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# GERMANY

# Organic

# 1999


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**U.S. Embassy**
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**Report Highlights:**
**The German organic market is still growing by 5 to ten percent annually. The market is spreading into the convenience food market segment. Strong competition for U.S. suppliers is arising by China.**


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Includes PSD changes: No
Includes Trade Matrix: No
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**Summary**

Organic Products - Because I am worth it.

Germany is one of the largest producers and also one of the biggest market for organic food products in the world. By the end of 1998, 8,227 farms were registered as ‘organic’ cultivating about 2.5 percent (about 417,000 hectares) of total German agricultural land. This represents an overall increase of about 53 percent in land under organic production in Germany. Growth over the past two years has slowed as the annual growth rate is in 1997 and 1998 below double-digit rates of the 1994-96 period

Even though demand has also increased, farmers do not always find customers willing to pay ‘premium prices’ for their organic products. Therefore, not all products produced on organic farms are being marketed as organic. Significant portions of organic milk and meat are being sold through the traditional channels without marked-up prices. Total organic food sales are roughly estimated at $2.0 bn in 1998.

Many industry experts indicate that the demand for organic products will continue to grow at near double digit rates over the next couple of years. Increasing numbers of consumers are interested in purchasing organic food at premium prices. European food safety like the Belgium dioxin scare increased the demand for organically produced foods significantly. Surveys indicate that German consumers major motivation for buying organic food are health concerns. Organic products are perceived to be uncontaminated with chemical residues and free of food additives. The current debate regarding the role of genetically modified (GMO)-food products also boosts demand for organic products in Germany.

**Advantages**

Organic food is healthy. It is well regulated. It does not contain any hazardous residues or food additives. It is not genetically manipulated and also not exposed to ionizing rays.

Consumer perception of organic food is generally positive.

Recent food scares and general discussions about food safety increase demand for organic foods.

Mainstream food distributors increasingly invest in marketing efforts for organic produce.

Lower prices for organic food draws new customers.

The organic market is expanding into the convenience sector, particularly in the frozen product segment.

As organic stores attempt to supply a complete line of products, international organic food specialties are also in demand.

**Challenges**

Prices for organic food are still too high.

Organic food is not yet generally available in all major food supermarkets.

As the distribution of organic foods becomes more professional, increased competition will cause prices to fall. The price will soon become a marketing tool in the organic market, reducing profit margins

As the production of organic foods increases, local competition also becomes stronger. Organic producers within the EU receive special production subsidies.

Market opportunities will be narrowed down to products which can not be produced locally.

The traditional organic consumer prefers to buy locally produced goods.

The EU import licencing system is too technical, too expensive and takes too long.

## Regulations and Policies

Production and marketing of organic food products is based on European Union (EU) Council Regulation 2092/91. These original rules only applied to crop production. EU regulations for organic livestock production have just been formulated and are forecast to come into effect later in the fall of 1999. So far framework guidelines of the International Federation of Organic Agricultural Movements (IFOAM) set the standards for organic agriculture in general. The main private regulatory umbrella organization for organic agriculture in Germany is the AGÖL (Working Group of Organic Agriculture). AGÖL is a association of associations without any individual producer members. AGÖL is particularly involved in public relations and lobbying on behalf of organic farmers and in development and implementation of organic production and processing standards and marketing projects. Organic production in Germany and other EU countries has been subsidized since 1989. Farmers receive DM 200 per hectare ($44 per acre - $ = DM 1.84). Organic farming is qualified as low-input farming which helps the EU avoid producing excessive agricultural surplusses.

EU Council regulations on organic production in general conform to globally agreed organic practices. These rules define inputs permitted in organic production as well as how production, processing and marketing are to be administered and monitored. Certification of organic production in Germany under Regulation 2092/91 is undertaken by no fewer than 59 separate bodies. Supervising authority for these certification bodies lies with the Laender (Federal States) of Germany.

