, starting at supplier facilities.

This means that European companies often put additional requirements on their suppliers. As such, there has been an increase in certification schemes which are now required by the suppliers to the European market. Depending on how well the supplier

performs in other areas, the European counterpart may be willing to work together to achieve better social and environmental performance.

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tip

European buyers are looking for suppliers that can comply with good standards of social and environmental responsibility. They select suppliers who aim to improve their performance in key areas, such as child labour and limiting damage to the environment.

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European consumers expect the products or services they buy to not cause unnecessary harm to the environment, and to be produced under acceptable social circumstances, such as those set by the International Labour Organisation Conventions. There are clear differences between European regions in terms of how much attention social and environmental concerns receive, and there is also a difference as to which aspect receives more attention; sometimes this depends on the product in question, but also on the region.

The main means of communication of CSR-practices towards European consumers is by labels: environmental labels and social/fair trade labels. There is much consumer interest for textile and apparel products that take into account labor and production conditions. For other industrial products, companies could develop methods that take into account environmental considerations. For example, by producing paint manufactured on a water basis instead of an oil basis.

More information

- CSR Europe:
<http://www.csreurope.org>
- What is CSR? - United Nations Industrial Development Organization:
http://ec.europa.eu/environment/waste/weee/contacts_en.htm



**STARTING
WITH
EXPORT**



4

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Identifying whether your business is ready for exporting to the EU can seem challenging at first. To assess your company's potential on a European market as well as the requirements for getting there, you will need careful preparation and planning. When preparing to export, you will go through the entire export process. An example of this is listed below.



Example of an export process

tip You can use the Export Plan template further on in the Export Guide to the EU to develop an export strategy for your business

Finding the right business partner

The European market is a big market. It consists of 28 countries with over 500 million consumers. Defining which markets to pursue is the next step in finding the right business partner. Your market analysis should reveal which markets have the largest, fastest growing and simplest markets to penetrate for your product.

tip When looking for business partners it is best to test one market and then move on to secondary markets as your expertise develops

You can find business partners and develop your understanding of EU markets through a number of organizations or activities.

Chambers of Commerce and Chambers of Industry

Chambers of Commerce and Industry are an excellent first point of contact if you are looking for potential buyers or want to gain a better understanding of a market. You can contact the Jordan Chamber of Industry or the regional Chambers of Industry, in Amman, Irbid, or Zarqa. Contact details of the Jordanian and European Chambers of Commerce and Industry are listed further on in the Export Guide to the EU.

Diplomatic missions

Foreign diplomatic missions in Jordan can help you establish contacts with potential buyers. Diplomatic representations often have an economic counsellor that can inform you about the business climate and incentives for doing business in their country.

Trade missions

The Government of Jordan is active in promoting Jordanian businesses worldwide. If you are interested in joining a trade mission or want to know more about the requirements, you can contact the Jordan Investment Commission or Jordan Chamber of Industry.

Trade fairs

Another option is to visit trade fairs of your sector. Trade fairs are events where businesses in a particular sector come together to display their products or services. In the EU there are organized many trade fairs all year round. A trade fair is an excellent opportunity to meet potential buyers as well as your competitors.

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tip
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Focusing on regional clusters of countries is more cost effective than choosing markets scattered around the EU, especially when you plan trips or marketing events

E-Commerce

E-commerce refers here to the trading of goods or services over the internet. Jordanian businesses can make use of the large amount of online marketplaces that are available to buy and sell products. An online marketplace is a website where products are provided by multiple third parties. Transactions are processed by the marketplace operator. A few examples of well-known online marketplaces are:

- Ali Baba – www.alibaba.com
- Amazon – www.amazon.com
- Ebay – www.ebay.com

Public information or paid market research

Trade information from organizations like the EU Trade Helpdesk of the European Commission, the World Trade Organization (WTO), United Nations Conference on Trade and Development (UNCTAD), the OECD, and the Centre for the Promotion of Import from Developing Countries (CBI) are just a few examples of the many public organizations that have free public information sites offering valuable trade data. Here you can find detailed country data, studies on industrial sectors and much more.

Paid market research can also be very useful, but usually involve costs such as subscription and association fees. Using commercial information makes sense when you are seeking detailed analysis, such as key demographics, market trends, purchase frequency and so on.



Example of a Trade Fair

Direct or indirect exporting

Once you have decided to export your products to the EU, you have a number of options, varying from direct exports to the retailer, to a trade channel with various middlemen such as agents, importers, wholesalers and retailers. Which trade channel you decide to use and which operators you choose to deal with depends mainly on your place and strength in the value chain.

When selling your product directly to a retailer it is called direct exporting. When selling your product via an intermediary, it is called indirect exporting. Indirect exporting is when a trade agent or distributor represents your company and products in the export country and takes care of the marketing, sales and distribution.

Deciding on what option is best for your company will depend on your product and the demands of the export market. The advantages and disadvantages of direct and indirect exporting are listed below.

Direct exporting

Advantages

- Direct contact with customers.
- Higher profit margins.
- No dependency on foreign partners.

Disadvantages

- Bigger financial risks.
- Investment of time and staff.
- Limited market coverage.
- Risk of insufficient knowledge of market and culture.

Indirect exporting

Advantages

- Intermediary entity has market knowledge and access to distribution channels.
- Possibility of larger market coverage.
- Smaller financial risks.

Disadvantages

- Lower profit margins.
- Dependency on effort of your intermediary partner.
- No direct contact with customers.

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tip

Keep in mind that a trade agent is an intermediary that receives a certain percentage of commission for every sale of your product

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tip

A distributor buys your product and decides its own profit margin. Working through a distributor usually means less risks, but a bigger commission on the sales.

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Transport

When you have found your business partner on the European market and have decided on the way you want distribute your goods, you will have to arrange for the transport. There are a few ways to get your product from Jordan to the EU. Your product can be transported by truck, ship or by airplane. Accessing the EU by truck is currently more difficult because of regional conflict and closed borders. Shipping your goods is a good alternative. It is cheaper than air transport, but will take more time. If you choose to transport your goods by sea, there are many logistic providers in Jordan that can act as a shipping agent or freight forwarder.

The single market and customs union mean that entering goods will follow the same procedure regardless of entry point of your goods. Once in the EU internal market, goods can be moved freely throughout EU countries, usually going by road transport. The point of entry of your goods may not be your final destination, in most cases additional means of transportation will be needed for intra-European transportation to the final destination.

Sea transport

For industrial and manufactured products, as well as products with a relatively long lifespan, shipping through Aqaba is your best option for reaching the European market quickly and efficiently. Jordan is well connected to European ports and there are several entry points into the EU by sea. The EU's single market and Customs Union mean that entering goods will follow the same procedure regardless of entry point. Sea transport is also by far the largest mode of transport for goods entering Europe. The EU countries combined have over 300 key ports combined.

Shipping connectedness

Aqaba handles most of Jordan's external trade. It has feeder services to the main Gulf ports as well as many direct connections. Aqaba port has developed much in recent years and is currently an important regional transport and logistics hub for the Mediterranean and Arab region. Below are listed the 20 largest European cargo ports with shipping connectedness to Aqaba. It lists their ranking, estimated shipping duration and likely intermediate stops.

From Aqaba, there are shipping options available almost once every week. Shipping providers offer services to the main European ports such as Algeciras, Barcelona, Valencia, Genoa and are able to reach European markets quickest, within 9 to 15 days. Ports further away from Jordan, such as Rotterdam and Hamburg will generally take longer to reach.

Aqaba's connectedness to top 20 European cargo ports

Rank	Cargo Ports		Shipping duration from Aqaba* (in days)	Intermediate stops
1	Netherlands	Rotterdam	13-16	Algeciras (SPA)
2	Belgium	Antwerp	23-27	Algeciras (SPA)
3	Germany	Hamburg	16-19	Tanger (MOR)
4	Netherlands	Amsterdam	15-18	Algeciras (SPA), Rotterdam (NL)
5	Spain	Algeciras	10	-
6	France	Marseille	20-22	Jeddah (KSA), Genoa (ITA); or Jeddah (KSA), La Spezia (ITA)
7	France	Le Havre	37	Jeddah (KSA), Tanger (MOR); or Jeddah (KSA), Felixstowe (UK)
8	United Kingdom	Immingham	22-25	Algeciras (SPA), Rotterdam (NL)
9	Spain	Valencia	9-12	-
10	Germany	Bremerhaven	13-16	Tanger (MOR)
11	Italy	Trieste	13-16	Said (EGY)
12	United Kingdom	London	25-27	Jeddah (KSA)
13	Norway	Bergen	24-27	Tanger (MOR), Bremerhaven (GER)
14	Italy	Genoa	12-15	-
15	Portugal	Sines	13-17	Algeciras (SPA)
16	Latvia	Riga	21-24	Tanger (MOR), Bremerhaven (GER)
17	Greece	Piraeus	9-12	Marsaxlokk (MAL)
18	Spain	Barcelona	11-14	-
19	Sweden	Gothenburg	19-21	Tanger (MOR)
20	United Kingdom	Southampton	25-37	Jeddah (KSA), Tanger (MOR)

- Estimations based on [Maersk Point-To-Point Scheduling tool](#), and [CMA-CGM Routing Finder](#) for a 40 ft Dry Standard container

Shipping costs

Costs of shipping greatly range depending on the destination of the goods and your shipping provider. In general, the further away the location, the more expensive the shipping process. When comparing services of shipping providers be aware that timeliness of delivery is seen as one of the most important factors when delivering to EU customers.

Below are listed the estimated costs for transporting a container from Aqaba port to a European port. Note that there are large cost fluctuations in the shipping industry throughout the year and that the price quotes merely provide a glimpse for a relatively calm month in shipping such as April.

Examples of transit time and costs

Place of delivery	Algeciras (SPA)	Antwerp (BEL)	Felixstowe (UK)	Genoa (ITA)	Hamburg (GER)	Rotterdam (NL)
Estimated route	Aqaba – Algeciras	Aqaba – Algeciras – Antwerp	Aqaba – Jeddah – Felixstowe	Aqaba – Genoa	Aqaba – Tanger – Hamburg	Aqaba – Algeciras – Rotterdam
Estimated transit time	10 Days	23 Days	21 Days	12 Days	16 Days	16 Days
Estimated cost 20 ft container	JOD 500 – 900	JOD 650 – 1100	JOD 650 – 1100	JOD 400 – 800	JOD 800 – 1200	JOD 800 – 1200
Estimated cost 40 ft container	JOD 600 – 1000	JOD 1000 – 1500	JOD 1000 – 1500	JOD 600 – 1000	JOD 1100 – 1500	JOD 1100 – 1500

Transport inside the EU

The Port of Rotterdam (The Netherlands) is the largest port for transport of goods, followed by Antwerp (Belgium). The function of these ports has developed through the years to become logistics centers, offering services such as storage, cool-chain services and processing of materials and goods.

