

**EXPORTING AND IMPORTING VIA JORDANIAN
AND ISRAELI PORTS
COMPARISON STUDY**

Trade Corridors' Facilitation Project Phase II

May, 2013

This Project is Funded by the European Union



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Funded by the European Union

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LIST OF ACRONYMS

| | |
|------------|--|
| ACT | Aqaba Container Terminal |
| ALV | Aqaba Logistics Village |
| ASYCUDA | Automated System for Customs Data |
| AWB | Airway Bill |
| BG Airport | Ben Gurion Airport |
| BIP | Border Inspection Post |
| B/L | Bill of Lading |
| CBM | Cubic Meter |
| CC | Commercial Crossing |
| CFR | Cost and Freight |
| CIF | Cost, Insurance and Freight |
| CIP | Carriage and Insurance Paid |
| COO | Certificate of Origin |
| CR | Customs Registration (Code) |
| CVED | Common Veterinary Entry Document |
| EFTA | European Free Trade Association |
| ERS | Equipment Repositioning Subcharge |
| EU | European Union |
| FDA | US Food and Drug Administration |
| FOB | Free On Board |
| FSA | Food Standards Agency |
| FTA | Free Trade Agreement |
| GSP | Generalized System of Preferences |
| HS | Harmonized System (Code) |
| ISO | International Organization for Standardization |
| JD | Jordanian Dinars |
| KHB | King Hussein Bridge |
| L/C | Letter of Credit |
| MoNE | Palestinian Ministry of National Economy |
| MoA | Palestinian Ministry of Agriculture |
| MoF | Palestinian Ministry of Finance |
| MoH | Palestinian Ministry of Health |
| NIS | New Israeli Shekel |
| QAIA | Queen Alia International Airport |
| PA | Palestinian Authority |
| PalTrade | Palestine Trade Center |
| PLO | Palestine Liberation Organization |
| PHI | Public Health Institute |
| PSC | Palestinian Shippers' Council |
| PSI | Palestine Standards Institute |
| SAD | Single Administrative Document |
| THC | Terminal Handling Charges |
| USDA | US Department of Agriculture |
| VAT | Value Added Tax |
| WTO | World Trade Organization |



EXECUTIVE SUMMARY

In the reality of ongoing major social, economic, and political challenges, considerable investments will be needed to continue the rehabilitation initiatives launched years ago to modernize and rebuild Palestine's infrastructure. Effective infrastructure is a prerequisite for sustainable economic development, which is a fundamental cornerstone in the establishment of a viable Palestinian state in the near future.

Despite the efforts of the Palestinian private sector to grow independent of Israel and the support that all economic sectors receive from the respective ministries, Palestinian businesses are permanently confined by the regulations of the Paris Protocol, which constrains the movement of individuals and limits the access of companies to needed resources.

This report outlines and explains the hardships which Palestinian importers and exporters encounter when they import from and export to foreign markets as a result of the full Israeli control of all national borders. The report examines two major routes for Palestinian products: namely, via King Hussein Bridge (KHB) and via the major commercial crossings (CCs) and then through Israel. The report highlights the mechanisms through which Israel has been macro- and micromanaging the Palestinian economy through the imposition of rigid procedures and various obstacles which increase the cost and time for conducting trade. For instance, a strike by the port workers in Ashdod pushes Palestinian goods to the bottom of the line since preference is always given to Israeli products and can cause the Palestinian private sector a loss of millions of shekels. Thus, strikes by Israeli customs, ministries, and other bodies can bring the whole Palestinian economy to a halt. In addition, the majority of the industrial parks that have been planned to be built or developed in and around Palestine have suffered the consequences of the Israeli mismanagement of Palestinians' daily life. The lack of access to the international market due to the restrictive measures imposed on import licensing of raw materials has delayed the launch of investments such as industrial parks and has discouraged the Palestinian diaspora from expanding their overseas businesses into Palestine.

The report concludes that the entire supply chain depends more heavily on Israeli factors than on Palestinian ones. On the one hand, there are the Israeli customs agents and freight forwarders who benefit from a relatively easy access to information about and legal recourse on their counterparts (for example, shipping lines, customs, port authorities, freight insurance agencies, etc.). On the other hand, there are the Palestinian traders who face a lack of information on and knowledge about importing and exporting procedures, tariffs, and other duties, and the double but incomplete legal framework for customs issues. This discrepancy creates a substantial asymmetry of information between Israel and Palestine. Therefore, the objective of this report is to collate information about the needed procedures, documentations, and certifications and the required cost and time to obtain them into one single document that is divided into chapters and concentrates on certain countries.

The report also looks into the matter that Palestinian cargo can only travel on cargo planes at limited times and on limited dates, whereas Israeli cargo can travel on both cargo and passenger planes. The report clearly highlights the difference in cost when cargo travels through Israel and through Jordan. This excludes Palestinian traders from the cheaper rates and better connections offered by passenger planes. If used, passenger planes can expedite the transportation of goods and reduce the cost for importers, exporters, and end-users. This has become apparent when applied to the Jordanian route, and the difference in cost has encouraged Palestinian exporters to use Queen Alia International Airport (QAIA).

In addition, the report emphasizes the major obstacles that exporters face when using both the Israeli and the Jordanian routes and provides a cost comparison.

Eliminating the back-to-back system at the border crossings will definitely reduce transaction costs, damages, and time especially if implemented at KHB. Exporters will no longer be restricted to a certain pallet size, and the use of containers will reduce damages and exposure to sun or wind, and if coordinated properly with ports, it might also reduce the storage and overnight stay.

The report discusses the varied stops or stations through which Palestinian exports have to go before they reach their final destination and explains through diagrams and tables the differences in cost at each station with detailed procedures, obstacles, and recommendations.

Under the current circumstances, the KHB option has in many cases become unattractive and cost ineffective, since the obstacles that Palestinian products face on this route sometimes exceed the obstacles present on the Israeli route, including long distance travelling, no transit agreement with Jordan, and change in temperatures which mainly affects perishable produce. On the other hand, if the flow of goods and the volume of trade are increased significantly and direct negotiations with shipping lines, cargo planes, transporting companies, and the Jordanian customs, port and airport authorities take place, this route will become competitive as an alternative for some of the destinations for which the Israeli route is currently used.

Having said that, containerizing KHB will definitely eliminate some of the impediments and reduce the cost, time, and damages at the bridge by nearly 20-30%. For example, the average time required for a container with a minimum of 15 pallets to be scanned is around 5 minutes in comparison to 3-5 minutes of loading/unloading time that is now needed for each pallet considering the current Israeli setup. In addition, each container is scanned whilst loaded on a trailer and requires no additional loading or unloading.

Containerizing Palestinian products in Palestine, either at the exporter's warehouse or in a logistic city or dry port, will also reduce time (load/unload), damages (loose products), temperature exposure (cooling), and administration at the port. This might also decrease expenses at KHB and the Aqaba Logistics Village (ALV) by at least 200-400 JD depending on the container size and the type of products.

The enclosed figures and calculations might vary from one shipping line to another and since shipping depends on a number of factors such as oil prices, route, frequency, etc., the values included will change immensely and the longer the route becomes the less cost effective it will be. On the other hand, it was discovered that exporting to the majority of European destinations is more time and cost effective through the Ashdod/Haifa route. Aqaba, however, offers a competitive advantage for destinations in the Far East.

In conclusion, the introduction of a scanner at KHB and the establishment of a logistic city or dry port in Palestine will definitely make the Aqaba route more attractive and possibly more cost effective, provided major elements of the chain supply are tackled and obstacles are fully removed. This has been proven through cargo shipment, where Palestinian products can travel on passenger and cargo planes through QAIA, unlike the Israeli route that restrict products to cargo planes only.



SECTION ONE

Background

The objective of the Trade Corridors' Project is to improve market access by promoting the use of alternative trade corridors for Palestinian trade. Specific sectors will receive support to export and import their products to and from various final destinations in neighboring Arab countries and beyond through alternative more cost effective routes compared to the Israeli routes. Funded by the European Commission and implemented in partnership with the Palestinian Shippers' Council (PSC), this project builds on the achievements of Phase I of the Trade Corridors' Project which contributed to disseminating information among stakeholders on alternative trade corridors as a viable option.

This project will further study the logistical chain beyond the Jordanian ports through King Hussein Bridge (KHB) in order to explore the effectiveness of utilizing alternative trade corridors to access new markets. A detailed comparison between Jordanian and Israeli ports which will include time, cost, procedures, requested documents, forms, requirements related to standards, and obstacles will be carried out for specific types of products and markets, bound to different destinations

Deliverables

1. A detailed effective comparison between Jordanian and Israeli ports which will include time, cost, procedures, requested documents and forms, requirements related to standards, and obstacles for all products and market destination as per Annex 1;
2. A final report and a PowerPoint presentation;
3. All deliverables shall be in both Arabic and English.

Methodology

1. Detailed collection of export procedures from the respective ministries in Palestine, Israel, and destination countries on the requirements for exporting the assigned list of products;
2. Cost of transporting pallets or containers (refrigerated containers) from warehouses in Palestine through KHB, Ashdod, and then into the final destination;
3. The shipping methodology is built on cost and freight(CFR) prices, as recommended by the majority of the exporters that the research team visited;
4. Surveys among and visits to major exporters in order to identify the best used routes, cost, requirements, benefits, and facilitation;
5. The findings are based on building a strategy that will facilitate the movement through domestic and international borders at low cost, over a short time, and with no damages;
6. The methodology will highlight all the needed steps that are pre-requisites in the export supply chain, such as having certification in place prior to exporting, ensuring that all tests are performed prior to shipping, and others;

7. Highlighting and recommending routes through particular commercial crossing that can handle specific goods better than the other and can reduce time and cost;
8. Customs, rules, and regulations for each product and each country are also looked at as well as ports procedures and costs, services and storage areas, warehouses and bonded, etc.;
9. Exploring all tariffs and customs requirements;
10. Listing all needed procedures with detailed advices, processes, cost for each route, and probable product analysis;
11. Discussing findings with the Paltrade/PSC team on regular basis to approve outcomes at all stages.

Gaza Crossings and Exports

Gaza Crossings

1. Sufa crossing closed since 20 April 2011;
2. Karni crossing closed since 11 June 2007;
3. Karni grain conveyor closed since March 2011;
4. Karni cement lane closed since 29 October 2008;
5. Nahal Oz closed since the beginning of 2010;
6. Kerem Shalom crossing is the only open crossing but most of the time does not function at its potential;
7. Rafah border crossing is not considered a commercial cargo crossing.

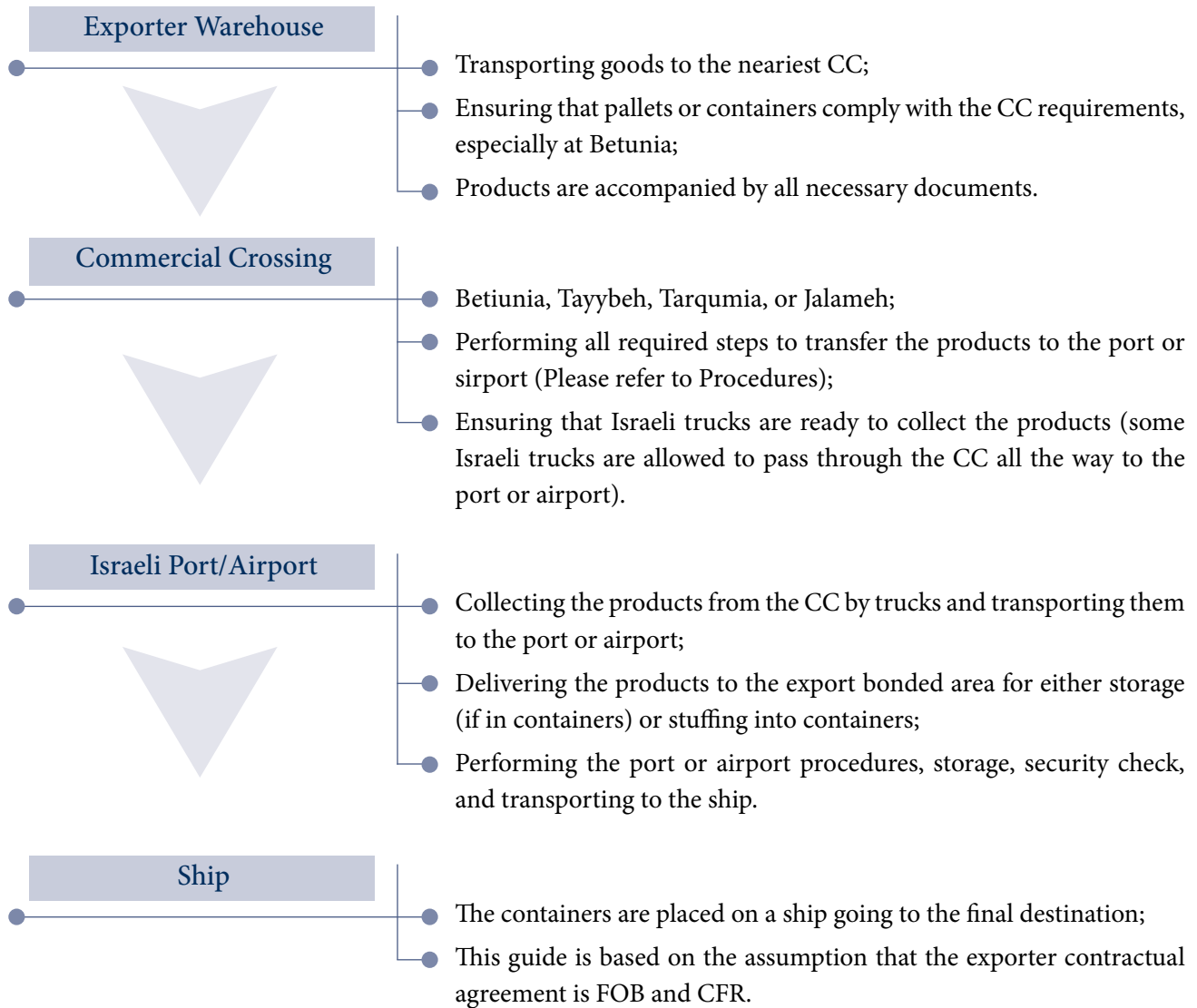
Gaza Exports

The general ban on exports from Gaza continues. In July 2012 only a single truckload of garment (2,070 woolen shirts) shipped to the UK exited Gaza via the Kerem Shalom crossing. Since the beginning of 2012, a total of 151 truckloads of authorized goods have been allowed to exit Gaza, including of 13 truckloads of date bars to West Bank, 134 truckloads of cash crops, 4 truckloads of garment, and 2 truckloads of furniture exported to the outside world via Israel. During 2011, a total of 269 truckloads of authorized agricultural crops were allowed to exit Gaza compared with over 5,700 truckloads with a wider range of exports, which were shipped to the West Bank, Israel, and others in 2007.

Routes

Warehouse – Ashdod/Haifa Port or BG Airport

Product Stations and Major Movement within the Supply Chain

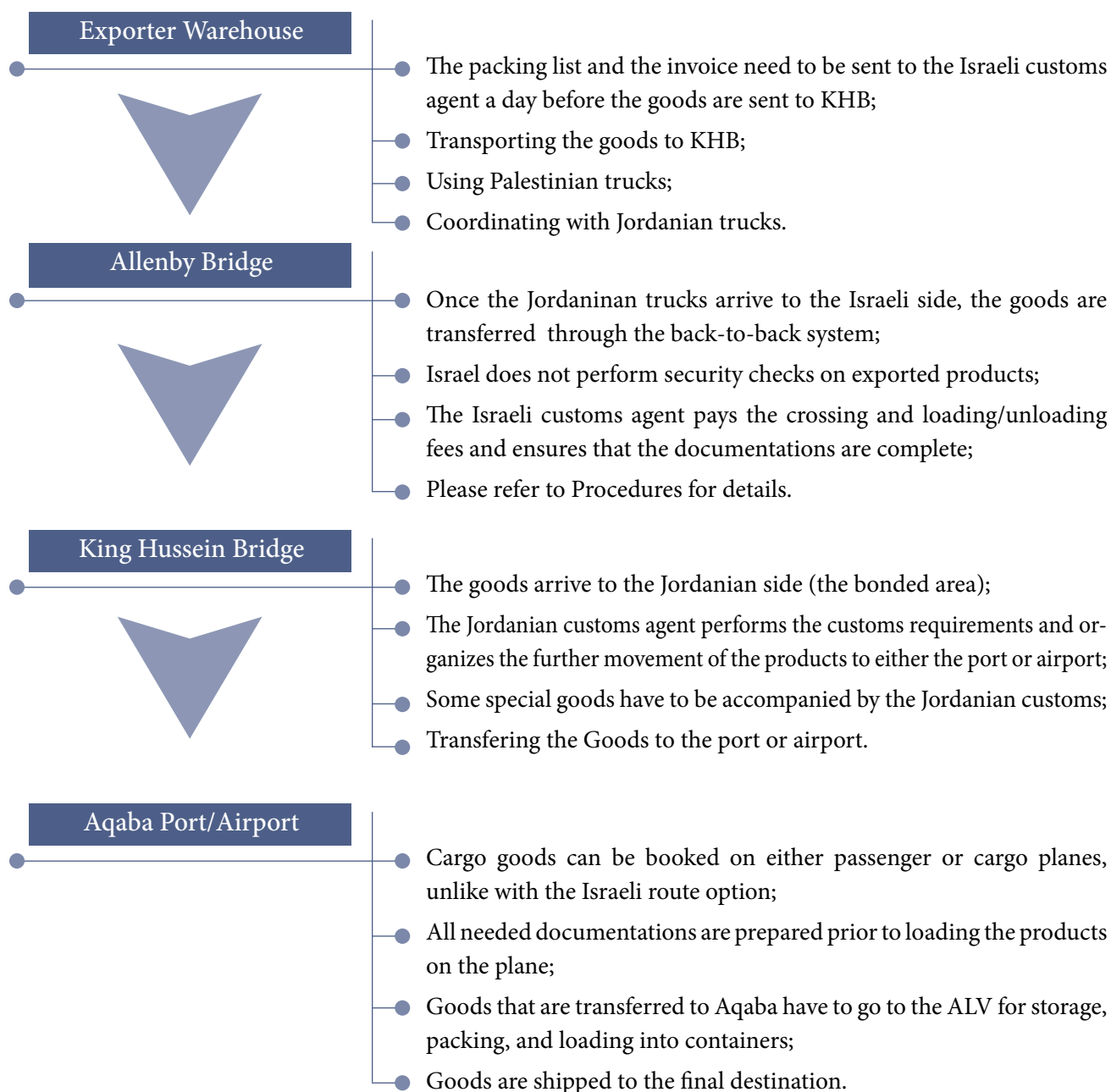


Notes:

1. Betunia crossing has recently been temporally closed due to disturbances in the areas adjacent to the Ofer Prison, which has delayed the flow of coming in and going out shipments. Importers and exporters have suffered the most from these measures;
2. The Israeli authority or army which is in control of the particular crossing has the right to decide whether or not to open sealed and unsealed products, which might damage or even destroy the products because of exposure to the sun or air;
3. Despite agreed working hours (Please refer to the PSC website for more details), sometimes the CC authorities decide to close crossings for security reasons or training without any prior notification;
4. Please refer to Obstacles and Recommendations for further details.

Warehouse –KHB –Aqaba Port or QAIA

Product Stations and Major Movement within the Supply Chain

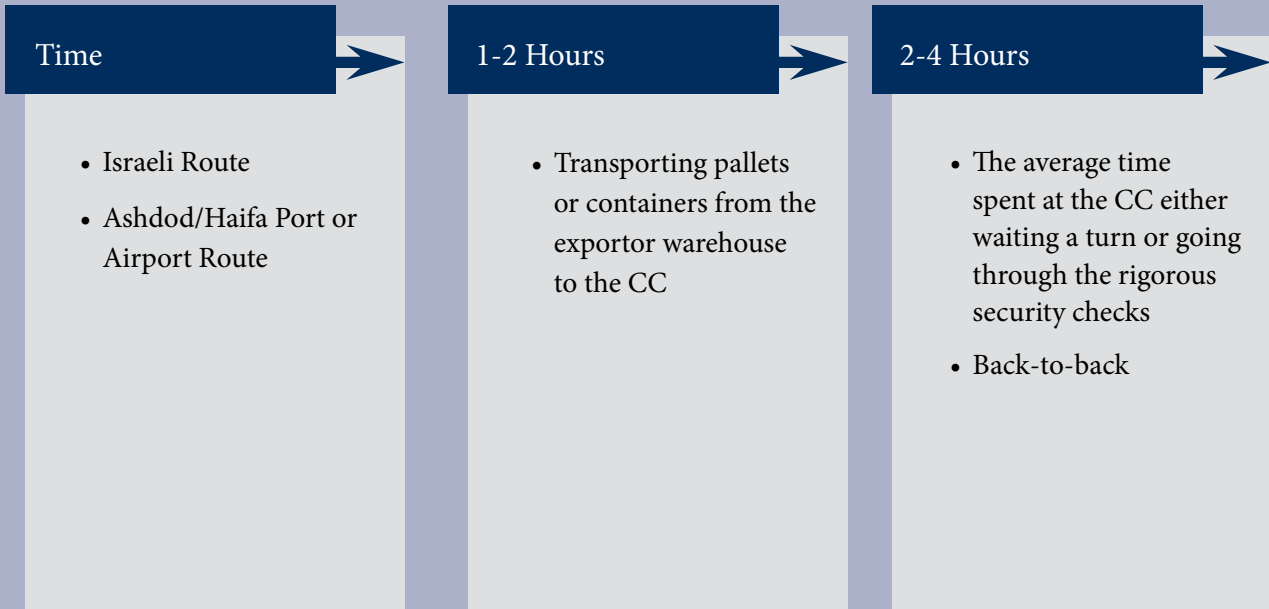


Notes:

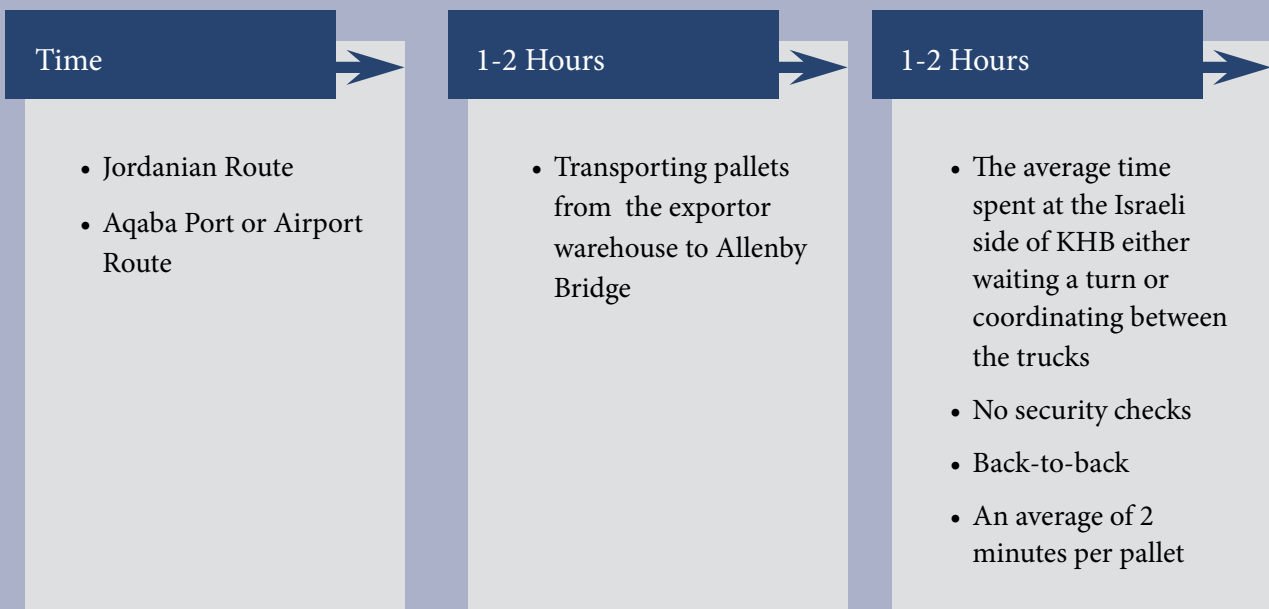
1. Products are not security scanned at the Israeli or the Jordanian side;
2. Opening and closing times especially in the summer time are not properly coordinated (Israel changes to winter time in September, while Jordan does it in October);
3. Coordination between Jordanian and Palestinian trucks sometimes lacks authoritarian organization.

Times for Each Station of the Supply Chain

Palestine–Israel Route (Ashdod/Haifa Port or BG Airport)



Palestine–Jordan Route (Aqaba Port or QAIA)



Notes:

1. The number of days to the final destination depends on the ship frequency and the number of transshipments and stops;
2. The time also depends on the level of truck coordination between the Palestinian and Israeli side;

2-3 Hours

- Transporting goods to either the port or airport (depending on the distance, the port, and other factors)

2-4 Days

- Goods have to be at the port in order to perform unloading from trucks and loading into containers, security checks, etc.

7-40 Days

- Shipping goods to the final destinations
- The time to the final destination can vary depending on the ship's flow and the distance

1- 2 Hours

- The average time spent at KHB for the Jordan customs to perform checks and issue transit documentations to transfer the goods either to the port or airport

4-6 Hours

- Transporting the goods to the ALV
- 1-2 hours: Transporting the goods to the airport. Goods might fly on the same day or be stored for a maximum of one day

1-3 Days

- Unloading from trucks and loading into containers, packing, security checks, waiting for ship, etc at the ALV

7-40 days

- Shipping the goods to the final destinations
- The time to the final destination can vary depending on the ship's flow and the distance

3. The time spent on back-to-back transfers depends on the type of goods, size, weight, etc.;
4. The time at each station time has been based on the exporters' personal experience in addition research and observation.

Palestine/Israel/Jordan Common Detailed Cost for All Products to All Destinations

The following expenses are applicable to each pallet or container that leaves the exporter warehouse to either the Ashdod Port/Airport via any of the CCs or via the Aqaba Port/Amman Airport via KHB and then to the final destination.

This section provides a price comparison matrix for at least two products that are destined to two destinations via the Israeli and the Jordanian route. The calculations are based on an average number of 15 pallets, an average transportation distance, an average waiting and travelling time, storage, loading/unloading, etc.

Transportation Cost (NIS)

| Truck Route | West Bank CC | KHB | Aqaba | Ashdod/Haifa | QAIA | BG Airport |
|--------------|------------------------|--------------------|-------------|--------------|-----------|------------|
| WB Warehouse | 200-2,000 ¹ | 1,300-2,000 | | 1,000-2,000 | | 800-1,800 |
| KHB | | | 2,000-2,500 | | 900-1,200 | |
| Gaza | 400-700 per pallet | 400-700 per pallet | | | | |

Notes:

1. The prices are calculated according to the distance and time (Please refer to Appendix 1 for a detailed explanation);
2. The prices from warehouses to Ashdod/Haifa ports depend on the CC procedures and length of time spent there;
3. Long waiting time at the CC generates a high cost in transportation fees.
4. Estimated average cost from anywhere in Palestine to either Ashdod or BG Airport is around 2,200-2,500 NIS;
5. Ashdod Port costs can sometimes include loading/unloading to containers, trucking containers to security check, and transporting containers to the port;
6. The prices are also based on the number of pallets transported, especially from Gaza;
7. Sometimes trucks spend around 6-8 hours transporting goods and this might double or even quadruple the prices.

CC Cost

Fees for loading/unloading per pallet vary between 30, 45, 65, or 120 NIS + VAT depending on the truck size (small car, medium sized, big, or large long lorry), and there are no fees for security checks. These fees apply only to Betunia crossing (Israel issues a bid for private Palestinian companies since the crossing is not recognized as a legal border).

¹ Please refer to Appendix 1 for further explanation.

² Used exchange rate used: 1 JD = 5.5 NIS

KHB Cost (Israeli Side)

1. Crossing fee: 209NIS per truck;
2. Loading/unloading: 29.5NIS + VAT per pallet;
3. The clearing agents (customs forms) cost varies but is an average of 300NIS + VAT.

KHB Cost (Jordanian Side)²

1. Labor cost: 22-25 JD;
2. Stamps (custom declaration): 10-12JD;
3. Transit fees to Aqaba Port/QAIA – customs formalities: \$150 (Sometimes customs have to accompany certain goods);
4. The clearance fees vary but are an average of 40JD;
5. Bank guarantee fees: 5JD for the first 5,000JD and 1 JD for each 1,000 extra;
6. Overnight fees on the Jordanian side: 40-50JD.

Gaza Crossings Fees

| Crossing fees | | |
|---------------------------|--|--------------|
| | Fees details | Cost (NIS) |
| 1 | Entry fees at the Palestinian side | 20 |
| 2 | Unloading/loading at the Palestinian bay | 500 |
| 3 | Entry fees at the Israeli side | 250 |
| 4 | Unloading/loading at the Israeli bay | 500 |
| | Sub-total | 1,270 |
| Containerization of goods | | |
| 5 | Extra cost (goods charge in container at Israeli ports) | 1,000 |
| | Total cost | 2,270 |

Container Cost via Aqaba³

1. Wharfage charges (payable by the shipping line/agent);
2. Loading/discharging of containers (payable by the shipping line/agent);
3. THC (payable by the consignee/shipper):

| | Up to 20ft | Over 20ft |
|------------------------------|------------|-----------|
| Full containers – discharge | 52,500 | 79,000 |
| Empty containers – discharge | 31,500 | 47,000 |
| Full containers – load | 31,500 | 47,000 |
| Full containers – transit | 31,500 | 47,000 |

4. Container storage rates (loaded containers rates payable by the consignee/clearing agent, and transshipment/empty rates payable by the shipping line/agent):

³ Please refer to <http://www.alv.jo> for further information and references. The used currency is JD.