**Import Authorizations**

Organic food products imported from non-EU countries are also subject to EC Regulation 2092/91. Importers of organic products have to apply for an import permit at the regional competent authority in the particular Federal State. The importers are requested to provide evidence that the product has been produced and processed according to rules equivalent to EU organic standards. A second and very important condition is that the importer applying for authorization proves satisfactorily with respect to each product that the product was obtained under inspection measures which are as effective as those specified by Articles 8 and 9 of Regulation 2092/91 that these inspection measures were in fact applied and were so applied on a continuous basis. The inspection measures may be imposed by a private inspection body or by an authority in the third country. The equivalence of the inspection procedure may be proved by an accreditation body, a competent authority of the third country, or by a qualified third party.

For organic exports from the United States an accreditation body will provide the appropriate service. To achieve the mutual goal of uninterrupted trade the USDA/Agricultural Marketing Service has implemented a program to assess the conformity of U.S. organic certification bodies with ISO (International Standards Organization) Guide 65. As soon as the United States has finalized its national organic program the United States can also apply to be added to the list of third countries administering an equivalent organic market control system. Approved countries on the EU organic country list so far include Switzerland, Hungary, Israel, Argentina, and Australia. U.S. Producers can find a list of U.S. organic certification agencies that currently meet ISO Guide 65 standards on www.ams.usda.gov/lsg/mgc/iso65.htm.

**The German Organic Market**

Demand for organically produced food products experienced high growth rates during recent years. For the foreseeable future some market insiders forecast stagnation, others predict further growth of around ten percent annually. According to the German Federal Ministry of Agriculture, organic sales account for about 2.0 percent of the total food market.

During the past twenty years organic marketing has developed a very long way in Germany, starting from the early neighborhood small organic stores (Bioladen) to the first organic discount stores. Organic foods today are sold through various types of marketing chains:

- Direct Marketing by Farmers — Market Share - 20 percent
  This chain is primarily farmers markets. It is of significant importance for the sales of fruits, vegetables and poultry. About one third of these organic products are sold direct. Grain, milk and beef are less popular for direct marketing. An increase of this marketing chain is relatively unlikely.

- Specialized Organic Stores — Market Share - 35 percent
  About 4,500 to 5,000 specialized organic and health food stores sell organic products. Primary products for these stores are fruits, vegetables and other fresh products, such as dairy, meats and fresh food preparations. Growth rates in these markets slowed down during recent years but still remain near ten percent annually.

- . Organic Discount Stores Market Share - n.a.
  The most important purchase criteria for German food shoppers is the price. Food prices are probably the lowest the EU. Recently established organic discount stores report great success, proving that some organic customer also strongly demand low prices.

- Health Food Stores Market Share - 10 percent
  Healthier food is the only motive for these customers to buy organic food. An increase for this market channel is not foreseen.

- . Conventional Food Stores Market Share - 25 percent
  Rough estimates indicate that only about one quarter of all organic food sales are reported from conventional food stores. However, during recent years the major food retail chains expressed their interest to invest into organic food marketing. Several chains have developed their own private label brands of organic products. Once these retailers enter into the organic market segment with more power, the organic market will likely to continue its strong path of growth. Conventional stores so far tested this market segment primarily with easy to handle organic staple goods. A particularly promising segment for conventional stores are organic convenience products targeting the growing number of high income single households.

- . Internet and Mail-order Market Share - n.a.
  The major German mail-order service recently announced that it may expand into the food mail-order business. This only makes sense in the high quality and high price segment which includes organic food. Data about internet sales are not yet available.

**The Organic Customer**

In the 1970s, pioneers in the organic market were primarily young people with low incomes. Today this has changed, partly because these same people now have higher income and new customers are also attracted by the motive of better and healthier food. The altruistic argument to protect the environment by buying organic produce was only a short-lived one during the end of the eighties and into the early nineties. Healthy food produced without the assistance of chemical fertilizers and pesticides and not containing any food additives, is the predominant motive for purchasing organic food products. The organic customer is not necessarily a health fanatic, but rather someone who happily buys both health foods and other traditional products on the same shopping trip. The modern organic buyer has the potential to become a trendsetter for healthy food.