Once inside the EU, your goods can be further transported through Europe’s multimodal transport infrastructure such as short sea shipping, rail transport or trucking. The functioning of the EU internal market and the close trade relations between the EU countries are supported by a dense and diverse transport infrastructure. You and your buyer should be able to find a suitable logistics partner to transport your goods further inland if necessary.

Shipping agent or freight forwarder

Many businesses exporting to the EU make use of a shipping agent or freight forwarder. A shipping agent is an intermediary entity that knows how to move your goods efficiently and takes care of everything related to transportation. The shipping agent or freight forwarder can take care of transport documentation, insurance and storage of your goods. The cost of a shipping agent or freight forwarder depends on your product and delivery terms. In essence, all freight forwarders are shipping agents as they provide ancillary services that complement the transportation of cargo from one point to another. A freight forwarder often provides multi-modal transportation options for the transport of your goods, while a shipping agent will often specialize in a certain mode of transportation, such as air freight or sea freight.

tip | You can find contact details of shipping and logistics providers on the websites of the
 Jordan Logistics Association: www.jla.jo
 Jordan Shipping Association: www.shipping.com.jo

ICC Incoterms 2010

When transporting your goods by sea, it is important to have a clear agreement with the importer on the transportation. For this, the ICC Incoterms 2010 can be a helpful tool. By using these rules, you are following the global standard for international trade. With the ICC Incoterms 2010 you manage:

- Who takes care of the transport and up to where.
- Who takes care of the transport insurance, permits, authorization, customs formalities and other documents.
- Who bears the risk and costs of the shipment and up to where.

More information on the ICC Incoterms 2010 and their use can be found on website of the International Chamber of Commerce.

Insurance

Goods can suffer damage or get lost during transportation. With marine insurance you can protect your shipments of these potential costs for a part of the transport process. By using the ICC Incoterms 2010 you know exactly to what extent you carry responsibility for the condition of the shipment. In addition, you can arrange for export credit insurance. This is a special insurance coverage for exporters to protect against non-payment by the importer. Export credit insurance is offered by several organizations in Jordan.

Air transport

Air transport is the second most important means of transportation for exporting to Europe. From Jordan, air transport is mainly used for products with a limited lifespan, such as flowers or other agricultural products. In trade between European countries air transport is very small. Frankfurt Main/Germany is the largest European airport in terms of freight traffic, followed by Amsterdam/Schiphol of the Netherlands and London/Heathrow of the UK.

Legal matters

International Contract

Exporting to the EU means making international legal arrangements with your customer. If you are selling directly to a European customer, it is advisable to make a contract. Although this is not legally required, an international sale contract provides clarity to both partners and prevents business conflicts when, for example, a shipment is late or is damaged. If you use the ICC Incoterms 2010 for the transport of goods, it is still advisable to make an international sale contract. In an international sale contract you can arrange:

- General terms and conditions of delivery and payment.
- Guarantees.
- How to deal with breach of contract.
- Transfer and ownership of goods.

If you plan to work together on a structural basis with a distributor or sales agent, it is advised to set up a Distributorship Contract or Agency Agreement.

“

tip

You can make use of international contract templates offered by the International Chamber of Commerce

”

Product requirements

As explained in previous chapters there are general and specific product requirements when exporting to the EU. Some product may need adjustments before they can be marketed on the EU. For example, electrical appliances might require different voltage, plugs or measurements. This also counts for user manuals, labels and advertising. Sometimes, you will have to adjust the terms of guarantee. In most cases, your product will need some sort of adjustment to be sold on the European market.

- General product requirements ensure that the product arrives safe and usable for consumer use.
- Specific product requirements deal with the product composition, physical attributes, labelling, packaging and registration of products.

Export documents

Before your product can exit Jordan and begin its journey to a European customer you will require preparation of documentation. Below are listed the main export documents necessary. Make sure you research and communicate with your buyer or logistics provider which other documents are necessary.

1. Detailed commercial invoice of the transaction – This is the document recording a transaction between the seller and the buyer. Commercial invoices are normally prepared by sellers. The commercial invoice on itself does not grant any ownership of the goods, unless it has an attached document proving the importer's payment for the total amount. Templates of a commercial invoice can be found online.

2. A cargo manifest – A cargo manifest and a bill of lading may carry similar information and the concepts are not always clearly distinguished. In some cases, a single document may serve both purposes. In general, a bill of lading serves as a legal instrument focusing on and documenting such issues as ownership, whereas a cargo manifest is often more concerned with physical aspects of the cargo, such as weight and size.

3. Product Certificate of Conformity – for some products a Certificate of Conformity is required. The Jordan Standards & Metrology Organization issues Conformity Certificates for Jordanian and non-Jordanian products. The certificate assures that a certain product conforms to a certain standard.

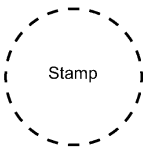
4. A certificate of origin (EUR.1 or EUR-MED) – If you want to make use of the benefits offered by the Jordan-EU Association Agreement, you will need a EUR.1 or EUR-MED Movement Certificate. The EUR.1 or EUR-MED movement certificate is most importantly recognized as a certificate of origin in external trade between Jordan and the EU. Jordan Customs can assist you in obtaining this document, a customs manifest and EUR.1 or EUR-MED movement certificate.

More information

- Foreign Diplomatic Missions in Jordan – Government of Jordan:
http://www.jordan.gov.jo/wps/portal!/ut/p/b1/04_Sj7Q0NbIOMLe0MNCP0IKSyZLTE8syCzPS8wB8aPM4sMsV3CvNONDQxcPZ0NPJ18gsw9LIwMjcJM9INT8_RzoxwVAQHbYH0!/
- Data about worldwide import and export - ITC Trade Map:
<http://www.trademap.org/>

- CBI Exporting to Europe Introduction Manual -
https://www.cbi.eu/sites/default/files/market_information/researches/exporting-to-europe-introduction-manual.pdf
- International Trade Fair Information Source – ToFairs:
<http://tofairs.com/>
- Trade Show Database – ExpoDatabase:
<http://www.expodatabase.com/>
- Events Calendar - Enterprise Europe Network:
<http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents?nolayout=true>
- Jordan Chamber of Industry – Exhibitions and Conferences:
<http://een.ec.europa.eu/tools/services/EVE/Event/ListEvents?nolayout=true>
- Incoterms – International Chamber of Commerce:
<http://store.iccwbo.org/incoterms-2>
- Information on the EU Taxation and Customs Union – European Commission:
https://ec.europa.eu/taxation_customs/index_en


MOVEMENT CERTIFICATE

<p>1. Exporter (Name, full address, country)</p>	<p>EUR.1 No A 000.000</p> <p>See notes overleaf before completing this form.</p>		
<p>3. Consignee (Name, full address, country) (Optional)</p>	<p>2. Certificate used in preferential trade between</p> <p>.....</p> <p align="center">and</p> <p>.....</p> <p align="center">(Insert appropriate countries, groups of countries or territories)</p>		
<p>6. Transport details (Optional)</p>	<p>4. Country, group of countries or territory in which the products are considered as originating</p>	<p>5. Country, group of countries or territory of destination</p>	
<p>7. Remarks</p>			
<p>8. Item number; Marks and numbers; Number and kind of packages ⁽¹⁾; Description of goods</p>	<p>9. Gross mass (kg) or other measure (litres, m³, etc.)</p>	<p>10. Invoices (Optional)</p>	
<p>11. CUSTOMS ENDORSEMENT</p> <p><i>Declaration certified</i></p> <p>Export document ⁽²⁾</p> <p>Form No</p> <p>Of</p> <p>Customs office</p> <p>Issuing country or territory</p> <p>.....</p> <p align="center"><i>(Place and date)</i></p> <p>.....</p> <p align="center"><i>(Signature)</i></p>		<p>12. DECLARATION BY THE EXPORTER</p> <p>I, the undersigned, declare that the goods described above meet the conditions required for the issue of this certificate.</p> <p>.....</p> <p align="right"><i>(Place and date)</i></p> <p>.....</p> <p align="right"><i>(Signature)</i></p>	
<p>⁽¹⁾ If goods are not packed, indicate number of articles or state 'in bulk' as appropriate.</p> <p>⁽²⁾ Complete only where the regulations of the exporting country or territory require.</p>			

1) If goods are not packed indicate number of articles or state 'in bulk' as appropriate

2) Complete only where the regulations of the exporting country or territory required

EXPORT PLAN



5



If you want to start exporting or expand your existing export activities, it pays to come prepared. The Export Plan template is a tool for the development of your international business. Using this template can help you create an action plan and will help you identify:

- The strengths and weaknesses of your company and product.
- The export readiness of your company and your product.
- The export market and target group.
- The sales terms and conditions.
- Transport options and requirements.

Export Plan

By using the Export Plan you can improve your chances of successfully creating a business relationship in an export market

1. Company Information

Fill in your answers here

Company name and contact details

Branch(es)

Location (s)

Holding structure

Company description

History

Turnover

Employees

Company mission and goals

Activities

Products produced

Product's unique selling points

Position Jordanian market

Market description

Market share

2. Export Readiness

Fill in your answers here

Motivation for exporting

Dedication of resources

Availability of knowledge, time and focus to lead the export process

Finances

Accounting overview

Finances available for export

Product analysis

Product alterations needed

Quality

Packaging

Labelling

Instruction manuals

3. Market Entry

Target market(s)

Argumentation for target market (s)

Sources used for market research

Marketing

Product pricing

Consumer demand

Product placement

Marketing strategy

Customer description

Competitors

National and international

International product requirements

4. Sales terms

Direct or indirect exporting

International sale agreement

Payment

Form of payment

Terms of payment

Liabilities

Legal provisions

Terms and Conditions

5. Transport

Transport costs

National and international costs

Use of freight forwarder

Packaging

Transport packaging

Commercial packaging

Labelling

Documents

Invoice

Certificate of origin

Customs manifest

Incoterms

Marine insurance

Customs

Commercial invoice

Customs value declaration

Freight documents

Packing list


Single Administrative Document

Fill in your answers here

Fill in your answers here

Fill in your answers here

**BUSINESS
MEETINGS
IN THE EU**



6



Preparing for export means preparing for new business encounters. Remember that first impressions can only be made once and that being unprepared for a meeting, or not knowing what are the norms and customs of your business partner, can decrease your chance of establishing a business relationship. The following tips will help you when preparing to meet with a European business partner.