Full containers – import/export/transit/transshipment

| (Per container per day) | Up to 20ft | Over 20ft |
|--|------------|-----------|
| Free days (2012) | 7 | 7 |
| After the free days from (1 to 10) days | 5,000 | 10,000 |
| After the free days from (11 to 20) days | 10,000 | 20,000 |
| Thereafter | 20,000 | 40,000 |

5. Weigh bridge (payable by the consignee/shipper):

Use of weighbridge: 3,500 JD per event

Cost at the ALV

| Transportation | Uni | Price in JD | Description |
|--------------------------------|-----------|-------------|--|
| Aqaba Container Terminal – ALV | Container | 60.00 | drayage of container from ACT to ALV and return of empty container |

| Handling In (For Storage Purposes) | Unit | Price in JD |
|---|------|-------------|
| Off-loading cargo from the truck into the ALV warehouse | | |
| Palletized cargo | CBM | 2.75 |
| Non-palletized cargo | CBM | 3.50 |

| Storage | Unit | Price in JD | Description |
|---------|------|-------------|---------------------------------|
| Indoor | CBM | 0.25 | Rate calculated per CBM per day |

| Handling Out | Unit | Price in JD |
|--|------|-------------|
| Stuffing cargo from the ALV warehouse into the container | | |
| Palletized cargo | CBM | 2.75 |
| Non-palletized cargo | CBM | 3.50 |

| Cross Docking | Unit | Price in JD | Description |
|---|------|-------------|--|
| Offloading cargo directly from the truck into the container | | | |
| Palletized cargo | CBM | 2.25 | One movement of the cargo directly from the truck into the container |
| Non-palletized cargo | CBM | 3.00 | |

| Added Value Services | Unit | Price in JD | Description |
|---------------------------------|--------|--------------|--|
| Picking and sorting | case | 0.10 | The rate includes a used wooden pallet in addition to the wrap |
| Palletizing and shrink wrapping | pallet | 9.00 | |
| Labeling | label | Upon request | |
| Packing/repacking | case | Upon request | |

Notes:

1. Insurance on stored goods is included;
2. 24-hour security is included;
3. A 48-hour notice period before loading time is required;
4. The B/L should be addressed to: ASEZA (Aqaba Special Economic Zone Area)⁴/ Care of ALV.

⁴ The Aqaba Special Economic Zone (ASEZ), Jordan is a liberalized, low-tax, duty-free, and multi-sector development area at the crossroads of four countries and three continents and encompassing Jordan's entire coastline. The ASEZ is served by both a deep-water seaport and an international airport.

Ashdod Port Cost

1. For pallets in 20ft containers: 900-1,100 NIS. This includes offloading pallets, bringing the container from the port, loading the container, security, and trucking the container to the port;
2. For pallets in 40ft container: 1,200-1,400 NIS. This includes offloading pallets, bringing the container from the port, loading the container, security, and trucking the container to the port;
3. If the cargo has to go through security screening, an extra 500 NIS per container should be added (Some Israeli forwarders charge this money unlawfully, thus please ask them for a receipt from customs that the container was checked);
4. Storage free of charge for cargo;
5. 30 NIS per day storage for a 20ft container;
6. 50 NIS per day storage for a 40ft container;
7. Refrigeration storage for containers (no refrigeration storage on pallets): 150 NIS per day for all types of storage.

Please note the difference in cost if the containers have already been loaded:

1. For a 20ft container: 550 NIS. This includes offloading, security, and trucking the container to the port;
2. For a 40ft container: 750 NIS. This includes offloading, security, and trucking the container to the port.

Shipping Lines via Ashdod⁵

Please note that the Ashdod/Haifa FOB/CFR prices (Annex 1) are comprised of war risk, ERS, SER, loading THC, ISPS, IT, B/L, lift on, seal, handling, collection fees, captain mail, and some customs expenses. For CIF, the ocean freight and BAF have to be included in addition to FOB.

Fixed Shipping Cost via Ashdod⁶

| | |
|--------------------------|------|
| Customs agent commission | \$35 |
| Documentation | \$25 |
| Customs expenses | \$25 |

The total of \$85 has to be added to each FOB price.

Export License Cost: Free

COO: 30 NIS and is issued by the Chamber of Commerce (usually valid for Arab countries). For European and other countries that use Euro 1, the Agricultural Certificate of Origin is issued by the MoA, following certification by the Palestine Customs and Excise.

Health Certificate: 60-80 NIS per sample tested and is issued by the local MoH – Environment Desk Office.

Phytosanitary Certificate: 10 NIS and is issued by the MoA (a prerequisite for the issuance of COO).

Transport Permit: 5 NIS and issued by the MoA or any of its local offices for agricultural products only to confirm the sale of a product and the locality of production.

International Certifications

ISO22000: The annual cost is JD 1,200 JD

Organic: The annual cost is \$1,850

Fair-trade: The annual cost is €1,500

SA8000: The annual cost is \$3,000 (Social Accountability Accreditation)

⁵ Please refer to <http://www.ashdodport.co.il> for further information and prices.

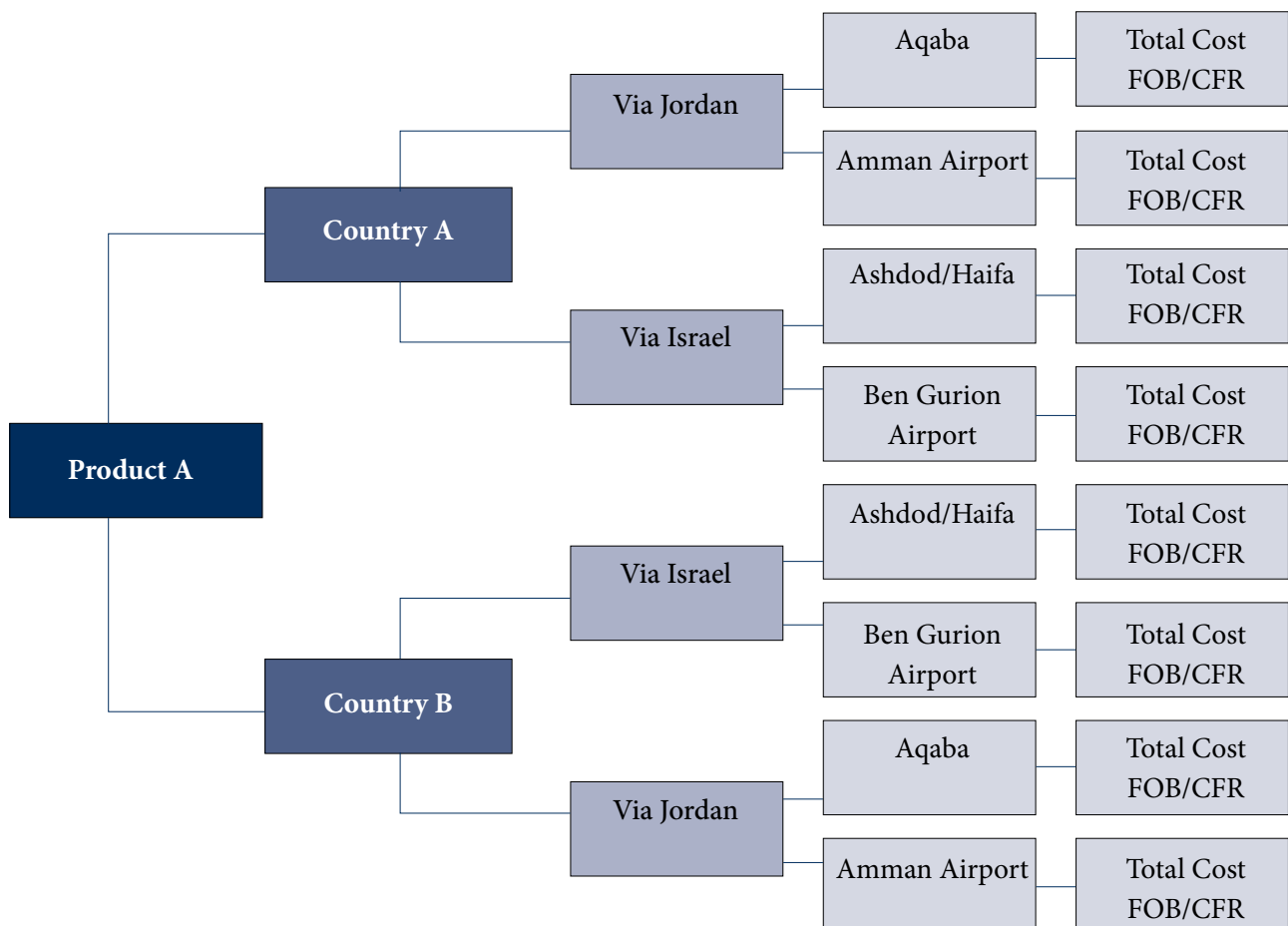
⁶ Please refer to <http://www.ashdodport.co.il/serviceslist/Documents/cargo-owner-expor-2012-eng.pdf> for tariff cargo owner calculations. This will include all fees per ton. These are normally calculated by the service provider to avoid confusion and included in the shipping cost.

SECTION TWO: EXPORTED PRODUCTS

Introduction

Product Route Comparison Chart

The below chart provides a cost comparison for a particular product shipped to two countries via the Israeli and the Jordanian route. Please bear in mind that some of the products are impossible to be cargo shipped/planned due to the weight, size, and high cost.



General Palestinian Export Documentations for All Products

1. Commercial invoice;
2. Packing list;
3. COO (Euro 1 for the European market);
4. B/L for the European market;
5. Sanitary (health) certificate obtained from the MoA (only for agricultural products).

General Palestinian and International Certifications for Basic Export Standards

1. COO issued by the Chamber of Commerce and approved by the MoNE (for agricultural products it will be issued by the MoA) in addition to the Palestinian Customs Authentications;
2. Health certificate issued by the MoH for food products;
3. Veterinary certificate issued by the MoA for animal products ;
4. Phytosanitary certificate issued by the MoA for vegetable products;
5. Palestinian quality certificate for countries which have signed an agreement with the PSI;
6. International quality certificate such as ISO 22000, HACCP, GMP, Globalgap, etc and in accordance with the importing country' regulations;
7. FDA registration for exports to the US;
8. Product analysis certificate, especially for medicine products;
9. Permit from the Veterinary Institute, especially for animal produced food: a prerequisite for import and obtained from the Israeli Department of Feeds and Quality;
10. CVED, especially for locally processed animal food for the EU market and in particular the UK.

Virgin Olive Oil

Betunia Crossing Export Procedures and Beyond

1. The CC opening hours are 7A.M.-4:30P.M. Monday -Thursday and 7A.M.-12P.M. on Friday;
2. All goods have to be loaded on trucks, and drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which should include an invoice, packing list, COO, and any other certificates needed (according to the type of the shipped commodity and the requirements of the final destination);
5. If the truck holds a Palestinian license plate, an Israeli truck should wait on the other side of the border in order to perform the back-to-back transfer of goods. This is normally coordinated via the Palestinian trucking company, a Palestinian customs agent, or an Israeli customs agent and in rare cases via the exporters;
6. The crossing allows Israeli trucks to transport goods through the CC all the way to the Ashdod/Haifa Port or BG Airport, where a thorough security check is performed on goods and trucks;
7. Goods are issued an export certificate and sent four days in advance to a bonded area in the Ashdod/Haifa Port (overseas or Controm), where they get loaded into containers;
8. Meanwhile, a customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into containers with the shipping line and the bonded areas;
 - b. The shipping dates to the final destination and the container's number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucks the container within the port area;
 - e. Books and arranges security checks.
9. The shipment has to arrive at the port at least 4 days prior to departure (1-5 working days before the shipping date) to avoid delay and ensure enough time to perform all needed procedures;
10. The container is loaded onto the vessel for its final destination.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment(pre-booking prerequisite);

4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order. This is done with the help of the Israeli customs agent at KHB;
6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);
7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

150910: Virgin olive oil and its derivatives obtained from the fruit of the olive tree solely by mechanical or other physical means under conditions that do not lead to deterioration of the oil

| Country ⁷ | Specific Requirements | Customs and Taxes | Remarks |
|----------------------|---|-------------------|--|
| US | FDA ⁸ Samples of batches to be tested prior to shipment Packaging and labeling | Excise 0% | 1. Not a full FTA 2. Sample testing prior to shipping 3. See Annexes for more details |
| Japan | No restrictions General examination that is done locally Plant Protection Act Food Sanitation Act JAS Law | Free Rate | 1. No trade agreement 2. Specific standards are required 3. See the Chapter's Annex for more details |

⁷ Please refer to Chapter 1, Annex 1 for more details.

⁸ Please refer to <http://www.fda.gov/Food/default.htm> for more details.



Exporter Requirements

US Importer/Palestinian Exporter

1. The importer has to ensure that the olive oil batches (different bottle sizes) are tested locally and obtain an approval to enter the US market, such as the FDA certificate;
2. Agricultural certificates issued locally for all agricultural products, especially pickles, dates, etc.;
3. Labels have to be in English and comply with the requirements of the state;
4. Zero customs for all products as per the trade agreement and with the COO which complies with the US customs requirements;
5. Quantities of certain products might be limited in accordance with the US quotas.

Specific Requirements by the US Customs for Virgin Olive Oil and Its Derivatives

All parties (shipper, consignee, importer, manufacturer, etc.) must obtain a food facility registration number from the FDA from its website (<http://www.fda.gov/Food/GuidanceComplianceRegulatoryInformation/RegistrationofFoodFacilities/OnlineRegistration/ucm073706.htm>). It is relatively easy to obtain, and the number is issued immediately upon completing the application.

Information Required for These Products

1. The type of press (for example, extra virgin, virgin, pure, etc.);
2. The product packaging and the size (for example 64 oz glass bottle, 164 oz aluminum cans, etc.);
3. The type and number of outer packaging (for example, 6 bottles in 1 case, 12 cans in 1 carton, etc.);
4. The FDA prior notice is required for this product. This can be done by the broker at the time of the customs entry or by the importer/exporter/other parties to the shipment via the FDA website.

Japan's Outline of Import Clearance

Any person wishing to import goods must declare them to the Director General of the customs and obtain an import permit after necessary examination of the concerned goods. The formalities start with the lodging of an import declaration and end with the issuance of an import permit after the necessary examination and payment of customs duty and excise tax. In this way, measures are taken to ensure the fulfillment of the requirements for the control of foreign exchange and other regulations concerning the importation of goods.

The basic procedure for submitting the declaration documents to the customs is explained below. More than 90% of import procedures are currently computerized.

Specific Requirements by the Japanese Customs for Olive Oil

JAS System

1. Quality labeling: Labeling of the name, ingredients, amount of contents, name of manufacturer, open date, and preservation methods is regulated on oil and prepared products;

2. Labeling on genetically modified foods: Processed foods containing soybeans have to display labeling concerning genetically modified foods.

| Item | Specification | Description |
|-------------------|--|--|
| Olive oil | Ordinary condition Color Moisture and impurities Specific gravity (25/25 centigrade) Refractive index (25centigrade) Acid value Saponification value Iodine number Unsaponifiable material | Unique flavor of olive and generally clear A unique color 0.30% or less 0.908-0.914 1.466-1.469 2.0 or less 184-196 75-94 1.5% or less |
| Refined olive oil | General state Color Moisture and impurities Specific gravity (25/25 centigrade) Refractive index (25 centigrade) Acid value Saponification value Iodine number Unsaponifiable material | Generally clear with excellent flavor A unique color 0.15% or less 0.908-0.914. 1.466-1.469 0.60% or less 184-196 75-94 1.5% or less |

Sample Sea Freight Cost Comparison for Olive Oil between the US and Japan via the Jordanian and the Israeli Route

Notes:

1. Betunia crossing has been used in this sample, and the costs are calculated based on a real case study from Ramallah;
2. Trucks transported 15 pallets (20ft containers) directly from a consolidated warehouse;
3. The cost of the customs agents includes both sides of the border and all the way to Ashdod;
4. Shipping prices are CFR;
5. The time to the CC includes the total time spent at the border and travelling from the warehouse to Betunia crossing;
6. The calculated time is per ship frequency and the average time is per user's experience (according to studied cases and the history of the border);
7. Shipments have to arrive at least 2 days in advance to the ALV and 3-4 days in advance to the Ashdod/ Haifa Port for loading/unloading, security checks, special packing, and to avoid any misshapes at the border crossings which might delay the arrival and cause the shipment to miss the ship;
8. The Palestinian logistics providers include in their costs the issuance of certificates and other documentations that the shipment might need. (Please note that they do not provide proper advice and that they are an agent of an agent, which increases risks and cost);
9. The Betunia crossing cost of loading/unloading is included;
10. This is a freight shipment since cargo shipment is not possible due to the size and weight.

Price Comparison between the KHB and the Ashdod Route

| Country | Route | Transportation from the Warehouse to the Border ⁹ | Transportation from the Border to the Port | Total Expenses at the Borders | Total Cost at the Port ¹⁰ | Shipping Cost | Total Cost to the Final Destination |
|---------|--------|--|--|-------------------------------|--------------------------------------|---------------|-------------------------------------|
| US | KHB | 1,250 | 2,200 | 1,545 | 990 | 14,380 | 20,365 |
| | Israel | 1,200 | 1,350 | 0 ¹¹ | 1,690 | 4,540 | 8,780 |
| Japan | KHB | 1,250 | 2,200 | 1,545 | 990 | 2,680 | 8,665 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 2,440 | 6,680 |

Note: Prices are indicative, average, and correct at the time of preparing this report.

Time Comparison between the KHB and the Ashdod Route

| Country | Route | Transportation from the Warehouse to the Port ¹² | Total Days at the Port | Total Average Time to the Final Destination (Days) |
|---------|--------|---|------------------------|--|
| US | KHB | 1 | 2 | 60 |
| | Israel | ½ | 3½ | 28 |
| Japan | KHB | 1 | 2 | 36 |
| | Israel | ½ | 3½ | 38 |

Quality Standards for Food Oil under the Japanese Agricultural Standard

Specific Obstacles and Recommendations

Specific Obstacles

1. CC obstacles including pitfalls, damages, sun exposure, unpredictability, etc.;
2. The US and Japanese procedures of olive oil testing for each batch and each size are rigid; therefore, specific requirements have to be fulfilled prior to shipment (final destination obstacle);
3. No clear trade agreement between Japan and the PLO to regulate trade dealings and to open up such a big market for Palestinian products;
4. The US and Japan have strict customs measures on food products (final destination obstacle);

⁹ Transportation cost: cost from the warehouse to KHB or the CC plus cost of transportation to the ALV or Ashdod.

¹⁰ Total expenses at the port: at Aqaba = ALV plus CFR shipping; at Ashdod = containerization plus CFR shipping

¹¹ Charges apply only at Betunia crossing. Transportation companies normally include this cost in the price.

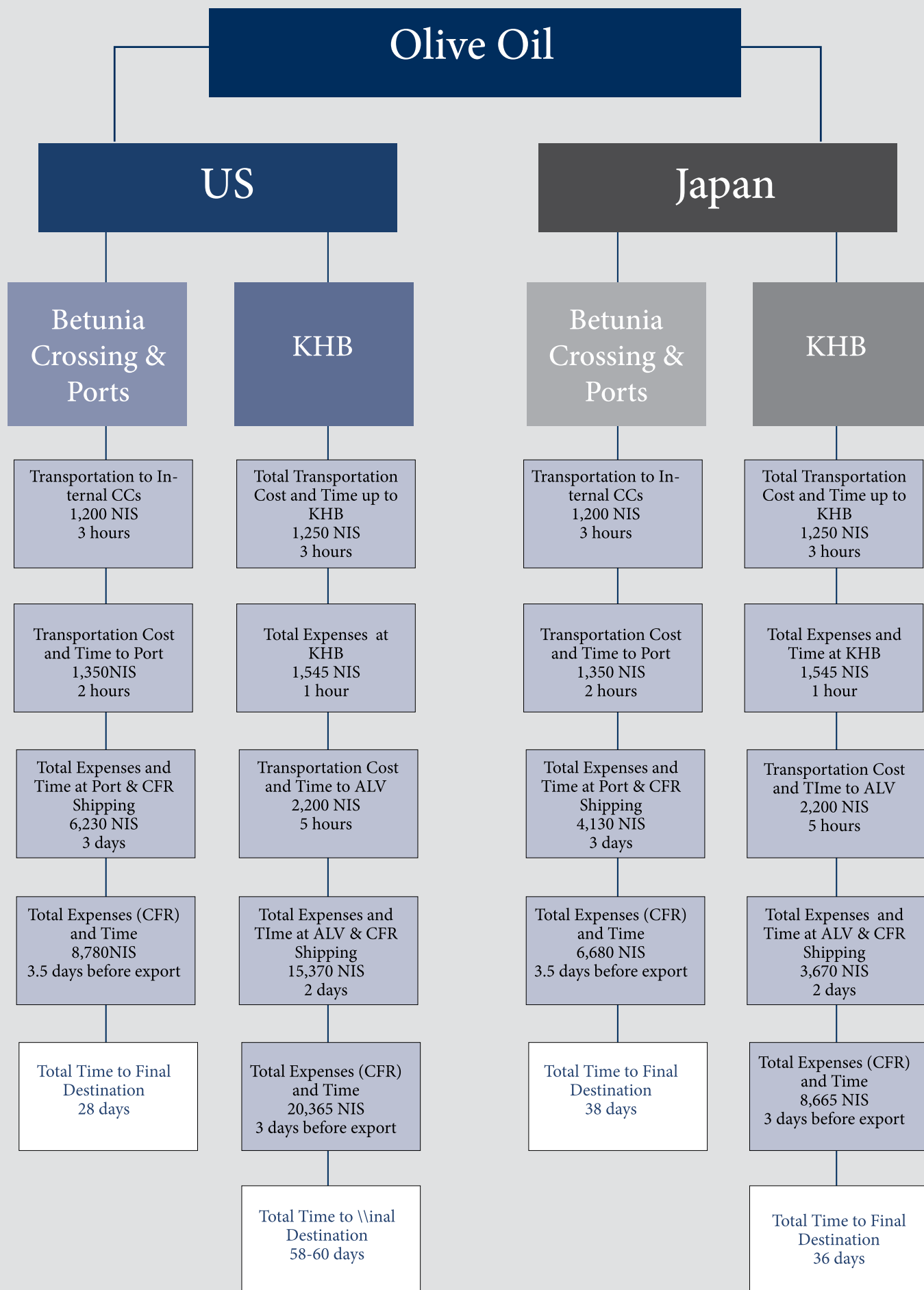
¹² The number of hours from the warehouse to the CC or KHB plus the number of hours spent at the CC or KHB plus the number of hours from the CC or KHB to the port

¹³ Exporters are advised to have goods at the Israeli ports at least 3 days in advance to load/unload, containerize, security check, and transport to the ship. The ALV advises to have goods at least 2 days in advance to load/unload, containerize, security check, and transport to the ship.

5. The olive oil movement via Allenby and then Aqaba might cause damages due to the number of times that the goods are transferred between cars, storage, and loaded into containers;
6. The pallets size and height restrictions might also affect the volume of olive oil movement since dividing shipment to multi trucks is not acceptable by customs at the crossings;
7. The US and Japanese markets are highly competitive and demanding. The Palestinian production volume might be small for such consuming countries;
8. Lack of trade information at the representative offices of Japan in Palestine;
9. Lack of research and route knowledge by exporters due to the fact:
 - a. Relevant ministries do not provide such information;
 - b. Exporters rely heavily on information provided by the customs agents and do not conduct their own research.
10. The Palestinian olive oil has to comply with the standards of the Japanese MoA, and all certificates have to be produced at the port of entrance (final destination obstacle).

Specific Recommendations

1. It is more cost effective to export olive oil to the US via Israeli ports. Damages can be limited, and shipments can arrive at the final destination within 28 days in comparison with 60 days via Aqaba;
2. Ashdod or Haifa have frequent ships (direct and transshipment) to almost all US ports, whereas Aqaba has only a limited number and can take longer time;
3. The Israeli and Jordanian route to Japan do not exhibit any major differences in terms of time and cost, but the long distance to Aqaba, the difference in temperature between the warehouses, the Jordan Valley, and Aqaba in comparison with an average of half a day journey to Ashdod or Haifa should be taken into consideration;
4. Despite the possibility to containerize products inside the West Bank, it is not recommended to do so in order to utilize space inside the containers to the maximum.



Explanation of the diagram above: Betunia crossing was used as an example; The average transportation cost has been used throughout the report, which has been based on exporters' survey and the transportation companies' indicative charges ; ¹⁴

1. A 20ft container with 15 pallets was used in the example.

Transportation Cost for the Above Example

| | |
|---|-------------------------|
| Ramallah to Betunia including loading/unloading | 1,200 NIS ¹⁵ |
| Ramallah to KHB (Israeli side) | 1,250 NIS |
| Betunia to Ashdod bonded area | 1,350 NIS |
| KHB to ALV | 2,200 NIS |

Total Expenses at KHB

| | | |
|----------------|-----------------|--|
| Israeli Side | 1,078NIS | 518 NIS (loading/unloading)+209 NIS (per truck) +351 NIS (clearing agent charges) |
| Jordanian Side | 467NIS | 23JD (labor)+ 12JD (stamps)+40JD (clearance fees) +10JD (bank guarantee) |
| Total | 1,545NIS | |

¹⁵ Average transportation cost from Ramallah to Betunia Crossing in addition to loading/unloading at Betunia only (based on the exporters survey and transportation companies' indicative charges)

Total Expenses at ALV (Shipping Not Included¹⁶)

| | | |
|--|---------------------------|---------------------------------------|
| ACT | 60JD | Derayage of container from ACT to ALV |
| Off-loading from truck to warehouse (pallets) | 55JD | 2.75JD x 20ft |
| Storage | 10JD | Minimum two days |
| Stuffing from warehouse into container (pallets) | 55JD | 2.75JD x 20ft |
| Total | 180JD¹⁷ | 990NIS |

Total Expenses at Port (Shipping Not Included)

| | | |
|--|-----------------|-----------------------------------|
| Off-loading/trucking empty container/loading | 1,100NIS | |
| Extra security charges | 500NIS | This amount is charged unlawfully |
| Storage | 90NIS | Minimum three days |
| Total | 1,690NIS | |

¹⁶ Please refer to Appendix 2 for the shipping cost.

¹⁷ Used exchange rate: 1 JD = 5.5 NIS

Japan

Outline of Import Clearance

Any person wishing to import goods must declare them to the Director General of the customs and obtain an import permit after necessary examination of the concerned goods. The formalities start with the lodging of an import declaration and end with the issuance of an import permit after the necessary examination and payment of customs duty and excise tax. In this way, the requirements for the control of foreign exchange and other regulations concerning the importation of goods are fulfilled.

The basic procedure for submitting declaration documents to the customs is explained below. More than 90% of import procedures are currently computerized.

Import Declaration (Customs Law, Articles 67-72)

1. Completion and Submission of Import Declarations

Declaration must be made by lodging an import (Customs duty payment) declaration describing the quantity and value of goods as well as any other required particulars.

This import declaration must be made, in general, after the goods have been taken into a Hozei area or other specially designated zone. However, in the case of specific items which need the approval of the Director-General of Customs, the declaration may be made while they are aboard a ship or barge or before they are taken into a Hozei area.


2. Declarant

Import declaration must be made, in principle, by the person who is importing the goods. Usually, a Customs broker files the declaration as a proxy for importers.

3. Documents to Be Submitted (Customs Law Article 68)

An import (Customs duty payment) declaration form (Customs form C-5020) must be prepared in triplicate and submitted to Customs with the following documents:

1. Invoice;
2. Bill of lading or Air Waybill;
3. The certificate of origin (where a WTO rate is applicable);
4. Generalized system of preferences, certificates of origin (Form A) (where a preferential rate is applicable);
5. Packing lists, freight accounts, insurance certificates, etc. (where deemed necessary);
6. Licenses, certificates, etc. required by laws and regulations other than the Customs Law (when the import of certain goods is restricted under such laws and regulations);
7. Detailed statement on reductions of, or exemption from Customs duty and excise tax (when such reduction or exemption is applicable to the goods);
8. Customs duty payment slips (when goods are dutiable).



In principle, Customs requires only those additional documents necessary to ascertain important considerations for permission.

JAS Law

The Law Concerning Standardization and Proper Labeling of Agriculture and Forestry Products

Note: Prepared oil seeds, when imported for medical or cosmetic purposes, are subject to the Pharmaceutical Affairs Act.

Import Clearance Procedures under the Customs Law and the Customs Tariff Law

At the import clearance, an “export declaration” with all necessary documents attached including invoice, B/L, insurance statement, etc., shall be submitted to the customs. After examination, inspection, and payment of taxes at the customs, the import permit shall be issued.

Import Clearance Procedures under the Law on Temporary Measures Concerning Customs

When importing from preferential beneficiary countries (including special preferential beneficiary countries), the preferential tariff can be applied. Refer to the customs for confirmation.

An importer intending to receive the preferential tariff needs to obtain the certificate of preferential origin which is issued from the origin country at the time of export (Not necessary if the total import amount is 200,000 JPY or less).

Prevention of Plant Epidemics under the Plant Protection Act

“A plant quarantine certificate”, issued by an appropriate government agency of the exporting country, stating that there is no damage by noxious insects, shall be submitted to the Plant Quarantine Station together with an application for import plant inspection. The inspection is carried out at a place designated by the plant quarantine officer, and fumigation and disinfection will be conducted when any bacteria or noxious insects are found.

Inspection Procedures under the Food Sanitation Act

1. Import notification under the Food Sanitation Act is required for all food items.
2. Two copies of a “food import notification” shall be submitted to the food inspection section of the Quarantine Station at the import site after the plant quarantine. After examination and inspection, the notification will be returned stamped with “passed” if there is no problem.
3. Please refer to “Food Sanitation Act and Relevant Laws” for agricultural chemical residue standards.

Allergy Labeling under the Food Sanitation Act

Labeling of foods containing allergenic substances such as peanuts as raw materials is required to display and foods containing soybean are recommended to display. Please refer to Appendix 8 “Food Sanitation Act” for details and label samples.

