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TİCARET MÜŞAVİRLİĞİ**

***FINLANDIYA ALKOLLÜ İÇECEK PAZARI***

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## FİNLANDİYA ALKOLLÜ İÇECEK PAZARI

### Piyasa Yapısı ve Dağıtım Kanalları

Finlandiya’da alkollü içecekler pazarı, sosyal ve sağlık politikası gereği, devlet tarafından oldukça sıkı bir şekilde kontrol edilmekte ve alkollü içeceklerin dağıtımı, tanıtım ve reklam faaliyetleri ile üretimi kısıtlamalara tabi tutulmaktadır. Sosyal İşler ve Sağlık Bakanlığı ticari satışları denetlemekte ve bu kapsamda, ticari amaçla alkol servisi yapacak tüm restoran, bar ve benzeri işletmeler anılan Bakanlıktan izin almak zorunda bulunmaktadır.

Sosyal ve sağlık politikası gereği devlet tarafından kontrol altında tutulan Finlandiya alkollü içecek pazarında, hacmen % 4.7 ve üzerinde alkol içeren tüm fermente edilmiş içeceklerin perakende satış imtiyaz hakkı, sadece bağımsız bir kamu iktisadi teşekkülü olan Alko’da (<http://www.alko.fi>) bulunmaktadır. Alko, Alkol Kanunu (Alcohol Act 1143/1994) hükümlerine uygun olarak Sosyal İşler ve Sağlık Bakanlığı tarafından denetlenmektedir.

1932’den bu yana faaliyet gösteren ve 1995 yılına kadar tüm alkollü içecekler üretim ve ithalat hakkını da elinde bulunduran Alko, 2004 yılı sonu itibariyle 216 ayrı belediye sınırları dahilinde 320 satış mağazası ve 141 sipariş noktasından oluşan yaygın bir perakende satış ağına sahip bulunmaktadır.

Alko, hem yerli hem de yabancı ürünleri satışa sunmakta ve yabancı ürünleri, yabancı ihracatçı / üreticilerden direkt ithal ederek veya Finlandiya’da yerleşik ithalatçılar (*Finlandiya Alkollü İçecek ve Tütün İthalatçıları ve Toptancıları İrtibat Bilgileri -Ek: I- ve Finlandiya Alkollü İçecek ve Tütün Ajans Firmalar İrtibat Bilgileri -Ek II- ek’te yer almaktadır*) vasıtasıyla temin etmektedir.

Alko, KDV ve Özel Tüketim Vergisi dahil olmak üzere 2004 yılında 1,225 milyon Euro’luk satış gerçekleştirmiştir. Söz konusu rakam, 2004 yılındaki vergi indiriminden kaynaklanan kayıplar nedeniyle bir önceki yıla oranla satışlarda %

11.4'lük düşüğe işaret etmektedir. 502 milyon Euro'luk (% 5.5'luk artış) net satış rakamı içerisinde elde edilen kar ise, 32.1 milyon Euro olarak açıklanmıştır.

Alko'dan temin edilen ve vergilendirme, perakende satış fiyatı hesaplama yöntemi, satın alım ve teslimat şartları gibi diğer bilgilerin yanısıra Alko'nun satış listesinde yer almanın şartlarını açıklayan broşür (*Listing Procedure and Retail Sale of Alcoholic Beverages January I, 2006-Instructions Supplies From Abroad*) ekte (Ek I) yer almaktadır (<http://www.alko.fi/informationforcompanies>).

Bir örneği ilişik broşürün incelenmesi sonucu görüleceği üzere, özetle, tedarikçi firmalar, her yılın Kasım ayında açıklanmakta olan Alko'nun "*Annual Selection Management Plan*"ı kapsamında yer alan hususları dikkate alarak, teklif vermeleri (*Listing Procedure –Sf.5*) gerekmektedir.

Bu kapsamda, diğer hususların yanısıra önemle belirtilmesi gereken hususlar şunlardır;

➤ Teklif verenler ürün başına 40.000 €'luk bir teminatı sunmak zorundadırlar. Teminat, Alko'nun listeleme tarihinden itibaren 12 aylık bir süre dolduktan sonra, minimum satış şartına ulaşılması şartı ile serbest bırakılmaktadır. Teminatın, Avrupa Birliği içerisindeki bir banka hesabında tutulması gerekmektedir.

➤ Alko tarafından açıklanan istatistiklere göre, her yıl aşağı yukarı 400 ürün, ürün arzının kalite ve miktar açısından devamsızlığı ve "minimum satış şartına" ulaşmada yetersiz kalınması gibi sebeplerle Alko'nun genel satış listesinden çıkarılmaktadır (*Delisting of Products –Sf. 9*).

➤ Minimum satış şartı (*Minimum Sales Requirement – Sf. 9*): Fonksiyon esaslı maliyet analizi yardımı ile tüm ürünler için bir minimum satış hacmi tanımlanmaktadır ve bu değerler anılan broşürün ekleri arasında yer alan tablolarda (Ek XI ve XII) belirtilmektedir. Bu tablolardan, ürünün ait olduğu fiyat grubu, birim fiyatı ve fiyat bilgilerine göre minimum satış şartları hesaplanabilmektedir.

Diğer taraftan, markalar itibariyle muhtemeldiğer tedarikçiler ve fiyat aralıkları <http://www.alko.fi/products> sitesinden edinilebilmekte ve Alko'nun satış listesinde yer alan ürünleri (Products in Alko's selection) ile bu ürünlerin tedarikçilerine ilişkin bilgileri edinmek için aşağıda belirtilen e-posta adresine başvurulabilmektedir.