Most studies report that in Germany, the average organic buyer is between 35 and 50 years of age. However, some studies also indicate that the age group of 25 to 34 years is the strongest buyer group. Affluent better educated professionals from technological-liberal background increasingly outnumber lower income organic customers. Actual purchases are done predominantly by women from multi-person households.

Opinion polls about the acceptance of organic food by the general customer indicate that generally the interest in organic food is high and growing. It also seems prestigious to claim to be a concerned and health oriented organic food consumer. Therefore these polls draw a more rosier picture for the organic market than is actually the case. Consumers actual retail food purchases are significantly less than indicated by studies.

**Motives for not Buying Organic Food**

Many people (36 percent according to CMA) do not trust that organic labeled products are truly organic. The second argument for not buying organic is the relatively high priced. The average organic buyer is willing to pay about 20 to 25 percent more for organic products. Price premiums in specialized organic stores may be up to 40 percent. However, the price premium may significantly differ from product to product. In special organic stores, prices do not weigh heavily on the purchasing decision. In normal super markets prices for organic foods are lower because of the direct comparison to traditional food prices. Since price competition is increasingly becoming a factor in organic food marketing, organic prices are decreasing.. In particular the traditional food store customer is very price sensitive and does not accept excessive high prices.

A third important argument for the relatively low level of organic sales in Germany compared to neighboring countries such as Switzerland, Austria and Denmark is that organic products are not readily available everywhere. Customers would have to make an extra trip. Additionally, organic stores or organic sections in traditional stores do not provide a complete line of products to satisfy customers' needs. Often fresh organic fruits and vegetables are not as fresh as desired and therefore they do not attract new organic customers. The modern organic buyer is also strongly interested in convenience products such as deep frozen vegetables, fruits, ready meals, meats and bakery products.

A fourth important argument for the slow pace of the organic market is the lack of identification of organic products. The EU organic directive describes what organic production is and how it shall be monitored but it does not provide a clear wording for organic labeling. Most retail chains have developed their own private label brands. Often these organic brands do not use terms such as 'oeko' or 'bio' as eye catcher to identify them as organic. Instead they trust that their traditional customers know that the particular brand is an organic brand.

To overcome the identification problem, the German Central Marketing Agency for Agricultural Commodities in cooperation with the AGÖL developed a generic label to identify organic products. The label was presented to the general public during the BioFach fair in February 1999. Licencing agreements for use of the label are currently concluded with organic processors in Germany. The organic label is a private initiative targeting primarily German domestic organic products. Imported commodities which can not be sourced in Germany are also eligible for the label. They generally have to meet production standards of AGÖL which reportedly are somewhat more stringent than EU organic rules.

**Availability of Organic Foods**

In Germany by the end of 1998, 8,227 farms were registered as organic cultivating 417,000 hectares or 2.5 percent of total German agricultural land. About 207,000 hectares are devoted to field crops and 183,000 hectares are grassland.

| German Organic Production in 1997/98 | | | |
|---|---|---|---|
| | | 1,000 MT | |
| Product | Organic | Total | % of Total |
| | Production | | |
| Grains | 350 | 42,297 | 0.8 |
| Pulses | 31 | 492 | 6.3 |
| Potatoes | 107 | 11659 | 0.9 |
| Oil Seeds | 26 | 2,951 | 0.9 |
| Silage Corn | 10 | 56,843 | 0.0 |

| | | | |
|---|---|---|---|
| Vegetables | 152 | 2,596 | 5.9 |
| Fruit | 38 | 948 | 4.0 |
| Wine | 87 | 8,535 | 1.0 |
| Beef | 31 | 1,540 | 2.0 |
| Pork | 8 | 3,475 | 0.2 |
| Sheep/Goat | 5 | 43 | 11.5 |
| Poultry | 2 | 734 | 0.3 |
| Milk | 325 | 28,500 | 1.1 |
| Eggs | | | |
| mill.pieces | 129 | 14,000 | 0.9 |
| Source: ZMP | | | |

Not all of these organically produced food products can be sold at premium prices as organic. In particular, significant portions of organic dairy and beef have to be sold through the traditional food marketing channel at normal prices. Domestic distribution channels for organic milk and meat are not yet sufficiently developed. For many consumers, milk is already perceived as a healthy product, so that organic milk does not provide any noteworthy additional benefit.