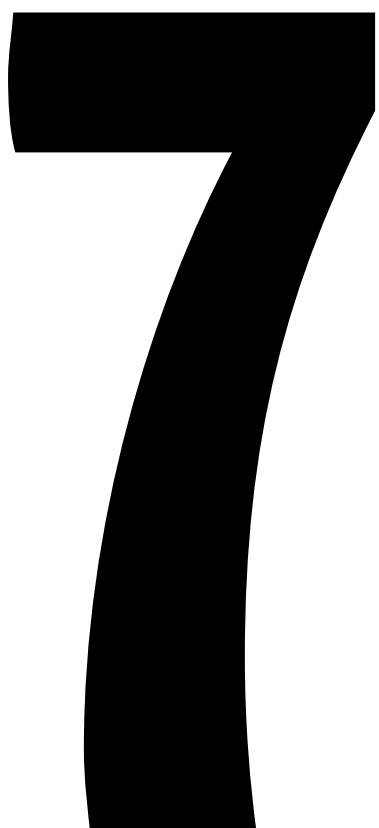
- *Be well prepared* – This counts in terms of having an agenda for the meeting, sufficient business cards, a pricelist of your products, and informing yourself about your business partner. Think about how you can deliver your products, how many, and how quickly, to the potential customer.
- *Know the business culture* – There are differences in language, culture and business practices in the different EU countries. Familiarizing yourself with the country's customs and habits is important.
- *Know something about the local politics or sports* – Having a few introductory talking points can go far in setting the right mood for the business meeting.
- *Define what the goal is of your meeting* – Clearly defining what you want to get out of a meeting or visit will provide clarity to you and your business partner. This can be anything from a general introduction to finalizing a sale.
- *Translate your business cards and catalogue into the local language* – This will impress your customers and shows that you are serious about doing business there. To avoid possible embarrassment, get all translations double checked by a native speaker.
- *Have information brochures or flyers about your company and products* – Make sure your information material is easy to read and informative. Include any customer testimonials you have. Having product samples with you can be helpful in demonstrating the quality or uniqueness of your product. In addition, ensure your business is easily available to your international clients.
- *Give follow-up to the agreed action points* – To a large extent doing business is about trust. Earning this trust through keeping your word is one of the easiest ways of creating a good business relationship. However, don't make promises you can't keep.



More information

- European business etiquettes and cultural differences:
www.kwintessential.co.uk
www.executiveplanet.com
www.msi-network.com
www.culturocity.com
www.intercultural-crosscultural-communication.com
- Languages and religions in the EU – Ethnologue:
http://ec.europa.eu/environment/waste/weee/contacts_en.htm
- Business practices in European countries:
www.doingbusiness.org
www.executiveplanet.com
www.worldbiz.com
www.worldbusinessculture.com

**BUSINESS
DEVELOPMENT
ASSISTANCE**



7

The Government of Jordan is ready to make your business a success, worldwide. To support your business development, there are two mandated institutions that can assist your business in going global: the Jordan Investment Commission and the Jordan Enterprise Development Corporation.

Jordan Investment Commission

The Jordan Investment Commission (JIC) is the national governmental body for attracting foreign investment and export promotion. JIC's role is to develop and promote Jordanian exports, use tools to improve the competitiveness of Jordanian goods and services and to expand the reach of Jordanian exports to new markets. The JIC works towards enabling Jordanian businesses in penetrating their target market through participation in trade fairs and exhibitions, as well as through trade delegations and missions.



Jordan Enterprise Development Corporation

The Jordan Enterprise Development Corporation (JEDCO) is a nationally mandated business support organization. JEDCO has experience in upgrading, modernization and development of start-ups and SMEs by providing specialized and focused technical assistance, and access to finance. If you have an SME, JEDCO might be able to assist you in your business development activities. JEDCO can assist your business to:

- Attain CE-Marking for your product.
- Comply with EU regulations and harmonized standards
- Perform market research
- Assistance with marketing and branding of your product
- Advice on packaging and labelling



Other business development programs


Depending on the size and professionalism of your business, you may need additional assistance for your product to go global. These business development programs are listed further on in the Export Guide to the EU and can help your business to:

- Comply with EU regulations and harmonized standards.
- Provide marketing assistance and trade data.
- Assist you in getting access to finance.
- Provide access to affordable consultancy expertise.


In this chapter you will find business development programs offered in Jordan that can assist your business with preparing for export. Most programs are available for SME's and are usually based on a cost-sharing basis.



Program details

Service provider	Amman Chamber of Industry	
Program name	Factories Support Program for Conformity Marks and Certification for International Standard	
Program description	<p>The Amman Chamber of Industry (ACI) supports the industrial and manufacturing sectors in Jordan through:</p> <ol style="list-style-type: none"> 1. Developing the quality and competitiveness of the Jordanian industries in local and international markets. 2. Providing Jordanian exporters to access new markets rather than traditional ones. 3. Encouraging the industries to have conformity marks and international standards through direct financial support. To support Jordanian businesses in obtaining the desired quality assurance in their company, the ACI offers financial support in the form of grant support equivalent to %50 of the consultation and tests costs, with a specific ceiling based on the program criteria. <p>The products marks and certification for international standards that are included in the ACI's Factories Support program are:</p> <ul style="list-style-type: none"> • CE-Marking, UL Mark, HALAL certificate and mark; Jordan Quality Mark. • Certification of international standards such as ISO 9001, ISO 22000, HACCP, ISO 14001, OHSAS 18001. 	
Selection criteria for companies	<p>The application with request for assistance should be submitted to the ACI. Assistance can only be granted when meeting the following requirements:</p> <ol style="list-style-type: none"> 1. The company is a member of ACI, has renewed its annual membership and paid the community service donation. 2. The company is registered in the social security corporation, with a number of employees not exceeding 249. 3. The company's registered capital should not exceed JD 1 million. 	
Program duration	Ongoing with the possibility of review.	
Length of program assistance	The period needed for the factory to get the requested product conformity mark or certificate.	
Logo		<p>Website & contact details</p> <p>☎ 06-4643001</p> <p>🌐 www.aci.org.jo (see Programs)</p> <p>✉ aci@aci.org.jo</p>

Program details

Service provider	Amman Chamber of Industry	
Program name	Support Program for International Exhibitions	
Program description	<p>The Support Program for International Exhibitions of the Amman Chamber of Industry (ACI) aims to develop export capabilities and promote Jordanian industries in regional and international markets.</p> <p>The program can offer a financial grant for ACI members with a specific ceiling based on the program criteria.</p>	
Selection criteria for companies	<p>For details about all required procedures and conditions, please contact ACI. The main criteria are:</p> <p>The application with request for assistance should be submitted to the ACI. Assistance can only be granted when meeting the following requirements:</p> <ol style="list-style-type: none"> 1. The company is a member of ACI, has renewed its annual membership and paid the community service donation. 2. For industrial organizations - The registered capital should not be less than JD 30,000 and the number of registered employees with social security should not be less than 10. 3. For organizations in craftsmanship - The registered capital should not be less than JD 20,000 and the number of registered employees with social security should not be less than 8. 	
Program duration	Ongoing	
Length of program assistance	Assistance provided can expand up to one month until after the end of the exhibition.	
Logo		<p>Website & contact details</p> <p>☎ 06-4643001</p> <p>🌐 www.aci.org.jo (see Programs)</p> <p>✉ aci@aci.org.jo</p>

Program details

Service provider

Business Development Center

Program name

Multiple programs available

Program description

The Business Development Center (BDC) is a non-profit organization committed to fostering economic development and public reform in Jordan and the Middle East. BDC offers multiple programs for (micro-)SME's.

Tatweer – Tatweer focuses on enhancing the competitiveness of Jordanian SMEs and maximizing the benefits of trade agreements. It offers financial grants for consultancy in fields of technical and marketing assistance, business plans and strategies, market analysis and assessment, product and process development, market outreach and backward linkages, export facilitation, and capacity building of middle management.

Export Line – The Centre for the Promotion of Imports from Developing Countries (CBI) of Netherlands, in collaboration with BDC, assists Jordanian companies to successfully access European markets. Participants in the Export Line program companies receive individual support by means of: on-site consultancy, training schemes, market information, trade fair participation, and business-to-business activities.

BDC also offers various short-term training workshops.

- *Access to Finance* – This program allows micro-SMEs to generate income statements, balance sheets and company financial ratios. This use of a common financial language enables banks to safely and confidently lend to micro-SMEs.
- *Feasibility Analysis* – This program teaches participants to use practical tools and solutions to better build comprehensive & flexible financial models. This can be used to investigate the feasibility of an investment opportunity.
- *Innovation for Development* – This program for SMEs helps create an innovation action plan, with additional follow-up from expert consultants.
- *Vocational Entrepreneurship* – This program upgrades products and processes, sparks an entrepreneurial flair inside the company and builds linkages between companies, suppliers and local buyers.
- *Entrepreneurship Technology Workshop* – A program enabling SMEs to think competitively and outsmart other businesses in the market, equipped with entrepreneurial behavioral competencies.
- *Green Entrepreneurship* - This program provides SMEs with the needed skills and tools for upgrading social and ecological value using an eco business model canvas.

Selection criteria for companies

Selection criteria may vary, please contact BDC for more information.

Program duration

Ongoing

Length of program assistance

Program durations vary and can last from 1 week to 3 months.

Logo



Website & contact details

06-586 5002
www.bdc.org.jo
info@bdc.org.jo

Program details

Service provider

European Bank for Reconstruction & Development

Program name

EBRD Advice for Small Businesses Program

Program description

The European Bank for Reconstruction & Development (EBRD) offers technical assistance grants for SMEs to become export ready. Through the assistance of the Advice for Small Business (ASB) Program the EBRD can help you with a professional consultant who can advise you on how to improve the standards and quality of your product and work according to the best practices in your sector.

EBRD offer grants to Jordanian SME's to cover the 50-70% of the cost of consultancy services in various areas. The maximum grant that could be offered to any Jordanian company is €10,000.

Areas covered by such assistance include:

- Strategy formulation
- Export development
- Marketing
- Organisational development
- Operations
- Technology
- Engineering solutions
- Quality management
- Financial management
- Energy efficiency and environment.
- Information and communication technology

Who can benefit

Jordanian SMEs that have:

- 250 or less employees for local advisory support, and 500 employees or less for international advisory support
- A minimum of two years of operations
- Over %50 of Jordanian or Syrian ownership

Program duration

Ongoing


Length of program assistance

Up to 10 months for local advisory projects, and up to 18 Months for international advisory projects.

