

The Fish Association feels that this is a responsible precautionary measure, not only in view of impending nematode legislation but also because of new, more stringent German product liability law.

The German draft regulations (Fisch-VO) also contain another potential problem for the fish trade. This is the proposal to establish a maximum level of 200 Milligrams of Histamine per kilo of fish.

PACKAGING AND LABELLING: The West German food labelling ordinance provides that fish and fish products be labelled in such a manner as to indicate the name and location of the producer or packer, contents according to the usual tradename, quantity in metric measurement, durability (shelf life), manner of preparation, list of ingredients including additives or preserving agents, etc. The German importer is obliged by law to inform the foreign supplier of all labelling or marking requirements and the exact German text to be used.

Importers may be requested to submit certificates of origin for goods subject to quota restrictions ... and for other imports subject to preferential treatment. No special form is required, but it must be complete with the description of goods and the name and address of the manufacturer and/or shipper, marks and numbers of the packages and their contents, value and mode of transportation.

DOCUMENTATION: The following are the documentary requirements exporters must meet which are based on the law and/or regulations when shipping to this particular market. On commercial shipments to Germany, the documents required are:

- Air Waybills (9 copies on standard IATA forms. Forward 3 copies with shipment)
- Bill of Lading (make out 'To order')
- Commercial Invoice (one copy to be signed by shipper)
- Certificate of origin (2 copies required in cases of special tariff treatment, non-liberalized goods or when required by importer for Letter of Credit)
- Shipper's Export Declaration (4 copies)
- Sanitary (Health) Certificate (issued by DFO Inspection Branch)

Documents in English or French are acceptable.

OTHER: Business Etiquette - Visits during July and August are ill-advised. Punctuality, politeness and a degree of formality are far more significant to a German businessman than to his North American counterpart. Failure to acknowledge this could end any business possibilities.