**Grains**

Because of the easy handling grains and grain products have widest distribution in the organic market. They also often act as organic starter products for the general retail sector. Of the German organic grain production wheat and rye make up for about 25 percent each. Oats make up for about 15 percent. In the grains sector international trade is of great importance. Organic grains are imported especially from North America, Hungary and Italy. It is foreseen that Poland and other Central and Eastern European countries (CEEC) will gain market shares within the next years, probably to the disadvantage of more distant suppliers. The Central Market and Price Reporting Board for Agriculture (ZMP) estimates that about 3-4 percent of domestic organic grain production is sold at normal prices through the traditional marketing channels.

Organic grains reach the consumer primarily as a processed product. Direct farm sales are marginal. Of growing interest for the retail chain are organic flour mixtures for breads, cakes and other baking products. The majority of processors of organic grains are located in Southern Germany. Organic bakeries are increasingly organized as chain operations which is the same development as in the conventional market.

If the conventional food retail sector noticeably increases its activities in the organic sector processed grain products provide excellent chances for further growth.

**Fruits and Vegetables**

About five percent of German fruit and vegetable (F+V) production is organic and one third of organic vegetables and close to 50 percent of the fruit produced organically is sold directly to the consumer through farmers markets or directly from the farm. F+V is the most direct connection point from the farmer to the consumer. Organic F+V sales through the conventional retail chain is still somewhat problematic because segregation between conventional and organic produce is not always fully guaranteed. Only about 20 percent of the vegetables and 10 percent of the fruits are sold to processors. However, deep-freezing of F+V is of increasing popularity as convenience products are gaining ground in the organic market. The availability of sufficient raw material for processing industry still seems to create a problem.

**Dairy products**

Germany is the biggest producer of organic milk within the EU, however about 50 percent of the German organic milk has to be marketed through conventional market channels at conventional prices. The majority of organic dairies are located in Southern Bavaria and in the state of Baden-Wuerttemberg. Only eight percent of organic milk is directly sold to the consumer.

**Meat**

Organic customers on average, consume less meat products than normal consumers. An above average number of organic consumers are vegetarians. According to a study of the University of Weihenstephan total sales of organic meat remained stable in the past several years, representing only 1.5 percent of total organic food expenditures. Organic beef is preferred over pork; by comparison in the conventional market pork is preferred over beef.

**Other Organic Products**

Modern organic product consumers are willing to pay highers price because of the argument "I am worth it". With this same argument these mostly higher income customers are willing to spend more for traditional convenience and higher value products. Sales of higher priced functional foods such as probiotic dairy products or omega-three fatty acids containing products are increasing. Consumers are looking for foods providing some kind of additional value besides nutrition. The additional value may be image, fun, health benefits or environmental advantages. Organic food has the chance to become trendy. In order to increase organic sales and to fill consumers demands desired products have to be available at the normal point of purchase. Domestic trade reports indicate that customers would buy more organic food if it is easily identifiable and readily available where other food is also purchased.

**Organic Labeling**

One of the reasons why organic food so far has only reached a market share of about two percent is the lack of a uniform organic labeling. Packaged organic products in the retail channels are not easily identified as organic. Manufacturers have developed their individual branded product lines. The brand names do not necessarily contain a hint to the organic production method of its ingredients. The organic label often is found in small letter font next to the ingredient list. This is usually also the place where the name or code number of the organic certifiers is listed. Actually, the EU organic regulation EC2092/91 requires in German language relatively complicated terminology for organic labeling: oekologischer Landbau or biologische Landwirtschaft. In a number of cases organic and non-organic products are sold under the same brand label.

To overcome this problematic situation, the German umbrella association of organic producer organizations, AGÖL, in cooperation with the Central Marketing Board for Agricultural Products, CMA, in October 1999 launched a nationwide uniform organic label, the ‘Oeko-Pruefzeichen’. It is intended for use by domestic organic farmers and organic product processors complying with the organic regulations laid down by AGÖL. This new label is a private initiative, not regulated by the local government. However, it received some starting funds through the semi-governmental CMA-organization. Importers may also apply for participation in the program. However, the Oeko-Pruefzeichen organization wants to limit the use of the new label only to such imported products which are domestically not or not sufficiently available.