*(A list of products and their suppliers is available on request. This list includes in alphabetical order **name, product code and supplier** of all products that were in Alko's selections on 1st January 2005.*

*To receive a copy, send e-mail to: [vuokko.ala-kanto@alko.fi](mailto:vuokko.ala-kanto@alko.fi))*

### **İthalat Lisansları ve Piyasa Kontrolleri**

Finlandiya'da alkollü içki ithalatı, ithalat lisansına sahip kişi ve firmalar tarafından gerçekleştirilmektedir. İthalat Lisansına sahip olabilmek için, Sosyal İşler ve Sağlık Bakanlığına bağlı olarak faaliyet gösteren STTV (National Product Control Agency for Welfare and Health) kurumuna “İthalatçı Olarak Faaliyette Bulunacaklarına Dair” bildirimde bulunma ve anılan kurumun onayının alınması zorunlu bulunmaktadır.

İthalat lisansı alabilmek için STTV'ye yapılacak ilk bildirim formunda, ithal edilecek alkolün perakende ve/veya toptan olarak mı satılacağı (toptan satış izni için ayrı bir onay–lisansa sahip olunması gerekmektedir) veya doğrudan restoranlara mı dağıtılacağı ve ithal edilecek alkollü içkinin hangi perakende ve/veya toptan satış ve/veya restoranlara yönlendirileceğinin belirtilmesi gerekmektedir.

STTV'den, 95 €'luk onay ücreti karşılığında alınacak sözkonusu ithalat lisansının, ithalat esnasında ithalat aktiyle birlikte gümrüğe ibrazı zorunlu bulunmaktadır.

Ayrıca, üçüncü ülkelerden, minimum 3000 litrelik şarap parti ürünün ithal edilebilmesi için ise “Kalıcı İthalat İzni”ne sahip olmak gerekmektedir. İlgili izin Finlandiya Tarım ve Orman Bakanlığı'na verilmektedir.

“STTV-Alkol Kontrol Birimi”, ürün kontrolü çerçevesinde Finlandiya’da satılan her türlü alkollü içecek hakkında “ürün sicil kaydı” tutmaktadır. Ürün sicil kayıtları tüketiciye sunulan içecekler hakkında temel bilgileri (ürün adı, ürün grubu, alkol derecesi, EAN-kodu, üretici/hazırlatıcı, üretici ülke, net içeriği, paket tipi) ve ürünlerden sorumlu kişi ve firmaların bilgilerini içermektedir.

İthalatçının ithal edeceği her türlü yeni ürün için, ürün satışa sunulmadan önce, “Ürün Sicil Kaydı”na ürünle ilgili bildirimde bulunması gerekmektedir. Bildirim “ürün bildirim formu” ile yapılmaktadır ve bu formda ürüne ait yukarıda belirtilen bilgiler ile ithalatçı bilgileri bulunmaktadır. “Ürün Analiz Belgesi”nin, STTV’ye yapılacak “Ürün Sicil Kaydı” bildirimine ek olarak ibraz edilmesi gerekmektedir.

İthalatı yapılan her parti ürünün, ‘İthalat Raporu Bildirimi’ formu ile aylık olarak (her ayın 18. gününe kadar) STTV Ürün Kontrol Birimine bildirilmesi zorunlu bulunmaktadır. Bu form, ürünün EAN-kodu (veya Ürün Kontrol Biriminin ürüne verdiği ürün numarası), ithal edilen miktar (litre olarak) ve Euro bazında alış fiyatı bilgilerini içermektedir.

İthalatçı, ithalatını yaptığı alkol ürünlerinden tamamen sorumlu olmakla birlikte, STTV, ithalatçının sorumluluk alanındaki yükümlülüklerini yerine getirip getirmediğini sürekli olarak izlemekte ve alkolün ithalatından tüketiciye ulaşıncaya kadar ki tüm noktalarda spot piyasa kontrol hakkını saklı tutmaktadır.

Tesadüfi ithalatçı, “kayıtlı olmayan tüccar” (unregistered merchant) olarak nitelendirilmektedir. Bu durumda, ürün Finlandiya’ya gönderilmeden önce, ilgili Finlandiya İdari Gümrük Bölgesine bildirilmesi ve “tek defaya mahsus olmak üzere” olarak nitelendirilen, Özel Tüketim Vergisi (excise duty) Finlandiya’da ödeneceğine dair kapora yatırılması gerekmektedir. Eğer ithalat sürekli olacak ise, izin sahibi gümrük idaresine, “Kayıtlı Tüccar” (registered merchant) olarak izin başvurusunda bulunması ve garanti olarak alınan ve “Özel Tüketim Vergisi Kaporası” olarak adlandırılan belli bir meblağ parayı ve özel bir hesapta yatırarak aktif tutmak zorundadır.

## Ürün Güvenliği Kriterleri ve İthalatta Aranılan Belgeler

\* STTV, üçüncü ülkelerden ithal edilecek alkollü içkiler için AB tarafından onaylanmış bir laboratuvar tarafından düzenlenecek ve ürünün içeriği ve kalitesi hakkında bilgiler içerecek “ürün analiz belgesi”ni talep etmektedir. AB ülkelerinden yapılacak ithalatta ise, herhangi bir AB ülkesinde yapılan analiz Finlandiya’da da geçerli bulunmaktadır.