Vegetables and Herbs

Jalameh Crossing Export Procedures and Beyond


1. The CC opening hours are 8A.M.-5P.M. Monday-Thursday and 8A.M.-2P.M. on Friday;
2. All goods have to be loaded on trucks, and the drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to a limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying power limitations;
4. The driver must stamp customs Bayan from the customs office at the border, which includes invoice, packing list, COO, and any other certificates needed (according to the commodity of the shipment);
5. If the truck holds a Palestinian license plate, an Israeli truck should be waiting on the other side of the border in order to perform the back-to-back transfer of goods. This is normally coordinated by the Palestinian trucking company, the Palestinian customs agent, or the Israeli customs agent and in rare cases via the exporters;
6. Goods are issued an export certificate and sent 24 hours in advance to the storage area at the port (Maman) in order to perform security checks and load the into special cargo pallets;
7. Meanwhile, the customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into a cargo plane with the cargo line and Maman;
 - b. The shipping dates to the final destination and the cargo number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucking the cargo within the airport area;
 - e. Books and arranges security checks;
 - f. The shipment has to arrive to the airport at least 24 hours prior to departure to avoid delay and ensure enough time to perform all needed procedures;
 - g. The cargo is loaded onto the plane.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge commercial section opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160cm maximum height;
3. The customs broker coordinates that the customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that docu-



ments are all in order;

6. The Israeli customs at KHB checks the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);
7. The Israeli customs approve documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to the port or airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list
2. Certification as per the consignee's request from the MoH or the MoA
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products
4. Any other documents as per the consignee's requirements or the final destination's customs requirements

Product Analysis Table

200190: Vegetables, fruit, nuts, and other edible parts of plants prepared or preserved by vinegar or acetic acid (excluding cucumbers and gherkins)

121190: (Herbs) Plants, parts of plants, including seeds and fruits, used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal, or similar purposes, fresh or dried, cut or not, crushed or powdered (excluding ginseng roots, cocoa leaf, and poppy straw)

| Country ¹⁸ | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|--|--------------------------|--|
| US | FDA Samples of batches to be tested prior to the shipment Packaging and labeling EPA form might be required (for herbs) | Excise 0% | Trade agreement that does not stipulate the exact process |
| Turkey | Invoice Value declaration form Letter of conformity from the Ministry of Food, Agriculture and Livestock COO | No customs ¹⁹ | FTA |
| Norway | COO EFTA Trade Agreement (product calendar) | Excise 0% | A member of the EFTA with which the PA has signed an agreement |
| Holland | No specific requirement Please check also possible subproducts | VAT 0% Excise 0% | EU Interim Trade Agreement |
| UK | No specific requirement. Please check also possible subproducts | VAT 0% Excise 0% | EU Interim Trade Agreement |

Exporter Requirements

US

All parties (shipper, consignee, importer, manufacturer, etc.) must obtain a food facility registration number from the FDA from its website (<http://www.fda.gov/Food/GuidanceComplianceRegulatoryInformation/RegistrationofFoodFacilities/OnlineRegistration/ucm073706.htm>). It is relatively easy to obtain, and the number is issued immediately upon completing the application.

Information Required for These Products


1. Type of packaging (for example, cans, jars, etc.);
2. If the product is canned, the factory where the cargo is canned must have a canning facility number;
3. Size of the can or jar (for example, 10 oz, etc.);
4. The FDA prior notice is required for these products. This can be done by the broker at the time of the customs entry or by the importer/exporter/other parties to the shipment via the FDA website.

(Herbs) Plants and Parts of Plants

1. When used for perfumery: no special requirements other than the complete description. The FDA entry is required but without prior notice;
2. When used for pharmaceuticals: a drug list number, ANDA, NDA, or another registration with the FDA may be required. The FDA entry is required but without prior notice;
3. When used as insecticides or fungicides: an EPA form 3450-1 may be required. In this case, an EPA

¹⁸ Please refer to Section 4, Annex 2 for the EU General Requirements.

¹⁹ Please refer to <http://www.gib.gov.tr/> for more details.



registration number and an EPA establishment number will be required. The FDA may be required but without prior notice.

Turkey

All the Palestinian documentations in addition to the above documents will be sufficient to export these products to Turkey.

Norway

Upon importation into Norway, the customs authorities of a relevant GSP-country will always be recognized as a competent authority for the issue of the COO.

The GSP preferential tariff treatment may only be obtained for products covered by a COO, which is endorsed and stamped by a competent authority (for example, the Palestinian customs) properly notified in advance by the GSP-country concerned, or an origin declaration.

Original prints of stamps and signatures used by the relevant authorities are deposited with the Directorate of Customs and Excise. When in doubt, the GSP COO can be sent to the Directorate (Tariff and Origin Section) for Control.

The following proofs of origin are valid under the Norwegian GSP-system:

1. COO Form A;
2. Invoice declaration;
3. Replacement certificate Form A (via the European Community or Switzerland);
4. Movement certificate EUR. 1 (from Norway to a GSP-country for cumulation purposes);
5. The Norwegian importer will have to register the import with the Norwegian Food Safety Authority²⁰.

The EFTA export calendar has to be respected in order to benefit from tariff reduction.

COO Form A

On exportation of products originating from a GSP-country to Norway, the exporter may issue a COO Form A.

A COO Form A must be completed by the exporter in the beneficiary GSP country concerned and signed by the exporter in box 12 (declaration by the exporter). Form A must be stamped and signed by the customs authorities of the GSP-country concerned or another body authorized to certify these certificates, in box 11. Form A shall be printed in English or French, and be completed according to the notes at the back of the form. Any handwritten information in the certificate must be written in ink and in printed characters. The Norwegian customs authorities may, if deemed necessary, request a translation of the given information.

Invoice Declaration

As an alternative to the COO Form A, the exporter may upon exportation of products originating from a GSP-country to Norway, issue on the invoice an origin declaration, or “invoice declaration”. In order to issue an invoice declaration, it is a precondition that the value of the originating products in the consignment does not exceed NOK 100,000.

The provisions for making out an invoice declaration are laid down in § 8-5-10 No 2 and § 8-5-11 of the Customs Regulation. An invoice declaration must be made out in English or French. The text of the invoice declaration is found in Annex 3. The invoice declaration may be printed, stamped, or written on the exporter's invoice. The invoice declaration must be signed by the exporter in the GSP-country concerned.

Period of Validity

Proofs of origin (Form A or an invoice declaration) issued in a GSP-country must be presented to the Norwegian customs authorities no later than 10 months after the date of issue in the exporting GSP-country, cf. the Customs Regulation § 8-5-12.

Holland

Control of Contaminants in Foodstuffs

In order to ensure a high level of consumer protection, imports into the EU of foodstuffs should comply with EU legislation designed to ensure that food placed on the market is safe to consume and does not contain contaminants at levels which could threaten human health.


Contaminants may be present in food (including fruits and vegetables, meat, fish, cereals, spices, dairy products, etc.) as a result of the various stages of its production, packaging, transport or storage, or also might result from environmental contamination.

Council Regulation (EEC) No 315/93 of 8 February 1993 laying down Community procedures for contaminants in food (OJ L-37 13/02/1993) (CELEX 31993R0315) regulates the presence of such contaminants in foodstuffs in the EU:

- Food containing a contaminant to an amount unacceptable from the public health viewpoint and in particular at a toxicological level, shall not be placed on the EU market and will be rejected;
- Contaminant levels shall be kept as low as can reasonably be achieved following recommended good working practices;
- Maximum levels may be set for certain contaminants in order to protect public health;
- Control of pesticide residues in plant and animal products intended for human consumption;
- In order to ensure a high level of consumer protection, imports of plant and animal products or parts thereof intended for human consumption in or on which residues of pesticides may be present, are only permitted when complying with guarantees laid down by the EU legislation designed to control the presence of chemical substances and residues thereof in live animals, animal products, and products of plant origin;
- Plants, plant products, and their protection: Council Directive 91/414/EEC (OJ L-230 19/08/1991) (CELEX 31991L0414) lays down rules and procedures for active substances to be marketed in the EU and for the authorization by Member States of plant protection products containing them. Active substances cannot be used in plant protection products unless they are included in a positive EU list. Such substances are included in the EU Pesticide Database. Once a substance is included in the list, Member States may authorize the use of products which contain it.

Health Control of Foodstuffs of Non-Animal Origin

Imports of foodstuffs of non-animal origin into the EU must comply with the general conditions and the specific provisions designed to prevent risk to public health and protect consumers' interests. Hence, the general rules applicable to these products are as follows:

- 
1. The general principles and requirements of the Food Law established in Regulation (EC) No 178/2002 of the European Parliament and of the Council (OJ L-31 01/02/2002) (CELEX 32002R0178);
 2. The general foodstuffs hygiene rules according to Regulation (EC) No 852/2004 of the European Parliament and of the Council (OJ L-139 30/04/2004) (CELEX 32004R0852);
 3. The general conditions concerning contaminants in food;
 4. Special provisions on Genetically Modified (GM) food and Novel Food of Regulation (EC) No 1829/2003 of the European Parliament and of the Council (OJ L-268 18/10/2003) (CELEX 32003R1829) and Regulation (EC) No 258/97 of the European Parliament and of the Council (OJ L-43 14/02/1997) (CELEX 31997R0258);
 5. General conditions of preparation of foodstuffs;
 6. Official control of foodstuffs.

When a hygiene problem likely to pose a serious risk to human health arises or spreads in the territory of a third country, the European authorities may suspend imports from all or parts of the third country concerned or take interim protective measures regarding the foodstuffs concerned, depending on the seriousness of the situation.

UK

Import Procedures

The SAD may be presented by either:

- Physically lodging it at the designated customs office, or
- Electronically submitting it via a computerized customs clearance system called Customs Handling of Import and Export Freight (CHIEF). Further information may be found at <http://www.hmrc.gov.uk/>.

The SAD may be submitted to the customs authorities either by the importer or his/her representative. The representation may be:

- Direct representation: representatives act in the name of, and on behalf of, another person;
- Indirect representation: representatives act in their own name but on behalf of another person. Customs brokers, freight forwarders, and carriers can act as indirect representatives, and they share joint responsibility.

Sample Air Freight Cost Comparison for Vegetables between QAIA and BG Airport

Notes:

1. The calculation is made for a 1,000kg sample with a minimum of 6 pallets (the calculation is based on the weight and not on the size);
2. Jalameh border crossing (no cost at the border);
3. The shipment travels by an exchange of two trucks to QAIA and two trucks to BG Airport because of the back-to-back system and because Israeli trucks are not allowed through Jalameh;
4. For security reasons shipments have to arrive at least 24 hours in advance to Maman (storage) at BG Airport. The shipment can be cleared on the same day if traveling through QAIA.

Cargo Price Comparison between the KHB to QAIA and BG Airport Route

| Country | Route | Transportation Cost to the Border | Transportation Cost to the Airport | Total Expenses at the Border | Total Expenses at the Airport (NIS) | Total Cost to the Final Destination (NIS) |
|------------------|--------|-----------------------------------|------------------------------------|------------------------------|-------------------------------------|---|
| US (JFK) | KHB | 750 | 850 | 1,260 | 9,524 | 12,384 |
| | Israel | 750 | 850 | 0 | 12,640 | 14,240 |
| Turkey (IST) | KHB | 750 | 850 | 1,260 | 5,280 | 8,140 |
| | Israel | 750 | 850 | 0 | 7,800 | 9,400 |
| Norway (OSL) | KHB | 750 | 850 | 1,260 | 5,460 | 8,320 |
| | Israel | 750 | 850 | 0 | 8,685 | 10,285 |
| Holland (AMS) | KHB | 750 | 850 | 1,260 | 4,564 | 7,424 |
| | Israel | 750 | 850 | 0 | 6,240 | 7,840 |
| UK (HEA) | KHB | 750 | 850 | 1,260 | 4,564 | 7,424 |
| | Israel | 750 | 850 | 0 | 13,760 | 15,360 |

| Country | Route | From the Warehouse to the Airport | Total Days at the Airport ²¹ | Total Average Time to the Final Destination |
|---------|--------|-----------------------------------|---|---|
| US | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Turkey | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Norway | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Holland | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| UK | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |

Specific Obstacles and Recommendations

Specific Obstacles

1. None of the crossings has the required facilities to deal with perishable products;
2. The change in temperature along the routes might affect the quality of short-life products;
3. Palestinian exporters are not allowed to ship products on passenger planes if they use BG airport;
4. Norway does not clearly identify Palestine on its GSP system, which sometimes confuses authorities;
5. Zero Customs are restricted by seasonal calendar requirements;
6. The UK has specific vegetables size and packing requirements;
7. Clear labeling of products' ingredients and origin is a must, especially for the UK market.

Specific Recommendations

1. Cargo through the Jordanian route might be cost effective due to access to passenger flights and cargo flights;
2. Flight frequency via Jordan is a lot higher than Israel and this will reduce waiting time, cost and expedite delivery;
3. Delivery time either via Israel or KHB is almost the same;
4. European markets can be divided into multi markets such as ethnic community market, Outdoors (open) shops and Chain Supermarkets, etc. Palestinian exporter can determine which segment is more suited for their product.

²¹ The waiting time at any airport depends on the flight frequencies and the time at which goods arrive to the airport for preparation and security checks.

Vegetables /Fruits

Norway

KHB

Total Transportation
Cost and Time up to
KHB
750 NIS
1 hour

Total Expenses and
Time at KHB
1,260 NIS
1 hour

Transportation Cost
and Time to Airport
850 NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
5,460 NIS
2 hours

Total Expenses and
Time
8,320 NIS
5 hours before export

Total Time to Final
Destination
2 days

Jalameh
Crossing &
Airport

Transportation to In-
ternal CCs
750 NIS
2 hours

Transportation Cost
and Time to Airport
850 NIS
1.5 hours

Total Expenses and
Time at Airport &
Cargo
8,685 NIS El Al
1 day

Total Expenses and
Time
10,285 NIS El Al
1-2 days before export

Total Time to final
Destination
3 days

Turkey

KHB

Total Transportation
Cost and Time up to
KHB
750 NIS
1 hour

Total Expenses and
Time at KHB
1,260 NIS
1 hour

Transportation Cost
and Time to Airport
850 NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
5,280 NIS
2 hour

Total Expenses and
Time
8,140 NIS
5 hours before export

Total Time to Final
Destination
2 days

Jalameh
Crossing &
Airport

Transportation to In-
ternal CCs
750NIS
1 hour

Transportation Cost
and Time to Air port
850NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
7,800 NIS 1 day

Total Expenses and
Time
9,400 NIS
1-2 days before export

Total Time to Final
Destination
3 days

Dates

Betunia Crossing Export Procedures and Beyond

1. The CC opening hours are 7A.M.-4:30P.M. Monday-Thursday and 7A.M-12P.M. on Friday;
2. All goods have to be loaded on trucks, and drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which includes invoice, packing list, COO, and any other certificates needed (according to the commodity of the shipment);
5. If the truck holds a Palestinian license plate, an Israeli truck should wait on the other side of the border in order to perform the back-to-back transfer of goods;
6. The crossing allows Israeli trucks to transport goods through the CC all the way to the Ashdod/Haifa port or BG Airport;
7. Goods are issued an export certificate and sent four days in advance to a bonded area in the Ashdod/Haifa Port (overseas or Controm), where they get loaded into containers;
8. Meanwhile, a customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into containers with the shipping line and the bonded areas;
 - b. The shipping dates to the final destination and the container's number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucks the container within the port area;
 - e. Books and arranges security checks.
9. The shipment has to arrive at the port at least 4 days prior to departure (1-5 working days before the shipping date) to avoid delay and ensure enough time to perform all needed procedures;
10. The container is loaded onto the vessel.

Documentations:

1. Commercial invoice and packing list
2. Certification as per the consignee's request from the MoH or the MoA
3. COO from the Chamber of Commerce endorsed by MoNE and the Customs and Excise
4. Any other documents as per the consignee's requirements

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that

documents are all in order;

6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);
7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

080410: Fresh/Dried Dates

| Country ²² | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|--|--------------------------|---|
| US | FDA Packaging and labeling USDA or cold treatment might be required | Excise 0% | Trade agreement |
| Turkey | Invoice Value declaration form Letter of conformity of the Ministry of Food, Agriculture and Livestock COO | No customs ²³ | FTA |
| Norway | COO EFTA Trade Agreement (product calendar) | Excise 0% | EFTA |
| Holland | Control of contaminants in foodstuffs Control of pesticide residues in plant and animal products intended for human consumption Health control of foodstuffs of non-animal origin Labelling for foodstuffs Plant health control Voluntary: products from organic production | VAT 0% Excise 0% | Interim FTA with the EU |
| UK | Control of contaminants in foodstuffs Control of pesticide residues in plant and animal products intended for human consumption Health control of foodstuffs of non-animal origin Labelling for foodstuffs Plant health control Voluntary: products from organic production | VAT 0% Excise 0% | Interim FTA with the EU No specific requirements for fresh or chilled Fruits |

Exporter Requirements

US

1. All parties (shipper, consignee, importer, and manufacturer) must obtain a food facility registration number from the FDA. It is relatively easy to obtain, and the number will be issued immediately upon completing the application.
2. Packaging (for example, box, plastic bag, etc.)

²² Please refer to Section Four, Annex 2 for the EU General Requirements.

²³ Please refer to <http://www.gib.gov.tr/> for more details.

3. Size of the package? (for example, 10 oz, etc.)
4. The FDA prior notice is required for these products. This can be done by the broker at the time of the customs entry or by the importer/exporter/other parties to the shipment via the FDA website.
5. These items may be subject to USDA or cold treatment.

Turkey

All the Palestinian documentations in addition to the above documents will be sufficient to export these products to Turkey.

Norway

Upon importation into Norway, the customs authorities of a relevant GSP-country will always be recognized as competent authority for the issue of COO.

The GSP preferential tariff treatment may only be obtained for products covered by a COO, which is endorsed and stamped by a competent authority (the Palestinian customs) properly notified in advance by the GSP-country concerned, or an origin declaration.

Original prints of stamps and signatures used by the relevant authorities are deposited with the Directorate of Customs and Excise. When in doubt, the GSP COO can be sent to the Directorate (Tariff and Origin Section) for Control.

The following proofs of origin are valid under the Norwegian GSP-system:

- COO Form A
- Invoice declaration
- Replacement certificate Form A (via the European Community or Switzerland)
- Movement certificate EUR. 1 (from Norway to a GSP-country for cumulation purposes)
- The Norwegian importer will have to register the import with the Norwegian Food Safety Authority²⁴

The EFTA export calendar has to be respected in order to benefit from tariff reduction.

COO Form A

On exportation of products originating from a GSP-country to Norway, the exporter may issue a COO Form A.


A COO Form A must be completed by the exporter in the beneficiary GSP country concerned and signed by the exporter in box 12 (declaration by the exporter). Form A must be stamped and signed by the customs authorities of the GSP-country concerned or another body authorized to certify these certificates, in box 11. Form A shall be printed in English or French, and be completed according to the notes at the back of the form. Any handwritten information in the certificate must be written in ink and in printed characters. The Norwegian customs authorities may, if deemed necessary, request a translation of the given information.

Invoice Declaration

As an alternative to the COO Form A, the exporter may upon exportation of products originating from a GSP-country to Norway, issue on the invoice an origin declaration, or “invoice declaration”. In order to issue an invoice declaration, it is a precondition that the value of the originating products in the consignment does not exceed NOK 100,000.

²⁴ Please refer to

http://www.mattilsynet.no/portal/page?_pageid=54,40103&_dad=portal&_schema=PORTAL&language=english details for more



The provisions for making out an invoice declaration are laid down in § 8-5-10 No 2 and § 8- 5-11 of the Customs Regulation. An invoice declaration must be made out in English or French. The text of the invoice declaration is found in Annex 3. The invoice declaration may be printed, stamped, or written on the exporter's invoice. The invoice declaration must be signed by the exporter in the GSP-country concerned.

Period of Validity

Proofs of origin (Form A or an invoice declaration) issued in a GSP-country must be presented to the Norwegian customs authorities no later than 10 months after the date of issue in the exporting GSP-country, cf. the Customs Regulation § 8-5-12.

Holland

Control of Contaminants in Foodstuffs

In order to ensure a high level of consumer protection, imports into the EU of foodstuffs should comply with EU legislation designed to ensure that food placed on the market is safe to consume and does not contain contaminants at levels which could threaten human health.

Contaminants may be present in food (including fruits and vegetables, meat, fish, cereals, spices, dairy products, etc.) as a result of the various stages of its production, packaging, transport or storage, or also might result from environmental contamination.

Council Regulation (EEC) No 315/93 of 8 February 1993 laying down Community procedures for contaminants in food (OJ L-37 13/02/1993) (CELEX 31993R0315) regulates the presence of such contaminants in foodstuffs in the EU:

- Food containing a contaminant to an amount unacceptable from the public health viewpoint and in particular at a toxicological level, shall not be placed on the EU market and will be rejected;
- Contaminant levels shall be kept as low as can reasonably be achieved following recommended good working practices;
- Maximum levels may be set for certain contaminants in order to protect public health;
- Control of pesticide residues in plant and animal products intended for human consumption;
- In order to ensure a high level of consumer protection, imports of plant and animal products or parts thereof intended for human consumption in or on which residues of pesticides may be present, are only permitted when complying with guarantees laid down by the EU legislation designed to control the presence of chemical substances and residues thereof in live animals, animal products, and products of plant origin;
- Plants, plant products, and their protection

Council Directive 91/414/EEC (OJ L-230 19/08/1991) (CELEX 31991L0414) lays down rules and procedures for active substances to be marketed in the EU and for the authorization by Member States of plant protection products containing them. Active substances cannot be used in plant protection products unless they are included in a positive EU list. Such substances are included in the EU Pesticide Database. Once a substance is included in the list, Member States may authorize the use of products which contain it.

Health Control of Foodstuffs of Non-Animal Origin

Imports of foodstuffs of non-animal origin into the EU must comply with the general conditions and the specific provisions designed to prevent risk to public health and protect consumers' interests.

Hence, the general rules applicable to these products are as follows:

1. The general principles and requirements of the Food Law established in Regulation (EC) No 178/2002 of the European Parliament and of the Council (OJ L-31 01/02/2002) (CELEX 32002R0178);
2. The general foodstuffs hygiene rules according to Regulation (EC) No 853/2004 of the European Parliament and of the Council (OJ L-139 30/04/2004) (CELEX 32004R0852);
3. The general conditions concerning contaminants in food;
4. Special provisions on Genetically Modified (GM) food and Novel Food of Regulation (EC) No 1829/2003 of the European Parliament and of the Council (OJ L-268 18/10/2003) (CELEX 32003R1829) and Regulation (EC) No 258/97 of the European Parliament and of the Council (OJ L-43 14/02/1997) (CELEX 31997R0258);
5. General conditions of preparation of foodstuffs;
6. Official control of foodstuffs.

When a hygiene problem likely to pose a serious risk to human health arises or spreads in the territory of a third country, the European authorities may suspend imports from all or parts of the third country concerned or take interim protective measures regarding the foodstuffs concerned, depending on the seriousness of the situation.

UK

Plant Health

The Food and Environment Research Agency of the DEFRA is in charge of import inspections on plants and plant products other than forestry material in England and Wales.

The Scottish Government Rural Payments and Inspections Directorate takes care of plant health matters (including import restrictions) with the exception of forestry material, plant health matters (including import inspections) in Scotland.

The responsibility for forestry material (forest trees, wood, and pests) in England, Scotland, and Wales falls within the Forestry Commission (FC).

In Northern Ireland, the Department of Agriculture and Rural Affairs (DARDNI) has the responsibility for plant health matters including forestry material.

Food and Feed Safety and Marketing Standards

The FSA is the central administration responsible for the official control of foodstuffs and feeding stuffs in the UK.

Sample Sea Freight Cost Comparison between the KHB and the Ashdod Route

Notes:

1. Betunia crossing has been used in this sample, and the costs are calculated based on a real case study from Ramallah.
2. Trucks transported 15 pallets (20ft containers) directly from a consolidated warehouse.
3. The cost of the customs agents includes both sides of the border and all the way to Ashdod.
4. Shipping prices are CFR.
5. The time to the CC includes the total time spent at the border and travelling from the warehouse to Betunia crossing.
6. The calculated time is per ship frequency and the average time as per user's experience (according to studied cases and the history of the border).
7. Shipments have to arrive at least 2 days in advance to the ALV and 3-4 days in advance to the Ashdod/ Haifa Port for loading/unloading, security checks, special packing, and to avoid any mishaps at the border crossings which might delay the arrival and cause the shipment to miss the ship.
8. The Palestinian logistics providers include in their costs the issuance of certificates and other documentations that the shipment might need. (Please note that they do not provide proper advice and that they are an agent of an agent, which increases risks and cost).
9. The Betunia crossing cost of loading/unloading is included.
10. This is a freight shipment since cargo shipment is not possible due to the size and weight.

Sea Freight Price Comparison (NIS) between the KHB and the Ashdod Route

| Country | Route | Transportation from the Warehouse to the Border | Transportation from the Border to the Port | Total Expenses at the Border | Total Cost at the Port | Shipping Cost | Total Cost to the Final Destination (NIS) |
|------------------|--------|---|--|------------------------------|------------------------|---------------|---|
| US (JFK) | KHB | 1,250 | 2,200 | 1,545 | 990 | 14,380 | 20,365 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 4,540 | 8,780 |
| Turkey (IST) | KHB | 1,250 | 2,200 | 1,545 | 990 | 11,782 | 17,767 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,350 | 5,590 |
| Norway (OSL) | KHB | 1,250 | 2,200 | 1,545 | 990 | 5,062 | 11,047 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 5,120 | 9,360 |
| Holland (AMS) | KHB | 1,250 | 2,200 | 1,545 | 990 | 3,342 | 9,327 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 4,150 | 8,390 |
| UK (HEA) | KHB | 1,250 | 2,200 | 1,545 | 990 | 4,582 | 10,567 |
| | Israel | 1,200 | 1,350 | | 1,690 | 1,270 | 5,510 |

Time Comparison between the KHB and the Ashdod Route per Day

| Country | Route | From the Warehouse to the Port | Total Days at the Port | Total Average Time to the Final Destination |
|---------|--------|--------------------------------|------------------------|---|
| US | KHB | 1 | 2 | 60 |
| | Israel | ½ | 3½ | 28 |
| Turkey | KHB | 1 | 2 | 27 |
| | Israel | ½ | 3½ | 10 |
| Norway | KHB | 1 | 2 | 35 |
| | Israel | ½ | 3½ | 24 |
| Holland | KHB | 1 | 2 | 27 |
| | Israel | ½ | 3½ | 19 |
| UK | KHB | 1 | 2 | 17 |
| | Israel | ½ | 3½ | 19 |

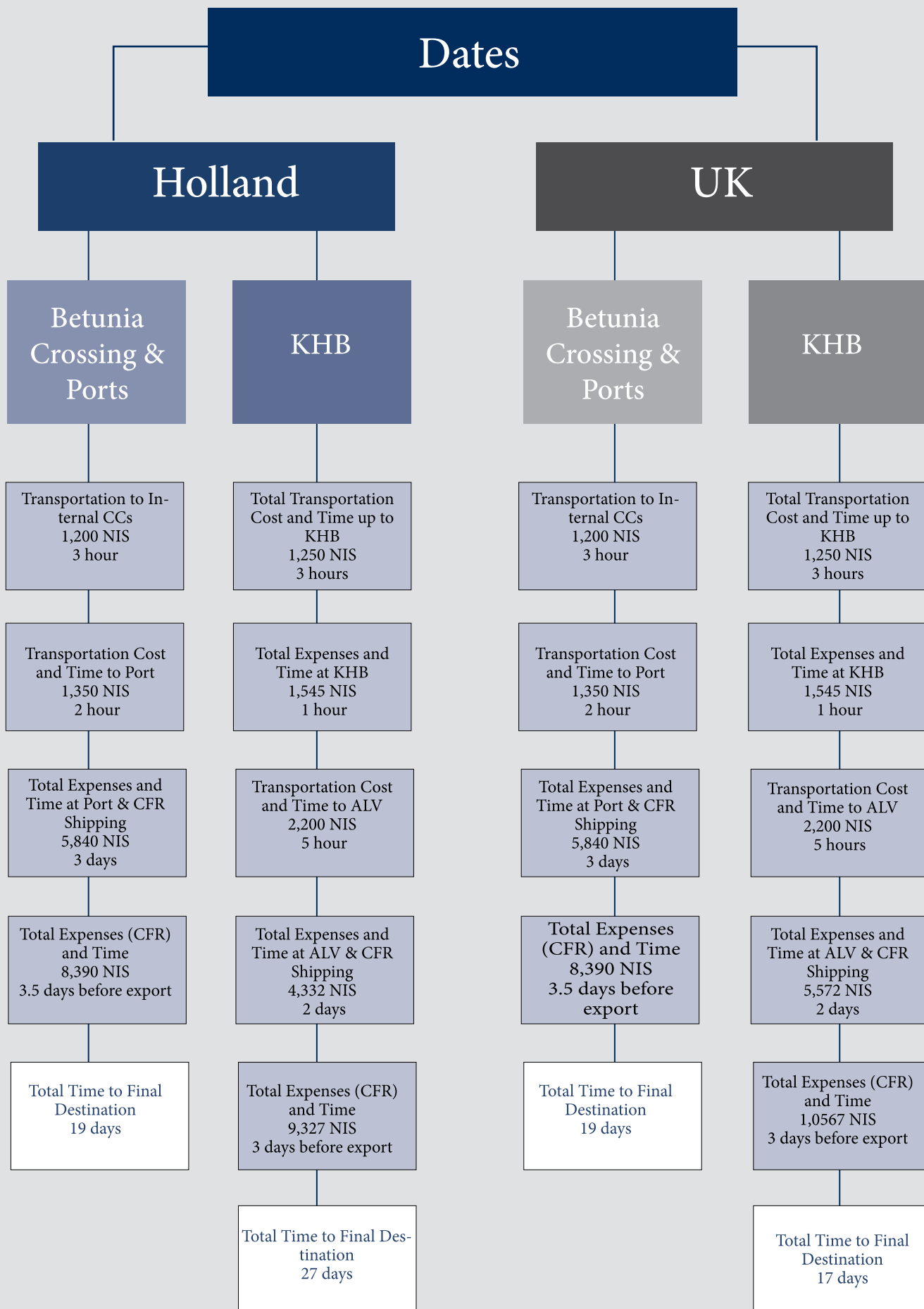
Specific Obstacles and Recommendations

Specific Obstacles

1. None of the crossings has the facilities to deal with refrigerated or above room temperature products;
2. The change in temperature along the route might affect the quality of short-life products. Sun exposure is also a major challenge;
3. Aqaba has a limited number of ships and a long delivery time as indicated in the above tables;
4. Norway does not clearly identify Palestine on its GSP system, which sometimes confuses authorities;
5. Zero Customs are restricted by the seasonal calendar requirements within the EFTA region;
6. The UK and the US have specific dates packing or packaging requirements;
7. Clear labeling of product's ingredients and origin is a must, especially for the UK and the US markets;
8. Palestinian exporters who containerize dates inside the West Bank and use the Jalameh or Taraqoumia crossings are forced to leave 30cm space in each container for security checks.