Participating farmers and processors have to sign a licensing contract with the Oeko-label (Prüfzeichen) organization. Farmers are charged an annual administration and certification fee of DM 250. Manufacturers are charged 0.8 percent of their organic turnover. The Oeko-Pruefzeichen organization can be reached under following address

Öko-Prüfzeichen GmbH
Rochusstrasse 2
53123 Bonn, Germany
Tel.: (+49-228) 9777 700
Fax: (+49-228) 9777 799
E-mail: info@oepz.de
http:\\www.oekopruefzeichen.de
Director: Beate Huber

The success of this new label will very much depend on the interest of the big food retail chains. If they accept the label, it is very likely that they will demand it from every supplier interested in selling his organic products through the traditional retail chain.

**Market Access**

The most informative market access for new to market suppliers is the annual organic trade show ‘BioFach’ held in NurembergGermany by the end of February. BioFach is thought to be the world’s largest fair for this organic products market segment. Participation is highly recommended for U.S. exporters marketing or intending to market organic produce in the German speaking part of the EU. Regional organic trade fairs exists in several other EU countries. In 1999, 1,300 exhibitors presented their products to 21,750 visitors, with 20 percent of the visitors from outside Germany. The U.S. pavilion at the 1999 BioFach was organized by Concord Expo Group, the U.S. representative of the Nuremberg Fair Authorities.with support of the Organic Trade Association (OTA) and the U.S. Agricultural Trade Office in Hamburg.

Oekowelt Veranstaltungs GmbH organizes the annual trade show as well as a comprehensive seminar program run parallel to the trade show. The year 2000 BioFach will take place on February 17-20, 2000. Contact addresses are

Oekowelt
Veranstaltungs GmbH
Industriestrasse 12
91186 Buechenbach, Germany
Tel.: (+49-9171) 9610 0
Fax: (+49-9171) 4016
E-mail: info@biofach.de
http://www.biofach.de

U.S. Representative to BioFach
Concord Expo Group

676 Elm Street
Concord, MA 01742-2102
Tel.: (978) 371-2203
Fax: (678) 371-7121
E-mail: conexpogrp@earthlink.net

Further information on the German organic market may also be obtained from the German Association of Organic Food and Nature Products (BNN). BNN represents the group of specialized organic stores.

Bundesverbaende Naturkost und Naturwaren
Robert-Bosch-Strasse 6
50354 Huerth, Germany
Tel.: (+49-2223) 963 3811
Fax: (+49-2223) 963 3810
E-mail: BNN-PR@t-online.de
http://www.n-bnn.de

Another association of interest to organic suppliers is the national association of health food stores.

Bundesverband Deutscher Reformhaeuser
Waldstrasse 6
61440 Oberursel, Germany
Tel.: (+49-6172) 320 02
Fax: (+49-6172) 3039 67

For general information about the German food market and for assistance in accessing the German market contact the U.S. Agricultural Trade Office (ATO) in Hamburg. The ATO has primary responsibility for coordinating FAS marketing activities in Germany. Facilitating trade contacts between U.S. agricultural suppliers and German importers represents a major ATO marketing function.

U.S. Agricultural Trade Office
Alsterufer 28
20354 Hamburg, Germany
Tel.: (+49-40) 414 6070
Fax: (+49-40) 4146 0720
E-mail: AtoHamburg@fas.usda.gov
http://www.usembassy.de/atohamburg

**Competition**

Italy and Spain are Germany's leading foreign suppliers of organic products; the United States is probably the largest non-EU suppliers. Formal estimates about the market size are not available, but U.S. organic exports to the EU are estimated to be in the range of $200-$300 million per year. Organic importers report that China is increasingly selling organic products into the German and other EU markets. Chinese and Latin American suppliers strongly compete with U.S. suppliers. Also central European countries, such as Poland and Hungary, are expected to increase their organic production significantly. They will also compete for the lucrative western European market.