İthalatçının piyasaya arzedeceği alkollü ürünler üzerindeki sorumluluğu tam olduğundan, ürünlerin insan sağlığına uygunluğu ve kalitesine ilişkin bu sorumluluğunu yetkili bir laboratuvar ile paylaşarak asgari gerekler açısından garantiyi sağlamayı talep etmesi halinde, diğer mecburi ürün analizlerine ilaveten, ihtiyari ürün kontrolünü “Finlandiya Gümrük Laboratuvarı”nda yaptırılmaktadır ([http://www.tulli.fi/en/08\\_Districts\\_laboratory/06\\_Customs\\_Laboratory/03\\_Accreditations/index.jsp](http://www.tulli.fi/en/08_Districts_laboratory/06_Customs_Laboratory/03_Accreditations/index.jsp)).

İthal edilecek ürünün miktarının 100 litrenin altında olması halinde, ürünün çıkış yaptığı ülke dikkate alınmamakta ve “Ürün Analiz Belgesi” aranmamaktadır.

\* Avrupa Birliği Komisyonu’nun 1 Nisan 2005 tarihinde yürürlüğe giren 123/2005 No’lu Kararı çerçevesinde, küf orijinli zehir “Ochratoxin A” için öngörülen maksimum limit 2 µg/kg (mikrogram/kilogram)’dır. Karar, hacmen % 15 altında alkol içeren kırmızı, beyaz, roze ve köpüklü şaraplara uygulanmaktadır ve bu Karar, sadece 2005 mahsulü ürünler için geçerli bulunmaktadır.

Bu kapsamda, Alko’nun genel satış listesine eklenmek üzere teklif edilen ürün numunelerinin içerdiği ochratoxin değerlerinin de bildirilmesi ve onaylanması (notify) gerekmektedir. Alko’nun satış bölümü şarapların ochratoxin içeriğini düzenli aralıklarla yapılan testlerle kontrol etmektedir ve kabul edilen maksimum değerlerin üzerinde içerik tespit edilen ürünler listeden çıkarılmaktadır.

\* Alkollü içkiler, ithalat esnasında vergilendirilmek üzere Finlandiya İdari Gümrük Bölgelerine bildirilmektedir. Finlandiya’da alkol vergisi ödenmeyen alkollü içeceklerin ithalatı kanuna aykırı bulunmaktadır. Vergisi ödenmeden ithal edilmiş içkilerin pazara sunulması ise, “alkolün perakende veya diğer ticari amaçlı satış izninin” iptal edilmesi müeyyidesi ile cezalandırılmaktadır.

Alkollü içecek üreticileri ve ithalatçıların, ilgili diğer Avrupa Birliği ve Finlandiya mevzuatı uyarınca uymaları zorunlu bulunan diğer şartlar şunlardır;

- Ürünün, ürün etiketlemesinin ve diğer tanıtıcı materyallerin Alkol Kanunu’nun 43 Bölüm’ünde sayılan şartlara uygun olması zorunludur.
- “Alerjik Maddelere İlişkin 477/43/2005 sayılı Direktif” hükümlerine uygun olarak, Fince ve İsveççe dillerinde yazılması zorunlu olan bilgilere ilişkin gerekli değişikliklerin, ambalaj üzerindeki işaretlemelerde yapılması zorunludur.
- Ürün etiketinde belirtilen alkol değeri ile ürünün gerçek alkol içeriği arasındaki farklara ilişkin hükümler içeren “Şarap Etiketlemesi Hakkında 753/2002 sayılı AB Yönetmeliği”nin 3 üncü maddesi ile 87/250/EEC sayılı AB Komisyonu Direktifine uygunluk aranmaktadır. Söz konusu mevzuatlarda belirtilen limitlerin aşılması halinde, Alko, bütün maliyetleri piyasa arz eden tarafından karşılanmak üzere, ürünleri piyasadan toplatma hakkına sahip bulunmaktadır.
- Tüm bira, long drink ve bag-in-box şarapların ambalajları üzerinde “Best Before” ibaresi bulunmak zorundadır, söz konusu ibare, Cider’lar içinde tavsiye edilmektedir.

### **Tanıtım ve Reklam Etkinlikleri Öncesinde Alınması Gerekli İzin ve Belgeler**

- National Product Control Agency for Welfare and Health - STTV’den “Geçici Toptan Satış İzni” (Tilapäinen tukkumyyntilupa) almak gerekiyor. Ücret karşılığında verilen iznin düzenlenme süresi, 1-2 hafta civarında bulunmaktadır.

- İthal edilecek parti mala ilişkin olarak önceden Finlandiya Gümrüklerine (<http://www.tulli.fi/en/index.jsp?language=en>) bildirimde bulunulması ve Alkol Vergisinin ödendiğine dair belge alınması gerekmektedir.
- 100 lt'nin üzerindeki mallar için ürün analiz belgesi gerekmektedir.
- Tanıtım faaliyetinin özel bir mekanda ve davetli kişilerle sınırlandırılması durumunda izin alınması gerekmemektedir.
- Davetlilerin beraberlerinde birer şişe şarap götürmelerinde sakınca bulunmamaktadır.
- Alkol ithalatı üzerine faaliyet gösteren yerel ithalatçı veya ajans firmalardan, tanıtım ve reklam faaliyetlerinde destek mahiyetinde yararlanılamamaktadır, çünkü, STTV'den alınan izinler çerçevesinde gümrükten çekilen alkollü ürünlerin ticari amaçla restoranlara satılması gerektiği düşünülmektedir.