Logo



Website & contact details

 06-5635036 / 06-5635037 / 06-5635038

 <http://www.ebrd.com/work-with-us/advice-for-small-businesses/jordan.html>20%





 alsaheb@ebrd.com / knowhowjordan@ebrd.com

 www.facebook.com/JordanSBS

Program details

Service provider	Euro-Jordanian Advanced Business Institute
Program name	Short management development programs
Program description	<p>Since its inception in January 2004, the Euro-Jordanian Advanced Business Institute's (EJABI) primary goal has been set to improve the skills and performance of managers in Jordan and to enhance the competitiveness of companies in Jordan. EJABI is part of the Amman Chamber of Industry and aims at supporting the companies and business community in Jordan by providing training in various business fields. Their short management development programs provide the needed knowledge, skills and abilities to professionally develop the human capital of all clients.</p> <p>Training program related to exporting include:</p> <ul style="list-style-type: none"> • Logistics and Supply Chain Management • International Marketing for Exporting to New Markets • Business English • Quality Management Systems ISO 9001
Selection criteria for companies	All interested persons and company representatives can sign up for these courses (terms and conditions apply).
Program duration	Ongoing
Length of program assistance	Depending on the selected training program, programs lasts -1day, several days or multiple weeks.
Logo	 <p>The image shows two logos side-by-side. On the left is the logo of the Amman Chamber of Industry, featuring a circular emblem with Arabic text and the English text 'AMMAN CHAMBER OF INDUSTRY'. On the right is the logo for EJABI, which includes the Arabic name 'إيجابي', the acronym 'EJABI', and the full name 'EuroJordanian Advanced Business Institute' below it, accompanied by a graphic of blue and yellow hexagons and stars.</p>
Website & contact details	<p>☎ 06-4644133</p> <p>🌐 www.EJABI.org.jo</p> <p>✉ info@EJABI.org.jo</p>





Program details

Service provider	Finnpartnership
Program name	Matchmaking Service
Program description	<p>The Matchmaking Facility puts companies from developing countries in touch with Finnish businesses. Finnpartnership helps businesses find new cooperation and business opportunities. The goal is to stimulate investments and long-term business partnerships between the developing country and Finland.</p> <p>Jordanian companies looking for a Finnish business partner can apply for the Matchmaking Service. Applicants have to start by filling in the electronic Matchmaking registration form. Company information will be registered and published on the Partner Search database on Finnpartnership's website, where company profiles can be searched for.</p> <p>Finnpartnership can also send information of your company directly to relevant companies, fair trade organizations, and other import- and export-oriented organizations.</p>
Who can benefit	<p>Matchmaking service is a free-of-charge service for companies that:</p> <ul style="list-style-type: none"> • Have a solid financial basis • Are registered in a OECD-DAC listed country • Established for a minimum one year prior to registration • Able to describe clearly what kind of business partner it is looking for
Program duration	Ongoing. Matchmaking forms can be submitted throughout the year.
Length of program assistance	Registered companies will receive a follow up email once a year asking them to provide feedback on the results of the service. All the companies that reply to the follow up email will remain in the service.
Logo	 <p>Finnpartnership</p>
Website & contact details	<p> +358-934843314</p> <p> http://finnpartnership.fi/www/en/matchmaking/index.php</p> <p> Matchmaking@finnpartnership.fi</p>





Program details

Service provider	Jordan Business Cooperation Consortium
Program name	Enterprise Europe Network
Program description	<p>Through the Enterprise Europe Network, the Jordan Business Cooperation Consortium facilitates SMEs' access to international markets. The Jordan Business Cooperation Consortium exists of the Jordan Enterprise Development Corporation (JEDCO), the Higher Council for Science and Technology, and the Amman Chamber of Industry. It provides business and innovation support services that help strengthen businesses' competitiveness and sustainability. The Enterprise Europe Network supports ambitious SMEs to innovate and grow internationally. It provides international business expertise with local knowledge across a range of targeted services.</p> <ul style="list-style-type: none"> • <i>Partnership Services</i> – The Enterprise Europe Network manages Europe's largest online database of business opportunities. It contains thousands of business, technology and research cooperation requests and offers from companies and research and development institutions. The database is accessible for free. • <i>B2B trade missions</i> – The Enterprise Europe Network sets up fast and effective business matchmaking events at international conferences and trade fairs. It also organizes international trade missions which lead to many successful partnerships. • <i>Advisory services</i> – The Enterprise Europe Network provides information on the topics of: EU regulations, standards, access to international markets, international public contracts, intellectual property rights, energy and resource efficiency, and management improvements.
Selection criteria for companies	<p>SMEs and researchers interested in doing business, technology transfers and/or research collaboration with European partners. As an SME, to be eligible for support, you have to be:</p> <ul style="list-style-type: none"> • Registered with the Ministry of Industry, Trade & Supply or any other governmental institution • Have the technical expertise and capacity • Have the financial capacity to cover international partnering activities <p>The required documents for an application can be requested by contacting JEDCO</p>
Program duration	Support by the Jordan Business Cooperation Consortium for the Enterprise Europe Network is available until 2021
Length of program assistance	Short term advisory support is provided to the participant of the Enterprise Europe Network
Logo	 <p>The logos displayed are: Enterprise Europe Network (with tagline 'Business Support on Your Doorstep'), JEDCO (Jordan Enterprise Development Corporation), Amman Chamber of Industry, and Higher Council for Science and Technology.</p>
Website & contact details	<p>☎ 06-5603507 Ext. 2333</p> <p>🌐 www.business-jordan-een.jo</p> <p>✉ een.jedco@jedco.gov.jo</p>

Program details

Service provider	French Chamber of Commerce and Industry in Jordan – CAFRAJ – CCI France Jordanie
Program name	Company Support Services
Program description	<p>CAFRAJ assists French SME's in doing business in Jordan and assist Jordanian SME's in penetrating the French Market.</p> <p>CAFRAJ provides commercial support to Jordanian companies willing to export to France or to initiate business relations with French counterparts. CAFRAJ has an extensive range of services for its members such as:</p> <ul style="list-style-type: none">• Market studies• Matchmaking and trade fairs• Setting up a local office• Legal advice• Marketing advice
Selection criteria for companies	CAFRAJ's Company Support department is entirely dedicated to providing custom made services both to the members of CAFRAJ as well as French companies with a development project in Jordan.
Program duration	Ongoing
Length of program assistance	Depends on the company support assistance. Usually targeted, short term assistance is provided.
Logo	 CCI FRANCE JORDANIE CAFRAJ
Website & contact details	<p> 06-4633091</p> <p> www.cafraj.com/business-services/company-support-services</p> <p> info@cafraj.net</p>

Program details

Service provider	Leaders International Organization
Program name	The Jordanian Action for the Development of Enterprises – JADE
Program description	<p>The Jordanian Action for the Development of Enterprises (JADE) is part of broader European Union assistance to support private sector development in Jordan.</p> <p>JADE aims to improve the technical and management capacity within the enterprise and entrepreneurial ecosystems and to increase private sector competitiveness. JADE works together with local Jordanian intermediaries, business service providers as well as Chambers of Commerce and Industry to extend a wide range of services, such as:</p> <ul style="list-style-type: none"> • Developing high growth potential enterprises to develop and improve their business and production process • Support businesses in developing their international standards and accreditation • Develop technical skills, enhance products or services to contribute in increasing economic value
Selection criteria for companies	<p>Small and medium Jordanian enterprises that are financially stable, demonstrate strong potential for growth and employment creation, have the possibility of market export and/or can create local linkages. Program support can be provided for enterprises active in the following sectors:</p> <ul style="list-style-type: none"> • ICT • Chemical industries and cosmetic preparations • Plastic and rubber industries • Engineering • Tourism
Program duration	2017- 2019
Length of program assistance	Ranges from 6 -4 month depending on service and enterprise
Logo	 <p>The logo section contains two logos side-by-side. On the left is the logo for the Jordanian Action for the Development of Enterprises, featuring a stylized gear and building. On the right is the logo for the European Commission, featuring the European Union flag and the text 'European Commission'.</p>
Website & contact details	<p> 06-5007307</p> <p> www.jade-project.org</p> <p> info@jade-project.org</p>

Program details

Service provider

National Fund for Enterprise Support

Program name

National Fund for Enterprise Support

Program description

The National Fund for Enterprise Support (NAFES) is a non-governmental organization that has two objectives: to assist Jordanian SMEs to become locally and internationally more efficient and competitive, and to assist growing SMEs in the industry and services fields access the business advisory resources they need.

NAFES drives efforts to strengthen support for SMEs by subsidizing accredited consultant fees for (1) consultancy projects and (2) training programs. The funding support ratio for consultancy projects ranges from 50-80% of total project costs. Examples of consultancy projects are:

- Business Planning & Management Systems.
- Production Management.
- Financial Analysis/Management.
- Marketing Analysis/Sales Support.
- Feasibility Studies.
- Human Resources Development Support.
- Productivity Improvement.
- IT & E-commerce Applications
- All diagnostic studies related to management systems development

NAFES also offers public and specialized training programs.

In this case, funding from NAFES is based on the entire cost of the project.

Selection criteria for companies

To see how to apply for funding your business' training project, visit the NAFES website. Jordanian Enterprises that would like NAFES support must meet the following requirements:

1. The Jordanian SME must be registered at the Ministry of Industry and Trade.
2. The SME's size must not exceed 249 employees.
3. SMEs must operate in the industrial or services fields. SMEs that operate in trading activities are excluded.
4. SMEs with capacity to work with consulting firms. SMEs with capacity to contribute in part of the consulting services fees.

Program duration

Ongoing


Length of program assistance

Program assistance usually consists of short-term assistance in the form of a consultancy project or training program.