**Recommendations**

U.S. supplier of organic food products should focus on unique American products which are already competitive in the traditional food market segment. These are products with particular American origin sentiment, dried fruit and nuts, wine, rice, sports food supplements and others. Competition of locally available products is too strong to be shipped over such long distance. Additionally, the long distances shipping may act as a counterproductive argument for environment sensitive organic customers motivated by environmental concerns.

**Outlook**

Most market participants forecast further strong growth in the organic market segment. A major condition for the fulfillment of this forecast, however, is that organic products are available when and where the potential customer is making his/her purchasing decision. The strongest growth is forecast in the traditional food retail markets; however, we should keep in mind that particularly this market is undergoing extreme competition and consolidation. The entrance of the American retail multi Wal-Mart has added a new dynamic to the cut-throat pricing strategy of the retailers. In 1999, there was hardly any week that there was no food retail chain announcing that they will persistently reduce sales prices for a long list of food products. The average net-profit margin in German food retailing is roughly estimated at about 0.8 percent, well below most other European countries.

If traditional food distributors and discounters expand their efforts into the organic market segment it is foreseeable that prices for organic products will also have to decline. Despite reports in the trade press of the increased interest of the major food discounters in the organic market, very little has been reported about the actual results.

**Selected Organic Suppliers in Germany**

Aetherische Oele & Naturproukte
Hechelwiesenweg 39
86919 Utting am Ammersee, Germany
Tel.: (+49-8806) 921 911
Fax: (+49-8806) 921 999
organic essential oils

Allos - Walter Lang Imkerhof GmbH
Zum Streak 5
49457 Mariendrebber, Germany
Tel.: (+49-5445) 98 99 0
Fax: (+49-5445) 98 99 14
E-mail: info@allos.de
http://www.allos.de

Alnatura
Darmstaedter Strasse 3
64404 Bickenbach, Germany
Tel.: (+49-6257) 9322 0
Fax: (+496257) 9322 44
E-mail: alnatura@t-online.de
large range of organic products

Bio-Frost Westhof GmbH
Zum Westhof 6
25764 Friedrichsgabekoog, Germany
Tel.: (+49-4839) 9101
Fax: (+49-4839) 9105
E-mail: bioland-westhof@t-online.de
deep-frozen food

Buske Wein und Getraenke
Ostender Weg 12a
58131 Herdecke, Germany
Tel.: (+49-2330) 8919 39
Fax: (+49-2330) 8919 40
E-mail: info@wein-und-getraenke.de

wines and other organic drinks

Drei Glocken & Aurora
PO Box 100 262
Werderstrasse 4
69442 Weinheim, Germany
Tel.: (+49-6201) 607 0
Fax: (+49-6201) 178 39
E-mail: PR-3GLOCKEN@t-online.de
http://www.kampffmeyer.de
flour, pasta, baking mixes

BZ Bio Zentrale GmbH
Windhag 3
94166 Stubenberg, Germany
Tel.: (+49-8536) 458
Fax: (+49-8536) 1373
rice, millet, nuts and other products

Bio Logisch
Raschplatz 11H
30161 Hannove, Germany
Tel.: (+49-511) 33 12 21
Fax: (+49-511) 348 2250

Biolabor Bremen GmbH & Co. KG
Parallelweg 12
28219 Bremen, Germany
Tel.: (+49-421) 396 010
Fax: (+49-421) 396 0144
E-mail: biolabor.bremen@t-online.de
http://www.biolabor.com
nutrional supplement, vitamins, minerals etc.

