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Reports on organic production in Bosnia and Herzegovina

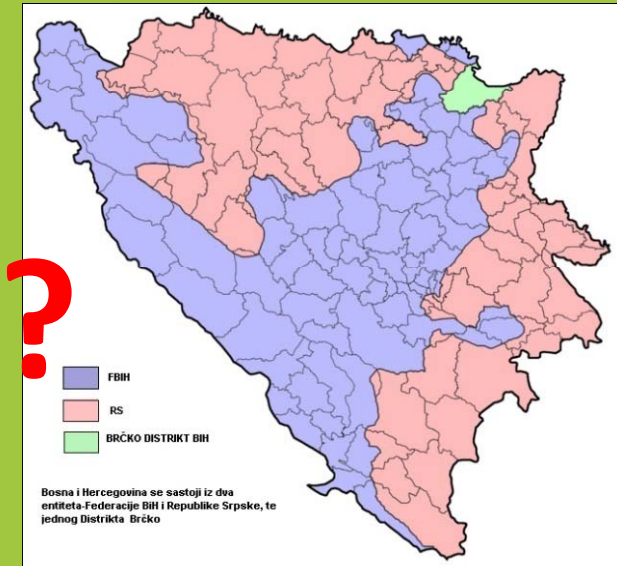
FOCUS BALKANS

23 – 25 June 2010

Trieste, Italy₁

COUNTRY OVERVIEW, DETAILS ON ORGANIC PRODUCTION AND IMPORTS AND EXPORTS

Country Data	
No. of inhabitants:	3,842,265 (2008)
No. of households:	150,000 (2009)
Average household size:	2.9 (2009)
Gross domestic product per capita (€)	€ 3,287 (2009)
The Food Market	
Annual per capita expenses for food (including non-alcoholic beverages and food): €	€ 980 (2007) ???
Food Expenditures as % of Gross Domestic Product/capita:	38.26 % (2007)
Volume of the food market (€):	



- Organic agriculture is at an early stage of development and there are no standards yet being enforced.
- Organska kontrola" ("OK")
- In Republika Srpska there is Law on Organic Production but not at BIH level yet nor in other entity, cantons or district
- 440 000 ha area certified for wild MAP collection
- Organic food production is organized at 262 ha
- Export is main way of marketing organic in BIH

MARKET DEVELOPMENT AND ORGANIC CERTIFICATION LABELS USED



Our essential oils are produced from herbs that are wild grown in ecologically sound environment with fresh air and unpolluted soil. Mediterranean region, where our raw materials come from, is well known to have herbs of the best quality in the world.

Our essential oils, bottled in glass bottles, are done properly and competently.



Our essential oils are produced according to strict quality standards.



ELMAR has already participated at following organic product trade fairs:

- BIOFACH: 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009
- Hi EUROPE: 2002 Paris, 2003 Amsterdam
- Sana Bologna 2002
- Expo-West Californija : 2007 i 2008

The number of our stand at BioFach 17-20.2.2010 is: Hall 4-438



We export our products to large number of countries in Europe and North America: Germany, France, United Kingdom, Spain, Italy, Netherlands, USA, Canada, ...

Currently we have on our supplies: Organic, EU + NOP, essential oils: Salvia officinalis, Helichrysum italicum, Juniper berry, Vitex agnus castus, Satureja montana, Pinus sylvestris, Achillea millefolium

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50-60
products



MARKETS SHARES, DIFFERENT RETAIL TYPES

- 1 – 2 % when compared to the conventional
- Some specialized shops are selling some products
- Some hypermarkets introduced separate departments ?!
- Imported organic having much higher price

ORGANIC FOOD
PROCESSING

Brands	Producer company	Production place
Essential oils (sage, juniper, white pine, yarrow...)	Raw material is certified or area, product exported	
Blackberry syrup, nettle syrup, blue elderberry syrup, peppermint syrup, blackberry wine, vinegar crap apple)	Raw material is certified or area, product available on local market	
Essential oils (sage, immortelle, mountain savory, chaste, oregano, thyme...)	Raw material is certified or area, product exported	
Tea mixtures, tinctures and extracts, cosmetic products)	Raw material is certified or area, product exported	
Chamomile tea, peppermint tea, rose hip tea and tea mixtures	Raw material is certified or area, product available no price premium	
Herbal teas (sage, savory, national tea, chamomile tea, peppermint tea)	Raw material is certified or area, product available no price premium	
Chestnut puree, nettle syrup, apple vinegar, marmalade	Raw material is certified or area, product available no price premium	
Bosnian traditional tea, tea for long life, fruit tea, APC tea	Klas Sarajevo	Sarajevo
Marigold tinctures, marigold tea, marigold oil, marigold cream	Neven	Rudo
Spices (oregano, lavender, rosemary)	Raw material is certified or area, product exported	



FINAL COMMENTS

- Organic sector can be much improved in BIH
- Law regulation has to be harmonized
- People are more conscious than before but their socio-economic power is low
- Education and information share can be the key issues !!! (raw materials...)



Thanks
for the
attention



Naturally made & Same great taste