Logo



Website & contact details

 06-5333895





 www.nafes.org.jo

 nafes@nafes.org.jo





Program details

Service provider	Nomou
Program name	Nomou Jordan Fund
Program description	<p>The Nomou Fund, through GroFin's management, delivers an integrated solution of patient risk finance and long term business support to entrepreneur-owned start-ups and existing SMEs. The aim is to create sustainable employment, economic growth, and positive social impact through the nurturing and expansion of a sustainable small and medium sized business sector in the MENA-region.</p> <p>The Nomou Jordan Fund aims to:</p> <ul style="list-style-type: none"> • Deliver sustainable financial returns to investors by implementing an innovative commercially orientated investment strategy using largely self-liquidating debt instruments • Invest in Jordanian SMEs, including those in the governorates and those owned/operated by women, which have a strong potential to grow by providing viability based medium term (3-5 year) finance • Accelerate SME's progress towards sustainability by providing tailored business support to each business.
Selection criteria for companies	<p>Entrepreneurs and business owners looking to start or grow a business. These are mainly small- and medium-sized Jordanian companies that are too large for micro-finance assistance and too small for private equity.</p> <p>After completing an application, each applicant is assigned an investment manager who checks their business needs against our investment criteria and a decision is made as to whether we are able to proceed with the application.</p>
Program duration	Ongoing
Length of program assistance	Depending on the company or entrepreneur, short to medium term assistance can be offered.
Logo	
Website & contact details	<p>☎ 06-5851811</p> <p>🌐 http://www.nomou-mena.com/</p> <p>✉ jordan@grofin.com</p>

Program details


Service provider	PUM
Program name	PUM – Netherlands senior experts
Program description	<p>PUM is an independent organization funded by the government of the Netherlands. It works to promote sustainable development of SME's. PUM has a network of about 150 representatives in 31 countries around the world, including Jordan. PUM connects directly with entrepreneurs, business support organizations and partners locally.</p> <p>PUM works with around 1500 senior experts who share their knowledge on a one-on-one basis. Senior experts provide technical assistance and consultancy expertise in different fields and sectors. Either through short-term and repetitive advisory missions in the company, or through online coaching activities.</p>
Selection criteria for companies	<p>Jordanian SMEs can benefit from PUM assistance. Assistance for the program assistance is provided free of charge. PUM will bear the travel expenses, experts' compensations and life insurance throughout their mission to Jordan. Accommodation, internal transportation and meals are provided by the Jordanian company.</p> <p>Applications for the program assistance go through the PUM Local Representative at the Jordan Europe Business Association.</p>
Program duration	Ongoing
Length of program assistance	For in-company visits, a senior expert advises for two weeks. The senior expert provides concrete recommendations and remote support up to two weeks after the visit. Additional follow-up visits by the expert may be provided for.
Logo	
Website & contact details	<p>Mr. Ayman Qaffaf, General Manager - PUM Program Coordinator - JEBA</p> <p> 06-5667447 / 07-96966798</p> <p> www.jeba.org.jo/about_pum.aspx & www.pum.nl</p> <p> info@jeba.org.jo / ayman.qaffaf@pum.nl</p>

Program details

Service provider	Senior Experten Service Germany
Program name	Senior Experten Service Germany
Program description	Senior Experten Service (SES) is the Foundation of the German Industry. SES consists of more than 10,000 Senior Experts, drawn from the active retired community. SES offers interested retirees the opportunity to pass on their skills and knowledge to others. It is a non-profit organizations that offers help and advice to specialist workers and management staff. Generally, Senior Experts work in SME's, but also to large organizations or local authorities. Senior Experts provide guidance and services in the form of technical assistance, using their specialist knowledge of over 50 different sectors.
Selection criteria for companies	For information about eligibility, conditions, and for receiving the application form, please contact the SES-representative in Amman.
Program duration	Ongoing
Length of program assistance	The duration of SES-assistance usually ranges from three to six weeks. The maximum duration is six months. A Senior Expert can be requested for follow-up assignments – to ensure the sustainability of his or her work.
Logo	
Website & contact details	Representative of the German Senior Experten Service (SES) office at the Amman Chamber of Industry: Mr. Fahmi Al-Najjar  07-95168600 / 06-4644133 Ext.: 313  lang.ses-bonn.de/en/  SES-FN@gmx.de

KEY

ORGANIZATIONS



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National Organizations	page 74
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Below are listed the key organizations in Jordan that can assist you in your export process.

National organizations

Ministry of Industry, Trade & Supply

 Abdali - Queen Nour Street
P.O. Box 2019 Amman 11181 Jordan


 www.mit.gov.jo


 Info@mit.gov.jo


 06-5629060


EXT 167/122/636

Jordan Chamber of Industry


 Second Circle -Al Kulliyah Al Elmiyah Al Eslamiyah Street - Building no 33 P.O. Box 811986 Amman 11181 Jordan


 www.jci.org.jo


 jci@jci.org.jo & info@jci.org.jo


 06-4642649

Jordan Standards and Metrology Organisation (JSMO)


 Dabouq area, Khair Al-Din Al-Ma ani St-(previous yathreb St)- Builing no 50 P.O. Box 941287 Amman 11194 Jordan


 www.jsmo.gov.jo


 jsmo@jsmo.gov.jo, for enquiries related to technical barriers to Trade (TBT): enquiry@jsmo.gov.jo


 06-5301225

Jordan Enterprise Development Corporation (JEDCO)

 Al Abdali -Ikrimeh Al Qurashi Street - Building no 1 P.O.Box 7704, Amman 11118 Jordan

 www.jedco.gov.jo

 crm@jedco.gov.jo

 06-5603507

Central Bank of Jordan

 Downtown - King Al Hussein St - Building no 60 P.O. Box 37 Amman 11118 Jordan

 www.cbj.gov.jo

 info@cbj.gov.jo

 06-4630301 / 06-4630310

Royal Scientific Society of Jordan Quality Conformity Assessment Centre


 P.O. Box 1438 Al-Jubaiha 11941 Jordan


 rssinfo@rss.jo


 026-5344701 60

SUB 2300

Irbid Chamber of Industry

 Irbid, Eastern Neighborhood- Queen Nour Circle P.O.Box 3535 Irbid 21110 Jordan

 www.ici.org.jo

 info@ici.org.jo

 02-7258300 / 02-7258221 / 02-7258222

Jordan Customs


 Downtown - King Al Hussein St P.O. Box 90 Amman 11118 Jordan


 www.customs.gov.jo


 customs@customs.gov.jo


 06-4623186 / 88

Amman Chamber of Industry


 Second Circle -Al Kulliyah Al Elmiyah Al Eslamiyah Street - Building no 33 P.O. Box 1800 Amman 11118 Jordan


 www.aci.org.jo


 aci@aci.org.jo


 06-4643001

Amman Chamber of Commerce

 Shmeisani, Prince Shakir Ben Zaid street,
Building no 9
P.O. Box 287 Amman 11118 Jordan

 www.ammanchamber.org.jo

 info@ammanchamber.org.jo

 06-5666151

Jordan Investment Commission

 Fifth Circle - Wadi Saqra Street - Building no 89
P.O. Box 893 Amman 11821 Jordan

 www.jic.gov.jo

 info@jic.gov.jo

 06-5608400 / 415

Jordan Food & Drugs Administration


 Shafa Badran - Ahmad Al Kayed Al Qtaishat Street
P.O. Box 7704 Amman 11118 Jordan


 www.jfda.jo


 info@jfda.jo


 06-5632000

Department of Statistics


 Jbeiha - Yajouz Street
P.O. Box 2015 Amman 11181 Jordan


 www.dos.gov.jo


 stat@dos.gov.jo


 06-5300700

Zarqa Chamber of Industry

 Jabal Tareq – behind the Municipality
P.O.Box: 8639 Zarqa 13162 Jordan

 www.zci.org.jo


 info@zci.org.jo


 02-7258300 / 02-7258221 / 02-7258222

Private certification and inspection providers


Below are listed the main private certifications and inspection providers in Jordan. These organizations can provide certification, testing and inspection services that are needed to get to the step of exporting your product.

Absolute Quality Certification Jordan

 23 Ali Sarairah St., Sweifieh, Amman, Jordan

 www.aqc.jo

 info@aqc.jo

 06-5833576 / 06-5833577

Ser. ISO quality certification services and food safety

DNV

 Abu Mayyaleh Complex, Office No. 6, Al Hureyyah St., Near Electric Mall, Amman, Jordan
P. O. Box 630051 Amman 11163 Jordan

 www.dnv.com

 dnv.jordan@orange.jo

 06-4206060

Ser. DNV provides business assurance which includes certification, assessment and verification services. In addition, DVN provides rules for classification, service specifications, standards and recommended practices.

Lloyd's Register Quality Assurance

 Adel Hajarat Complex, 2nd Floor, Office 208, Salah Izhimat St, Swifieh, Amman, Jordan
P.O. Box 850936, Amman 11185 Jordan


 www.lrqqa.com

 amman-lrqqa@lr.org

 06-5865740

Ser. Independent provider of professional assurance services including management system certification, validation, verification and training.

TÜV AUSTRIA Hellas

 Building No. 1 first floor, 61 Abdulrahim Alwakid St., Alshmeisani, Opposite to Le Meridian Hotel, Amman, Jordan
P.O Box 204917 Amman 11121 Jordan

 www.tuev.at

 gm@tuvaustriahellas-jo.com

 06-5686771

Ser. TÜV AUSTRIA HELLAS provides management system certification and certification of quality assurance systems. TÜV AUSTRIA HELLAS also provides certification of products such as CE-Marking.

Bureau Veritas

 Ismail Al-Belbaisi Bldg., 2nd Floor, Office No. 3, Prince Hamza St., Alhashimi Amman, Jordan
P.O. Box 930316 Amman 11193 Jordan

 www.bureauveritas.com


 Alaa.al-hmoud@jo.bureauveritas.com
hisham.almajali@jo.bureauveritas.com

 06-5060670

Ser. Bureau Veritas provides inspection services such as verification of product conformity to national regulation and national or international standards.

Intertek

Services provided through Near East Inspection Co., part of the Naouri Group

 Um Uthinah, Saaed Bin Abi Waqqas St., Naouri Building #29, Amman - Jordan

 www.intertek.com

 co-jordan@naouri.com / Ghazi.dabbas@naouri.com

 06-5004000 Ext 7524 / 07-95648899

Ser. Intertek provides testing, inspecting and certification services to industries worldwide.

SGS Jordan Co.

 Caracas Building, Entrance No. 1, 3rd Floor, Office 311, Al-Jbeiha, Yajouz St., Amman, Jordan
P.O. Box 930388 Amman 11193 Jordan

 www.sgs.com

 me.ssc.jordan@sgs.com

 06-5377355

Ser. inspection, verification, testing and certification services.

TÜV Rheinland

Services provided through Near East Inspection Co., part of the Naouri Group

 Um Uthinah, Saaed Bin Abi Waqqas St., Naouri Building #29, Amman - Jordan

 www.tuv.com

 ghazi.dabbas@naouri.com

 06-5004000 Ext: 7500 / 07-95648899

Ser. TÜV Rheinland provides services in management systems, certification and certification of quality assurance systems. It also provides certification of products for CE-Marking.

International organizations

The international organizations listed below offer a wealth of publicly available information to help your business in the export process.

EU Trade Helpdesk

 trade.ec.europa.eu/tradehelp

 exporthelp@ec.europa.eu


info Advice on import rules and trade statistics.

CBI – Centre for the Promotion of Imports from developing countries


 www.cbi.eu

info Sector specific information and advice on exporting to the EU.


International Chamber of Commerce

 iccwbo.org
info Practical information on international standards when doing business.


International Chamber of Commerce

 <http://unctadstat.unctad.org/CountryProfile/en-GB/index.html>
info Trade data and statistics on country level.