Daha Detaylı Bilgiler İçin :

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**Toplam Tüketim ve Satışlar ile Pazara İlişkin Diğer Bilgiler**

Finlandiya Şarap pazarı, 1998 ve 2003 yılları arasında her yıl % 6 civarında büyüyürek, önemli bir artış göstermiş durumdadır. 2003 yılı itibariyle şarap tüketiminde en önemli grup, 45-54 yaş aralığındaki tüketicilerden oluşmaktadır. Tüm yaş grupları arasında ise en az tüketen bireyler ise 24 yaş grubunu içermektedir.

<b>Finlandiya Kayıtlı ve Kayıtsız Alkollü İçecekler Tüketimi</b>			
<b>(% 100 alkole dönüştürülmüş kişi başı (lt) tüketim)</b>			
	<b>2002</b>	<b>2003</b>	<b>2004</b>
<b>Kayıtlı Tüketim</b>	7,6	7,7	9,2
<b>Kayıtsız Tüketim</b>	1,7	1,7	2,1
<b>Toplam</b>	9,3	9,4	10,3

**Not:** Kayıtsız alkol tüketimindeki artış yolcu beraberinde getirilmekte olan alkollü içki sınırlamalarındaki liberalizasyona bağlanmaktadır ve bu rakamlar tamamıyla tahminidir.

Finlandiya’da 2004 Mart’ında alkol ve alkollü içeceklerden alınan vergilerde % 33 civarında bir indirim gerçekleştirilmiştir. Bu önemli vergi indiriminin amacı, Finlandiya ile diğer ülkelerde alkolden alınan farklı Özel Tüketim Vergilerden kaynaklanan fiyat farklılığını azaltarak, tüketicilerin yurtdışından ağırlıklı olarak Estonya’dan legal limitler dahilinde alkollü içecek ithal etmelerini daha az cazip bir hale getirmektir.

<b>Finlandiya Alkollü İçecek Perakende Pazar Payları</b>			
% 100 alkol içerikli hesaplama ile	<b>2002</b>	<b>2003</b>	<b>2004</b>
Alko	52 %	52 %	53 %
Bakkal ve Marketler	48 %	48 %	47 %
Finlandiya Şarapçılık Ürünleri	352 000	331 000	290 000

Sözkonusu vergi indirimi, Mart ayında satışlarda ani bir patlama ile sonuçlanmış ve örneğin, Mart 2004 ayının votka satışları bir önceki yılın aynı dönemine göre % 50 oranında artmıştır. Ancak, satışlardaki bu artışın yıllık bazdaki toplama etkisi sınırlı kalmış ve 2004 yılının toplam satışlarında görülen artış sadece % 5 olarak gerçekleşmiştir. Ancak, sözkonusu dönemde, şarap tüketimi % 1 oranında düşüş göstermiştir.

<b>Ürün Gruplarına Göre Satışlar (1000 lt)</b>					
	<b>2004</b>	<b>Değ (%)</b>		<b>2004</b>	<b>Değ (%)</b>
TOPLAM	108330,3	2,6	GÜÇLENDİRİL. ŞARAP	4896,0	1,7
SPIRİTLER	38538,6	20,6	Vermut	333,6	1,2
Güçlü Spiritler	26381,7	21,2	Port	72,2	13,5
Votka	18751,5	22,6	Madeira	25,8	14,1
Cin	446,7	10,1	Sherry	259,8	4,5
Konyak	2065,9	22,9	Güçlendirilmiş baharatlı şarap (glög)	537,9	19,7
Brendi ve Armagnac	1202,3	17,6	Diğerleri	3666,6	-0,9
Blend Viskiler	1381,9	15,6	ALKOL İLAVE EDİLMEMİŞ ŞARAPLAR	47837,1	-2,7
Malt Viskiler	85,8	45,9	Üzüm Şarapları	43321,1	0,5
Diğer Viskiler	481,2	19,4	Köpüklü Şaraplar	2547,3	6,6
Beyaz Rom	345,7	-0,7	Beyaz Şaraplar	18091,1	-5,2
Siyah Rom	562,9	12,9	Roze Şaraplar	481,1	6,1
Diğerleri	1057,9	23,8	Kırmızı Şaraplar	22201,5	4,9
Diğer Spiritler	12156,9	19,2	Meyva Şarapları	2368,5	-23,5
Berry ve meyva Likörleri	562,3	17,3	Köpüklü Meyva Şarapları	619,6	-9,1
Baharatlı Likörler (glög)	1925,7	16,2	Diğer Meyva Şarapları	1748,9	-27,6
Diğer Likörler	435,7	17,0	Baharatlı Şarap (glög)	452,3	-9,5
Acı Bira (Bitters)	361,2	0,5	Cider	1587,5	-15,9
Ethyl esaslı Long drink	7778,5	21,7	Fermente Edilmiş Long drink	107,8	-80,9
Diğerleri	1093,6	16,3	BİRALAR	17058,5	-13,2
			Biralar, >4,7 %vol	14619,3	-10,6
			Biralar, <=4,7 %vol	2439,2	-26,0

Toplam alkollü iecek satışları ierisinde perakende satışların payı % 83, Lisanslı işyerlerinde yapılan satışların payı ise % 17'dir. 2004 yılında Alko, 108.8 milyon lt alkollü iecek satışı gerçekleřtirmiřtir ve sözkonusu rakam, bir önceki yıla oranla % 2.6 bir artışa tekabül etmektedir. Saf alkol ieriđi bazında yapılan hesaplamada, Alko'nun satışları, 18.8 milyon lt'dir ve bir önceki yıla (2003) nazaran % 10.2'lik bir artış gerçekleřmiřtir.