Specific Recommendations

1. The KHB route offers refrigeration facilities at LHB and the nearby area;
2. The Ashdod/Haifa routes are known to be more cost and time effective;
3. The European market can be divided into multiple markets such as an ethnic community market, outdoors (open) shops, and chain supermarkets, etc. Palestinian exporters can determine which market segment is the most suited for their products.



Chapter Four

Fresh/Chilled/Cherry Tomatoes and Fresh Strawberries

Jalameh Crossing Export Procedures and Beyond


1. The CC opening hours are 8A.M.-5P.M. Monday-Thursday and 8A.M.-2P.M. on Friday;
2. All goods have to be loaded on trucks, and the drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to a limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying power limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which includes invoice, packing list, COO, and any other certificates needed (according to the commodity of the shipment);
5. If the truck holds a Palestinian license plate, an Israeli truck should be waiting on the other side of the border in order to perform the back-to-back transfer of goods;
6. Goods are issued an export certificate and sent 24 hours in advance to the storage area at the port (Maman) in order to perform security checks and load the into special cargo pallets;
7. Meanwhile, the customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into a cargo plane with the cargo line and Maman;
 - b. The shipping dates to the final destination and the cargo number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucking the cargo within the airport area;
 - e. Books and arranges security checks;
 - f. The shipment has to arrive to the airport at least 24 hours prior to departure to avoid delay and ensure enough time to perform all needed procedures;
 - g. The cargo is loaded onto the plane.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order;
6. The Israeli customs at KHB check the customs file and determines whether a security check has to be per-



formed (usually there are no security checks on exports);

7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

070200: Fresh/Chilled/Cherry Tomatoes

081010: Fresh Strawberries

| Country ²⁵ | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|--|--------------------------|---|
| US | FDA Packaging and labeling USDA or cold treatment might be required | Excise 0% | Trade agreement |
| Turkey | Invoice Value declaration form Letter of conformity of the Ministry of Food, Agriculture and Livestock COO | No customs ²⁶ | FTA |
| Norway | COO | Excise 0% | EFTA |
| Holland | Control of contaminants in foodstuffs Control of pesticide residues in plant and animal products intended for human consumption Health control of foodstuffs of non-animal origin Labelling for foodstuffs Plant health control Voluntary: products from organic production | VAT 0% Excise 0% | Interim FTA with the EU |
| UK | Control of contaminants in foodstuffs Control of pesticide residues in plant and animal products intended for human consumption Health control of foodstuffs of non-animal origin Labelling for foodstuffs Plant health control Voluntary: products from organic production | VAT 0% Excise 0% | Interim FTA with the EU No specific requirements for fresh or chilled Fruits |


Exporter Requirements

US

1. All parties (shipper, consignee, importer, and manufacturer) must obtain a food facility registration number from the FDA. It is relatively easy to obtain, the number is issued immediately upon completing the application;

²⁵ Please refer to Section Four, Annex 2 for the EU General Requirements.

²⁶ Please refer to <http://www.gib.gov.tr/> for more details.

- 
2. Packaging (for example, box, plastic bag, etc.);
 3. Size is the package (for example, 10 oz, etc.);
 4. The FDA prior notice is required for these products. This can be done by the broker at the time of the customs entry or by the importer/exporter/other parties to the shipment via the FDA website;
 5. These items may be subject to USDA or cold treatment.

Turkey

The COO and all the Palestinian documentations in addition to the above documents will be sufficient to export these products to Turkey.

Norway

Upon importation into Norway, the customs authorities of a relevant GSP-country will always be recognized as a competent authority for the issue of the COO.

The GSP preferential tariff treatment may only be obtained for products covered by a COO, which is endorsed and stamped by a competent authority (for example, the Palestinian customs) properly notified in advance by the GSP-country concerned, or an origin declaration.

Original prints of stamps and signatures used by the relevant authorities are deposited with the Directorate of Customs and Excise. When in doubt, the GSP COO can be sent to the Directorate (Tariff and Origin Section) for Control.

The following proofs of origin are valid under the Norwegian GSP-system:

- COO Form A;
- Invoice declaration;
- Replacement certificate Form A (via the European Community or Switzerland);
- Movement certificate EUR. 1 (from Norway to a GSP-country for cumulation purposes);
- The Norwegian importer will have to register the import with the Norwegian Food Safety Authority²⁷.

The EFTA export calendar has to be respected in order to benefit from tariff reduction.

COO Form A

On exportation of products originating from a GSP-country to Norway, the exporter may issue a COO Form A.

A COO Form A must be completed by the exporter in the beneficiary GSP country concerned and signed by the exporter in box 12 (declaration by the exporter). Form A must be stamped and signed by the customs authorities of the GSP-country concerned or another body authorized to certify these certificates, in box 11. Form A shall be printed in English or French, and be completed according to the notes at the back of the form. Any handwritten information in the certificate must be written in ink and in printed characters. The Norwegian customs authorities may, if deemed necessary, request a translation of the given information.

Invoice Declaration

As an alternative to the COO Form A, the exporter may upon exportation of products originating from a GSP-country to Norway, issue on the invoice an origin declaration, or “invoice declaration”. In order to issue an invoice declaration, it is a precondition that the value of the originating products in the consignment does not exceed NOK 100,000.

Please refer to http://www.mattilsynet.no/portal/page?_pageid=54,40103&_dad=portal&_schema=PORTAL&language=english for more details.

The provisions for making out an invoice declaration are laid down in § 8-5-10 No 2 and § 8-5-11 of the Customs Regulation. An invoice declaration must be made out in English or French. The text of the invoice declaration is found in Annex 3. The invoice declaration may be printed, stamped, or written on the exporter's invoice. The invoice declaration must be signed by the exporter in the GSP-country concerned.

Period of Validity

Proofs of origin (Form A or an invoice declaration) issued in a GSP-country must be presented to the Norwegian customs authorities no later than 10 months after the date of issue in the exporting GSP-country, cf. the Customs Regulation § 8-5-12.

Holland

Control of Contaminants in Foodstuffs

In order to ensure a high level of consumer protection, imports into the EU of foodstuffs should comply with EU legislation designed to ensure that food placed on the market is safe to consume and does not contain contaminants at levels which could threaten human health.

Contaminants may be present in food (including fruits and vegetables, meat, fish, cereals, spices, dairy products, etc.) as a result of the various stages of its production, packaging, transport or storage, or also might result from environmental contamination.

Council Regulation (EEC) No 315/93 of 8 February 1993 laying down Community procedures for contaminants in food (OJ L-37 13/02/1993) (CELEX 31993R0315) regulates the presence of such contaminants in foodstuffs in the EU:

- Food containing a contaminant to an amount unacceptable from the public health viewpoint and in particular at a toxicological level, shall not be placed on the EU market and will be rejected;
- Contaminant levels shall be kept as low as can reasonably be achieved following recommended good working practices;
- Maximum levels may be set for certain contaminants in order to protect public health;
- Control of pesticide residues in plant and animal products intended for human consumption;
- In order to ensure a high level of consumer protection, imports of plant and animal products or parts thereof intended for human consumption in or on which residues of pesticides may be present, are only permitted when complying with guarantees laid down by the EU legislation designed to control the presence of chemical substances and residues thereof in live animals, animal products, and products of plant origin;
- Plants, plant products, and their protection

Council Directive 91/414/EEC (OJ L-230 19/08/1991) (CELEX 31991L0414) lays down rules and procedures for active substances to be marketed in the EU and for the authorization by Member States of plant protection products containing them. Active substances cannot be used in plant protection products unless they are included in a positive EU list. Such substances are included in the EU Pesticide Database. Once a substance is included in the list, Member States may authorize the use of products which contain it.

Health Control of Foodstuffs of Non-Animal Origin

Imports of foodstuffs of non-animal origin into the EU must comply with the general conditions and the specific provisions designed to prevent risk to public health and protect consumers' interests.

Hence, the general rules applicable to these products are as follows:

1. The general principles and requirements of the Food Law established in Regulation (EC) No 178/2002 of the European Parliament and of the Council (OJ L-31 01/02/2002) (CELEX 32002R0178);
2. The general foodstuffs hygiene rules according to Regulation (EC) No 853/2004 of the European Parliament and of the Council (OJ L-139 30/04/2004) (CELEX 32004R0852);
3. The general conditions concerning contaminants in food;
4. Special provisions on Genetically Modified (GM) food and Novel Food of Regulation (EC) No 1829/2003 of the European Parliament and of the Council (OJ L-268 18/10/2003) (CELEX 32003R1829) and Regulation (EC) No 258/97 of the European Parliament and of the Council (OJ L-43 14/02/1997) (CELEX 31997R0258);
5. General conditions of preparation of foodstuffs;
6. Official control of foodstuffs.

When a hygiene problem likely to pose a serious risk to human health arises or spreads in the territory of a third country, the European authorities may suspend imports from all or parts of the third country concerned or take interim protective measures regarding the foodstuffs concerned, depending on the seriousness of the situation.

UK

Plant Health

The Food and Environment Research Agency of the DEFRA is in charge of import inspections on plants and plant products other than forestry material in England and Wales.

The Scottish Government Rural Payments and Inspections Directorate takes care of plant health matters (including import restrictions) with the exception of forestry material, plant health matters (including import inspections) in Scotland.

The responsibility for forestry material (forest trees, wood, and pests) in England, Scotland, and Wales falls within the Forestry Commission (FC).

In Northern Ireland, the Department of Agriculture and Rural Affairs (DARDNI) has the responsibility for plant health matters including forestry material.

Food and Feed Safety and Marketing Standards

The FSA is the central administration responsible for the official control of foodstuffs and feeding stuffs in the UK.

Sample Air Freight Cost Comparison for Tomatoes and Strawberries between QAIA and BG Airport

Notes:

1. The calculation is made for a 1,000kg sample with a minimum of 6 pallets (the calculation is based on the weight and not on the size);
2. Jalameh border crossing (no cost at the border);
3. The shipment travels by an exchange of two trucks to QAIA and two trucks to BG Airport because of the back-to-back system and because Israeli trucks are not allowed through Jalameh;
4. For security reasons shipments have to arrive at least 24 hours in advance to Maman (storage) at BG Airport. The shipment can be cleared on the same day if traveling through QAIA.

Cargo Price Comparison between the KHB to QAIA and BG Airport Route

| Country | Route | Transportation Cost to the Border ²⁸ | Transportation Cost to the Airport | Total Expenses at the Border | Total Expenses at the Airport | Total Cost to the Final Destination |
|---------|--------|---|------------------------------------|------------------------------|-------------------------------|-------------------------------------|
| US | KHB | 900 | 850 | 1,260 | 9,524 | 12,534 |
| | Israel | 950 | 950 | 0 | 12,640 | 14,540 |
| Turkey | KHB | 900 | 850 | 1,260 | 5,280 | 8,290 |
| | Israel | 950 | 950 | 0 | 7,800 | 9,700 |
| Norway | KHB | 900 | 850 | 1,260 | 5,460 | 8,470 |
| | Israel | 950 | 950 | 0 | 8,685 | 10,585 |
| Holland | KHB | 900 | 850 | 1,260 | 4,564 | 7,574 |
| | Israel | 950 | 950 | 0 | 6,240 | 8,140 |
| UK | KHB | 900 | 850 | 1,260 | 4,564 | 7,574 |
| | Israel | 950 | 950 | 0 | 13,760 | 15,660 |

²⁸ Refrigerated trucks are used in the example.

Time Comparison between the KHB and the Ashdod Route per Day

| Country | Route | From the Warehouse to the Airport | Total Days at the Airport ²⁹ | Total Average Time to the Final Destination |
|---------|--------|-----------------------------------|---|---|
| US | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Turkey | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Norway | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Holland | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| UK | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |

Specific Obstacles and Recommendations

Specific Obstacles

- There are no refrigeration facilities at either KHB or any of the CCs;
- Damages happen during the back-to-back system;
- Fumigation cost might be added if the customer does not provide the required certificate;
- Although the KHB route is cheaper for the majority of final destinations, it poses a challenge because of the drastic difference in temperatures between the warehouse, KHB, and QAIA;
- The Israeli and Jordanian sides of the customs at KHB have only a limited coordination on working hours, especially on Fridays and Saturdays;
- Palestinian cargo has no access to passenger planes at BG Airport. This increases the cost per kilogram and reduces the frequency of possible flights.

Specific Recommendations

- Cargo shipments through KHB appear to be more cost effective for the majority of international destinations;
- The delivery time to the final destination via both routes is reasonable;
- The KHB route offers Palestinian cargo competitive prices on cargo and passenger planes.

²⁹ The waiting time at any airport depends on the flight frequencies and the time at which goods arrive at the airport for preparation and security checks.

Fresh/Chilled/Che rry Tomatoes & Fresh Strawberries

US

UK

KHB

Jalameh Crossing & Airport

KHB

Jalameh Crossing & Airport

Total Transportation
Cost and Time up to
KHB
900 NIS
1 hour

Transportation to In-
ternal CCs
950 NIS
2 hours

Total Transportation
Cost and Time up to
KHB
900 NIS
1 hour

Transportation to In-
ternal CCs
950 NIS
1 hour

Total Expenses and
Time at KHB
1,260 NIS
1 hour

Transportation Cost
and Time to Airport
950 NIS
1.5 hours

Total Expenses and
Time at KHB
1,260 NIS
1 hour

Transportation Cost
and Time to Airport
950 NIS
1 hour

Transportation Cost
and Time to Airport
850 NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
12,640 NIS El Al
1 day

Transportation Cost
and Time to Airport
850 NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
13,760 NIS
1 day

Total Expenses and
Time at Airport &
Cargo
9,524 NIS
2 hours

Total Expenses and
Time
14,540 NIS El Al
1-2 days before export

Total Expenses and
Time at Airport &
Cargo
4,564 NIS
2 hours

Total Expenses and
Time
15,660 NIS
1-2 days before export

Total Expenses and
Time
12,534 NIS
5 hours before export

Total Time to Final
Destination
3 days

Total Expenses and
Time
7,574 NIS
5 hours before export

Total Time to Final
Destination
3 days

Total Time to Final
Destination
2 days

Total Time to Final
Destination
2 days

Fresh or Chilled Fruits of Genus Capsicum or Pimenta

Jalameh Crossing Export Procedures and Beyond

1. The CC opening hours are 8A.M.-5P.M. Monday-Thursday and 8A.M.-2P.M. on Friday;
2. All goods have to be loaded on trucks, and the drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to a limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying power limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which includes invoice, packing list, COO, and any other certificates needed (according to the commodity of the shipment);
5. If the truck holds a Palestinian license plate, an Israeli truck should be waiting on the other side of the border in order to perform the back-to-back transfer of goods;
6. Goods are issued an export certificate and sent 24 hours in advance to the storage area at the port (Maman) in order to perform security checks and load the into special cargo pallets;
7. Meanwhile, the customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into a cargo plane with the cargo line and Maman;
 - b. The shipping dates to the final destination and the cargo number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucking the cargo within the airport area;
 - e. Books and arranges security checks;
 - f. The shipment has to arrive to the airport at least 24 hours prior to departure to avoid delay and ensure enough time to perform all needed procedures;
 - g. The cargo is loaded onto the plane.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order;
6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);

7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list
2. Certification as per the consignee's request from the MoH or the MoA
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

070960: Fresh or Chilled Fruits of Genus Capsicum or Pimenta

| Country ³⁰ | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|--|--------------------------|---|
| US | FDA Samples of batches to be tested prior to the shipment Packaging and labeling USDA or cold treatment might be required | Excise 0% | Trade agreement |
| Turkey | Invoice Value declaration form Letter of conformity of the Ministry of Food, Agriculture and Livestock COO | No customs ³¹ | FTA |
| Norway | COO | Excise 0% | EFTA |
| Holland | No specific requirements Please check also possible subproducts | VAT 0% Excise 0% | Interim FTA with the EU |
| UK | No specific requirement. Please check also possible subproducts | VAT 0% Excise 0% | Interim FTA with the EU No specific requirements for fresh or chilled fruits |

³⁰ Please refer to Section Four, Annex 2 for the EU General Requirements.

³¹ Please refer to <http://www.gib.gov.tr/> for more details.



Exporter Requirements

US

1. All parties (shipper, consignee, importer, and manufacturer) must obtain a food facility registration number from the FDA. It is relatively easy to obtain, and the number is issued immediately upon completing the application;
2. Packaging (for examples, box, plastic bag, etc.);
3. Size of the package (for example, 10 oz, etc.);
4. The FDA prior notice is required for these products. This can be done by the broker at the time of the customs entry or by the importer/exporter/other parties to the shipment via the FDA website;
5. These items may be subject to USDA or cold treatment.

Turkey

COO and all the Palestinian documentations in addition to the above documents will be sufficient to export these products to Turkey.

Norway

Upon importation into Norway, the customs authorities of a relevant GSP-country will always be recognized as a competent authority for the issue of the COO.

The GSP preferential tariff treatment may only be obtained for products covered by a COO, which is endorsed and stamped by a competent authority (for example, the Palestinian customs) properly notified in advance by the GSP-country concerned, or an origin declaration.

Original prints of stamps and signatures used by the relevant authorities are deposited with the Directorate of Customs and Excise. When in doubt, the GSP COO can be sent to the Directorate (Tariff and Origin Section) for Control.

The following proofs of origin are valid under the Norwegian GSP-system:

- COO Form A;
- Invoice declaration;
- Replacement certificate Form A (via the European Community or Switzerland);
- Movement certificate EUR. 1 (from Norway to a GSP-country for cumulation purposes);
- The Norwegian importer will have to register the import with the Norwegian Food Safety Authority³².

The EFTA export calendar has to be respected in order to benefit from tariff reduction.

COO Form A

On exportation of products originating from a GSP-country to Norway, the exporter may issue a COO Form A. A COO Form A must be completed by the exporter in the beneficiary GSP country concerned and signed by the exporter in box 12 (declaration by the exporter). Form A must be stamped and signed by the customs authorities of the GSP-country concerned or another body authorized to certify these certificates, in box 11. Form A shall be printed in English or French, and be completed according to the notes at the back of the form. Any handwritten information in the certificate must be written in ink and in printed characters. The Norwegian customs authorities may, if deemed necessary, request a translation of the given information.

Invoice Declaration

As an alternative to the COO Form A, the exporter may upon exportation of products originating from a GSP-country to Norway, issue on the invoice an origin declaration, or “invoice declaration”. In order to issue an invoice declaration, it is a precondition that the value of the originating products in the consignment does not exceed NOK 100,000.

The provisions for making out an invoice declaration are laid down in § 8-5-10 No 2 and § 8- 5-11 of the Customs Regulation. An invoice declaration must be made out in English or French. The text of the invoice declaration is found in Annex 3. The invoice declaration may be printed, stamped, or written on the exporter’s invoice. The invoice declaration must be signed by the exporter in the GSP-country concerned.

Period of Validity

Proofs of origin (Form A or an invoice declaration) issued in a GSP-country must be presented to the Norwegian customs authorities no later than 10 months after the date of issue in the exporting GSP-country, cf. the Customs Regulation § 8-5-12.

Holland

Control Procedure

Consignments of foodstuffs of non-animal origin for which the European Commission has taken interim protective measures are subject to a mandatory control before release from the customs in order to ensure that they comply with the special health conditions (health certificates, official sampling and analysis, etc.) laid down by each specific Commission Decision.

Other foodstuffs of non-animal origin may be also subject to controls, without prior warning, at the point of entry or at any other stage of the chain (processing, storage, transport, distribution, and trade).

Labelling for Foodstuffs

All foodstuffs marketed in the EU must comply with the EU labelling rules, which aim at ensuring that consumers get all the essential information to make an informed choice while purchasing their foodstuffs.

Hence, the applicable labelling provisions are as follows:

- General rules on food labelling;
- Specific provisions for certain groups of products:
 - o Labelling of Genetically Modified (GM) food and Novel Food;
 - o Labelling of foodstuffs for particular nutritional purposes;
 - o Labelling of food additives and flavorings;
 - o Labelling of materials intended to come into contact with food;
 - o Labelling of particular foodstuffs.

Besides these mandatory rules, there is also additional information that may be included by the manufacturers on a voluntary basis provided that it is accurate and does not mislead the consumer. For example, nutritional labelling is not obligatory unless a nutritional claim (for example, “low fat” or “high fiber”) is made on the label or in advertizing material. In this case, nutritional claims must comply with a standardized format, pursuant to Council Directive 90/496/EEC (OJ L-276 06/10/1990) (CELEX 31990L0496). Similarly, Council Regulation (EC) No 834/2007 (OJ L-189 20/07/2007) (CELEX 32007R0834) and Commission Regulation (EC) No 889/2008 (OJ L-250 18/09/2008) (CELEX 32008R0889) set out rules governing the use of the organic label.

UK

Import Procedure

The SAD may be presented by either:

- Physically lodging it at the designated customs office, or
- Electronically submitting it via a computerized customs clearance system called Customs Handling of Import and Export Freight (CHIEF). Further information may be found at <http://www.hmrc.gov.uk/>.

The SAD may be submitted to the customs authorities either by the importer or his/her representative. The representation may be:

- Direct representation: representatives act in the name of, and on behalf of, another person.
- Indirect representation: representatives act in their own name but on behalf of another person. Customs brokers, freight forwarders, and carriers can act as indirect representatives, and they share joint responsibility.

Sample Air Freight Cost Comparison for Fresh or Chilled Fruits of Genus Capsicum or Pimenta between QAIA and BG Airport

Notes:

1. The calculation is made for a 1,000kg sample with a minimum of 6 pallets (the calculation is based on the weight and not the size);
2. Jalameh border crossing (no cost at the border);
3. The shipment travels by an exchange of two trucks to QAIA and two trucks to BG Airport because of the back-to-back system and because Israeli trucks are not allowed through Jalameh;
4. For security reasons shipments have to arrive at least 24 hours in advance to Maman (storage) at BG Airport. The shipment can be cleared on the same day if traveling through QAIA.

Cargo Price Comparison (NIS) between the KHB to QAIA and BG Airport Route

| Country | Route | Transportation Cost to the Border ³³ | Transportation Cost to the Airport | Total Expenses at the Border | Total Expenses at the Airport | Total Cost to the Final Destination |
|---------|--------|---|------------------------------------|------------------------------|-------------------------------|-------------------------------------|
| US | KHB | 900 | 850 | 1,260 | 9,524 | 12,534 |
| | Israel | 950 | 950 | 0 | 12,640 | 14,540 |
| Turkey | KHB | 900 | 850 | 1,260 | 5,280 | 8,290 |
| | Israel | 950 | 950 | 0 | 7,800 | 9,700 |
| Norway | KHB | 900 | 850 | 1,260 | 5,460 | 8,470 |
| | Israel | 950 | 950 | 0 | 8,685 | 10,585 |
| Holland | KHB | 900 | 850 | 1,260 | 4,564 | 7,574 |
| | Israel | 950 | 950 | 0 | 6,240 | 8,140 |
| UK | KHB | 900 | 850 | 1,260 | 4,564 | 7,574 |
| | Israel | 950 | 950 | 0 | 13,760 | 15,660 |

Time Comparison between the KHB to QAIA and BG Airport Route per Day

| Country | Route | From the Warehouse to the Airport | Total Days at the Air-port ³⁴ | Total Average Time to the Final Destination |
|---------|--------|-----------------------------------|--|---|
| US | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Turkey | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Norway | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| Holland | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |
| UK | KHB | ½ | 1½ | 2 |
| | Israel | ½ | 2½ | 3 |

Specific Obstacles and Recommendations

Specific Obstacles

- Similar border crossings obstacles as listed above;
- The labeling and nutrition's listings have to be very clear.

Specific Recommendations

- Provided that the labeling and nutrition requirements, there are fewer restrictive measures when exporting to Europe;
- The KHB route is more cost effective for the above destinations.

³⁴ The waiting time at any airport depends on the flight frequencies and the time at which goods arrive to the airport for preparation and security checks.

Fresh or Chilled Fruits of Genus Capsicum

Norway

Holland

KHB

Jalameh
Crossing &
Airport

KHB

Jalameh
Crossing &
Airport

Total Transportation
Cost and Time up to
KHB
900 NIS
1 hour

Transportation to In-
ternal CCs
950 NIS
2 hours

Total Transportation
Cost and Time up to
KHB
900 NIS
1 hour

Transportation to In-
ternal CCs
950 NIS
1 hour

Total Expenses and
Time at KHB
1,260 NIS
1 hour

Transportation Cost
and Time to Airport
950 NIS
1.5 hours

Total Expenses and
Time at KHB
1,260 NIS
1 hour

Transportation Cost
and Time to Airport
950 NIS
1 hour

Transportation Cost
and Time to Airport
850 NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
8,685 NIS El Al
1 day

Transportation Cost
and Time to Airport
850 NIS
1 hour

Total Expenses and
Time at Airport &
Cargo
6,240 NIS
1 day

Total Expenses and
Time at Airport &
Cargo
5,460 NIS
2 hours

Total Expenses and
Time
10,585 NIS El Al
1-2 days before export

Total Expenses and
Time at Airport &
Cargo
4,564 NIS
2 hours

Total Expenses and
Time
8,140 NIS
1-2 days before export

Total Expenses and
Time
8,470 NIS
5 hours before export

Total Time to Final
Destination
3 days

Total Expenses and
Time
7,574 NIS
5 hours before export

Total Time to Final
Destination
3 days

Total Time to Final Des-
tination
2 days

Total Time to Final
Destination
2 days

Chapter Six

Monumental Stones and Marbles

Tarqoumia Crossing Export Procedures and Beyond

1. The CC opening hours are 8A.M.-5P.M. Monday-Thursday and 8A.M.-2P.M. on Friday;
2. All goods have to be loaded on trucks, and the drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to the limitation on the security scanner. The weight of the pallets has to be reasonable as well due to the forklifts carrying power limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which includes invoice, packing list, COO, and any other certificates needed (according to the commodity of the shipment);
5. If the truck holds a Palestinian license plate, an Israeli truck waits on the other side of the border in order to perform the back-to-back transfer of goods;
6. Goods are issued an export certificate and sent 24 hours in advance to the storage area at the port (Maman) in order to perform security checks and load the products into special cargo pallets;
7. Meanwhile, the customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into the cargo plane with the cargo line and Maman;
 - b. The shipping dates to the final destination and the cargo number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucks cargo within the airport area;
 - e. Books and arranges security checks;
 - f. The shipment has to arrive to the airport at least 24 hours prior to departure to avoid delay and ensure enough time to perform all needed procedures;
 - g. The cargo is loaded onto the plane.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order;
6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);

7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

680229: Monumental or building stone and articles thereof, simply cut or sawn, with a flat or even surface (excluding marble, travertine, alabaster, granite and slate, those with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface)

680221: Marble, travertine, and alabaster and articles thereof, simply cut or sawn, with a flat or even surface (excluding with a completely or partly planed, sand-dressed, coarsely or finely ground polished surface)

| Country ³⁵ | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|--|----------------------|--------------------|
| Italy | Technical standards for construction products Voluntary: eco-label for hard coverings | VAT 21% Excise 0% | EU trade agreement |
| China | No restriction on provided HS codes | Zero Customs | No trade agreement |

Technical Standards for Construction Products

Italy

The placing on the European Union (EU) market of construction products is subject to Council Directive 89/106/EEC (OJ L-40 11/02/1989) (CELEX 31989L0106), which does not lay down the essential requirements regarding the products themselves, but the construction works in which these products are to be incorporated. Essential requirements for works are developed and translated into technical specifications by means of interpretative documents.

Note: A new EU regulatory framework for construction products has been adopted by Regulation (EU) No 305/2011 (OJ L-88 04/04/2011) (CELEX 32011R0305). The new scheme will be applicable from 1 July 2013, repealing Council Directive 89/106/EEC.

(Voluntary) EU Eco-Label for Hard Coverings

The Community Eco-label or “Flower logo” is the official mark in the EU for products with the lowest environmental impact in a product range. Its aim is to promote, as well as to help consumers to identify, those products which contribute significantly to improvements in relation to key environmental aspects.

Participation on the scheme is voluntary. This means that products can be sold within the EU market without the Flower logo and that there are no regulations which oblige to apply for the Eco-label.

Please note that the cost to transport the above two products from the West Bank to either Aqaba or Ashdod is already listed under Palestine’s export requirements and cost.

These types of products are very unlikely to be shipped by cargo planes; therefore, BG Airport and QAIA routes were not researched and are not advisable for cost effectiveness.

China³⁶

China offers complete freedom in undertaking all import and export activities, with the exception of those forbidden by state laws and regulations. Some of the import and export procedures are open to choice. Whether these procedures are necessary is solely decided by the kind and category of import and export commodities.


Documentations List for Customs Clearance:

1. Customs declaration form;
2. Copy of the export contract;
3. Commercial invoice;
4. Packing list;
5. Foreign exchange verification form;
6. Export license or quotas if required;
7. Inspection certificate if required.

For all dutiable shipments, an invoice (provided by the shipper) will be required. This must include:

1. Number and date of issue;
2. Full name and address of the shipper and the receiver, including contact details;
3. Description of the goods in plain language and sufficient details;

36 Please refer to Chapter 6, Annex 1 for more details.

- 
4. VAT numbers for the shipper and the receiver if applicable;
 5. HS code;
 6. CR code;
 7. Total value of the goods;
 8. Currency;
 9. Country of origin of the goods;
 10. Payment terms;
 11. Delivery terms;
 12. Signature and stamp if applicable.

Sample Cost Comparison for Monumental or Building Stones between Italy and China through KHB and Israel

Notes:

1. The Tarqoumia border crossing has been used in this sample which is built on a real case study from Hebron;
2. Trucks transport a 20ft container directly from the factory;
3. Cost of custom agents includes both sides of the border and all the way to Ashdod;
4. Shipping prices are CFR;
5. The time to the CC includes the trip from the factory to the CC and the time spent at the border;
6. The time has been calculated as per ship frequency, and the average time is per user's experience (according to studied cases and the history of the border);
7. Shipments have to arrive at least 2 days in advance to the ALV and 3-4 days in advance to the Ashdod/ Haifa Port for loading/unloading, security checks, special packing, and to avoid any misshapes at the border crossings which might delay the arrival and cause the shipment to miss the ship;
8. The Palestinian logistics providers include in their costs the issuance of certificates and other documentations that the shipment might need. (Please note that they do not provide proper advice and that they are an agent of an agent, which increases risks and cost);
9. This is a freight shipment since cargo shipment is not possible due to the size and weight.