Enterprise Europe Network

 <http://een.ec.europa.eu/>
info Business network to help businesses innovate and grow on an international scale.


Jordan and the EU – European Commission

 <http://ec.europa.eu/trade/policy/countries-and-regions/countries/jordan/>
info Information on bilateral trade and trade statistics.


YourEurope – Business

 europa.eu/youreurope/business/
info Practical guide to doing business in the EU.


International Trade Center – Trade Map

 <http://www.trademap.org/>
info statistical data about worldwide import and export.

OECD International Trade Statistics

 <http://www.oecd.org/trade/its/>
info Trade statistics on OECD member countries





Euromed Trade Helpdesk

 <http://euromed.macmap.org/>
info Facilitating trade and investment in the Euro Mediterranean region.



Chambers of Commerce and Industry in the EU

Chambers of Commerce can be very helpful in finding potential business partners, getting an understanding of the market, and provide information on import procedures. Below are listed the Chamber of Commerce organizations of each EU country. Chambers of Commerce can also direct you to the respective Chambers of Industry.




Austria – THE AUSTRIAN FEDERAL ECONOMIC CHAMBER (WKÖ - WIRTSCHAFTSKAMMER ÖSTERREICH)

 Wiener Hauptstrasse 63, 1045 Vienna, Austria
 +43 – 5 90 900 / 4315
 office@wko.at
 <http://www.wko.at>

Brussels office

 Avenue de Cortenberg 30, 1040 Brussels , Belgium
 +32 – 2 286 58 80

Austro – Arab Chamber of Commerce

 +43 – 1 513 3965
 headoffice@aacc.at
 www.aacc.at

Bulgaria – BULGARIAN CHAMBER OF COMMERCE
AND INDUSTRY (БЪЛГАРСКА ТЪРГОВСКО
РОМИШЛЕНА ПАЛАТА)

9, Iskar Str., 1058 Sofia,
Bulgaria
+359 – 2 811 74 00
bccci@bccci.bg
www.bccci.bg



Finland – FINLAND CHAMBER OF COMMERCE
(KESKUSKAUPPAKAMARI)

P.O. Box 1000, Aleksanterinkatu 17, FIN-00101,
Helsinki, Finland
+358 – 9 424 262 00
keskuskauppakamari@chamber.fi
www.kauppakamari.fi



Cyprus – CYPRUS CHAMBER OF
COMMERCE AND INDUSTRY

38, GRIVAS DIGENIS AVE. & 3, DELIGIORGIS STREET
P.O.BOX 21455, 1509 NICOSIA, CYPRUS
+357 – 22 88 98 00
chamber@ccci.org.cy
www.ccci.org.cy



Germany – ASSOCIATION OF GERMAN CHAMBERS
OF INDUSTRY AND COMMERCE (DEUTSCHER
INDUSTRIE- UND HANDELSKAMMERTAG – DIHK)

Breite Straße 29, 10178 Berlin,
Germany
+49 – 30 20 308 – 0
info@dihk.de
www.ihk.de

Brussels office

Avenue des Arts, 19 A-D, 1000 Brussels,
Belgium
+32 – 2 286 1611
info@dihk.de

Ghorfa Arab – German Chamber of
Commerce & Industry

Garnisonskirchplatz 1, 10178 Berlin,
Germany
+49 – 30 2789 070 / 2789 0713
ghorfa@ghorfa.de
www.ghorfa.de



Denmark – CONFEDERATION OF DANISH
ENTERPRISE (DANSK ERHVERV)




Børsen 1217 Copenhagen
Denmark
+45 – 3374 6000
info@danskerhverv.dk
www.danskerhverv.dk



Hungary – HUNGARIAN CHAMBER OF
COMMERCE AND INDUSTRY
(MAGYAR KERESKEDELMI ÉS IPARKAMARA)



 Szabadság tér 7,1054, Budapest,
Hungary
 +36 – 1 474 5141
 mkik@mkik.hu
 www.mkik.hu

Brussels office




 11, Boulevard Bischoffsheim, 1000 Brussels ,
Belgium
 +32 – 2 737 1403
 hcci.bxl@skynet.be



Italy – ASSOCIATION OF ITALIAN CHAMBERS OF
COMMERCE, INDUSTRY, CRAFT AND AGRICULTURE
(UNIONE ITALIANA DELLE CAMERE DI COMMERCIO,
INDUSTRIA, ARTIGIANATO E AGRICOLTURA)

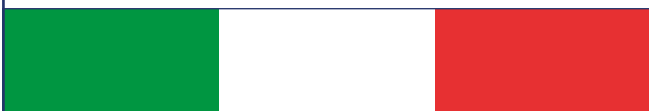
 Piazza Sallustio 21, 00187 Roma,
Italy
 +39 – 6 470 41
 unioncamere@unioncamere.it
 www.unioncamere.it

Brussels office





 Avenue Marnix, 30, 1000 Bruxelles,
Belgium
 +32 – 2 510 09 70
 sede.bruxelles@unioncamere.eu

Arab – Italian Chamber of Commerce

 Via Monti Parioli 48, 00197 Roma,
Italy
 +39 – 06 322 6751
 itaraba@tin.it
 www.cameraitaloaraba.org



Lithuania – ASSOCIATION OF LITHUANIAN
CHAMBERS OF COMMERCE, INDUSTRY AND CRAFTS
(LIETUVOS PREKYBOS, PRAMONES IR AMATURUMU
ASSOCIACIJA)

 Vašingtono a.1-63A, LT-01108, Vilnius,
Lithuania
 +370 – 5 261 2102
 info@chambers.lt
 www.chambers.lt

Brussels office




Lithuanian Business Representation – LITBRE
 Av. De Cortenberg 168, Brussels,
Belgium
 +32 – 2 237 66 75
 tomas.vasilevskis@litbre.eu





Malta – THE MALTA CHAMBER OF COMMERCE,
ENTERPRISE & INDUSTRY

 Exchange Buildings, Republic Street, Valletta,
Malta
 +356 – 2123 3873
 info@maltachamber.org.mt
 www.maltachamber.org.mt

Brussels office





 Avenue d'Auderghem, 289, 1040 Brussels,
Belgium
 +32 – 2 737 1403
 ddebono@mbb.org.mt

Maltese-Arab Chamber of Commerce,
Industry and Agriculture

 Auberge San Anton, Vjal De Paule, Balzan,
Malta
 +356 – 21 48 2750 / – 48 2707
 maccia@go.net.mt
 www.maccia.com







Poland – POLISH CHAMBER OF COMMERCE

 Trębacka 4 Street, 00-074 Warszawa,
Poland
 +48 – 22 630 96 00
 kig@kig.pl
 www.kig.pl







Romania – CHAMBER OF COMMERCE
AND INDUSTRY OF ROMANIA
(CAMERA DE COMERT SI INDUSTRIE A ROMANIEI)





 2 Octavian Goga Blvd., Sector 3, Bucharest,
Romania
 +40 – 21 319 01 14 / -18
 ccir@ccir.ro
 www.ccir.ro



Slovenia – CHAMBER OF COMMERCE AND
INDUSTRY OF SLOVENIA
(GOSPODARSKA ZBORNICA SLOVENIJE)





 Dimičeva 13, 1504, Ljubljana,
Slovenia
 +386 – 1 58 98 000
 info@gzs.si
 www.gzs.si

Brussels office




 6 Avenue Lloyd George, 1000 Brussels,
Belgium
 +32 – 2 645 1910
 info@sbra.be
 www.sbra.be



Sweden – THE ASSOCIATION OF SWEDISH
CHAMBERS OF COMMERCE AND INDUSTRY
(SVENSKA HANDELSKAMMARFÖRBUNDET)

 Västra Trädgårdsgatan 9 , Stockholm,
Sweden
 +46 – 8 555 100 00
 info@chamber.se
 www.ccir.ro

Scandinavian – Arab Chamber of Commerce

 +46 – 70 875 5788 / +44 – 7770 277 802
 gustaf.grof@sa-cc.org
 www.sa-cc.org



Belgium – FEDERATION OF CHAMBERS OF
COMMERCE AND INDUSTRY OF BELGIUM
(FEDERATION DES CHAMBRES DE COMMERCE ET
D'INDUSTRIE DE BELGIQUE / FEDERATIE DER
KAMERS VOOR HANDEL & NIJVERHEID VAN BELGIE)





 Avenue Louise 500, 1000 Brussels,
Belgium
 +32 – 2 209 05 50
 info@belgianchambers.be
 www.belgianchambers.be

Brussels office Arab – Belgian – Luxembourg
Chamber of Commerce

 +32 – 2 344 8204
 info@ablcc.org
 www.ablcc.org







Croatia – CROATIAN CHAMBER OF ECONOMY
(HRVATSKA GOSPODARSKA KOMORA)




 Rooseveltov trg 2, 10000 Zagreb,
Croatia
 +385 – 1 456 15 55
 hgk@hgk.hr
 www.hgk.hr



The Czech Republic – CZECH CHAMBER OF
COMMERCE
(HOSPODÁŘSKÁ KOMORA ČESKÉ REPUBLIKY)

 Florentinum, Na Florenci 2116/15 , 110 00 Praha,
Czech Republic
 +420 – 266 721 300
 office@komora.cz
 www.komora.cz

Brussels office

 Avenue des Arts 19 A/D , 3rd floor, 1000 Brussel,
Belgium
 +32 – 2 502 07 66
 brussels@cebre.cz

Estonia – ESTONIAN CHAMBER OF
COMMERCE AND INDUSTRY
(EESTI KAUBANDUS - TÖÖSTUSKODA)

 Toom-Kooli 17, 10130, Tallinn,
Estonia
 +372 604 00 60
 koda@koda.ee
 www.koda.ee





France – CCI FRANCE Jordanie France - CAFRAJ

 Complex No 3, Abdul Al Muneim Rifai St. 3,
Amman Jordan
 +962 (06) 463 3091
 info@cafraj.net
 www.cafraj.com




Arab Franco Chamber of Commerce

 250 bis, Boulevard Saint Germain, 75007
Paris, France
 +331 – 4553 2012
 sg@ccfranco-arabe.org / fahed@ccfranco-arabe.org
 www.ccfranco-arabe.org





Greece – UNION OF HELLENIC CHAMBERS
OF COMMERCE

 6, Akademias str., Athens 10671,
Greece
 +30 – 21 033 871 04-5
 keeuhcci@uhc.gr
 www.uhc.gr





Brussels office

 Embassy of Greece - 6, rue des Petits Carmes, 1000
Brussels, Belgium
 +32 – 2545 5530
 Konstantinidou.uhcci@skynet.be