<b>Ülkeler Bazında Finlandiya řarap Piyasası (2002-2004)</b>			
	<b>2002 (milyon litre)</b>	<b>2003 (milyon litre)</b>	<b>2004 (milyon litre)</b>
Fransa	7,5	7,7	7,4
řili	4,8	6,5	7,3
İspanya	8,4	8,1	7,2
Güney Afrika	3,3	4,9	5,4
İtalya	5,1	4,8	4,2
Almanya	2,2	2,1	2,1
Macaristan	2,6	2,5	2,1
Avustralya	1,3	1,4	2,0
A.B.D.	1,1	1,5	2,0
Arjantin	0,4	0,8	1,3
Diđer	2,9	2,8	2,6
Finlandiya*	3,6	3,5	2,7

\*Berry ve meyva esaslı Finlandiya řarapları

Hacmen % 4.7 ve altında alkol ieren ürünlerde (bira, cider vb.) monopolist bir yapının bulunmaması ve diđer ürünlere oranla bu ürünlerde tüketim payının yüksek olması nedenleri ile, toplam perakende satışlar ierisinde Alko'nun payı % 53, diđer bakkal ve süpermarketlerin satışlarının payı % 47 ve toplam tüketim ierisinde Alko'nun payı % 44'dür.

2004 yılı sonu itibariyle Alko'nun alkollü içecekler satış listesinde 50 farklı ülkeden 1.949 ürün (2003 yılında 1.823) yer almakta idi. Toplam şarap satışları içinde, “bag-in-box sifonlu kutu şarap” satışları litre bazında % 25’lik bir paya sahiptir.

<b>Satış Yapısı</b>							
<b>Ürün Grubu</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>	<b>2002</b>	<b>2003</b>	<b>2004</b>
Tatlandırılmış Spirits	41	40	39	38	36	36	40
Diğer Spirits	15	15	16	16	16	16	17
Kuvvetlendirilmiş Şaraplar	7	7	6	6	6	6	6
Şaraplar	25	27	28	29	31	33	30
Cider	1	1	1	1	1	1	1
Long drinks	2	2	2	2	2	2	2
Yüksek Alkollü Bira	7	7	7	6	6	6	5
Orta Alkollü Bira	2	1	1	1	1	1	1
<b>Toplam</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>	<b>100</b>

Alkol içeriğine göre değişen vergi oranları dikkate alındığında, 2004 yılında gerçekleştirilen vergi indirimi, fiyat düzeylerinde % 22 ila % 35 aralığında düşüş sağlayarak en çok yüksek alkollü (spirits) içecek satışlarını etkilemiştir. Bu dönemde, bu sınıfta yer alan içeceklerin satışları % 13 artış göstermiş ve örneğin votka satışları bir önceki yıla nazaran miktar (lt) bazında % 17 yükselmiştir.

Yüksek alkollü içeceklerde yaşanan tüketim ve satış artışı ise, sözkonusu pazarda önemli büyüme ve canlanma yaratarak, yerli ve yabancı üreticilerin piyasaya yeni ürünlerin girmesine sebep olmuştur.

2004 yılı itibariyle miktar bazında satış rakamları ele alındığında, toplam satışların % 72’sini oluşturan bira, Finlandiya’da en gözde alkollü içeceği konumunda

bulunmaktadır. Cider'lar ikinci en büyük tüketim rakamına sahip olmasına rağmen, 2003 yılından bu yana şarap sıralamadaki yerini değiştirmiş ve satış sıralamasında ikinciliğe yükselmiştir. 2004 yılında yüksek alkollü içeceklerin (spirits) pazar payı ise, % 6 olarak gerçekleşmiştir. Ancak, yüksek vergi oranına bağlı olarak birim fiyatlarının yüksek olması nedeniyle, bu ürünlerin 2004 yılında değer (€) bazında toplam alkollü içecek satışları içindeki payı % 18 olarak gerçekleşmiştir.

<b>Finlandiya Kırmızı Şarap Pazarında İlk On Tedarikçi Ülke</b>			
	<b>Satış Mik. (1000 litre)</b>	<b>Değişim (%)</b>	<b>Pazar Payı (%)</b>
Şili	5 302	17,6	23,9
İspanya	5 008	-14,8	22,6
Fransa	3 788	-0,6	17,1
İtalya	1 960	-11,1	8,8
Güney Afrika Cum.	1 387	21,5	6,2
Avustralya	1 301	79,2	5,9
Arjantin	1 176	60,0	5,3
A.B.D.	610	37,2	2,7
Macaristan	312	43,0	1,4
Bulgaristan	251	-4,8	1,1
Tüm Ülkeler	22 202	4,9	

Şarap, son beş yıllık dönemde gerek Avrupa'da değişmekte olan tüketim eğilimine ve gerekse de bireylerin harcanabilir gelirindeki artışa bağlı olarak farklılaşan tüketici alışkanlıkları sayesinde payını arttırmıştır. Genel olarak şarap'ta görülen uygun vergi oranları sayesinde, özellikle bag-in-box şaraplarında tüketim hacmi artmaktadır.