Price Comparison (NIS) between the KHB and the Ashdod Route

| Country | Route | Transportation from the Warehouse to the Border | Transportation from the Border to the Port | Total Expenses at the Border | Total Cost at the Port | Shipping Cost | Total Cost to the Final Destination |
|---------------------|--------|---|--|------------------------------|------------------------|---------------|-------------------------------------|
| Italy (Genoa) | KHB | 1,930 | 2,200 | 1,130 | 990 | 4,470 | 10,720 |
| | Israel | 1,800 | 1,900 | 0 ³⁷ | 1,690 | 2,080 | 7,470 |
| China (Shanghai) | KHB | 1,930 | 2,200 | 1,130 | 990 | 1,210 | 7,460 |
| | Israel | 1,800 | 1,900 | 0 | 1,690 | 6,150 | 11,540 |

Time Comparison between the KHB and the Ashdod Route per Day

| Country | Route | From the Warehouse to the Port ³⁸ | Total Days at the Port ³⁹ | Total Average Time to the Final Destination |
|---------|--------|--|--------------------------------------|---|
| Italy | KHB | 1 | 2 | 25 |
| | Israel | ½ | 3½ | 8 |
| China | KHB | 1 | 2 | 25 |
| | Israel | ½ | 3½ | 33 |

37 Charges apply only at Betunia crossing. Transportation companies usually include this cost in the price.

38 The number of hours from the warehouse to the CC or the KHB plus the number of hours spent at the CC or at KHB plus the number of hours from the CC or KHB to the port

39 Exporters are advised to have goods at the Israeli ports at least 3 days in advance to load/unload, containerize, security check, and transport them to the ship. The ALV advises to have the goods at least 2 days in advance to load/unload, containerize, security check, and transport them to the ship.



Specific Obstacles and Recommendations

Specific Obstacles

1. Containerizing stones or marbles prior to the arrival at the Ashdod port might not always be cost effective since Israeli Border Authorities impose vigorous security checks, where space has to be left for dogs or personnel to check;
2. The back-to-back system at KHB causes damages. The limitations of the forklift weight, the size, the volume, etc. might also delay the transfer or cause damages;
3. It is apparent from the above comparison tables that shipping via KHB to Italy is neither feasible nor cost effective.

Specific Recommendations

1. The KHB route for China shows a sizeable cost reduction using the current back-to-back mechanism. Therefore, containerizing at KHB will definitely impose a challenge in cost reduction for the majority of Far East destinations;
2. Shipping to Europe and in particular to Italy has a double advantage in terms of the cost and the time.

Mounmental Stones

Italy

KHB

Total Transportation
Cost and Time up to
KHB
1,930 NIS
4 hour

Total Expenses and
Time at KHB
1,130 NIS
1 hour

Transportation Cost
and Time to ALV
2,200 NIS
5 hours

Total Expenses and
Time at ALV & CFR
Shipping
5,460 NIS
2 day)

Total Expenses (CFR)
and Time
10,720 NIS
3 days before export

Total Time to Final Des-
tination
25 days

Tarqoumia Crossing & Israeli Ports

Transportation to In-
ternal CCs
1,800 NIS
3 hours

Transportation Cost
and Time to Port
1,900 NIS
1 hour

Total Expenses and
Time at Port & CFR
Shipping
3,770 NIS
3 days

Total Expenses (CFR)
and Time
7,470 NIS
3.5 days before export

Total Time to Final
Destination
8 days

China

KHB

Total Transportation
Cost and Time up to
KHB
1,930 NIS
4 hours

Total Expenses and
Time at KHB
1,130 NIS
1 hour

Transportation Cost
and Time to ALV
2,200 NIS
5 hours

Total Expenses and
Time at ALV & CFR
Shipping
2,200 NIS
2 days

Total Expenses (CFR)
and Time
7,460 NIS
3 days before export

Total Time to Final
Destination
25 days

Tarqoumia Crossing & Israeli Ports

Transportation to In-
ternal CCs
1,800 NIS
3 hours

Transportation Cost
and Time to Port
1,900 NIS
1 hour

Total Expenses and
Time at Port & CFR
Shipping
7,840 NIS
3 days

Total Expenses (CFR)
and Time
11,540 NIS
3.5 days before export

Total Time to Final
Destination
33 days

China

China offers complete freedom in undertaking all import and export activities, with the exception of those forbidden by state laws and regulations. Some of the import and export procedures are open to choice. Whether these procedures are necessary is solely decided by the kind and category of import and export commodities.

China Export Procedures

In the case of exports, China applied the BOF terms only to a small number of countries and regions which have signed agreements with China on these delivery terms. The majority of countries do business on CIF or CFR terms and get paid in L/C. This kind of export contracts necessitates many links with complicated procedures and the involvement of many departments.

Export procedures usually include: establishing an export contract, preparing export commodities, preparing documents, checking and changing documents, booking space, customs declaration, commodity inspection, insurance, loading, writing documents, and settling the exchange. Among these, the four most important procedures involve: the goods (preparing export commodities), the documents (preparing documents, checking and changing documents), the ships (booking space), and the payment (writing documents, settling the exchange).

China Import Procedures

Most of the import activities in China are transacted in FOB prices with only a very small minority of the import commodities being transacted in CIF terms. The majority payments are made in L/C.

The import of commodities includes a series of steps from signing a contract to making the payment. The general import procedures transacted under the terms of FOB include: writing down an effective contract, writing L/C, booking space, pushing for shipment, insurance, checking documents, making the payment, customs declaration, receiving the shipment, inspection, goods delivery, and claiming import indemnity.

Document List for Customs Clearance:

1. Customs declaration form;
2. Copy of the export contract;
3. Commercial invoice;
4. Packing list;
5. Foreign exchange verification form;
6. Export license or quotas if required;
7. Inspection certificate if required.

All importers and exporters in China are required to register with the customs authorities for an importer or exporter CR Code or IOR/EOR (Importer/Exporter of Record). The CR code has to be indicated on the customs declaration forms for all shipments, except for documents and personal effects.

Customers in China can access the following customs' websites to find out the guidelines on and procedures of how to get registered with the Chinese customs in order to get a CR Code for import and export activities.

1. Beijing:
<http://beijing.customs.gov.cn/tabid/29866/Default.aspx>
2. Shanghai:
<http://shanghai.customs.gov.cn/Default.aspx?tabid=5771>
3. Guanhzhou:
<http://guangzhou.customs.gov.cn/tabid/4028/Default.aspx>
4. Shenzhen:
<http://service.customs.gov.cn/default.aspx?tabid=12293>

For all dutiable shipments, an invoice (provided by the shipper) will be required. This must include:

1. Number and date of issue
2. Full name and address of the shipper and the receiver, including contact details
3. Description of the goods in plain language and sufficient details
4. VAT numbers for the shipper and the receiver if applicable
5. HS Code
6. CR Code
7. Total value of the goods
8. Currency
9. Country of origin of the goods
10. Payment terms
11. Delivery terms
12. Signature and stamp if applicable

Import VAT

The standard rate of VAT imposed on goods imports into China is 17%. This is calculated based on the CIF value (the customs value plus the cost of insurance and freight).

A lower rate of 13% applies to goods such as books, newspapers, magazines, cereals, edible vegetable oils, tap water, heaters, coal products for residential use, and other goods as prescribed by the State Council.

In addition, a special VAT rate of 6% is applied to sold by certain small scale taxpayers,

Import Duties

The tariff/duty rates for imports into China fall into two categories: general tariff rates and preferential tariff rates:

1. The general tariff rates apply to imports originating in the countries with which China has not signed a most-favored-nation trade agreement. The general tariff rates for importation range from 0% to 270% with over 20 different rates;
2. The preferential tariff rates apply to imports originating in the countries with which China has signed most-favored-nation trade agreement. The preferential tariff rates vary from 0% to 121.6% with over 50 different rates.

Sausages and Similar Products of Meat, Offal or Blood; Food Preparations Based on These Products Betunia Crossing Export Procedures and Beyond

1. The CC opening hours are 7A.M.-4:30P.M. Monday -Thursday and 7A.M.-12P.M. on Friday;
2. All goods have to be loaded on trucks, and drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which should include an invoice, packing list, COO, and any other certificates needed (according to the type of the shipped commodity);
5. If the truck holds a Palestinian license plate, an Israeli truck should wait on the other side of the border in order to perform the back-to-back transfer of goods. This is normally coordinated via the Palestinian trucking company, a Palestinian customs agent, or an Israeli customs agent and in rare cases via the exporters;
6. The crossing allows Israeli trucks to transport goods through the CC all the way to the Ashdod/Haifa Port or BG Airport;
7. Goods are issued an export certificate and sent four days in advance to a bonded area in the Ashdod/Haifa Port (overseas or Controm), where they get loaded into containers;
8. Meanwhile, a customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into containers with the shipping line and the bonded areas;
 - b. The shipping dates to the final destination and the container's number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucks the container within the port area;
 - e. Books and arranges security checks.
9. The shipment has to arrive at the port at least 4 days prior to departure (1-5 working days before the shipping date) to avoid delay and ensure enough time to perform all needed procedures;
10. The container is loaded onto the vessel.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment (pre-booking prerequisite);

4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order. This is done with the help of the Israeli customs agent at KHB;
6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);
7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

160100: Sausages and Similar Products of Meat, Offal or Blood; Food Preparations Based on These Products

| Country ⁴⁰ | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|--|---------------------|--|
| Germany | No specific requirements Please check also possible sub-products CVED | VAT 0% Excise 0% | Batches need to be tested prior to the shipment by the authorities |
| UK | No specific requirements ⁴¹ Please check also possible subproducts Overseas veterinary certificates | VAT 0% Excise 0% | No trade agreement |
| Turkey | Invoice Value declaration form Letter of conformity of the Ministry of Food, Agriculture and Livestock COO | No customs | Batches need to be tested prior to the shipment by the authorities |

⁴⁰ Please refer to Section Four, Annex 2 for the EU General Requirements.

⁴¹ Application form IV58 (<http://www.defra.gov.uk/forms/2011/05/09/iappo1-import-licence/>)



Exporter Requirements

Germany

CITES (Endangered Species Protection)

Imports of certain endangered species of animals and plants (or parts or derivatives made thereof) are subject to compliance with the EU wildlife regulatory measures.

The EU wildlife legislation, Council Regulation (EC) No 338/97 (OJ L-61 03/03/1997) (CELEX 31997R0338), based on the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES), comprises a double-checking system involving export and import controls both at the country of origin and at the EU level. In each EU Member State, the system is managed by:

- A management authority, which issues permits and checks imports;
- A scientific authority, which acts as a consultative body.

CVED

In order for a consignment to clear customs/enter the EU, it needs to have a validated CVED. The certificate proves that the checks laid down in the EU, German, and UK laws have been carried out and that the consignment may be released for free circulation. In the case of products not fit for human consumption, it may also specify the address to which the goods must be delivered. The CVED is used:

- To notify the BIP of the expected arrival of the consignment in advance of the actual arrival (Part 1 is completed by the declarant, or the person responsible for the consignment);
- To notify the BIP of the arrival of live animals at least 24 hours prior to their arrival;
- To record the results of the BIP checks (Part 2 is completed by an official at the BIP)
- By the customs authority to prove that the consignment has been checked and to show the intended use of the consignment.

The CVED needs to be kept for at least one year from the date of import, as a local authority can request it as proof of the goods' legal import.

UK

Import Procedure

The SAD may be presented by either:

- Physically lodging it at the designated customs office, or
- Electronically submitting it via a computerized customs clearance system called Customs Handling of Import and Export Freight (CHIEF). Further information may be found at <http://www.hmrc.gov.uk/>.

The SAD may be submitted to the customs authorities either by the importer or his/her representative. The representation may be:

- Direct representation: representatives act in the name of, and on behalf of, another person;
- Indirect representation: representatives act in their own name but on behalf of another person. Customs brokers, freight forwarders, and carriers can act as indirect representatives, and they share joint responsibility.

Veterinary checks of live animals and products of animal origin are carried out at the BIPs. The Department for Environment Food and Rural Affairs (DEFRA) is the competent authority for this matter in England; the Scottish Executive Environment and Rural Affairs Department (SEERAD) has the legal responsibility for BIPs matters in Scotland; the National Assembly for Wales (NAW) operates in Wales; and the Department of Agricultural and Rural Development (DARD) is the competent authority in Northern Ireland. In addition, the Centre for Environment, Fisheries and Aquaculture Science (CEFAS) and Fisheries Research Services (FSR) is in charge of the control of fishery and aquaculture products.

Overseas Veterinary Certificates and BOPs

For live animals and products of animal origin (POAO) to enter the UK, consignments must be accompanied by the appropriate documentation such as veterinary certificates issued by the official veterinarian in the country of origin or import licenses. Commercial documents such as invoices, packing lists, and the B/L will also be requested.

POAO are goods containing material sourced from an animal, such as meat and dairy products, fish and shellfish, eggs, honey, fur, skin, and semen. Other products such as hay and straw that might have come into contact with animals are also covered. For further information please refer to the guide on products of animal origin.

Food and Feed Safety and Marketing Standards

The FSA is the central administration responsible for the official control of foodstuffs and feeding stuffs in the UK.

Turkey

The European standards apply on products of animal origin with a certificate from the MoA – Veterinary Department.

A Turkish import license is a must in addition to commercial documents such as invoices, packing lists, and B/L.

Sample Sea Freight Cost Comparison between the KHB and the Ashdod Route

Notes:

1. Betunia crossing has been used in this sample, and the costs are calculated based on a real case study from Ramallah;
2. Trucks transported 15 pallets (20ft containers) directly from a consolidated warehouse;
3. The cost of the customs agents includes both sides of the border and all the way to Ashdod;
4. Shipping prices are CFR;
5. The time to the CC includes the total time spent at the border and travelling from the warehouse to Betunia crossing;
6. The calculated time is per ship frequency and the average time is per user's experience (according to studied cases and the history of the border);
7. Shipments have to arrive at least 2 days in advance to the ALV and 3-4 days in advance to the Ashdod/ Haifa Port for loading/unloading, security checks, special packing, and to avoid any misshapes at the border crossings which might delay the arrival and cause the shipment to miss the ship;
8. The Palestinian logistics providers include in their costs the issuance of certificates and other documentations that the shipment might need. (Please note that they do not provide proper advice and that they are an agent of an agent, which increases risks and cost);
9. The Betunia crossing cost of loading/unloading is included;
10. This is a freight shipment since cargo shipment is not possible due to the size and weight;
11. Time to Border Crossing is inclusive in the total time spent at Border and travelling from warehouse to Betunia Crossing

Price Comparison (NIS) between the KHB and the Ashdod Route

| Country | Route | Transportation Cost to the Border | Transportation Cost to the Port | Total Expenses at the Border | Cost at the Port | Shipping Cost | Total Cost to the Final Destination |
|----------------------|--------|-----------------------------------|---------------------------------|------------------------------|------------------|---------------|-------------------------------------|
| Turkey (Mersin) | KHB | 1,250 | 2,200 | 1,545 | 990 | 11,782 | 17,767 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,350 | 5,590 |
| Germany (Hamburg) | KHB | 1,250 | 2,200 | 1,545 | 990 | 3,242 | 9,227 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,290 | 5,530 |
| UK (Felixstowe) | KHB | 1,250 | 2,200 | 1,545 | 990 | 4,582 | 10,567 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,270 | 5,510 |

Time Comparison between the KHB and the Ashdod Route per Day

| Country | Route | Warehouse to port | Total Days at port | Total Average time to Final Destination |
|---------|--------|-------------------|--------------------|---|
| Turkey | KHB | 1 | 2 | 27 |
| | Israel | ½ | 3½ | 10 |
| Germany | KHB | 1 | 2 | 25 |
| | Israel | ½ | 3½ | 19 |
| UK | KHB | 1 | 2 | 17 |
| | Israel | ½ | 3½ | 19 |

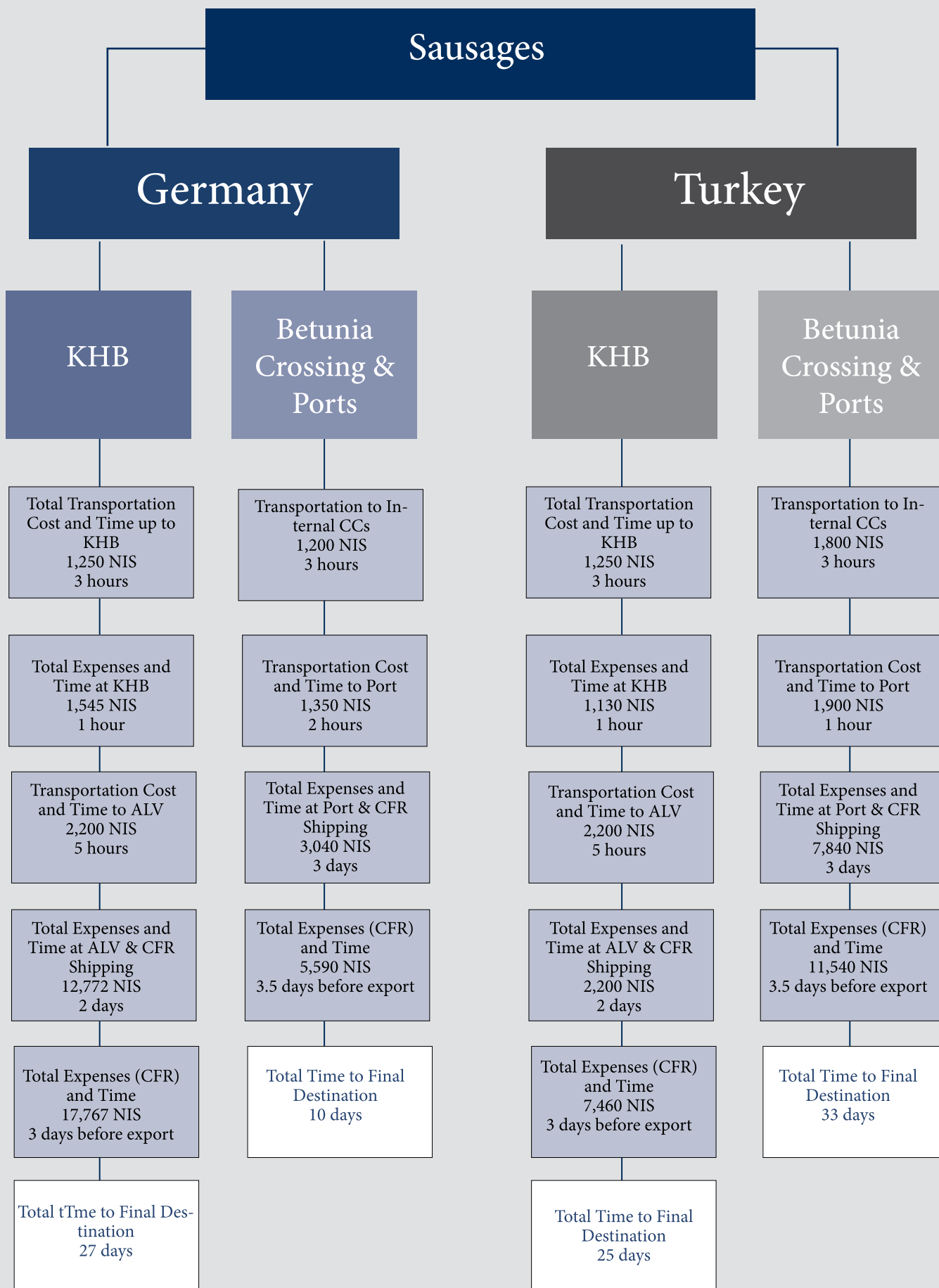
Specific Obstacles and Recommendations

Specific Obstacles

- Processed food and especially meat have to undergo a variety of rigorous tests and checks when entering the EU market and in particular the UK. Therefore, the UK importer has to ensure that all mentioned certificates and tests are performed prior to the shipment.

Specific Recommendations

- Shipping these products to Europe via the Ashdod and the Haifa ports is more time and cost effective.



Chapter Eight

Medicaments

Betunia Crossing Export Procedures and Beyond


1. The CC opening hours are 7A.M.-4:30P.M. Monday -Thursday and 7A.M.-12P.M. on Friday;
2. All goods have to be loaded on trucks, and drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which should include an invoice, packing list, COO, and any other certificates needed (according to the type of the shipped commodity);
5. If the truck holds a Palestinian license plate, an Israeli truck should wait on the other side of the border in order to perform the back-to-back transfer of goods. This is normally coordinated via the Palestinian trucking company, a Palestinian customs agent, or an Israeli customs agent and in rare cases via the exporters;
6. The crossing allows Israeli trucks to transport goods through the CC all the way to the Ashdod/Haifa Port or BG Airport, where a thorough security check is performed on goods and trucks;
7. Goods are issued an export certificate and sent four days in advance to a bonded area in the Ashdod/Haifa Port (overseas or Controm), where they get loaded into containers;
8. Meanwhile, a customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into containers with the shipping line and the bonded areas;
 - b. The shipping dates to the final destination and the container's number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucks the container within the port area;
 - e. Books and arranges security checks.
9. The shipment has to arrive at the port at least 4 days prior to departure (1-5 working days before the shipping date) to avoid delay and ensure enough time to perform all needed procedures;
10. The container is loaded onto the vessel for its final destination.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;

- 
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
 5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order;
 6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);
 7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
 8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
 9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
 10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
 11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
 12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
 13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
 14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

300390: Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic uses, not in measured doses or put up for retail sale (excluding antibiotics containing hormones or steroids used as hormones, but not containing antibiotics)

300490: Medicaments consisting of mixed or unmixed products for therapeutic or prophylactic purposes, put up in measured doses, "including those in the form of transdermal administration" or in forms or packings for retail sale (excluding medicaments containing antibiotic)

| Country ⁴² | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|---|----------------------|---|
| Germany | Import requirements for medicinal products for human use Import requirements for sealed products (only required for seal products) Import requirements for veterinary medicinal products Ozone-depleting products (only required for aerosol products containing or relying on ozone-depleting substances) | VAT 19% Excise 0% | Batches need to be tested prior to the shipment by the authorities The EU production line standards have to be fulfilled, including visits to the factory The importer sometimes requires sealed products |
| Chile | PHI tests Local product analysis certificate The MoH might request other certificates COO is a must | VAT 19% Excise 0% | Batches need to be tested prior to the shipment by the authorities |

Exporter Requirements

Germany

Active substances intended to be used as raw materials in the manufacturing of medicinal products can only be imported by registered authorized operators in the importing Member State. In order to be authorized, operators must meet at least the following requirements:

- Specify the medicinal products and pharmaceutical forms which are to be manufactured or imported and the place where they are to be manufactured and/or controlled;
- Have at their disposal suitable and sufficient premises, technical equipment, and control facilities with regards to both the control and the storage of these products;
- Have at their disposal the services of at least one qualified person in one of the following scientific disciplines: pharmacy, medicine, veterinary medicine, chemistry, pharmaceutical chemistry and technology, or biology.

Chile

All imported pharmaceutical products and medicine-related food have to be tested by the PHI in Chile, which can be done within three days. A certificate will be issued to the Chilean importer.

⁴² Please refer to Section Four, Annex 2 for the EU General Requirements.



Use and Disposal

The PHI issues a document which verifies that the products do not represent a threat to the public health and are allowed to be imported into the country. In order to obtain this certificate, the following documentation needs to be presented:

1. Two copies of the customs destination certificate;
2. Certificate of free sale (a document issued by the sanitary authority of the country of origin certifying that the product has sanitary authorization to be sold in the country, establishing the approval conditions, including the quantitative and qualitative formula);
3. Optional: in order to avoid delays it has been suggested that a sample of each batch can be sent prior to the shipment to the PHI in order to perform tests and issue certificates;
4. A microbiological, dietician, chemical, and physical analysis must be sometimes performed;
5. Other information that the PHI may request.

Sample Sea Freight Cost Comparison between the KHB and Ashdod Route

Notes:

1. Betunia crossing has been used in this sample, and the costs are calculated based on a real case study from Ramallah;
2. Trucks transported 15 pallets (20ft containers) directly from a consolidated warehouse;
3. The cost of the customs agents includes both sides of the border and all the way to Ashdod;
4. Shipping prices are CFR;
5. The time to the CC includes the total time spent at the border and travelling from the warehouse to Betunia crossing;
6. The calculated time is per ship frequency and the average time is per user's experience (according to studied cases and the history of the border); Shipments have to arrive at least 2 days in advance to the ALV and 3-4 days in advance to the Ashdod/Haifa Port for loading/unloading, security checks, special packing, and to avoid any mishaps at the border crossings which might delay the arrival and cause the shipment to miss the ship;
7. The Palestinian logistics providers include in their costs the issuance of certificates and other documentations that the shipment might need. (Please note that they do not provide proper advice and that they are an agent of an agent, which increases risks and cost);
8. The Betunia crossing cost of loading/unloading is included;
9. This is a freight shipment since cargo shipment is not possible due to the size and weight.

Price Comparison (NIS) between the KHB and the Ashdod Route

| Country | Route | Transportation Cost to the Border | Transportation Cost to the Port | Total Expenses at the Border | Cost at the Port | Shipping Cost | Total Cost to the Final Destination |
|------------------------|--------|-----------------------------------|---------------------------------|------------------------------|------------------|---------------|-------------------------------------|
| Germany (Hamburg) | KHB | 1,250 | 2,200 | 1,545 | 990 | 3,242 | 9,227 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,290 | 5,530 |
| Chile (San Antonio) | KHB | 1,250 | 2,200 | 1,545 | 990 | 11,382 | 17,367 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 4,080 | 8,320 |

Time Comparison between the KHB and the Ashdod Route per Day

| Country | Route | Warehouse to port | Total Days at the Port | Total Average time to Final Destination |
|------------------------|--------|-------------------|------------------------|---|
| Germany | KHB | 1 | 2 | 25 |
| | Israel | ½ | 3½ | 19 |
| Chile (San Antonio) | KHB | 1 | 2 | 58 |
| | Israel | ½ | 3½ | 44 |



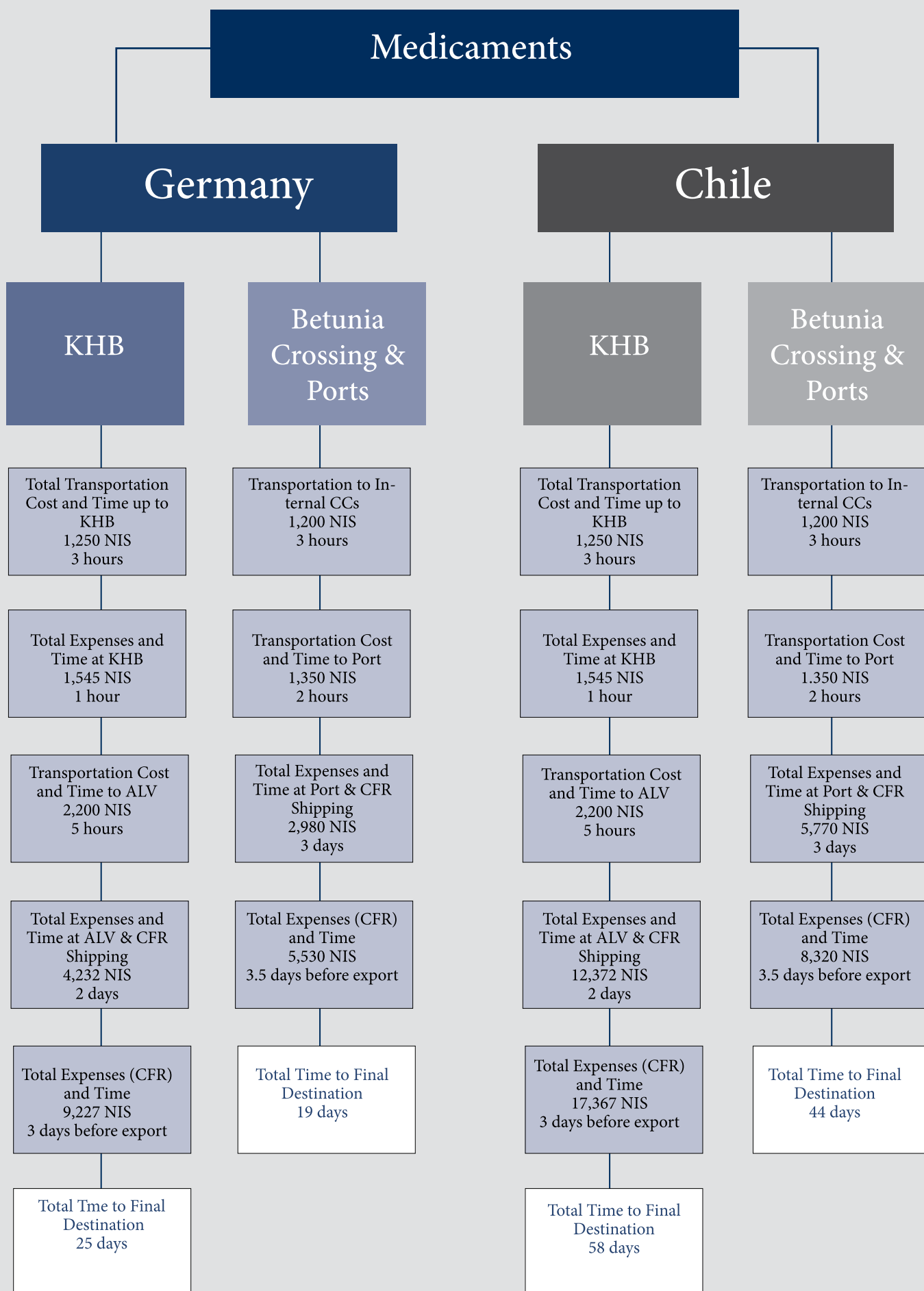
Specific Obstacles and Recommendations

Specific Obstacles

1. Israeli restrictions on importing major raw material substances;
2. Sealed products are required by the importer. None of the CCs will allow sealed medical products to pass through unless they open the products, while KHB allows products to go through without any checks;
3. International competition, especially from Israeli companies, which forces governments to tighten restrictions on Palestinian products;
4. Teva and other pharmaceutical companies in Israel apply pressure on international markets and major big pharmaceutical companies;
5. International buyers usually apply quality checks, which have been hindered by Israeli pressure;
6. Lack of significant market history and product trust;
7. Product component restrictions for certain international brand names;
8. Shipping through KHB is easier but requires a higher cost and a longer delivery time;
9. Licensing requires the approval of the Israeli MoH and is thus a long and difficult process.