Arab-Hellenic Chamber of Commerce
and Development

 180-182 Kifissias Ave, Athens,
Greece
 +30 – 210 6726882 / 6746 578 (6711210 ext:101)
 chamber@arabgreekchamber.gr
 www.arabhellenicchamber.gr

Ireland – CHAMBERS IRELAND





 3rd Floor, Newmount House, 22-24 Lower Mount Street, Dublin 2, Ireland
 +353 – 1 400 43 00
 info@chambers.ie
 www.chambers.ie

The Joint Arab-Irish Chamber of Commerce

 60 Merrion Square, Dublin 2, Ireland
 +353 – 1 662 4451 / 662 1577
 info@aicc.ie
 www.aicc.ie



Latvia – LATVIAN CHAMBER OF COMMERCE AND INDUSTRY (LATVIJAS TIRDZNICĪBAS UN RŪPNIECĪBAS KAMERA)

 K. Valdemara iela 35, 1010, Riga, Latvia
 +371 – 6 722 55 95 / +371 – 6 720 11 04
 info@chamber.lv
 www.chamber.lv



The Netherlands – NETHERLANDS CHAMBER OF COMMERCE (KAMER VAN KOOPHANDEL)

 Sint Jacobsstraat 300, 3511 BT, The Netherlands
 +31 – 88 5858 1585
 info@kvk.nl
 www.kvk.nl



Luxembourg – CHAMBER OF COMMERCE OF THE GRAND DUCHY OF LUXEMBOURG (CHAMBRE DE COMMERCE DU GRANDDUCHE DE LUXEMBOURG)





 Rue Alcide de Gasperi 7, 2981, Luxembourg
 +352 – 42 39 391
 direction@cc.lu
 www.cc.lu

Arab – Belgian – Luxembourg Chamber of Commerce




 +32 – 2 344 8204
 info@ablcc.org
 www.ablcc.org







Portugal – PORTUGUESE CHAMBER OF COMMERCE AND INDUSTRY (ASSOCIAÇÃO COMERCIAL DE LISBOA - CÂMARA COMÉRCIO E INDÚSTRIA PORTUGUESA)

 Rua Portas de Santo Antão 89, Lisboa, Portugal
 + 351 – 213 224 050
 geral@ccip.pt
 www.ccip.pt

Brussels office

 Rue de la Loi, 26 2nd floor, 1040 Brussels, Belgium
 +351 – 991 935 121
 baguiar@eupportunity.eu

Arab – Portuguese Chamber of Commerce and Industry

 Avenida Fontes Pereira de Melo 19-8/1050, 116 Lisboa, Portugal
 +351 – 21 313 8 100 / - 103
 cciap@cciap.pt
 www.cciap.pt







Slowakia – SLOVAK CHAMBER OF COMMERCE
AND INDUSTRY (SCCI) (SLOVENSKA OBCHODNÁ
A PRIEMYSELNÁ KOMORA (SOPK))




 Gorkeho 9, SK-816 03, Bratislava 1,
Slovak Republic
 +421 – 254 43 3291
 sopkurad@scci.sk
 www.sopk.sk



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USING THE EU TRADE HELPDESK



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A good starting point to prepare yourself for exporting to the EU is the EU Trade Helpdesk of the European Commission. This free online services explains import rules in force in the EU on a product-by-product and country-by-country basis. The EU Trade Helpdesk can be used to look at current and past trade flows. This is particularly helpful when deciding which foreign markets to access. The statistics section of the website provides figures on import and export flows between any country and the EU on a detailed product level.

The EU Trade Helpdesk can also help you answer other question such as:

How can my product pass the EU borders?

The EU Trade Helpdesk provides you with the full list of technical, safety and labelling requirements your product needs to fulfill. You can also find the documents needed for customs clearance and information on import procedures.

How much will it cost me?

The EU Trade Helpdesk can calculate the import duty applying to your product and tells you whether you qualify for import duty exemption or discount. You can also find the Value Added Tax and excise duties for all EU countries.

How to obtain a preferential tariff?

The EU Trade Helpdesk explains the preferential trade agreements applying to your product and country and how to prove the origin of your product.

Which authorities to contact in each EU Member state?

The EU Trade Helpdesk provides you with contacts in EU countries.

How much of your product is imported or exported?

The Export Helpdesk assists your market research by providing detailed statistics on product-by-product EU trade flows.



You can find the EU Trade Helpdesk at: trade.ec.europa.eu/tradehelp

Using My Export

One of the most helpful tools of the EU Trade Helpdesk is My Export. Most importantly, this search tool shows which tariffs, requirements and preferential trade arrangements apply per country and per product.

My Export – Product search

My Export – Import Procedures

In the 'Import Procedures' tab of My Export you can find links to more information on the EU import procedures, documents for customs clearance and the import procedures and competent authorities for Italy.

My Export – Product requirements

The screenshot shows the 'My Export' interface. At the top, it says 'From Jordan to Italy' with a 'Match search' button. Below this, there's a list of product categories with checkboxes and icons. The categories include: 'Articles of apparel and clothing accessories, knitted or crocheted', 'Jerseys, pullovers, cardigans, sweatshirts and similar articles, knitted or crocheted', 'Of wool or the animal hair', 'Of cotton', 'Lightweight fine knit polo, polo or football jerseys and pullovers', 'Other', 'Of man-made fibres', and 'Of other textile materials'. Below the list, there are tabs for 'Import procedures', 'Product requirements', 'EU import duties', 'Internal taxes', 'Statistics', and 'Show all'. The 'Product requirements' tab is active, showing a list of requirements for EU market access 6110201000.

This is the EU product classification system. In this example, we are searching for product requirements of product group with HS-code 61, which is knitted or crocheted articles of apparel and clothing. HS-code 6110 further classifies the product into jerseys, pullovers and cardigans. From HS-code 611020 the products are classified as being made of cotton fabric.

In this example the EU specific product requirements for lightweight cotton polos with product code 61102010 are listed. Clicking on each requirement, you will access details on legislation, documents needed, the contact address of the competent authority in the EU and more.

My Export – Import Duties

The screenshot shows the 'EU Import duties' section. It has tabs for 'Import procedures', 'Product requirements', 'EU import duties', 'Internal taxes', 'Statistics', and 'Show all'. The 'EU import duties' tab is active, showing a table of import duties. The table has columns for 'Origin', 'Measure type', 'Tariff', 'Conditions', 'Features', and 'EU Law'. The rows include: 'Any Country' with 'Third country duty' at 12.20%, 'Any Country' with 'Supplementary duty' at 0%, 'Any Country' with 'Suspension - goods for certain categories of shops, hotels and other vessels and for selling or production platforms' at 0%, 'Any Country' with 'Advantages tariff suspension' at 0%, and 'Jordan' with 'Tariff preferences' at 0%. Below the table, it says 'Source: DG Taxation and Customs Union, Ref: 04102017'.

The import tariff on lightweight cotton polos, with product code 61102010 for any non-EU country without preferential trade agreements is 12%. This information can be found in the 'EU Import duties' tab.

The EU-Jordan Association Agreement reduces the import tariff on this product, with product code 61102010, from Jordan to 0% if the rules of origin requirements are met. This means that no import duties will have to be paid at customs.

My Export – Statistics

The screenshot shows the 'Statistics' section. It has tabs for 'Import procedures', 'Product requirements', 'EU import duties', 'Internal taxes', 'Statistics', and 'Show all'. The 'Statistics' tab is active, showing a table of trade statistics. The table has columns for 'Parameters', 'Year', and 'Report'. The rows include: 'Jordan' for '2015' and '2016', and 'United Kingdom' for '2015' and '2016'. The values for 'United Kingdom' are 238,512 for 2015 and 265,830 for 2016. Below the table, it says 'EURO'.

You can view trade statistics for your product in the 'Statistics' tab of My Export. In this case trade statistics between Jordan and the United Kingdom for product group with product code 61102010 (jerseys, pullovers, etc.) for years 2015 and 2016 are listed.

Imports into the United Kingdom from Jordan for products with product code 61102010 amounted to €265,830 in 2016. For 2015 this amount was €238,512.

Examples of product requirements

To better understand what product requirements might apply to your product when exporting to the EU, several product examples are listed below. Products listed below are some of the products produced in Jordan with export potential. It includes examples from the sectors of:

- Fertilizers
- Dead Sea cosmetics
- Electrical machinery
- Furniture
- Household chemicals
- Soap
- Mechanical appliances
- Paints
- Plastics
- Textiles

“ tip ” Similar, and more detailed information on your product can be found on The EU Trade Helpdesk of the European Commission: trade.ec.europa.eu/tradehelp

Product Description

- 33 – Essential oils and resinoids; perfumery, cosmetic or toilet preparations.
- 3304 – Beauty or make-up preparations and preparations for the care of the skin (other than medicaments), including sunscreen or suntan preparations; manicure or pedicure preparations.
- 330499 – Other.

Product Code (HS-code / CN-code)

330499 – For example, Body Nourishing Scrub With Dead Sea Salt



EU Requirements

EU Health and marketing conditions for cosmetic products –

- Composition.
- Information availability.
- Notification of first importation.
- Packaging and labelling.
- Safety assessment.

These requirements are enforced by means of establishing the liability of the manufacturer or importer for their products, requiring a notification of first importation and performing in-market surveillance controls.

Product Description

- 31 – Fertilisers.
- 3105 – Mineral or chemical fertilisers containing two or three of the fertilising elements nitrogen, phosphorus and potassium; other fertilisers; goods of this chapter in tablets or similar forms or in packages of a gross weight not exceeding 10 kg.
- 310510 – Goods of this chapter in tablets or similar forms or in packages of a gross weight not exceeding 10 kg.
- 310520 – Mineral or chemical fertilisers containing the three fertilising elements nitrogen, phosphorus and potassium.
- 31052010 – With a nitrogen content exceeding 10 % by weight on the dry anhydrous product.
- 310551 – Other mineral or chemical fertilisers containing the two fertilising elements nitrogen and phosphorus.

Product Code (HS-code / CN-code)

31052010 – For example, mineral fertiliser of potassium, with a nitrogen content exceeding 10% by weight on the dry anhydrous product.

310551 – For example, chemical fertiliser with nitrogen and phosphorus.



EU Requirements

Marketing requirements for dangerous chemicals, pesticides and biocides -

- General procedures for the Registration, Evaluation, Authorization and Restriction of Chemicals (REACH).
- Specific provisions on the Classification, Labelling and Packaging (CLP) of substances and mixtures.
- Specific conditions for plant protection products and biocidal products.