Euromonitor, Finlandiya toplam alkollü iecek satışlarının miktar bazında % 5 büyüme göstererek, 2009 yılı sonu itibariyle 620 milyon lt'lik bir rakama ulaşacağını tahmin etmektedir. 2004 yılında gerçekleşen vergi indirimi sonrasında yaşanan güçlü tüketim artışlarının bir miktar yavaşlamasına rağmen, fiyatların düşüklüğüne bağlı bir şekilde, esas olarak hafta sonlarında içki tüketen Finlilerin, hafta içi günlerde de içki tüketmekten artan bir şekilde hoşlanmaya başlaması nedeniyle pazardaki büyümenin süreceğı tahmin edilmektedir ve diğler ürünlere nazaran bu trend'den en fazla pay alan iecek türü ise, kırmızı şarap olmaktadır.

### **Düşünceler**

- Finlandiya perakende pazarında;Hacmen % 4.7 ve üzerinde alkol içeren tüm fermente edilmiş ieceklerin perakende satış pazarında monopol bir yapının bulunması,
- Devlet tarafından idare edilen bu monopol yapının tüm alkol tedarikçilerine aynı uzaklıkta, tarafsız ve kamuya açık, şeffaf prensiplerle çalışan bir sistem dahilinde hareket etmesi,
- Ancak, bununla beraber, sosyal ve sağlık politikaları sonucu, devlet tarafından oldukça sıkı bir şekilde kontrol edilmekte pazarın, yine tüm tedarikçilere eşit bir şekilde uygulanan şart ve müeyyideler içermesi

gibi nedenlerle, Finlandiya alkollü iecek pazarının, ithalatçı ve toptancı gibi yerel piyasa oyuncularını tarafından yönlendirilen bir yapıdan ziyade, diğler pazarlarda olduğundan daha çok tedarikçiler tarafından izlenen aktif reklam stratejilerine bağlı olarak tüketici davranışları tarafından yönlendirilen bir piyasa yapısına sahip olduğu düşünülmektedir.

Yukarıda belirtilen hususların yanısıra, diğler tüm gelişmiş ülkelerde olduğu gibi, bilinçli bir tüketici profiline sahip olan Finlandiya'da da, ticaret hayatında reklamların payı büyüktür.

Bununla beraber, halihazırda belirli markalar itibariyle Türk Şarapları, başta Türk lokanta ve restoranları olmak üzere ticari amaçla alkol servisi yapma izni olan restoran ve bar gibi servis sektörünü kapsayan bir şekilde Finlandiya pazarında sınırlı miktarda yer almaktadır.

Ancak, Finlandiya perakende pazarına girişe yönelik olarak yapılacak çalışmalarda, yukarıda belirtilen Pazar şartları dikkate alındığında pazara girişten çok pazarda kalıcı olmanın zor olduğu dikkate alındığında, ürün arzının miktar ve kalite açısından sürekliliği şartlarını sağlamanın yanısıra, direkt tüketiciyi hedefleyen tanıtım ve reklam faaliyetlerine ağırlık verilmesi gerektiği düşünülmektedir.

Bunun yanısıra, şarap üreticisi firmalarımızın, piyasaya giriş öncesinde gerek pazar imkanlarını araştırmak ve yerel ithalatçı firmalarla tanışmak ve gerekse de ürünlerini tanıtımını yapmak amacıyla Finlandiya Fuar İdaresi ([http://www.finnexpo.fi/default.asp?code\\_language=en](http://www.finnexpo.fi/default.asp?code_language=en)) tarafından her yılın Nisan ayında, catering, restoran ve hotel malzemeleri fuarı “**Gastro 2006**” ile eşzamanlı olarak düzenlenmekte olan “**ViiniExpo - 15-18 Nisan 2006**” Şarap Fuarına katılımında bulunmalarında yarar görülmektedir.

➤ Fuar Hakkında Daha Detaylı Bilgi Almak İçin:

[http://www.finnexpo.fi/exhibition.asp?Id=1385&code\\_language=en](http://www.finnexpo.fi/exhibition.asp?Id=1385&code_language=en)

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## Diğer Bazı İstatistikler

Finlandiya Bag-in-Box Şarap Satış Rakamları				
2004	Satış Mik. (1000 litre)	Değ. (%)	Pay (%)	Pazardaki Ürün Sayısı
<b>Toplam</b>	11 433	18	25	80

Finlandiya Beyaz Şarap Pazarında İlk Dokuz Tedarikçi Ülke			
	Satış Mik. (1000 litre)	Değişim (%)	Pazar Payı (%)
Güney Afrika	3 980	7,0	22,0
Fransa	2 442	-9,2	13,5
Şili	1 968	0,1	10,9
Almanya	1 909	-3,3	10,6
İtalya	1 704	-17,7	9,4
Macaristan	1 564	-26,0	8,6
A.B.D.	1 308	26,9	7,2
İspanya	1 296	-14,8	7,2
Avustralya	690	2,3	3,8
Tüm Ülkeler	18 091	-5,2	

Finlandiya Köpüklü Şarap Pazarında Tedarikçi Ülkeler			
	Satış Mik. (1000 litre)	Değişim (%)	Pazar Payı (%)
Fransa	996	1,4	39,1
İspanya	637	10,3	25,0
İtalya	442	-4,6	17,3
Almanya	187	52,0	7,4
Tüm Ülkeler	2 547	6,8	