Specific Recommendations

1. Shipping these products to Europe through the Ashdod and the Haifa ports is faster and more cost effective but more restrictive;
2. Palestinian products can compete in international markets if raw material importation is eased and products comply with the international market requirements.



Footwear

Betunia Crossing Export Procedures and Beyond

1. The CC opening hours are 7A.M.-4:30P.M. Monday -Thursday and 7A.M.-12P.M. on Friday;
2. All goods have to be loaded on trucks, and drivers should submit all documentations once they pass the first checkpoint at the CC;
3. Goods must be palletized with a maximum height of 160 cm due to limitation on the security scanner. The weight of the pallets has to be reasonable as well due to forklifts carrying limitations;
4. The driver must stamp the customs Bayan from the customs office at the border, which should include an invoice, packing list, COO, and any other certificates needed (according to the type of the shipped commodity);
5. If the truck holds a Palestinian license plate, an Israeli truck should wait on the other side of the border in order to perform the back-to-back transfer of goods. This is normally coordinated via the Palestinian trucking company, a Palestinian customs agent, or an Israeli customs agent and in rare cases via the exporters;
6. The crossing allows Israeli trucks to transport goods through the CC all the way to the Ashdod/Haifa Port or BG Airport, where a thorough security check is performed on goods and trucks;
7. Goods are issued an export certificate and sent four days in advance to a bonded area in the Ashdod/Haifa Port (overseas or Controm), where they get loaded into containers;
8. Meanwhile, a customs broker prepares the following:
 - a. Organizes the loading/stuffing of goods into containers with the shipping line and the bonded areas;
 - b. The shipping dates to the final destination and the container's number;
 - c. The export formalities in terms of documentations and certifications;
 - d. Trucks the container within the port area;
 - e. Books and arranges security checks.
9. The shipment has to arrive at the port at least 4 days prior to departure (1-5 working days before the shipping date) to avoid delay and ensure enough time to perform all needed procedures;
10. The container is loaded onto the vessel for its final destination.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by MoNE and the Customs and Excise;
4. Any other documents as per the consignee's requirements.

KHB Export Procedures and Beyond

1. The Allenby Bridge opening hours are 7:30A.M.-6P.M. Sunday-Thursday;
2. All goods have to be in pallets with a 160 cm maximum height;
3. The customs broker coordinates that the Customs Rishimon (Bayan), packing list, and invoice are sent to the customs at KHB at least one day prior to sending the shipment;
4. The Palestinian trucks and the Jordanian trucks have to coordinate amongst themselves and between the Israeli and Jordanian army in order to perform the back-to-back transfer of goods;
5. The Palestinian exporter or his/her representative has to ensure that trucks are coordinated and that documents are all in order;
6. The Israeli customs at KHB check the customs file and determines whether a security check has to be performed (usually there are no security checks on exports);
7. The Israeli customs approve the documents and give the green line for the Jordanian truck to enter the Israeli side of KHB;
8. Shipments are transferred from one truck to another through the back-to-back system, which is performed by an Israeli employee and usually in the presence of security personnel;
9. The Jordanian truck transports the shipment with all documents to the customs area on the Jordanian side;
10. A Jordanian customs broker collects the documents from the truck driver and submits them to the Jordanian customs in order to perform the customs procedures;
11. If the goods are destined for Jordan, a Jordanian customs payment might be required;
12. If the shipment is in transit, the Jordanian customs seal the shipment and send it to the free zone area or to the final destination either via the Aqaba Port or QAIA;
13. The Jordanian customs may send a police car or a customs officer to accompany certain dangerous goods to either the port or the airport and charge the exporter for this operation;
14. The Jordanian customs might request extra certifications even if the goods are destined for outside Jordan.

Documentations:

1. Commercial invoice and packing list;
2. Certification as per the consignee's request from the MoH or the MoA;
3. COO from the Chamber of Commerce endorsed by the MoNE and the Customs and Excise, especially for agricultural products;
4. Any other documents as per the consignee's requirements or the final destination's customs requirements.

Product Analysis Table

640510 & 340351: Footwear with uppers of leather or composition leather (excluding with outer soles of rubber, plastics, leather, or composition leather and uppers of leather, orthopedic footwear, and toy footwear)

| Country ⁴³ | Specific Requirements | Customs and Taxes | Remarks |
|-----------------------|---|---------------------------------|---|
| Germany | <p>CITES – endangered species protection</p> <p>General product safety</p> <p>Import requirements for sealed products (only required for sealed products)</p> <p>Labelling for footwear</p> <p>Prohibition of products containing fluorinated greenhouse gases (only required for footwear containing fluorinated greenhouse gases)</p> <p>Technical standards for personal protective equipment (only required for personal protective equipment falling under the scope of Directive 89/686/EEC)</p> <p>Voluntary: eco-label for footwear</p> | <p>VAT 19%</p> <p>Excise 0%</p> | <p>Samples need to be sent prior to the shipment for quality control and standards approval</p> |
| Czech Republic | <p>CITES – endangered species protection</p> <p>General product safety</p> <p>Import requirements for sealed products (only required for sealed products)</p> <p>Labelling for footwear</p> <p>Prohibition of products containing fluorinated greenhouse gases (only required for footwear containing fluorinated greenhouse gases)</p> <p>Technical standards for personal protective equipment (only required for personal protective equipment falling under the scope of Directive 89/686/EEC)</p> <p>Voluntary: eco-label for footwear</p> | <p>VAT 20%</p> <p>Excise 0%</p> | <p>Samples need to be sent prior to the shipment for quality control and standards approval</p> |

Exporter Requirements

Germany

CITES (Endangered Species Protection)

Imports of certain endangered species of animals and plants (or parts or derivatives made thereof) are subject to compliance with the EU wildlife regulatory measures.

The EU wildlife legislation, Council Regulation (EC) No 338/97 (OJ L-61 03/03/1997) (CELEX 31997R0338), based on the Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES), comprises a double-checking system involving export and import controls both at the country of origin and at the EU level. In each EU Member State, the system is managed by:

- A management authority, which issues permits and checks imports;
- A scientific authority, which acts as a consultative body.

Labelling of Footwear

The placing on the market of footwear, or its main parts when marketed separately, must comply with the EU labelling regulations.

Requirements of the Label

Contents

The labelling must describe the materials of the three main parts of the footwear (the upper, the lining and the sock, and the outer sole), stating in each case whether the material is “leather”, “coated leather”, “textile” or “other”. If no single material accounts for at least 80% of the product, the label should convey information on the two main materials used.

For this purpose it can be chosen between the use of pictograms or written indications in the language/s established by the Member State where intended to be marketed. When pictograms are used, they must be in accordance with the stipulations of Annex I to the Directive (Please refer to the EU website for more details).

Placement

The labelling must be conveyed on the footwear. It has to be placed, at least, on one article of the footwear in each pair. This can be done by printing, sticking, embossing, or using an attached label. The labelling must be visible, securely attached, and accessible, and the dimensions of the pictograms must be large enough to make it easy to understand.

Compliance Responsibility

The person in charge of supplying the labelling and assuring its accuracy can be:

1. The manufacturer when established in the EU, or
2. The manufacturer’s authorized agent when the latter is not established in the EU, or
3. The person responsible for first placing the footwear on the EU market when neither the manufacturer nor his/her agent is established in the EU;
4. The retailer will remain responsible for ensuring that the footwear sold by him/her bears the appropriate labelling.

Footwear Subject to Specific Regulations

The above labelling requirements do not cover certain types of footwear which are subject to specific regulations:

- Protective footwear covered by Council Directive 89/686/EEC (OJ L-339 30/12/1989) (CELEX 31989L0686) on personal protective equipment (for example, some boots with steel toe-caps – CN 6401.10);
- Footwear covered by Council Directive 76/769/EEC (OJ L-262 27/09/1976) (CELEX 31976L0769) on dangerous substances (for example, footwear containing asbestos – CN 6812.50).

Czech Republic

Import Procedures and Requirements

Footwear with Uppers of Leather CN 640510

Customs duties are as follows:

1. Preferential duty – 0%: after submission of EUR 1 document, issued in the exporting country and endorsed by its respective institution, or after placing the preferential declaration in the invoice;
2. Non-preferential duty – 3.5%: if the COO is not available.

Trade policy measures include the following:

1. Official permission if the skin of an animal is on CITES list (list in Regulation 101/2012);
2. Ban on imports if the skin is from dogs or cats;
3. Permit if the skin is from seals;
4. 20% VAT.

Preparations for the Treatment of Textile Materials and Leather CN 340311

1. Customs duties are as follows:
2. Preferential duty – 0%: after submission of EUR 1 document, issued in the exporting country and endorsed by its respective institution, or after placing the preferential declaration in the invoice;
3. Non-preferential duty – 4.6%: if the COO is not available.

Trade policy measures include the following:

1. Ban on imports containing ozone-depleting substances (Please refer to Regulation 1005/2009): according to the composition, the goods may be subject to excise duty (Please refer to Act No. 353/2003);
2. VAT – 20%.

Sample Sea Freight Cost Comparison between the KHB and the Ashdod Route

Notes:

1. Betunia crossing has been used in this sample, and the costs are calculated based on a real case study from Ramallah;
2. Trucks transported 15 pallets (20ft containers) directly from a consolidated warehouse;
3. The cost of the customs agents includes both sides of the border and all the way to Ashdod;
4. Shipping prices are CFR;
5. The time to the CC includes the total time spent at the border and travelling from the warehouse to Betunia crossing;

6. The calculated time is per ship frequency and the average time is per user's experience (according to studied cases and the history of the border);
7. Shipments have to arrive at least 2 days in advance to the ALV and 3-4 days in advance to the Ashdod/ Haifa Port for loading/unloading, security checks, special packing, and to avoid any misshapes at the border crossings which might delay the arrival and cause the shipment to miss the ship;
8. The Palestinian logistics providers include in their costs the issuance of certificates and other documentations that the shipment might need. (Please note that they do not provide proper advice and that they are an agent of an agent, which increases risks and cost);
9. The Betunia crossing cost of loading/unloading is included;
10. This is a freight shipment since cargo shipment is not possible due to the size and weight.

Price Comparison (NIS) between the KHB and the Ashdod Route

| Country | Route | Transportation Cost to the Border | Transportation Cost to the Port | Total Expenses at the Border | Cost at the Port | Shipping Cost | Total Cost to the Final Destination |
|------------------------|--------|-----------------------------------|---------------------------------|------------------------------|------------------|---------------|-------------------------------------|
| Germany (Hamburg) | KHB | 1,250 | 2,200 | 1,545 | 990 | 3,242 | 9,227 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,290 | 5,530 |
| Czech Republic (Koper) | KHB | 1,250 | 2,200 | 1,545 | 990 | 6,782 | 12,767 |
| | Israel | 1,200 | 1,350 | 0 | 1,690 | 1,710 | 5,950 |

Time Comparison between the KHB and the Ashdod Route per Day

| Country | Route | From the Warehouse to the Port | Total Days at the Port | Total Average time to Final Destination |
|---------------------|--------|--------------------------------|------------------------|---|
| Germany | KHB | 1 | 2 | 25 |
| | Israel | ½ | 3½ | 19 |
| Chile (San Antonio) | KHB | 1 | 2 | 19 |
| | Israel | ½ | 3½ | 11 |

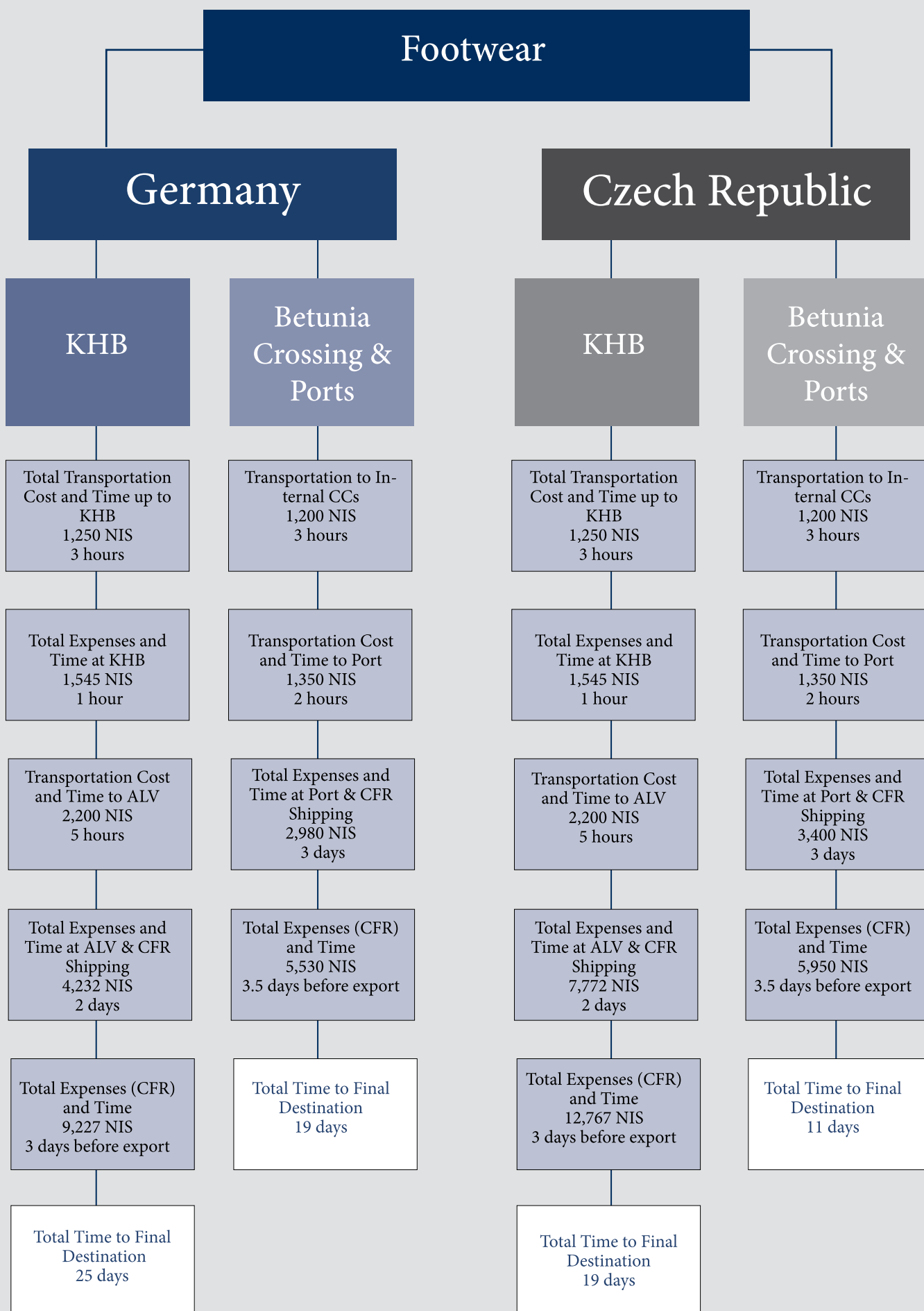
Specific Obstacles and Requirements

Specific Obstacles

1. The European standards on footwear require certifications that the used material is not of endangered species;
2. The European Intellectual Property Law on Brand Names;
3. Regular borders impediments;
4. International competitors.

Specific Recommendations

1. The Palestinian footwear industry is rich and has conquered the Israeli market;
2. Good quality products that can compete at the international level;
3. Companies are exploring neighboring Arab countries;
4. The Ashdod route again is more cost effective and less time consuming.



Country/Product Total Cost Analysis Table

| Country | Route | Olive Oil | Vegetables | Herbs | Dates | Tomatoes | Strawberries | Fresh Fruits | Stones | Sausages | Footwear | Medicaments |
|---------------|--------|------------|-------------|-------------|------------|-------------|--------------|--------------|------------|------------|------------|-------------|
| US | KHB | 20,365 | 12,384 | 12,384 | 20,365 | 12,534 | 12,534 | 12,534 | | | | |
| | Israel | 8,780 | 14,240 | 14,240 | 8,780 | 14,540 | 14,540 | 14,540 | | | | |
| Japan | KHB | 8,665 | | | | | | | | | | |
| | Israel | 6,680 | | | | | | | | | | |
| Turkey | KHB | | 8,140 | 8,140 | 17,767 | 8,290 | 8,290 | 8,290 | | 17,767 | | |
| | Israel | | 9,400 | 9,400 | 5,590 | 9,700 | 9,700 | 9,700 | | 5,590 | | |
| Norway | KHB | | 8,320 | 8,320 | 11,047 | 8,470 | 8,470 | 8,470 | | | | |
| | Israel | | 10,285 | 10,285 | 9,360 | 10,585 | 10,585 | 10,585 | | | | |
| Holland | KHB | | 7,424 | 7,424 | 9,327 | 7,574 | 7,574 | 7,574 | | | | |
| | Israel | | 7,840 | 7,840 | 8,390 | 8,140 | 8,140 | 8,140 | | | | |
| UK | KHB | | 7,424 | 7,424 | 10,567 | 7,574 | 7,574 | 7,574 | | 10,567 | | |
| | Israel | | 15,360 | 15,360 | 5,510 | 15,660 | 15,660 | 15,660 | | 5,510 | | |
| Italy | KHB | | | | | | | | 10,720 | | | |
| | Israel | | | | | | | | 7,460 | | | |
| China | KHB | | | | | | | | 7,460 | | | |
| | Israel | | | | | | | | 11,540 | | | |
| Germany | KHB | | | | | | | | | 9,227 | 9,227 | 9,227 |
| | Israel | | | | | | | | | 5,530 | 5,530 | 5,530 |
| Chile | KHB | | | | | | | | | | | 17,367 |
| | Israel | | | | | | | | | | | 8,320 |
| Czech Rep | KHB | | | | | | | | | | 12,767 | |
| | Israel | | | | | | | | | | 5,950 | |
| Shipping Mode | | Con-tainer | Cargo Plane | Cargo Plane | Con-tainer | Cargo Plane | Cargo Plane | Cargo Plane | Con-tainer | Con-tainer | Con-tainer | Con-tainer |

SECTION THREE: IMPORTED PRODUCTS

Portland Cement

Specific Requirements by the PA and Israel

252329: Portland cement (excluding white, whether or not artificially colored)

| Country | Specific Requirements | Customs and Taxes | Remarks |
|---------|--|-------------------|--|
| Germany | Euro 1 Import licence Standard ("TEKEN") | Tax free | EU-PLO agreement TEKEN is expensive sometimes and re- quires a long process |
| China | Standard ("TEKEN") Import license | Tax free | TEKEN is expensive sometimes and re- quires a long process |
| Turkey | Standard ("TEKEN") Import license COO | Tax free | FTA TEKEN is expensive sometimes and re- quires a long process |

Documentations:

1. Import license issued by the MoNE;
2. Detailed specifications of the product and its country of origin;
3. To avoid paying customs and delays:
 - a. Commercial invoice;
 - b. COO(Euro 1);
 - c. B/L;
 - d. Packing list.

Cost Comparison

The Israeli Route

Hamburg-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|---------|-------|---------------|--------------|----------------|---------|
| 20ft container | \$1,100 | \$190 | \$90 | \$200 | \$550 | 14 days |
| 40ft container | \$1,850 | \$295 | \$90 | \$250 | \$800 | 14 days |

Shanghai-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|---------|-------|---------------|--------------|----------------|---------|
| 20ft container | \$1,600 | \$200 | \$90 | \$200 | \$550 | 28 days |
| 40ft container | \$2,900 | \$300 | \$90 | \$250 | \$800 | 28 days |

Mersin-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|-------|-------|---------------|--------------|----------------|--------|
| 20ft Container | \$435 | \$200 | \$90 | \$200 | \$550 | 5 days |
| 40ft container | \$877 | \$300 | \$90 | \$250 | \$800 | 5 days |

The Jordanian Route

Hamburg-Aqaba

| | Cost | ALV | Non Pallets | Transportation (Aqaba-KHB) |
|----------------|---------|------|-------------|----------------------------|
| 20ft container | \$900 | \$60 | \$75 | \$600 |
| 40ft container | \$1,400 | \$60 | \$150 | \$800 |

Shanghai-Aqaba

| | | | | | |
|-------|-------|-------|----------------|---------|--------|
| Aqaba | \$250 | \$450 | Shanghai-Aqaba | 30 days | weekly |
|-------|-------|-------|----------------|---------|--------|

Mersin-Aqaba

| | Cost | ALV | Non Pallets | Land Transport Cost (KHB) |
|----------------|---------|------|-------------|---------------------------|
| 20ft container | \$2,950 | \$60 | \$75 | \$3,400 |
| 40ft container | \$3,500 | \$60 | \$150 | \$3,750 |

Please note that land transport cost from Turkey to KHB is based on an estimate prior to the border closure and includes insurance and international border crossing expenses.

Specific Obstacles

1. The monopoly of the Israeli Nasher company influences restrictions and hinders the import process;
2. The issuance of an import license by the Israeli Ministry of Trade imposes a variety of obstacles, such as detailed specs, sample, etc.;
3. Currently the road route from Turkey to Palestine is closed.

Preparations of a Kind Used in Animal Feeding

Specific Requirements by the PA and Israel

230990: Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale)

| Country | Specific Requirements by the PA/Israel | Customs and Taxes | Remarks |
|---------|--|--|--|
| US | Import licence Standard ("TEKEN") Permits from the MoA – Department of Feeds Quality If it contains materials of animal origin, it will require a permit from the Veterinary Institute COO | 8% taxes if conditions are not met Zero taxes if conditions are met | Trade agreement Contains 15-35% protein and 4% or more fats TEKEN is sometimes expensive and requires a long process |
| China | Import licence Standard ("TEKEN") Permits from the MoA – Department of Feeds Quality If it contains materials of animal origin, it will require a permit from the Veterinary Institute COO | 8% taxes if conditions are not met Zero taxes if conditions are met | Contains 15-35% protein and 4% or more fats TEKEN is sometimes expensive and requires a long process |
| Holland | Import licence Standard ("TEKEN") Permits from the MoA – Department of Feeds Quality If it contains materials of animal origin, it will require a permit from the Veterinary Institute COO Euro1 | 8% taxes if conditions are not met Zero taxes if conditions are met | FTA Contains 15-35% protein and 4% or more fats TEKEN is sometimes expensive and requires a long process |

Documentations:

1. Import license issued by the Palestinian MoNE and pre-approved by the Israeli MoA and possibly MoH;
2. Health certificate issued by the US, Chinese, or Dutch authorities;
3. A sample can be tested either prior to the shipment arrival, which could save time and money, or when the shipment is at the port, which will delay its release and incur a significant extra cost;
4. To avoid paying customs and delays:
5. Commercial invoice;
6. COO;
7. B/L;
8. Packing list.
9. According to trade agreements between Israel and the US, the EU, and China and the agreements between Palestine and the US and the EU, these products pay zero customs, zero purchase tax, and 17% VAT. However, sometimes the Israeli customs do not accept the Palestinian trade agreements or do not implement the agreed clauses in the Paris Protocol, so Palestine ends up paying customs on products that are free of payment.

Cost Comparison

(FOB: the importer has to pay sea freight, and the cost is sometimes high due to fuel charges)

The Israeli Route

20ft Container Freight: New York-Ashdod/Haifa

| NY-Ashdod/Haifa | Transport to Ramallah | Number of Days (Departure-Arrival) | Customs Agent |
|-----------------|-----------------------|---------------------------------------|---------------|
| \$400 | \$300-\$400 | 14 | \$100 |

Notes:

1. Direct ships to Ashdod/Haifa;
2. No need to empty the container at the port;
3. Sometimes products are security scanned at the port (the importer has to ask the customs agent for the customs receipt if the container is scanned);
4. COO applies because of trade agreements;
5. The cost and time are reasonable but can be managed better.

Rotterdam-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|---------|-------|---------------|--------------|----------------|---------|
| 20ft container | \$1,100 | \$190 | \$90 | \$200 | \$550 | 14 days |
| 40ft container | \$1,850 | \$295 | \$90 | \$250 | \$800 | 14 days |

Shanghai-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|---------|-------|---------------|--------------|----------------|---------|
| 20ft container | \$1,600 | \$200 | \$90 | \$200 | \$550 | 28 days |
| 40ft container | \$2,900 | \$300 | \$90 | \$250 | \$800 | 28 days |

The Jordanian Route

| NY-Aqaba | ALV | Storage | Transport to KHB | Transport to Ramallah | Number of Days (Departure-Arrival) | Customs Agents |
|----------|-------|---------|------------------|-----------------------|---------------------------------------|----------------|
| \$2,300 | \$300 | \$60 | \$700 | \$300 | 55 | \$200 |

Notes:

1. 20ft container freight: New York-Aqaba. It might take up to 55 days to arrive, and it might be transshipped.
2. ALV: unloading/loading to trucks (ensuring that height is around 160cm due to scan restrictions at KHB).
3. Containers have to be emptied at the ALV and palletized and wrapped properly due to the long distance drive.
4. Products are transited to KHB under the customs' supervision.
5. No transit agreement between Jordan and Palestine.
6. No non-manipulation certificate agreement between Jordan and Palestine.

7. Israel might prevent the product from entering for a number of reasons; therefore, a pre-arranged coordination is required.
8. Two customs agents are needed, one on each side.

FOB Shanghai-CFR Aqaba

| | Shanghai-Aqaba | ALV | Storage | Transport to KHB | Transport to Ramallah | Number of Days (Departure-Arrival) | Customs Agents |
|----------------|----------------|-------|---------|------------------|-----------------------|------------------------------------|----------------|
| 20ft container | \$250 | \$300 | \$60 | \$700 | \$300 | 33 | \$200 |
| 40ft container | \$450 | \$300 | \$60 | \$850 | \$400 | 33 | \$250 |

Rotterdam-Aqaba

| | Rotterdam-Aqaba | ALV | Storage | Transport to KHB | Transport to Ramallah | Number of Days (Departure-Arrival) | Customs Agents |
|----------------|-----------------|-------|---------|------------------|-----------------------|------------------------------------|----------------|
| 20ft container | \$900 | \$300 | \$60 | \$700 | \$300 | 33 | \$200 |
| 40ft container | \$1,400 | \$300 | \$60 | \$850 | \$400 | 33 | \$250 |

Specific Obstacles

1. The license is issued under the condition that the product contains 15-35% protein and 4% or more fats;
2. Each time the product is imported, it requires TEKEN, which is sometimes expensive and requires a long time;
3. Israel enforces restriction in order to impose Israeli manufactured products;
4. The process requires two customs agents and two means of transport.

Wheat or Meslin Flour

Specific Requirements by the PA and Israel

110100: Wheat or meslin flour

| Country | Specific Requirements by the PA/Israel | Customs and Taxes | Remarks |
|---------|--|---|---|
| France | Import licence Permits from the MoA– Department of Feeds Quality In packaging of more than 5.5 kg COO | 0% taxes if conditions are met 12% taxes if conditions are not met | Trade agreement TEKEN might be needed |
| Turkey | Standard (“TEKEN”) Import license COO | Tax free | FTA TEKEN is sometimes expensive and requires a long process |

Documentations:

1. Import license issued by the MoNE;
2. Detailed specs of the product and its country of origin;
3. To avoid paying customs and delays:
 - a. Commercial invoice;
 - b. COO;
 - c. B/L;
 - d. Packing list.
4. Flour packaging:
 - a. Over 5.5 kg is exempt from taxes;
 - b. Within the framework of “QUOTA” common market it is exempt from taxes;
 - c. If neither applies, the customs duty is 12%.

| Agreement | Tax | Quota | Unit |
|----------------------|----------|----------------------------------|------|
| General Tax Rate | 12% | | Kg |
| US | Tax Free | | |
| Canada | Tax Free | In correspondence with the quota | |
| EU and EFTA Tax Rate | Tax Free | | |
| Purchase Tax | Tax Free | | |

5. Turkey: Israeli Tax Authority Requirements

| | | |
|-----------|------|---|
| Part | 01 | Wheat OR Meslin Flour |
| Paragraph | 0020 | In packages whose weight exceeds 5.5 KG |

| Agreement | Tax | Quota | Unit |
|----------------------|----------|-------|------|
| General Tax Rate | Tax Free | | Kg |
| US | Tax Free | | |
| EU and EFTA Tax Rate | Tax Free | | |
| Purchase Tax | Tax Free | | |

Cost Comparison

The Israeli Route

France-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|---------|-------|---------------|--------------|----------------|---------|
| 20ft container | \$770 | \$190 | \$90 | \$200 | \$550 | 14 days |
| 40ft container | \$1,200 | \$295 | \$90 | \$250 | \$800 | 14 days |

Mersin-Ashdod

| | Cost | THC | Local Charges | Custom Agent | Transportation | Time |
|----------------|-------|-------|---------------|--------------|----------------|--------|
| 20ft container | \$435 | \$200 | \$90 | \$200 | \$550 | 5 days |
| 40ft container | \$877 | \$300 | \$90 | \$250 | \$800 | 5 days |

The Jordanian Route

France-Aqaba

| | France-Aqaba | ALV | Storage | Transport to KHB | Transport to Ramallah | Number of Days (Departure-Arrival) | Customs Agents |
|----------------|--------------|-------|---------|------------------|-----------------------|------------------------------------|----------------|
| 20ft container | \$1,100 | \$300 | \$60 | \$700 | \$300 | 24 | \$200 |
| 40ft container | \$1,600 | \$300 | \$60 | \$850 | \$400 | 24 | \$250 |

Mersin-Aqaba

| | Cost | ALV | Non Pallets | Land Transport Cost (KHB) |
|----------------|---------|------|-------------|---------------------------|
| 20ft container | \$2,950 | \$60 | \$75 | \$3,400 |
| 40ft container | \$3,500 | \$60 | \$150 | \$3,750 |

Please note that the land transport cost from Turkey to KHB is based on an estimate prior to the border closure and includes insurance and international border crossing expenses.