Marketing requirements for fertilizers –

■ *Designation, classification and composition*

Fertilizers which comply with the Regulation are designated as “EC fertilizers” and are subject to its provisions. They are listed in Annex I with the minimum and maximum content of nutrients (fertilizer elements such as nitrogen, phosphorus, potassium, etc.) set out for each type of fertilizer.

■ *Identification, labelling and packaging*

The Regulation provides for compulsory identification on fertilizer packages or labels. Besides the words “EC fertilizer”, they must include details describing the nutrients and other trace elements, the name or trade name, the address of the manufacturer and, where appropriate, an indication of the blend of fertilizers, etc. Specifications in relation with directions for use, storage and handling are also provided.

■ *Conformity assessment and traceability*

Fertilizers marked “EC fertilizer” may be subject to control measures to verify that they comply with the provisions of the Regulation. The control is carried out by designated laboratories in each Member State in accordance with a uniform procedure set out in the Annexes to the Regulation.

Voluntary – Ecolabel

- Voluntary EU Eco-label for growing media, soil improvers and mulch.

Product Description

- 32 – Tanning or dyeing extracts; tannings and their derivatives; dyes, pigments and other colouring matter; paints and varnishes; putty and other mastics; inks.
- 3209 – Paints and varnishes (including enamels and lacquers) based on synthetic polymers or chemically modified natural polymers, dispersed or dissolved in an aqueous medium
- 310510 – Goods of this chapter in tablets or similar forms or in packages of a gross weight not exceeding 10 kg.
- 320910 – Based on acrylic or vinyl polymers.

Product Code (HS-code / CN-code)

320910 – For example, paint based on acrylic polymers.



EU Requirements

Prohibition of products containing fluorinated greenhouse gases

(Only required for aerosols for entertainment and decorative purposes containing hydrofluorocarbons) –

The placing on the EU market of products and equipment listed in Annex III, with an exemption for military equipment, is prohibited. The prohibition shall not apply to equipment for which it has been established in Ecodesign requirements.

Ozone-Depleting Products –

Imports of products and equipment containing or relying on ozone-depleting substances (ODS) into the EU are prohibited. Products liable to contain ODS are, for instance: fridges, freezers, air conditioning, asthma sprays, solvents, parts of machinery and vehicles.

Marketing requirements for dangerous chemicals, pesticides and biocides –

- General procedures for the Registration, Evaluation, Authorization and Restriction of Chemicals (REACH).
- Specific provisions on the Classification, Labelling and Packaging (CLP) of substances and mixtures.
- Specific conditions for plant protection products and biocidal products.

Product Description

- 34 – Soap, detergents, washing preparations, toothpaste, (dental) waxes and preparations, polishing preparations, candles, pastes
- 3402 – Organic surface-active agents (other than soap); surface-active preparations, washing preparations and cleaning preparations, whether or not containing soap, other than those of heading 3401.
- 3402 20 – Preparations put up for retail sale.
- 3402 90 – Other.
- 34029090 – Washing preparations and cleaning preparations.

Product Code (HS-code / CN-code)

34029090 – For example, hand washing detergent.



EU Requirements

Marketing requirements for dangerous chemicals, pesticides and biocides –

- General procedures for the Registration, Evaluation, Authorization and Restriction of Chemicals (REACH).
- Specific provisions on the Classification, Labelling and Packaging (CLP) of substances and mixtures.
- Specific conditions for plant protection products and biocidal products.

Marketing requirements for detergents –

- Marketing limitations based on the biodegradability of surfactants.
- Labelling and mandatory product information.
- Control and safeguard measures.

Voluntary – Ecolabel

- Voluntary Eco-label for all purpose cleaners and sanitary cleaners; dishwasher detergents; hand washing detergents; laundry detergents

- 39 – Plastics and articles thereof.
- 3923 – Articles for the conveyance or packing of goods, of plastics; stoppers, lids, caps and other closures, of plastics.
- 392321 – Sacks and bags (including cones).
- 3923 29 – Of other plastics.
- 39232990 – Of other plastics than poly(vinyl chloride).
- 39219090 – Other.

Product Code (HS-code / CN-code)

392321 - For example, LDPE & HDPE bags - Customizable / all dimensions and thicknesses / t-shirt bags and others / customizable print up to 6 colors.

39232990 - For example, all types of Printed & unprinted Bags (PE/OPP/PP).

39219090 - For example, printed laminated Rolls (PE/PET/OPP/PP).



EU Requirements

Packaging requirements –

- General requirements related to packaging and packaging waste.
 - Specific provisions related to package sizing.
 - Specific rules on nominal quantities for prepacked products.
 - Special rules for materials and articles intended to come into contact with foodstuffs.
-

Product Description

- 39 – Plastics and articles thereof.
- 3924 – Tableware, kitchenware, other household articles and hygienic or toilet articles, of plastics.
- 392410 – Tableware and kitchenware.

Product Code (HS-code / CN-code)

392410 – For example, plastic cutlery.



EU Requirements

General product safety –

Producers are obliged to place only safe products on the market. When the manufacturer is not established in the EU, this obligation applies to his representative in the EU or, in the absence of a representative, to the importer.

The General Product Safety Directive (GPSD) establishes the following common provisions concerning particularly:

- General safety requirements.
- Additional manufacturer and distributor obligations.
- Market surveillance.

Health control of articles in contact with food products –

The placing on the European Union (EU) market of materials and articles intended to come into contact directly or indirectly with foodstuffs must comply with the requirements laid down in the EU legislation designed to ensure a high level of protection of human health and the interests of consumers.

Specific information about the substances to be used in materials and articles intended to come into contact with food is available at the EU Food Contact Materials Database.

Product Description

- 39 – Plastics and articles thereof.
- 3917 – Tubes, pipes and hoses, and fittings therefor of plastics.
- 391721 – Tubes, pipes and hoses, rigid.
- 391723 – Of polymers of vinyl chloride.
- **39172310** – Seamless and of a length exceeding the maximum cross-sectional dimension, whether or not surface-worked, but not otherwise worked.

Product Code (HS-code / CN-code)

39172310 – For example, rigid PVC conduits for electrical use (in this example not used for pressurized equipment).



EU Requirements

EU technical requirements for construction products –

- Harmonized standards.
- European Assessment Documents.
- Declaration of Performance.
- CE-marking.

In addition, there are specific requirements for:

- Products intended for civil aircrafts.
- Products intended for motors and the automotive industry.
- Products for pressure equipment (only required for vessels, piping, safety accessories, pressure accessories and its assemblies with a maximum allowable pressure (PS) greater than 0.5 bar).

Product Description

- 61 – Articles of apparel and clothing accessories, knitted or crocheted.
- 6110 – Jerseys, pullovers, cardigans, waistcoats and similar articles, knitted or crocheted.
- 611020 – Of cotton.
- **61102010** – Lightweight fine knit roll, polo or turtleneck jumpers and pullovers.

Product Code (HS-code / CN-code)

61102010 – For example, lightweight cotton polo.



EU Requirements

EU labelling requirements for textiles –

- Product scope and composition.
- General requirements for the label.
- Specific requirements for fiber composition.
- Authorized names.
- Labelling alternatives.
- Market surveillance.

Restriction on the use of certain chemical substances in textile and leather products:

- The placing on the EU market of textile and leather articles containing certain chemical substances, group of substances or mixtures are prohibited or severely restricted.
- Several main chemical substances, group of substances or mixtures are not allowed in textile and leather articles.

In addition, there are technical standards for personal protective equipment.

There are voluntary requirements in the form of the Eco-label for textile products.

Product Description

- 85 – Electrical machinery and equipment and parts thereof.
- 8536 – Electrical apparatus for switching or protecting electrical circuits, or for making connections to or in electrical circuits for a voltage not exceeding 1 000 V; connectors for optical fibers, optical fiber bundles or cables.
- 853670 – Connectors for optical fibers, optical fiber bundles or cables.

Product Code (HS-code / CN-code)

853670 – For example, optical fiber cable



EU Requirements

No specific requirements

Specific requirements for:

- Products intended for civil aircrafts.
 - Products intended for motors and the automotive industry.
 - Products for personal protective equipment pressure equipment.
-

Product Description

- 84 – Nuclear reactors, boilers, machinery and mechanical appliances and parts thereof.
- 8415 – Air-conditioning machines, comprising a motor-driven fan and elements for changing the temperature and humidity, including those machines in which the humidity cannot be separately regulated.
- 841510 – Of a kind designed to be fixed to a window, wall, ceiling or floor, self-contained or "split-system".
- 853670 – Self-contained system.

Product Code (HS-code / CN-code)

853670 – For example, Air-conditioning machine designed to be fixed to a wall with a self-contained system.



EU Requirements

Labelling for energy-related products (Energy Label)

Energy-related products marketed in the EU must comply with the general labelling requirements laid down by Directive 2010/30/EU and with the specific energy label models set out by Commission Delegated Regulations supplementing Directive 2010/30/EU for each group of appliances.

Directive 2010/30/EU establishes a framework under which consumers are allowed to make informed purchasing decisions based on energy consumption and manufacturers are encouraged to design more efficient products to meet consumer demand.

Technical standards for machinery and safety components

In order to be placed on the EU market, the design and construction of machinery must meet the requirements which have been established by the EU legislation with a view to protecting the safety of persons using such machinery.

Ecodesign requirements for air conditioners and comfort fans

Air conditioners and comfort fans can only be placed on the EU market if they fulfil the Ecodesign requirements established by Commission Regulation (EC) No 206/2012. The aim of this Regulation is to improve the energy performance of air conditioners and comfort fans and gradually reduce their power consumption during the use phase.

Specific requirements for:

- Ozone-depleting products
- Marketing of products containing fluorinated greenhouse gases.
- Marketing requirements for electrical and electronic equipment.
- Technical standards for low voltage electrical equipment.

There are additional national legislation requirements depending on the importing country.

Product Description

- 94 – Furniture; bedding, mattresses, mattress supports, cushions and similar stuffed furnishings; lamps and lighting fittings not elsewhere specified or included; illuminated signs, illuminated nameplates; prefabricated buildings.
- 9403 – Other furniture and parts thereof.
- 940310 – Metal furniture of a kind used in offices.
- 940320 – Other metal furniture.
- 94032020 – Beds.
- 94032080 – Other.
- 940370 – Furniture of plastics.

Product Code (HS-code / CN-code)

94032080 – For example, metal table with glass top.

940370 – For example, plastic chair.



EU Requirements

General product safety –

Producers are obliged to place only safe products on the market. When the manufacturer is not established in the EU, this obligation applies to his representative in the EU or, in the absence of a representative, to the importer.

The General Product Safety Directive establishes the following common provisions concerning particularly:

- General safety requirements.
 - Additional manufacturer and distributor obligations.
 - Market surveillance.
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