Horst Bode, Import & Export GmbH
Havighorster Weg 6f
21031 Hamburg, Germany
Tel.: (+49-40) 739 3320
Fax: (+49-40) 739 7035
E-mail: Lutz@Bode-Naturkost.de
health food, bakery products

Privatmolkerei Borgmann
Lembecker Strasse 128-130
46286 Dorsten, Germany
Tel.: (+49-2866) 1809 0
Fax: (+49-2866) 1809 50
E-mail:
dairy products

H. & J. Brueggen - Muehlenwerke
Gertrudenstr. 15
23568 Luebeck, Germany
Tel.: (+49-451) 310 00
Fax: (+49-451) 310 0162
E-mail: info@brueggen.de
http://www.brueggen.com
sorghum, buckwheat and products, durum

Care Naturkost GmbH & Co.
Am Markt 9
27419 Sittensen, Germany
Tel.: (+49-4282) 9324 0
Fax: (+49-4282) 932 450
E-mail: carsten@care-natur.de

Cellulose-Fullstoff-Farbrik
Fleenenweg 2
41065 Moenchengladbach, Germany
Tel.: (+49-2161) 656 250
Fax: (+49-2161) 6565 202
E-mail:

De-Vau-Ge
Gesundkostwerk GmbH
PO Box 1660
Luener Rennbahn 18
21306 Lueneburg, Germany
Tel.: (+49-4131) 985 01
Fax: (+49-4131) 187137
E-mail: info@de-vau-ge.de
health foods

Delvena Lebensmittelkontor GmbH
Linnicher Str 48
50933 Koeln, Germany
Tel.: (+49-221) 4980 491
Fax: (+49-221) 4980 399
E-mail: delvena.bio-zentrale@t-online.de

Dennree Versorgungs GmbH
Hofer Strasse 11
95183 Topen, Germany
Tel.: (+49-9295) 180
Fax: (+49-9295) 1850
E-mail: zentrale@dennree.de
full range of organic products

Doehler GmbH
Riedelstrasse 7-9
64295 Darmstadt, Germany
Tel.: (+49-6151) 3060
Fax: (+49-6151) 306 339
E-mail: michael.nocker@doehler.com
fruit based ingredients

Euro Bio Korn
Gottschedstrasse 4
13357 Berlin, Germany
Tel.: (+49-30) 4613 005
Fax: (+49-30) 4613 060
E-mail: eurobiokorn@t-online.de
organic grains and products

FLOREAL Speiseoel GmbH
Mainzer Strasse 145
66121 Saarbruecken, Germany
Tel.: (+49-681) 996 790
Fax: (+49-681) 9967 969
E-mail: info@floreal.de
safflower, almond, walnut oil

Bruno Fischer GmbH
Im Auel 88
53783 Eitorf, Germnay
Tel.: (+49-2243) 850 120
Fax: (+49-2243) 850 400
E-mail: brufi@t-online.de
frozen vegetables, almonds, peanuts

Gepa GmbH
Bruch 4
42279 Wuppertal, Germany
Tel.: (+49-202) 266 830
Fax: (+49-202)266 8310
E-mail:
Coffee, tea, honey, chocolate, rice, nuts

GreenValley Naturprodukte
Gruentaler Strasse 56
13359 Berlin, Germany
Tel.: (+49-30) 4935 055
Fax: (+49-30) 4935 056
http://www.earthrise.com
nutritional supplements

Gruener Punkt Naturkost GmbH
Schwanenkirchnerstrasse 28
94491 hengersberg, Germany
Tel.: (+49-9901)1842
Fax: (+49-9901) 1875
E-mail: streit@bayernwald.com
fruit preparations

C. Hahne Muehlen
Muehlenstrasse 37
32584 loehne, Germany
Tel.: (+49-5731) 8001
Fax: (+49-5731) 863 80
E-mail: hahne@hahne.de
http://www.hahne.de
producer of cereal products

Hipp Werk Georg Hipp
PO Box 1551
Georg-Hipp-Strasse 7
81265 Pfaffenhofen, Germany
Tel.: (+49-8441) 757 0
Fax: (+49-8441) 757 492
E-mail: telefonzentrale@hipp.de
baby food producer

Inter-Naturales
Bachstrasse 38
22083 Hamburg, Germany
Tel.: (+49-40) 229 6906
Fax: (+49-40) 229 6579
E-mail: Inter-Naturales-Hamburg@t-online.de
medicinal plants, herbal extracts, kava-kava

Internut Handels GmbH & Co. KG
Am Appenstedter Waeldchen 1
21217 Sevetal-Meckelfeld, Germany
Tel.: (+49-40) 7691 670