Specific Obstacles

1. Import licences are only obtained according to the Israeli standard, which sometimes requires a long process;
2. Packaging restrictions determine whether the import is taxable or not;
3. Tests and the standards approval are also implemented according to the Israeli standards and might cost money and take a long time.

Additional Import Cost

1. Storage once the container arrives in Ashdod: the average clearance time is 10 days but has always been left to the discretion of the Israeli (Palestinian agent) freight forwarder and customs agent;
2. TEKEN: the cost varies and depends on a set of rules that are only disclosed to the Israeli standards;
3. Transportation: transporting the container from the port to the warehouse;
4. Loading/unloading cost at Betunia crossing only;
5. ALV cost for import.

| Activit | JD |
|---------------------------------------|-----|
| ACT | 60 |
| Off-loading cargo to the warehouse | 55 |
| Loading onto trucks | 45 |
| Storage | 10 |
| Packing and limiting pallets to 160cm | 135 |



SECTION FOUR: CONCLUSIONS AND RECOMMENDATIONS

General Import Obstacles

1. The majority of Palestinian importers wait until the arrival of the goods at Ashdod to perform the tests, whilst this can be done long before the shipment leaves the departure country;
2. The majority of importers do not negotiate prices with the private storage companies and leave the issue to the Israeli customs agents;
3. TEKEN is a long and expensive process. The PSI should have access to all products that are previously tested in order to avoid double testing, which doubles or even triples the cost of products;
4. Importers sometimes incur demurrage cost by the shipping lines for exceeding the allotted number of free days, which is also kept to the discretion of the Israeli freight forwarder due to the lack of knowledge for direct dealings with the shipping lines;
5. The customs agents charge for security checks on all containers, although they might not be performed on all containers. Importers have to ensure that the customs invoice for security checks is attached to the customs agent's invoices;
6. The import license remains a problem since it is issued and processed through the Israeli Ministries and most requires an authentication from more than one department;
7. Israel returns the license application to the MoNE, which has no specific set of documents for each product and each country in order to avoid delay and ensure that submitted applications are complete. This causes long delays in obtaining and import license and further inconvenience.

General Import Recommendations

1. Certain shipments can be cleared even prior to their arrival. Importers have to ensure that documentations are complete, tests results are available, and certificates are in order;
2. Importers should not rely on the customs agents in performing the clearing operation. They should participate in the process and be aware of all costs prior to the shipment of the goods;
3. Faster procedures for issuing an import license within 24-48 hours should be implemented, similarly to the Israeli counterparts.

General Export Obstacles

1. The PA used to have some presence at KHB, which could be expanded to include customs and other logistics procedures. Currently Palestinian exporters and importers encounter numerous impediments which cost them time, money, and loss of revenues;
2. There is no Palestinian presence at any of the CCs in line with the current political status; however, the CCs remain Palestine's trade bottlenecks and major trade crossings;
3. During the survey for this report, it was noted that some major Palestinian exporters, especially within the pharmaceutical industry, face long waiting periods for the issuance of drug registration certificates and the import of major raw materials, in addition to strict policies on sealed products, mistreatment of sensitive products at the CCs, and lack of infrastructure at any of the CCs for these delicate products;
4. There is no access to information on ports, airports, Israeli Ministries, Palestinian Ministries, Set procedures for import/export, needed documentations, etc. This has increased the reliance on the Israeli freight

forwarders and customs agents which in turn has increased the cost of services and the required time, reaffirmed the lack of knowledge, and ensured a total dependence on a very untrustworthy source;

5. Palestine has no internationally accredited institution that does quality control on exported products and can issue internationally recognized certificates that authenticate the work of the various Palestinian industries. The PSI does not have the required infrastructure to deal with all industries;
6. The PA has failed to create an investment environment especially for the purpose of exports, such as free zone areas, which is mainly due to the arrangements of the Paris Protocol, the various levels of accessibility and control between Areas A, B, and C, the constant Israel incursions, the checkpoints, and the CCs;
7. The lack of dialogue between the public and private sector has widened the gap between the political and economic strategies. No long-term trade strategy has been developed by any of the PA governments;
8. The Allenby Bridge has emerged as the only major CC between Palestine and Jordan and the rest of the Arab world after the closure of Prince Muhammad Bridge in 2003. Despite its infrastructural inadequacy, high cost, exposure, lack of storage and cooling facilities, the back-to-back system, and the long waiting time, among others, Palestinian traders maintained the flow of goods via KHB in order to ensure that the Arab markets remain an option for the Palestinian products;
9. KHB remains an Israeli controlled border in spite of being considered an alternative to the routes through Ashdod, Haifa, and other Israeli controlled borders. Therefore, the strict and rigid procedures and treatment which Palestinians face at the other controlled borders also exist at KHB;
10. The current setup at KHB remains inadequate to handle the flow of goods in both directions despite the minor increase in the trade volume over the past few years. Therefore, major renovations on both the Israeli and the Jordanian side are needed if this route is to become the main route for Palestinian imports and exports;
11. Containers that pass through Tarqoumia and Shaar Effrim should not be completely full in order to allow security procedures to take place. This restriction prevents the total utilization of space to reduce the cost;
12. Shipping lines' and ports' regulations force exporters to send their goods at least 2-3 days prior to the shipment day in order to load the products into containers, perform security checks, and truck the containers onto a ship. This constitutes an added cost which should be optional provided that the route from the warehouse via the CCs is open 24 hours a day;
13. The lack of trade coordination between Israel and Palestine/Jordan, such as the imposition of additional but not needed health certificate on some transit cargo by the Jordanian MoA at KHB, further complicates the procedures;
14. The lack of coordination between the various Ministries on both sides and the inexistence of emergency lines that can assist in solving unexpected problems in another obstacle;
15. KHB's working hours on the two sides are never coordinated to serve the end user (the Palestinian side). For example, Israel returns to winter time at least a month before Jordan and the rest of the world. This causes a delay and shorter working hours that affects the flow of goods and increases the cost;
16. Israel plays a major role in deciding when to open and close KHB, especially during the Jewish holidays;
17. There are no qualified (certified) Palestinian customs agents available at KHB, so these operations are completely controlled by the Israeli private sector;
18. Under the current circumstances, containerizing products inside the West Bank remains an obstacle for passing through the CCs because of:
19. Having to leave empty spaces within the container for security;
20. Restricting the exit route to only two crossings instead of four.
21. The large Palestinian companies do not have properly trained logistics personnel with access to information on and vast knowledge of all clearing procedures.



General Export Recommendations

1. Exporters have to fully understand this study and research the most efficient route for their particular product;
2. Exporters/importers still lack adequate knowledge, experience, and practical awareness of all the steps through which a certain product or shipment has to go. They are not aware of the detailed procedural implementation which significantly impacts the cost and time within the supply chain;
3. Exporting shipments through KHB is considered as a single border crossing process, since neither Israel nor Jordan applies any strict export rules on Palestinian products. This will probably change once the scanner is installed;
4. Containerizing KHB will eliminate some of the impediments and reduce the cost, time, and damages at KHB by almost 20-30%. The average time for a container with 15 pallets to be scanned is around 5 minutes in comparison with 3-5 minutes of loading/unloading time that is currently needed for each pallet. In addition, the container will be scanned whilst it is being loaded on a trailer and will require no additional loading/unloading again;
5. Containerizing KHB will reduce the time (load/unload), damages (loose products), temperature exposure (cooling), administration at the port, etc. This might also reduce expenses at KHB and the Aqaba Port by 200-400 JD depending on the container size and the type of products;
6. Allowing Palestinian trucks to travel through Jordan might also encourage Palestinian exporters/importers to increase the volume of trade. Therefore, this step will encourage Israeli routes to offer faster and more effective services in order to remain competitive;
7. It is apparent that due to the small volume of trade that travels through Jordan in comparison with Israel, the Jordanian route remains expansive and less efficient. Despite the similarities in transportation costs between KHB and Ashdod via one of the CCs, the major factor that causes fluctuations in the supply chain cost is the ocean freight;
8. The Palestinian Ministries have to negotiate eliminating or reducing transit cost and terminal handling charges for containers. This might reduce the overall cost by at least \$100 per container;
9. A joint Palestinian-Jordanian bonded zone area near KHB, where shipping lines are encouraged to build a container zone area, a logistic center, a service center, and other needed facilities, will also increase the volume of export/import and reduce the cost and time and create an efficient and competitive environment;
10. International importers should share with the Palestinian exporters all procedural requirements (certificates, tests, conformity, etc.) that their respective countries require for promoting, marketing, and eventually introducing Palestinian products to the market;
11. Despite all trade investments which have been made into the public and private institutions, they still lack proper a national export strategy, commercial and trade representations at Palestinian embassies abroad, consulates or representative offices around the world, decent and informative services within the Palestinian ministries, or even a process that encourages exporters to explore unknown markets;
12. It is recommended that exporters insure their products for the transportation between the warehouses and the CCs or KHB. Currently most exporters rely on the driver's insurance, which does not cover damages to goods. Trucking companies are now considering offering this service as an added value to their present services;
13. Having too many alternate options may confuse importers/exporters and narrow the choice of route based on experience, word of mouth, etc. rather than cost effectiveness, time, procedures, knowledge, etc.;
14. The Ashdod and Haifa Ports, major hubs within the Mediterranean Sea, are the best option for Palestinian

traders for European and American destinations, but this might change if major impediments from the KHB route are eliminated;

15. Palestinians have never considered the Eilat Port as an alternative route for the Far East market, but the recent privatization of the port by the Israeli Port Authority has resulted in new investments and a 10-year master plan to improve services and offer another option in the region. The Israeli government is also planning to build a train track to connect Ashdod/Haifa with the Eilat Port;
16. Extending the KHB working hours to 24 hours might facilitate the movement of temperature-sensitive products to evening and night times, when temperatures are cooler and closer to room temperatures;
17. QAIA offers a better facility and cheaper rates to all perishable products because Palestinian products have no restrictions on the type of flights there, unlike at BG Airport, where they can travel only on cargo planes;
18. The amount of individually produced Palestinian goods does not suffice to satisfy the demand of an international importer. Therefore, it is recommended that more consolidated companies are created in order to compete internationally;
19. The influxes of international products from countries that have free trade agreements with Palestine and the restrictions imposed by Israel have had a detrimental effect on major Palestinian industries. On the other hand, Palestine still needs to fully benefit from these agreements by adjusting and encouraging the remaining and newly emerging industries to produce according to international standards. This should be a policy and a priority on the MoNE's Agenda;
20. The customs or the MoF in cooperation with other ministries should put an end to the so-called Palestinian freight forwarders and customs agents who are not qualified and do not provide adequate services to their customers. Instead, they act on behalf of an Israeli agent, which causes a loss of responsibility and doubles or even quadruples the risk of high cost transactions. These agents have also failed to provide customers with proper updates, knowledge, and information, because they do not speak Hebrew, do not understand the new rules and regulations that Israel imposes on end users, and are not aware of the similar treatment that Palestinian and Israeli importers/exporters should receive;
21. Certain CCs have to operate 24-hour shifts, which might reduce the transport cost (less waiting time), storage time, and damages due to sun exposure, etc.;
22. Using a single means of transport all the way from the warehouses in Palestine to QAIA or the Aqaba Port might also reduce the cost, time, and damages even after the scanner is installed. Alternatively, allowing Palestinian products to travel through the eastern route to Aqaba will reduce the distance, time, and cost. This route is currently a restricted area, and even Jordanians are not allowed to use it;
23. It is not advisable to load containers inside the West Bank and then transfer them via Tarqoumia or Shaar Effrim to the port as this increases the cost, time, and empty space inside the container;
24. Existing trade agreements need to be fully examined in order to determine the return of benefits from these agreements on Palestinian industries and export policies;
25. The Jericho Industrial Park should also function as a logistic city for all products that cross into Jordan or arrive from Jordan for the purpose of manufacturing for export;
26. The Israeli Port Authorities in Israel are semi-private, semi-public, while the private sector (the Coordinating Council) does not instigate direct negotiations on storage, Palestinian docking areas, etc. by partnering with international companies;
27. The comparison has opened up the debate on routes cost effectiveness and it seems that the KHB route via QAIA presents a competitive advantage to a majority of destinations, unlike the Aqaba route which remains time and cost inefficient in comparison with the Ashdod/Haifa routes;
28. Finally, the government has the responsibility to ensure that the trade agreements are respected, the cost is reduced, the documentations are accessible, the licenses are easy to obtain, the information is available, etc., if the government is really striving towards an independent and sustainable economy.



Ports Advantages and Disadvantages

Aqaba Port

Advantages

1. The border crossing cost might be reduced if joint Palestinian-Jordanian trucks are allowed to travel between the two countries freely;
2. Facilitating the crossing to accept fully loaded containers will eliminate damages from the back-to-back system and will reduce the time, cost, and risk;
3. The route is feasible and might be cost effective for Far East destinations;
4. The route offers an alternative but should not be a replacement to current routes;
5. Sealed products are rarely checked or opened through this route, especially medicine;
6. The Palestinian customs and the Jordanian customs use the ASYCUDA system through which official documents can be exchanged electronically;
7. The port has been developed and installed with state of the art new equipment in order to increase efficiency and reduce the waiting time, and the competition from other regional ports maintains a competitive advantage;
8. New shipping lines have been attracted, and existing shipping lines have increased their port calls;
9. Palestinian-Jordanian joint venture companies can utilize the port to reduce the cost of services, storage, and shipping.

Disadvantages

1. Goods need to travel long distances, which increases the fuel cost and the risk of damages and incidents;
2. Containerization has to be performed at the ALV;
3. The changes in temperature between the West Bank, the Jordan Valley, Amman, and Aqaba might affect the quality of the products;
4. The route is not cost effective when the final destination is Europe (even Jordanians use the Haifa Port for in this case);
5. The Jordanian customs accompany certain dangerous products at an additional cost;
6. There are long waiting times and high storage cost because of the lack of frequent ships to the port and the limitation of destinations;
7. The Jordanian customs might require certain product tests even though the products are only transiting through Jordan;
8. There is no insurance for products traveling these long distances;
9. There are no qualified Palestinian freight forwarders and customs agents to monitor this route. Exporters/importers in some cases use the Palestinian agent of an Israeli agent in addition to a Jordanian agent, which increases the cost and risks;
10. There is a multicurrency usage for a direct supply chain route, including Israeli shekels, Jordanian dinars, and US dollars;
11. There is an international jurisdiction risk in case of disputes or insurance claims or payments;
12. Although it is only an alternative route, Palestinian exporters have to understand the port's rules and regulations as much as they have to understand the rules and regulations at Ashdod/Haifa, which poses an additional burden;
13. The Allenby/KHB closing times are inconvenient, and there exist limitations on transporting goods;
14. The average travelling time is almost 6 hours.

Ashdod/Haifa Ports

Advantages

1. These ports offer an easy and fast accessibility to European, African, and American ports;
2. The ships frequency and travel time offer a fast route with a good competitive advantage;
3. Palestinian exports are not as harshly treated as importers. There are no long procedural bureaucratic delays;
4. The average travelling time between the West Bank and the ports is around two hours;
5. Exports in some cases can be shipped within 24 hours, unlike via the Aqaba option;
6. Exporters can send their shipments directly in containers or in loose from the West Bank warehouses to the port and save the cost of containerization;
7. Despite of the rigid Israeli system, this route will remain more time and cost effective if the obstacles at the CCs are reduced or completely removed;
8. Palestinian exporters in many cases use a single freight forwarder and customs agent.

Disadvantages

1. Goods have to travel through a CC and in many cases use both Palestinian and Israeli trucks, which increases the cost and time;
2. Sometimes in order to avoid any mishaps, exporters send goods 2-4 days in advance in order to load them into containers and ensure shipping them on time;
3. All Palestinian exports have to be security checked, and sometimes this delays the flow of goods;
4. Palestinian exports to the Far East are relatively expensive via this route. Currently the Israeli Port Authorities are investing heavily in Eilat, which might become another alternative option to Palestinians (a study on this matter is recommended);
5. The CC closing times limit the flow and movement of goods.

Appendices

Appendix1: Transportation Costs from the Warehouse to the Port/Airport via the Jordanian and the Israeli Route

Cost of Transportation from the Warehouse to Betunia CC: 200-2,000 NIS

| Warehouse Location | Number of Pallets | Distance | Waiting Time and Time at CC | Cost (NIS) |
|-----------------------------|-------------------|----------|-----------------------------|-------------|
| Industrial Estate – Betunia | 2-3 | 2 km | 30 minutes | 200-300 |
| BirZeit | 14-18 | +15 km | 1-2 hours | 1,800-2,000 |

Truck Cost

| City-Crossing | Cost (NIS) |
|------------------|------------|
| Ramallah-KHB | 1,250 |
| Ramallah-Betunia | 1,200 |
| Jenin-Jalameh | 750 |
| Jenin-KHB | 850 |
| Hebron-Tarqoumia | 1,800 |
| Hebron-KHB | 1,930 |

| Crossing-Port/Airport | Cost (NIS) |
|-----------------------|------------|
| KHB-ALV | 2,200 |
| Betunia-Ashdod | 1,350 |
| KHB-QAIA | 850 |
| Jalameh-BG Airport | 850 |
| Tarqoumia-Ashdod | 1,900 |

Cost at the Allenby Bridge for 15 Pallets plus Cost of the Logistics Company

| Activity | Cost (NIS) |
|-------------------------------------|------------|
| Crossing Fees | 209 |
| Cost of Pallets (Loading/Unloading) | 518 |
| Clearing Agent | 351 |
| Total Expenses | 1,078 |

Cost at KHB for 15 Pallets plus Cost of the Logistic Company

Total cost = around 467NIS (charges are in JD, exchange rate might vary)

ALV Cost for Palletized and Non-Palletized Goods: 20ft Container (JD)

| Activity | Palletized | Non Palletized |
|--------------------------------|------------|----------------|
| Container | 60 | 60 |
| Off-Loading Goods to Warehouse | 55 | 70 |
| Storage (Max 2 days) | 10 | 10 |
| Loading to Container | 55 | 70 |
| Total in JD | 180 | 210 |

Appendix 2: Ocean and Air Frights via the Jordanian and the Israeli Route

Sea Freight Table via Aqaba

| Port | 20ft | 40ft | Route | Total Time | Frequency |
|-------------|---------|---------|---|----------------|-------------|
| New York | \$2,300 | \$3,500 | Aqaba-Salalah-New York | Around 55 days | W e e k l y |
| Yokohama | \$575 | \$900 | Aqaba-Kaohsiung-Yokohama | Around 33 days | W e e k l y |
| San Antonio | \$2,850 | \$5,450 | Aqaba-Kaohsiung-Colon container terminal-Iquique | Around 55 days | W e e k l y |
| Oslo | \$1,270 | \$2,050 | Aqaba-Jeddah-Hamburg-Oslo | Around 32 days | W e e k l y |
| Shanghai | \$250 | \$450 | Aqaba-Shanghai | Around 22 days | W e e k l y |
| Mersin | | | Aqaba-Mersin | Around 32 days | W e e k l y |
| Genoa | \$1,065 | \$1,730 | Aqaba-Jeddah-Malta-Genoa | Around 22 days | W e e k l y |
| Hamburg | \$815 | \$1,295 | Aqaba-Jeddah-Hamburg | Around 22 days | W e e k l y |
| Rotterdam | \$840 | \$1,320 | Aqaba-Jeddah-Rotterdam | Around 24 days | W e e k l y |
| Southampton | \$820 | \$1,300 | Aqaba-Jeddah-Southampton | Around 24 days | W e e k l y |
| Felixstowe | \$1,150 | \$1,540 | Aqaba-Algeciras-Felixstowe | Around 14 days | W e e k l y |
| Koper | \$1,700 | \$3,282 | Aqaba-Port Said-Koper | Around 16 days | W e e k l y |

Sea Freight Table via Ashdod/Haifa

| Port | 20ft | 40ft | Routing | Total Time | Frequency |
|-------------|---------|---------|-------------------------|----------------|-----------|
| New York | \$1,225 | \$1,525 | Ashdod/Haifa-New York | Around 24 days | Weekly |
| Yokohama | \$500 | \$700 | Ashdod/Haifa-Yokohama | Around 35 days | Weekly |
| San Antonio | \$1,000 | \$1,875 | Ashdod/Haif-Iquique | Around 40 days | Weekly |
| Oslo | \$700 | \$1,300 | Ashdod/Haif-Oslo | Around 20 days | Weekly |
| Shanghai | \$500 | \$1,100 | Ashdod-Shanghai | Around 28 days | Weekly |
| Mersin | \$400 | \$650 | Ashdod/Haif-Mersin | Around 5 days | Weekly |
| Genoa | \$500 | \$900 | Ashdod/Haifa-Genoa | Around 8 days | Weekly |
| Hamburg | \$380 | \$760 | Ashdod/Haifa-Hamburg | Around 14 days | Weekly |
| Rotterdam | \$380 | \$760 | Ashdod/Haifa-Rotterdam | Around 15 days | Weekly |
| Felixstowe | \$380 | \$760 | Ashdod/Haifa-Felixstowe | Around 15 days | Weekly |
| Koper | \$490 | \$890 | Aqaba-Koper | Around 7 days | Weekly |

Air Freight via QAIA

| Airline | Destination | Min | -45 | +45 | +100 | +500 | +1000 |
|--|-------------|----------|-----|-----|------|------|-------|
| Turkish Airlines | NYC | | | | | | 1.510 |
| | TOK | | | | | | 3.07 |
| | OSL | | | | | | 1.270 |
| | IST | | | | | | 0.850 |
| | LON | | | | | | 1.060 |
| | AMS | | | | | | 1.060 |
| | SHA | | | | | | 1.270 |
| | HAM | | | | | | 1.270 |
| | FRA | | | | | | 1.060 |
| | PRA | | | | | | 1.270 |
| Emirates | IST | | | | | | 1.020 |
| | AMS | | | | | | 1.230 |
| | LON | | | | | | 1.090 |
| | JFK | | | | | | 2.300 |
| | SHJ | | | | | | 1.510 |
| | HAM | | | | | | 1.370 |
| | FRA | | | | | | 1.230 |
| | PRA | | | | | | 1.370 |
| | OSL | | | | | | 1.270 |
| Emirates Fuel and Security Not applied on fresh vegetables and fruits shipments | Europe | 0.370/kg | | | | | |
| | America | 0.410/kg | | | | | |

Other Charges at QAIA to All Destinations

| Charges | Cost |
|---|---|
| Airway Bill Fees | 7.00/shipment |
| AWB Creation Not applied on fresh vegetables and fruits shipments | 7.00/shipment |
| Security Handling Not applied on fresh vegetables and fruits shipments | 0.03/kg for minimum 3.50 |
| Airport Handling Charges | 0.03/kg for minimum 10.00 |
| General Cargo Storage Fees | 1.41/100 or part per day If applied |
| Perishable Fee In case goods need to be kept cool | 15.00/shipment + 0.15/piece If applied |
| Perishable Storage Fees In case goods need to be kept cool | 5.70/100 or part per day If applied |
| Fumigation | 15.00/piece In case of wooden boxes or pallets |

Notes:

1. The above rates are in USD/kg for gross or volumetric weight (whichever one is higher);
1. The above rates are subject to change with or without prior notice and depend on the carrier's instructions and the space availability.

Air Freight via BG Airport

| Cargo Airline | Destination | Min | -45 | +45 | +100 | +500 | +1000 |
|------------------|-------------|-----|-----|-----|------|------|-------|
| Turkish Airlines | JFK | | | | | | |
| | TOK | | | | | | 3.250 |
| | OSL | | | | | | 3.350 |
| | IST | | | | | | 1.850 |
| | LON | | | | | | |
| | AMS | | | | | | |
| | SHA | | | | | | |
| | HAM | | | | | | |
| | FRA | | | | | | |
| | PRA | | | | | | |
| El Al | San Ant | | | | | | 1.770 |
| | AMS | | | | | | 1.500 |
| | LON | | | | | | 3.380 |
| | JFK | | | | | | 3.100 |
| | SHJ | | | | | | |
| | HAM | | | | | | |
| | FRA | | | | | | |
| | PRA | | | | | | 1.400 |
| | OSL | | | | | | 2.070 |

Other Charges at BG Airport to All Destinations

| Charges | Cost |
|---|--|
| Airway Bill Fees | 10.00/shipment |
| Security Handling | 30.00/shipment |
| Airport Handling Charges | 30.00/shipment |
| General Cargo Storage Fees | At cost |
| Perishable Fee In case goods need to be kept cool | 0.00/shipment + 0.00/piece If applied |
| Perishable Storage Fees In case goods need to be kept cool | 00.00/100 or part per day If applied |
| Fumigation | 0.00/piece In case of wooden boxes or pallets |
| Automated Manifest System | 20.00/shipment |

Notes:

1. Turkish Airlines cargo services are via Istanbul at temperatures 15-25 degrees;
2. El Al cargo services are via Liege Airport at temperatures 15-25 degrees;
3. The airfreight rates are in USD;
4. The price includes FCS (Freight For Class) and SSC (name, type, packaging, etc.);
5. The above rates are for standard cargo (not for dangerous goods or freighter material) on passenger aircrafts;
6. The above rates are for CFR shipments on a consolidation basis (airport to airport), unless specified otherwise;
7. The volume /weight ratio is 1:6;
8. The maximum dimensions for a unit package are: L 3.00 meter, W 2.00 meter, H 1.60 meter, unless specified otherwise;
9. The above rates exclude fuel surcharge, security surcharge, or any other airline fee;
10. Insurance is given per client's request.

Cargo Charges

| Local Charges | Rate (USD) | Remarks |
|----------------------|---|--|
| Pick up per address | | |
| Handling Fee | 35.00 | For perishable goods please add \$110.00 |
| Airway Bill Fee | 10.00 | |
| Custom Clearance Fee | 15.00 | |
| Transmission Fee | 15.00 | |
| Insurance | On request | |
| THC up to 3 days | Minimum \$25.00 +\$1.50/piece + \$8.00/100 kg of shipment or part | For perishable goods please add 25% |

Please note that all prices are indicative at the time of writing this report and might change according to the season, product, weight, size, destination, fuel, occurrence of war, etc.

Annexes

Annex 1: Modes of Transportation by Product

| Product | Port/Airport of Departure | Selling/Buying Terms FOB/CIF | Number of Pallets or Containers (20ft or 40ft) | Port/Airport of Arrival | Type of Shipping |
|---|----------------------------------|------------------------------|--|---|--------------------|
| 150910: Virgin olive oil and its fractions obtained from the fruit of the olive tree solely by mechanical or other physical means under conditions that do not lead to deterioration of the oil | Ashdod/Aqaba | FOB | 20ft or 40ft | NY/ Yokohama | Container only |
| 200190 : Vegetables, fruit, nuts, and other edible parts of plants, prepared or preserved by vinegar or acetic acid (excluding cucumbers and gherkins) | QAIA/BG Air-port | FOB | 5 pallets 1,000kg | Istanbul/ Amsterdam/ Heathrow/ Oslo/ JFK | Cargo |
| 121190: (Herbs) Plants, parts of plants, including seeds and fruits, used primarily in perfumery, in pharmacy, or for insecticidal, fungicidal, or similar purposes, fresh or dried, whether or not cut, crushed or powdered (excluding ginseng roots, coca leaf and poppy straw) | QAIA/BG Air-port | FOB | 5 pallets 1,000kg | Istanbul/ Amsterdam/ Heathrow/ Oslo/ JFK | Cargo only |
| 80410: Dates, fresh/dried | Aqaba/Ashdod or QAIA/BG Air-port | FOB | 20ft or 40ft 5r 5 pallets 1,000kg | Mersin Istanbul Amsterdam/ Heathrow/Oslo/ JFK | Container or Cargo |
| 70200: Tomatoes, fresh/chilled/ cherry | QAIA/BG Air-port | FOB | 5 pallets 1,000kg | Istanbul Amsterdam/ Heathrow/ Oslo/ JFK | Cargo only |
| ,81010: Strawberries, fresh | QAIA/BG Air-port | FOB | 5 pallets 1,000kg | Istanbul Amsterdam/ Heathrow/ Oslo/ JFK | Cargo only |
| 70960: Fresh or chilled fruit of the genus Capsicum or Pimenta | QAIA/BG Air-port | FOB | 5 pallets 1,000kg | Istanbul Amsterdam/ Heathrow/ Oslo/ JFK | Cargo only |

| | | | | | |
|---|--|------------|---|---|-------------------------------|
| 680229: Monumental or building stone and articles thereof, simply cut or sawn, with a flat or even surface (excluding marble, travertine, alabaster, granite, and slate, those with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface) | Aqaba/Ashdod | FOB | 20ft or 40ft | Genoa/Venice/ Shanghai/ | Container only |
| 680221: Marble, travertine, and alabaster articles thereof, simply cut or sawn, with a flat or even surface (excluding with a completely or partly planed, sand-dressed, coarsely or finely ground or polished surface) | Aqaba/Ashdod | FOB | 20ft or 40ft | Genoa/Venice/ Shanghai/ | Container only |
| 160100 : Sausages and similar products, of meat, offal, or blood; food preparations based on these products | Aqaba/Ashdod or QAIA/BG Air- port | FOB | 20ft or 40ft or 5 palettes 1,000kg | Mersin/Hamburg/ Felixstowe/South- ampton/ (Heath- row) | Container or Cargo |
| 640510 & 340351: Footwear with uppers of leather or composition leather (excluding with outer soles of rubber, plastics, leather, or composition leather and uppers of leather, orthopedic footwear, and toy footwear) | Aqaba/Ashdod or QAIA/BG Air- port | FOB | 20ft or 40ft or 5 palettes 1,000kg | Koper – land transport to the Czech Republic/ Hamburg (Prague) | Container or Cargo |
| 00390: Medicaments consisting of two or more constituents mixed together for therapeutic or prophylactic uses, not in measured doses or put up for retail sale (excluding antibiotics containing hormones or steroids used as hormones, but not containing antibiotics) | Aqaba/Ashdod or QAIA/BG Air- port | FOB | 20ft or 40ft or 5 palettes 1,000kg | Hamburg/ Iquique (Chile// San Antonio (Chile)/Frankfort | Container or Cargo |
| 300490 Medicaments consisting of mixed or un mixed products for therapeutic or prophylactic purposes, put up in measured doses “incl. those in the form of transdermal administration” or in forms or packing’s for retail sale (excl. medicaments containing antibiotic | Aqaba/Ashdod or QAIA/BG Air- port | FOB | 20ft or 40ft or 5 palettes 1,000kg | Hamburg/ Iquique (Chile)// San Antonio (Chile) Frankfort | Container or Cargo |
| 1. 252329: Portland cement (excluding white, whether or not artificially colored) | Shanghai/Mersin/ Hamburg | CIF | 20ft or 40ft | Ashdod/Aqaba (land transport via KHB from Turkey) | Container only |
| 2. 230990: Preparations of a kind used in animal feeding (excluding dog or cat food put up for retail sale) | Baltimore/Rotter- dam/ Shanghai | CIF | 20ft or 40ft | Ashdod/Aqaba | Container only |
| 3. 110100: Wheat or meslin flour | Marseille | CIF | 20ft or 40ft | Ashdod/Aqaba | Container only |

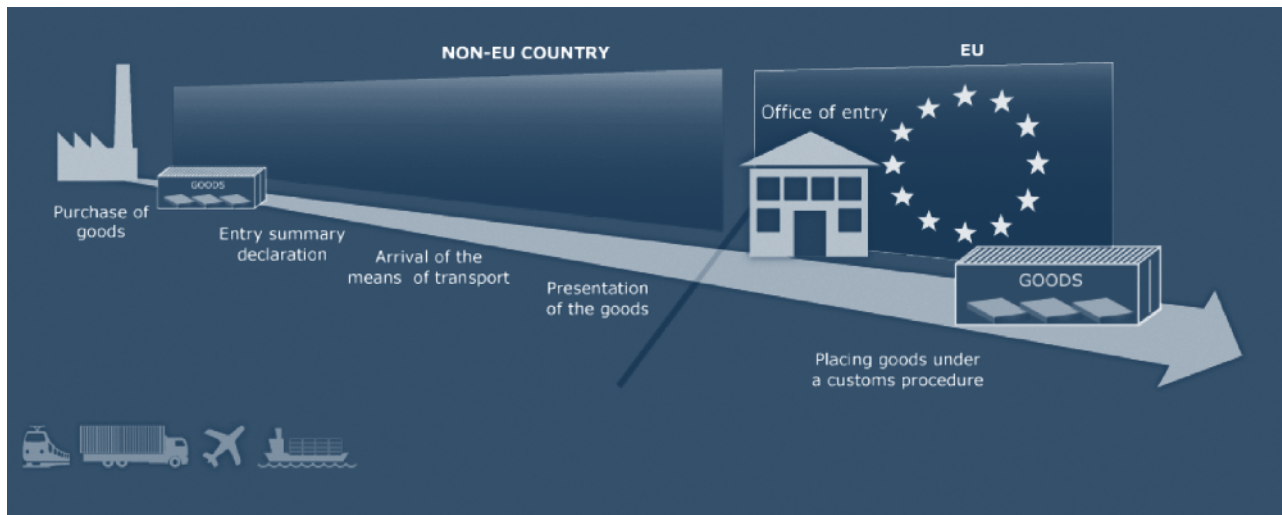
Annex 2: The EU Countries

General Requirements for All Products Entry into the EU:

1. Commercial invoice;
2. Freight documents;
3. Packing list;
4. Customs value declaration;
5. Freight insurance;
6. SAD.


