

TUKO

LOGISTICS



ELDORADO

First Price

TUKO
coffees

Some Practical Advices

- Company should have certification (BRC, ISO)
- Product should have always good and stable quality
- Product package should be up-to-date
- Product labels should contain in Finnish and Swedish (English):
 - Name of the product
 - Ingredient list
 - Net amount in metric measurements
 - Best before date
 - Name and address of producer, packer, importer or seller inside EU
 - Country of origin
 - LOT identification
 - Storage instructions (if applicable)
 - Warning (if applicable)
 - Alcohol % (if applicable)
 - Barcode (EAN13)



Some Practical Advices

- Contact person should be fluent in English
- Material should be in English (homepages also)
- Predefine target customers, price list, payment terms
- Logistics should be fast and prompt
- Low minimum order quantities and sales unit size is easier to sell
- Offer volume products first directly to centralized sourcing companies (find out right contact persons!)
- Offer low volume product centralized sourcing companies and export agents
- EAN code is needed for customer unit, sales unit and transportation unit
- Orders, order confirmation, acknowledgement and invoices should preferably be electronic (EDI, XML)



Some useful addresses

European legislation

- Product safety + RAPEX
ec.europa.eu/consumers/safety/
- CE Directives
ec.europa.eu/enterprise/newapproach/
- REACH (chemicals)
ec.europa.eu/environment/chemicals/
- Product Liability
ec.europa.eu/enterprise/regulation/goods/liability_en.htm
- Food Law Regulation
ec.europa.eu/food/food/



Some useful addresses

- Packaging Directive
ec.europa.eu/environment/waste/
- Textile Directives
ec.europa.eu/enterprise/textile/
- All legislation
eur-lex.europa.eu/en/index.htm
- GSP arrangements (incl. GSP+, LDCs)
ec.europa.eu/trade/issues/global/gsp/index_en.htm
- Food import licences
www.mavi.fi
- Veterinary border control
http://ec.europa.eu/food/animal/bips/index_en.htm



Some useful addresses

Standards and codes

- International Organization for Standardization
www.iso.org
- SA 8000
www.sa-intl.org
- BSCI audits
www.bsci-eu.org
- EUREPGAP/GLOBALGAP
www.globalgap.org
- Incoterms
www.iccwbo.org
- Terms of payment
www.foreign-trade.com/reference/payment.cfm
- CIES – The Food Business Forum
www.ciesnet.com



Some useful addresses

Other useful information sources:

- The Finnish Foreign Trade Agents Federation
www.agenttiliitto.fi
- Federation of Finnish Commerce
www.suomenkauppa.fi/www/en
- National Board of Customs/Customs Information Service
www.tulli.fi



Some useful addresses

Retail companies:

- S-Group/Inex www.s-kanava.fi
www.inex.fi
- K-Group/Ruokakesko www.kesko.fi
- Tradeka Oy/Tuko* www.tradeka.fi
www.siwa.fi
www.valintatalo.fi
www.euromarket.fi
- Stockmann Oyj Ab/Tuko* www.stockmann.fi
- Tuko Logistic Oy* www.tuko.fi



Some useful addresses

HoReCa companies:

- Tuko Logistic Oy www.tuko.fi
- Wihuri Oy Aarnio www.metrotukku.fi
- Heinon Tukku Oy www.heinontukku.fi
- Kespro Oy www.kespro.fi
- Meira Nova Oy nettitilaus.meiranova.fi



Thank you for your attention!



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LISÄÄ MAKUJA ELÄMÄÄN