<b>Fiyat Kategorilerine Göre Şaraplar</b>		
<b>KIRMIZI ŞARAP</b>		
<b>Fiyat (€ / şişe)</b>	<b>Marka Adeti*</b>	<b>Toplam Satış İçindeki Pay (%)</b>
6,00 ve altı	112	33,1
6 - 6,99	143	36,7
7 - 9,99	304	25,4
10 - 12,99	119	2,9
13 - 16,99	156	1,4
17 ve üzeri	552	0,5
Toplam	1386	100,0
<b>BEYAZ ŞARAP</b>		
<b>Fiyat (€ / şişe)</b>	<b>Marka Adeti*</b>	<b>Toplam Satış İçindeki Pay (%)</b>
6,00 ve altı	134	63,2
6 - 6,99	103	20,9
7 - 9,99	208	13,9
10 - 12,99	78	1,3
13 - 16,99	95	0,5
17 ve üzeri	185	0,2
Toplam	803	100,0
<b>KÖPÜKLÜ ŞARAP</b>		
<b>Fiyat (€ / şişe)</b>	<b>Marka Adeti*</b>	<b>Toplam Satış İçindeki Pay (%)</b>
6,00 ve altı	10	36,6
6 - 6,99	11	12,1
7 - 9,99	42	36,7
10 - 12,99	21	7,9
13 - 16,99	15	1,1
17 ve üzeri	118	5,6

Toplam	217	100,0
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## 2004 YILI FİNLANDİYA ŞARAP İTHALAT İSTATİSTİKLERİ

G.T.İ.P.	Tanım	Ülke	Değer (1000 €)	Miktar (kg)
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Languedoc)	Antigua and Barbuda	1,0	180
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-)	Argentina	5,2	2766
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Languedoc)	Argentina	3,6	942
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in specified regions)	Argentina	184,0	115770
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol	Argentina	289,8	107396
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in specified regions)	Argentina	215,8	107220
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol	Argentina	862,2	308811
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified regions)	Argentina	12,8	413

22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Argentina	287,3	470496
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of $\geq 8,5\%$ vol (excl. champagne)	Australia	141,4	40188
22041099	Sparkling wine of fresh grapes and of actual alcoholic strength of $< 8,5\%$ vol (excl. Asti spumante)	Australia	0,7	90
22042138	Quality white wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Australia	12,5	2662
22042178	Quality wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Australia	11,2	2400
22042179	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Australia	1295,9	520389
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 1$	Australia	280,6	63473
22042181	Quality white wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 13\%$ vol to $15\%$ vol	Australia	10,6	1598
22042182	Quality wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 13\%$ vol to $15\%$ vol (other than sparkling wine, semi-sparkling wine and gene	Australia	23,4	3596
22042183	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 13\%$ vol to $15\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Australia	520,2	133086
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volu	Australia	2683,4	672295

22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	Australia	6,8	315
22042198	Wine of fresh grapes, incl. fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and T	Australia	0,7	22
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Australia	68,9	105660
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Australia	3,5	1584
22042984	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volum	Australia	79,8	75010
22042994	Wine of fresh grapes, incl. fortified wine, in containers holding > 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine, quality w	Australia	0,4	9
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Austria	0,3	49
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Austria	176,3	27992
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langu	Austria	84,2	12944
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Austria	6,4	941

22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 1	Austria	1,6	450
22042181	Quality white wines produced in specified regions, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol	Austria	16,8	3260
22042183	White wine of fresh grapes, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Austria	0,9	86
22041099	Sparkling wine of fresh grapes and of actual alcoholic strength of < 8,5% vol (excl. Asti spumante)	Belarus	0,9	450
22042179	White wine of fresh grapes, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Brazil	35,6	17496
22042179	White wine of fresh grapes, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Bulgaria	41,1	14382
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 1	Bulgaria	450,4	222841
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Bulgaria	149,1	216488
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Bulgaria	95,6	94845
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of ≥ 8,5% vol (excl. champagne)	Canada	1,8	22
22042138	Quality white wines produced in specified regions, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Canada	26,3	328

22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Languedoc)	Canada	3,0	22
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Chile	19,7	7848
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-)	Chile	141,1	50850
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Languedoc)	Chile	334,6	126269
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci)	Chile	876,4	439775
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Chile	2564,5	1248327
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce)	Chile	1823,6	670764
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Chile	6003,7	2147793
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal)	Chile	8,5	1350
22042918	Quality white wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Val de Loire, sparkling wine)	Chile	21,5	14400

22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Chile	1237,8	977130
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Chile	1475,7	1290666
22042983	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than quality wines produced in specified regions)	Chile	346,2	311488
22042984	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volum	Chile	690,6	558309
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Cyprus	78,0	43065
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Cyprus	62,2	19440
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Czech Republic	6,2	2700
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Czech Republic	72,1	108000
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Denmark	2,2	1850
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Denmark	2,5	1473

22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Denmark	25,0	15888
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Denmark	47,2	22296
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Denmark	0,9	240
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Denmark	121,4	41023
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	Denmark	1,4	410
22042998	Wine of fresh grapes, incl. fortified wine, in containers holding > 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and To	Denmark	0,3	77
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langu	Ecuador	33,4	8100
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Estonia	3,4	1013
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Estonia	1,5	230
22041011	Champagne of actual alcoholic strength of >= 8,5% vol	France	5311,0	247620
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	France	1339,4	551833