The Import Scenario

EU importer X in Slovenia purchases goods from exporter Y in Palestine. The exporter pays company H, the carrier, to bring the goods by vessel into the EU. The goods enter the EU at the Slovenian port of Koper.



Procedures and Processes:

1. The customs office designated by the customs authorities is where an entry summary declaration (ESD) must be sent and where the imports will be subject to appropriate risk-based controls, primarily for safety and security purposes. The customs office of entry is the customs office geographically competent for the place where the goods are brought into the customs territory of the EU;
2. The customs office of entry performs the security and safety risk analysis for all the goods declared in the entry summary declaration (ENS), records the risk analysis results, and, where appropriate, decides on the actions to undertake for the goods to be brought into the customs territory of the European Community. (Entry summary declaration (ENS) means: the summary declaration referred to in Article 36a of the Community Customs Code to be lodged for goods brought into the customs territory of the Community, except where otherwise provided for in Community Customs Code);
3. The customs office of entry immediately upon receipt validates the ENS and notifies the person lodging the ENS of the registration number (MRN). The MRN is a unique number that is automatically allocated by the customs office that accepts the declaration. It has 18 digits and is composed of the following elements:
 - Last two digits of the year of the formal acceptance of the export movement;
 - Identifier of the Member States from which the movement originates;
 - Unique identifier for the export movement per year and country.

- 
4. When the means of transport arrives at the customs office of entry, the operator (or his/her representative) of the active means of transport entering the customs territory of the Community lodges a notification of arrival with the customs office of entry. It shall contain the particulars necessary for the identification of the ENS previously lodged in respect to all goods carried on that means of transport. The notification of arrival is used to make the customs office of entry aware of the arrival of the means of transport, to enable it to check the results of the previously carried out safety and security risk analysis, and, where appropriate, to initiate the appropriate controls. The notification of arrival is to be implemented by the Member States. The legislation allows national customs authorities to use existing national systems;
 5. The person who brings the goods into the customs territory of the Community (the carrier, his/her representative, or the person who assumes responsibility for the carriage of the goods following the entry) shall present the non-Community goods to the customs. The presentation shall take place upon the arrival of the goods into the customs territory of the Community. Where the legislation waives the requirement for goods to be presented, no presentation/temporary storage is needed;
 6. The act of presentation can be made in the following ways:
 - If the goods remain on the means of transport (primarily road and rail transport), but the goods enter the customs territory, the act of presentation can consist of immediately lodging a customs declaration with the customs office of entry;
 - For sea and air transport, goods remaining onboard are declared at the place of unloading or transhipment;
 - If the goods are to be unloaded and stored at the customs office of entry (primarily air and maritime transport), the person presenting the goods lodges a summary declaration with the customs office of entry. The summary declaration is to be defined and implemented by the Member States.
 7. Goods presented to customs need to be assigned a customs-approved treatment and be placed under a customs procedure. A customs declaration is to be lodged by the declarant or his/her representative, for fulfilling the formality of placing goods under a customs procedure. Art 4 (16) provides for the following types of customs declarations:
 - Release for free circulation;
 - Placement under a customs procedure with economic impact:
 - o Customs warehousing;
 - o Inward processing;
 - o Processing under customs control; o Temporary admission;
 - Re-export from the EU;
 - Transit: customs transit is a customs procedure used to facilitate the movement of goods between two points of a customs territory, via another customs territory, or between two or more different customs territories. It allows for the temporary suspension of duties, taxes, and commercial policy measures that are applicable at the import, thereby allowing customs clearance formalities to take place at the destination rather than at the point of entry into the customs territory.
 8. The customs declaration has to include the data required by EU legislation. Since there are optional boxes for Member States in the mentioned declarations, the data set required by each Member State varies. The customs declarations for release for free circulation or placement under a customs procedure with economic impact can be lodged in an electronic format;
 9. Import Declaration: the import declaration gives information needed for a complete picture of what the goods are and what is happening to the shipment. Two of the most important pieces of information required are the Commodity Code (also called Tariff Heading, Tariff Code, Classification Code, or Harmo-

nized Code) and the Customs Procedure Code (CPC). Both have significant impact on the duty due and how the consignment is treated.

What documentations will the EU importer need when importing from Palestine?

Whenever possible and certainly for any imports coming in under “Customs Control”, a copy of the import C88 form is needed. It is advisable that a copy of the supplier’s invoice accompanies the consignment, or if there has been no sale, a letter or document clearly showing the status of the goods (samples, etc.).

Agents can input the import details directly into the Customs Control CHIEF (Customs Handling of Import and Export Freight) computer system and produce a “plain paper” print which contains all the same information as C88. This is called “Trader Input Plain Paper C88”.

If the customs are presented with a C88 for an import coming in under “Customs Control”, the customs will stamp it and thereby certify the import. If the details have been input electronically (through CHIEF), the customs will not have the physical documents to stamp; therefore, the customs control issues the agent an Entry Acceptance Advice. This is the way to acknowledge the entry.

The Plain Paper C88 is accompanied by an Entry Acceptance Advice. This is proof that the entry was input and accepted by the customs.

All entries whether input electronically or through submitting a C88, will, once they have been accepted by the customs, be issued with a unique Entry Number. Regardless of which port/airport has been used, this number always follows the same format of three digits (the port/airport code), followed by six digits (including zeros), followed by a letter, followed by the date of acceptance; for example, 120 – 112034B 190302.

Does the importer of Palestinian Goods need an import licence or permit?

When importing goods into the EU, there are the following licensing requirements:

1. Common Agricultural Policy (CAP) Licences When importing agricultural produce, whether as raw materials or processed goods, CAP licences are usually needed (Please refer to Country/Country Analysis). They are issued and controlled by the Rural Payments Agency (RPA). The HMRC National Clearance Hub, in conjunction with the border forces, is responsible for the policing of the licences at the time the goods are imported.

Once the commodity code or codes relevant to the product are established, the RPA can advise whether a licence is needed. If a licence is needed and is not presented at the time of importation, the goods will not be allowed to move from the port/airport. It is worth remembering that CAP goods being imported from one country may need a licence, whereas the same goods coming from another country may not.

CAP licences can be issued to control certain aspects of imports, for example, to restrict the quantity of a certain type of goods being imported from a certain country, or to restrict the quantity of a product which gets a preferential rate of import duty (such as the milk quota).


2. Department for Business, Innovation and Skills (BIS) Licences

These licenses are not applicable to Palestinian products as they are needed for firearms, military equipment, etc.

3. Department for Environment, Food and Rural Affairs (DEFRA) Documents

When importing meat, poultry, dairy products, some other foodstuffs, livestock, blood, plant or plant products, endangered species or fur, a DEFRA licence, permit, certificate of conformity, and/or a CVED is usually be required, especially in the UK.

Goods such as meat, poultry, and their products, dairy products (including milk), animal bones or blood, sausage skins, and fishery products are required to undergo veterinary health checks at a BIP on arrival



in the UK. In addition to the veterinary documents required by the BIP, a CVED issued by the BIP is also normally required in order to obtain customs clearance. Certain fish and fishery products require under the Illegal Unreported and Unregulated Regulation (IUU) a valid catch certificate for consignments entering the EU.

4. Convention for the International Trade in Endangered Species of Wild Fauna and Flora (CITES) Permits
These are not applicable to Palestine as Palestine does not export such products.

5. European Commission Licences

6. Office for Civil Nuclear Security (OCNS) Licences

These are not applicable to Palestine as Palestine does not export such products.

7. Forestry Commission Licences

8. Health and Safety Executive (HSE) Controls

These are not applicable to Palestine as Palestine does not export such products as chemicals and explosives.

9. Office of Communications (Ofcom) Licences

These are not applicable to Palestine as Palestine does not export such products as radio equipment.

10. Health Certificates for Certain High Risk Feed and Food Products

Imports of certain feed and food products of non-animal origin on the basis of known or emerging risk are subjected to an increased level of official controls at the approved point of entry. A Common Entry Document (CED) endorsed by the Port Health Authority is required in order to obtain customs clearance.

General Info for EU Importers/Palestinian Exporters

What is an Economic Operator Registration Identification (EORI)?

An EORI number is a unique number throughout the EU, assigned by a customs authority in a Member State to economic operators or persons. By registering for customs purposes in one Member State, an economic operator (EO) is able to obtain an EORI number which is valid throughout the EU. The EO will then use this number in all communications with any EU Customs authorities where a customs identifier is required. The EORI system replaced the former Trader's Unique Reference Number (TURN) system after a phased implementation of EORI began on 1 April 2009. The EORI system became fully operational by 1 July 2009.

Structure of the EORI Number

All UK EORI numbers start with the letters GB, followed by a 12-digit number based on the EO's VAT number (if registered for VAT in the UK) and suffixed with a 3-digit number, usually 000: for example, GB123456789000. The structure of the UK EORI number will be the same for EOs who are not registered for VAT in the UK or are not established in the customs territory of the Community.

Commercial Invoice

The commercial invoice is a record or evidence of the transaction between the exporter and the importer. Once the goods are available, the exporter issues a commercial invoice to the importer in order to charge him/her for the goods. The commercial invoice contains the basic information on the transaction and is always required for customs clearance. Although some entries specific to the export- import trade are added, it is similar to an ordinary sales invoice. The minimum data generally included are the following:

- Information on the exporter and the importer (name and address);
- Date of issue;
- Invoice number;
- Description of the goods (name, quality, etc.);

- Unit of measure;
- Quantity of goods;
- Unit value;
- Total item value;
- Total invoice value and currency of payment. The equivalent amount must be indicated in a currency freely convertible to Euro or other legal tender in the importing Member State;
- The terms of payment (method and date of payment, discounts, etc.);
- The terms of delivery according to the appropriate Incoterm;
- Means of transport.

No specific form is required. The commercial invoice is to be prepared by the exporter according to standard business practice and must be submitted in the original along with at least one copy. In general, there is no need for the invoice to be signed. In practice, both the original and the copy of the commercial invoice are often signed. The commercial invoice may be prepared in any language. However, a translation into English is recommended.

Freight Documents (Transport Documentation)

Depending on the means of transport used, the following documents are to be filled in and presented to the customs authorities of the importing EU Member State upon importation in order for the goods to be cleared:

- B/L;
- FIATA B/L;
- Road waybill (CMR);
- Air waybill (AWB);
- Rail waybill (CIM);
- ATA carnet;
- TIR carnet.

B/L

The B/L is a document issued by the shipping company to the operating shipper, which acknowledges that the goods have been received on board. In this way the B/L serves as proof of receipt of the goods by the carrier obliging him/her to deliver the goods to the consignee. It contains the details of the goods, the vessel, and the port of destination. It evidences the contract of carriage and conveys title to the goods, meaning that the bearer of the B/L is the owner of the goods.

The B/L may be a negotiable document. A number of different types of B/L can be used. “Clean B/L” states that the goods have been received in an apparent good order and condition, while “Unclean or Dirty B/L” indicates that the goods are damaged or in a bad space, in which case the financing bank may refuse to accept the consignor’s documents.

FIATA B/L

The FIATA B/L is a document designed to be used as a multimodal or combined transport document with a negotiable status, which has been developed by the International Federation of Freight Forwarders Associations (FIATA).



Road Waybill (CMR)

The road waybill is a document containing the details of the international transportation of goods by road, set out by the Convention for the Contract of the International Carriage of Goods by Road 1956 (the CMR Convention). It enables the consignor to have the goods at his/her disposal during the transportation. It must be issued in quadruplicate and signed by the consignor and the carrier: the first copy is intended for the consignor, the second remains in the possession of the carrier, the third accompanies the goods and is delivered to the consignee, and the fourth one must be signed and stamped by the consignee and then returned to the consignor. Usually, a CMR is issued for each vehicle. The CMR note is not a document of title and is non-negotiable.

Air Waybill (AWB)

The air waybill is a document, which serves as a proof of the transport contract between the consignor and the carrier's company. It is issued by the carrier's agent and falls under the provisions of the Warsaw Convention (Convention for the Unification of Certain Rules relating to International Carriage by Air, 12 October 1929). A single air waybill may be used for multiple shipments of goods; it contains three originals and several extra copies: one original is kept by each of the parties involved in the transport (the consignor, the consignee, and the carrier). The copies may be required at the airport of departure/destination, for the delivery, and in some cases, for further freight carriers. The air waybill is a freight bill, which evidences a contract of carriage and proves receipt of goods.

A specific type of air waybill is the one used by all carriers belonging to the International Air Transport Association (IATA), a bill called the IATA Standard Air Waybill. It embodies standard conditions associated with those set out in the Warsaw Convention.

Rail Waybill (CIM)

The rail waybill (CIM) is a document required for the transportation of goods by rail. It is regulated by the Convention concerning International Carriage by Rail 1980 (COTIF-CIM). The CIM is issued by the carrier in five copies: the original accompanies the goods, the duplicate of the original is kept by the consignor, and the three remaining copies are kept by the carrier for internal purposes. It is considered a rail transport contract.

ATA Carnet

ATA (Admission Temporaire/Temporary Admission) carnets are international customs documents issued by the chambers of commerce in the majority of the industrialized world to allow the temporary importation of goods, free of customs duties, and taxes. ATA carnets can be issued for the following categories of goods: commercial samples, professional equipment and goods for presentation or use at trade fairs, shows, exhibitions, and the like. Further information may be obtained at the International Chamber of Commerce website: <http://www.iccwbo.org/ata/id2924/index.html>.

TIR Carnet

TIR carnets are customs transit documents used for the international transport of goods, a part of which has to be made by road. They allow the transport of goods under a procedure called the TIR procedure, laid down in the 1975 TIR Convention, signed under the auspices of the United Nations Economic Commission for Europe (UNECE). Further information may be obtained at the UNECE website: <http://www.unece.org/trans/bcf/tir/welcome.html>.

The TIR system requires the goods to travel in secure vehicles or containers, all duties and taxes at risk throughout the journey to be covered by an internationally valid guarantee, the goods to be accompanied by a TIR carnet, and customs control measures in the country of departure to be accepted by the countries of transit and destination.

Packing List

The packing list (P/L) is a commercial document accompanying the commercial invoice and the transport documents. It provides information on the imported items and the packaging details of each shipment (weight, dimensions, handling issues, etc.). It is required for customs clearance as an inventory of the incoming cargo.

The generally included data are:

- Information on the exporter, the importer, and the transport company;
- Date of issue;
- Number of the freight invoice;
- Type of packaging (drum, crate, carton, box, barrel, bag, etc.);
- Number of packages;
- Content of each package (description of the goods and the number of items per package);
- Marks and numbers;
- Net weight, gross weight, and measurement of the packages.

No specific form is required. The packing list is to be prepared by the exporter according to standard business practice, and the original along with at least one copy must be submitted. Generally there is no need to be signed. However, in practice, the original and the copy of the packing list are often signed. The packing list may be prepared in any language. However, a translation into English is recommended.

Customs Value Declaration

The customs value declaration is a document which must be presented to the customs authorities where the value of the imported goods exceeds €10,000. The customs value declaration must be drawn up conforming to form DV 1, whose specimen is laid down in Annex 28 of Regulation (EEC) No 2454/93 laying down provisions for the implementation of the Community Customs Code. This form must be presented with the SAD. The main purpose of this requirement is to assess the value of the transaction in order to fix the customs value (taxable value) to apply the tariff duties. The customs value corresponds to the value of the goods including all the costs incurred (for example, commercial price, transport, and insurance) until the first point of entry in the EU. The usual method to establish the customs value is using the transaction value (the price paid or payable for the imported goods). In certain cases the transaction value of the imported goods may be subject to an adjustment, which involves additions or deductions. For instance:

- Commissions or royalties may need to be added to the price;
- The internal transport (from the entry point to the final destination in the Community Customs Territory) must be deducted.

The customs authorities shall waive the requirement of all or part of the customs value declaration where:

- The customs value of the imported goods in a consignment does not exceed €10,000, provided that they do not constitute split or multiple consignments from the same consignor to the same consignee, or
- The importations involved are of a non-commercial nature, or
- The submission of the particulars in question is not necessary for the application of the customs



tariff of the European Communities or where the customs duties provided for in the tariff are not chargeable pursuant to specific customs provisions.

Freight Insurance

The insurance is an agreement by which the insured is indemnified in the event of damages caused by a risk covered in the policy. Insurance is all-important in the transport of goods because of their exposure to more common risks during handling, storing, loading, or transporting cargo, but also to other rare risks, such as riots, strikes, or terrorism.

There is a difference between the goods transport insurance and the carrier's responsibility insurance. The covered risks, fixed compensation, and indemnity of the contract of transport insurance are left to the holder's choice. Nevertheless, the hauler's responsibility insurance is determined by different regulations. Depending on the means of transport, indemnity is limited by the weight and value of the goods and is only given in case the transporter has been unable to evade responsibility.

The insurance invoice is required for customs clearance only when the relevant data do not appear in the commercial invoice indicating the premium paid to insure the merchandise.

The standard extent of the transporter's responsibility is laid down in the following international conventions:

1. Road Freight

International transport of goods by road is governed by the Convention for the Contract of the International Carriage of Goods by Road (CMR Convention), signed in Geneva in 1956. Under this Convention, the road hauler is not responsible for losses of or damages to the goods if he/she proves that they arise from:

- The merchandise's own defect(s);
- Force majeure;
- A fault by the loader or the consignee.

There is no EU regulation regarding indemnifications for road freight.

2. Rail Carrier

International transport of goods by rail is regulated by the Convention concerning Inter-carriage by Rail (CIM Convention), signed in Bern in 1980. The rail carrier is not responsible for losses of or damages to the goods if he/she proves that they arise from:

- The merchandise's own defect(s);
- Force majeure;
- A fault by the loader or the consignee.

Regarding compensation, currently there is no EU regulation. Indemnification is normally limited to a maximum amount per gross kilogram lost or damaged. What can be concluded from this system is that, in the majority of cases, the company is unlikely to receive anything close the value of its goods.

3. Shipping Company

The 1968 International Convention on Bill of Lading, better known as "The Hague Rules" or the "Brussels Convention", dictates the marine carrier's responsibilities when transporting international goods. The shipping company is not responsible for losses of, or damage to, the goods if it proves that they arise from:

- The merchandise's own defects and loss in weight during transport;
- A nautical mistake by the crew;
- Fire;
- If the ship is not seaworthy;
- Force majeure;
- Strikes or a lock-out;

- A mistake by the loader;
- Hidden defects on board ship which went unnoticed during rigorous inspection;
- An attempt to save lives or goods at sea.

As far as compensation is concerned, there is currently no harmonization at the EU level. It is normally limited to a certain amount per kilogram of lost or damaged goods. This system causes the same problems as with rail accidents.

4. Air Carrier

The 1929 Warsaw Convention as well as the Montreal draft Treaty of 1975 determine that the air carrier is not responsible for damages or loss of goods if it is proved that:

- The carrier and associates took all the measures necessary to avoid the damage or that it was impossible for them to be taken (force majeure);
- The losses arise from a pilotage or navigation mistake;
- The injured party was the cause of the damage or contributed to it.

Concerning the injured party's indemnification, there is no EU standard. Compensation is normally limited to a set amount per gross kilogram of damaged or lost goods.

The air carrier can state specific reservations at the time of receiving the cargo. These reservations will be written on the air consignment note (ACN) (air transport contract) and will be used as evidence. However, airlines will normally refuse dubious packages or those not corresponding to the ACN.

Customs Import Declaration (SAD)

All goods imported into the EU must be declared to the customs authorities of the respective Member State using the SAD, which is the common import declaration form for all the Member States, laid down in the Community Customs Code published in Regulation (EEC) No 2913/92 (OJ L-302 19/10/1992) (CELEX 31992R2913).

The declaration must be drawn up in one of the official languages of the EU, which is acceptable to the customs authorities of the Member State where the formalities are carried out. The SAD may be presented by either:

- Using an approved computerized system linked to the customs authorities, or
- Lodging it with the designated customs office premises. The main information that shall be declared is:
 - Identifying data of the parties involved in the operation (importer, exporter, representative, etc.);
 - Custom approved treatment (release for free circulation, release for consumption, temporary importation, transit, etc.);
 - Identifying data of the goods (Taric code, weight, units), location, and packaging;
 - Information referring to the means of transport;
 - Data about the country of origin, the country of export, and the destination;
 - Commercial and financial information (Incoterms, invoice value, invoice currency, exchange rate, insurance, etc.);
 - List of documents associated with the SAD (import licenses, inspection certificates, document of origin, transport document, commercial invoice, etc.);
 - Declaration and method of payment of import taxes (tariff duties, VAT, excises, etc.).

The SAD set consists of eight copies; the operator completes all or part of the sheets depending on the type of operation. In the case of importation generally three copies shall be used: one is to be retained by the authorities of the Member State in which arrival formalities are completed, another one is used for statistical purposes by the Member State of destination, and the last one is returned to the consignee after being stamped by the customs authority.

Documents Associated with the SAD

According to the operation and the nature of the imported goods, additional documents shall be declared and presented together with the SAD. The most important documents are:

- Documentary proof of origin, normally used to apply a tariff preferential treatment;
- Certificate confirming the special nature of the product;
- Transport document;
- Commercial invoice;
- Customs value declaration;
- Inspections certificates (health, veterinary, plant health certificates);
- Import licenses;
- Community surveillance document;
- Cites certificate;
- Documents to support a claim of a tariff quota;
- Documents required for excise purposes;
- Evidence to support a claim to VAT relief.

Annex 3: List of Surveyed Companies

| Company | Contact | Product | Destination Country | Mode of | Port of Destination | Time Needed |
|---|----------------------------------|-------------------------------|---------------------|---------|---|--|
| Near East Company | Mohammad Badarneh 0597010702 | Olive Oil | US | Sea | New York-Baltimore Port | An average of 35 days |
| Fresh Gates | Aref El-Shalabi 02-2313118 | Dates | US | | | |
| Verona Marbles Company | Abu Mostafa 02-2776111 | Tiles | Italy | Sea | Port of Le Spazia Port of Venice | A minimum of 6 days |
| Zadona Medical Herbals company | Isam Abu Khaizaran 09-2572705 | Herbs | US | Air | Via Jordan-JFK Airport Via Israel-New York Airport | Around 16 hours In case of exporting through Jordan, shipment must be sent before one day |
| Manasrah Development and Investment Company | MaisaManasra 0597-093030 | Dates | US | Sea | Port of New York | 4-6 weeks |
| Alreef | | | | | | |
| PARC | | | | | | |
| Alsalwa | | | | | | |
| Sinokort | Adnan Jaber | Cherry Tomatoes, Herbs, Dates | | | | |
| Al-Shaheb company | AlaShaheb 0599844544 | Stones | US & EU | Sea | | |

Annex 4: Exporters Questionnaire

1. Company name اسم وطبيعة المنشأة
2. List all national and international certifications, standardization, or registrations obtained (i.e., ISO22000, Ministry of Health, Ministry of Agriculture, etc.).
قائمه باسماء الشهادات الحاصله عليها المنشأة سواء من الوطن او من مؤسسات دولية
3. List all exported or feasible to be exported products with average quantities and destination country. For example: Herbs, 1,000kg to the US.
قائمه باسماء كل المنتوجات التي تصدر الان او ستصدر مع معدل الحجم والدوله المتجهه اليها؟
4. Which products are exported via Allenby and which products via Ashdod or both?
ما هي المنتوجات التي تصدرها عن طريق جسر الملك حسين وكذلك المصدرة عن طريق اسدود او كلاهما معا؟
5. Do you use your own trucks to transport goods to the border crossing or you use a third party and how much do you pay per shipment?
هل لديك سيارات نقل البضائع الخاصه بك ام تستخدم شركه معينه (خاصه) لنقل بضائعك؟ وكم هي التكلفة لكل شحنة؟
6. How do you transport goods from the border crossing to the port and how much do you pay?
كيف تنقل البضائع من المعبر الى الميناء وكم هي التكلفة؟
7. Do you pay any export fees at the crossings? How much?
هل تدفع اي رسوم تصدير على ايا من المعابر؟ وكم هي هذه الرسوم
8. What documents do you send with goods other than the commercial invoice, the packing list, and the certificate of origin (Euro1)? Please list them all.
ما هي الوثائق والمستندات والشهادات التي ترسلها مع البضائع؟ الرجاء كتابتها جميعا!
9. Do you sell your product FOB, CIF, etc? Please indicate and be specific to the product.
كيف تباع بضائعك، FOB، CIF، الرجاء تحديد المنتج وطريقة بيعه؟
10. How many days in advance do you normally send your products to Ashdod? How many days do they store your product at Ashdod prior to shipping? What is the cost of storage?
هل ترسل البضائع مسبقا الى الميناء وكم عدد هذه الايام؟ وكم هي تكلفة التخزين؟
11. Who arranges the movement of your goods, a Palestinian or an Israeli customs agent? How much roughly do they charge you per shipment? Via Allenby? Via Ashdod?
من يحضر لنقل بضائعك وهل تستخدم عميل شحن عربي ام اسرائيلي؟ وكم هي التكلفة اذا نقلت البضائع عن طريق الجسر او عن طريق الميناء؟
12. Do you know exactly what charges you pay at Allenby and/or Ashdod? Please be specific. For example: loading/unloading cost, transit fees and guarantees, stamps, clearing agent, clearance fees, etc.?
ما هي التكاليف التي تدفعها على جسر الملك حسين او في اسدود؟ الرجاء التحديد؟ على سبيل المثال التزويل والتحميل، رسوم ترزنت، طوابع، تكلفة مخلص.....

13. How do you know that your product conforms to the requirements of the country that you are exporting to?

For example: PH level in olive oil, processed meat standards, etc.

كيف تحدد ان منتوجك بطابق متطلبات البلد التي تصدر اليها؟

14. Do you insure your product once it leaves your warehouse? If yes, how much do you pay per shipment?

هل تأمن على بضائعك وهي في طريقها الى الميناء او الجسر؟ كم هي هذه التكلفة؟

15. What are the difficulties that you are currently facing in Palestine and in the destination of your products?

For example: product testing locally and obtaining certification, etc.

ما هي المشاكل التي تواجه تصديرك لمنتوجك من قبل المؤسسات الفلسطينية وفي البلاد المصدر اليها؟ مختبرات, شهادات.....

16. Are you familiar with the trade agreements that are signed with the countries that you are exporting to?

هل لديك علم بالمعاهدات التجاريه الموقعه مع الدول التي تصدر اليها

17. Which ports or airports do you export your products to?

18. How much do you pay per container 20ft, 40ft, cargo, etc.?

Annex 5: References

Ashdod Cargo Owner Import Charges

<http://www.ashdodport.co.il/serviceslist/Documents/cargo-owner-import-2012-eng.pdf>

Ashdod Cargo Owner Export Charges

<http://www.ashdodport.co.il/serviceslist/Documents/cargo-owner-expor-2012-eng.pdf>

PLO Trade Agreements

<http://wits.worldbank.org/GPTAD/library.aspx>

Import/Export to Japan

<http://www.jetro.go.jp/en/reports/regulations/pdf/agri2009e.pdf>

Customs Law/Customs Tariff Law/Temporary Tariff Measures Law – Japanese Customs

<http://www.customs.go.jp/english/index.htm>

Norway

<http://www.toll.no/>

UTi Logistic Company – Lod Kuehne Nagel Shipping – Lod