Fac: (+49-40) 7691 6745
E-mail: internutde@aol.com
baking products

Erik Jenss Trading GmbH
Goetensberg 30
21039 Escheburg, Germany
(+49-4152) 841 910
Fax: (+49-4152) 841 909
E-mail: Erik.Jenss@t-online.de
http://www.ejt.de
food + bakery ingredients

Landhaus Naturprodukte
Heidestrasse 2
71296 Heinmaheim, Germany
Tel.: (+49-7033) 35 160
Fax: (+49-7033) 35 183
vitamins, enzymes, health food

Lebensbaum U. Walter GmbH
Maschstrasse 31
49356 Diepholz, Germany
Tel.: (+49-5441) 9856 0
Fax: (+49-5441) 985 622
E-mail: info@lebensbaum.de
herbs, spices, herbal fruit + black tea

Lehmann Natur
Am Churkamp 20
47059 Duisburg, Germany
Tel.: (+49-203) 9325 511
Fax: (+49-203) 9325 599
E-mail: Lehmann-Natur@t-online.de
large variety of organic products

Heinrich Leupoldt
Pema Weissenstadt
Goethestrasse 23
95163 Weissenstadt, Germany
Tel.: (+49-9253) 89 0
Fax: (+49-9253) 89 40
E-mail: pema@pema.de

Humana Milchunion e.G.
Bielefelder Strasse 66
32051 Herford, Germany
Tel.: (+49-5221) 18 10
Fax: (+49-5221) 18 1300
E-mail: Hans-joachim.kohl@humana.de
http://www.humana.de
organic dietetic products

Molkerei Soebbecke & Rogge
Amerlands Brueckenweg 131
48599 Gronau, Germany
Tel.: (+49-2565) 9303 0
Fax: (+49-2565) 9303 360
E-mail: Vertrieb@soebbecke.de
dairy products

Andechser Molkerei Scheitz
Molkereiweg 5
82346 Erling, Gemeinde Andechs, Germany
Tel.: (+49-8152) 379 0
Fax: (+49-8152) 379 201
E-mail: scheitz@andechser-molkerei.de
organic milk

Naturian Oekowein Import
Mittelstrasse 17
34260 Niederkaufungen, Germany
Tel.: (+49-56050 925 140
Fax: (+49-5605)925 142
E-mail: Naturian@aol.com
wine, champagne, spirits, honey, edible oil

Neuform International
Ernst Litfass-Strasse 16
19246 Zarrentin, Germany
Tel.: (+49-38851) 511 10
Fax: (+49-38851) 512 99

dried fruits, nuts, oilseeds, grains

Rapunzel Naturkost AG
Haldegasse 9
87764 Legau, Germany
Tel.: (+49-8330) 910 0
Fax: (+49-8330) 910 188
E-mail: info@Rapunzel.de
large variety of organic products

Peter Riegel Weinimport GmbH
Steinaecker 12
78359 Orsingen-Nensingen, Germany
Tel.: (+49-7774) 931 30
Fax: (+49-7774) 9313 12
E-mail: weinimport@riegel.de

Rila Feinkost Importe
Hinterm Teich 5
32351 Stemwede, Germany
Tel.: (+49-5745) 945 0
Fax: (+49-5745) 945 139
E-mail: rilaf@aol.com
health foods

Georg Roesner Vertriebs GmbH
Regensburger Strasse 32
94315 Straubing, Germany
Tel.: (+49-9421) 236 19
Fax: (+49-9421) 817 36
E-mail:
Importer of organic products

Naturkost Uebelhoer KG
Friesenhofen-Bahnhof 23-25
88289 Leutkirch, Germany
Tel.: (+49-7567) 820
Fax: (+49-7587) 834
E-mail: uebelhoer@t-online.de
importer

Waldnieler Fruchtsaft GmbH
Berg 49
41366 Schwalmtal, Germany
Tel.: (+49-2163) 94 550
Fax:: (+49-2163) 9455 30
E-mail: waldnieler@t-online.de
organic citrus juice