22042110	Wine of fresh grapes, incl. fortified wines, in bottles with "mushrooms" stoppers held in place by ties or fastenings, holding <= 2 l, wine otherwise put up with an excess pressure due to carbon diox	France	15,1	3078
22042111	Quality white wines produced in Alsace, in containers holding <= 2 l and of an actual alcoholic strength of by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	France	1247,2	256651
22042112	Quality white wines produced in Bordeaux, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	France	1453,9	552376
22042113	Quality white wines produced in Burgundy, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	France	1134,2	188808
22042117	Quality white wines produced in Val de Loire, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	France	339,8	58914
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	France	1947,0	774932
22042142	Quality wines produced in Bordeaux, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	France	2485,2	589184
22042143	Quality wines produced in Burgundy, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	France	608,4	106462
22042144	Quality wines produced in Beaujolais, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	France	103,6	33277
22042146	Quality wines produced in Côtes-du-Rhône, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white win	France	596,9	134106
22042147	Quality wines produced in Languedoc-Roussillon, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general whi	France	704,8	260806

22042148	Quality wines produced in Val de Loire, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	France	131,1	55719
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	France	1820,4	416816
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	France	2452,2	1143650
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	France	4369,4	1832067
22042181	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol	France	193,6	15256
22042182	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gene	France	528,4	53069
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	France	67,1	17746
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	France	388,2	147736
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	France	10,6	1208
22042198	Wine of fresh grapes, incl. fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and T	France	0,3	112

22042918	Quality white wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Val de Loire, sparkling wine)	France	161,5	225642
22042946	Quality wines produced in Côtes-du-Rhône, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	France	18,6	5844
22042947	Quality wines produced in Languedoc-Roussillon, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general whit)	France	8,8	7128
22042958	Quality wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langued)	France	24,7	14256
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified)	France	608,7	718894
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	France	2001,8	1491192
22042981	Quality white wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine and semi-sparkling wine)	France	3,2	90
22042982	Quality wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gener	France	11,7	3285
22042994	Wine of fresh grapes, incl. fortified wine, in containers holding > 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine, quality w	France	1,2	135
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Germany	1048,9	507792

22042110	Wine of fresh grapes, incl. fortified wines, in bottles with "mushrooms" stoppers held in place by ties or fastenings, holding <= 2 l, wine otherwise put up with an excess pressure due to carbon diox	Germany	3,4	260
22042118	Quality white wines produced in Mosel-Saar-Ruwer, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Germany	879,1	307489
22042119	Quality white wines produced in Pfalz, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Germany	437,7	192549
22042122	Quality white wines produced in Rheinhessen, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Germany	1778,1	894911
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Germany	534,8	275221
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langu	Germany	75,9	17836
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Germany	120,6	41561
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Germany	245,9	94918
22042918	Quality white wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Val de Loire, sparkling wine	Germany	495,9	491222
22042958	Quality wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langued	Germany	186,6	76608

22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Germany	38,6	17820
22043094	Grape must, unfermented, nonconcentrated, of a density $\leq 1,33 \text{ g/cm}^3$ at 20°C and of an actual alcoholic strength $\leq 1\% \text{ vol}$ but $> 0,5\% \text{ vol}$ (excl. grape must whose fermentation has been arrested by the	Germany	33,7	14644
22042138	Quality white wines produced in specified regions, in containers holding $\leq 2 \text{ l}$ and of an actual alcoholic strength by volume of $\leq 13\% \text{ vol}$ (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Greece	55,5	27797
22042178	Quality wines produced in specified regions, in containers holding $\leq 2 \text{ l}$ and of an actual alcoholic strength by volume of $\leq 13\% \text{ vol}$ (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langu	Greece	110,5	46318
22042179	White wine of fresh grapes, in containers holding $\leq 2 \text{ l}$ and of an actual alcoholic strength by volume of $\leq 13\% \text{ vol}$ (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Greece	139,1	96025
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2 \text{ l}$ and of an actual alcoholic strength by volume of $\leq 1$	Greece	116,3	56200
22042194	Wine of fresh grapes, incl fortified wine, in containers holding $\leq 2 \text{ l}$ and of an actual alcoholic strength by volume of $> 15\% \text{ vol}$ to $18\% \text{ vol}$ (other than sparkling wine, semi-sparkling wine and Marsal	Greece	24,5	10260
22042965	White wine of fresh grapes, in containers holding $> 2 \text{ l}$ and of an actual alcoholic strength by volume of $\leq 13\% \text{ vol}$ (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Greece	0,4	496
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding $> 2 \text{ l}$ and of an actual alcoholic strength by volu	Greece	0,2	149
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of $\geq 8,5\% \text{ vol}$ (excl. champagne)	Hungary	272,3	146309

22042138	Quality white wines produced in specified regions, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Hungary	0,3	168
22042178	Quality wines produced in specified regions, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Hungary	0,3	207
22042179	White wine of fresh grapes, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Hungary	204,4	92675
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 1	Hungary	226,8	116919
22042183	White wine of fresh grapes, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Hungary	139,9	25860
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding ≤ 2 l and of an actual alcoholic strength by volu	Hungary	60,3	24300
22042193	Tokay [Aszu and Szamorodni], in containers holding ≤ 2 l and of an actual alcoholic strength by volume of > 15% to 18% vol	Hungary	9,1	1200
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Hungary	1182,3	2116191
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Hungary	128,1	144251
22042179	White wine of fresh grapes, in containers holding ≤ 2 l and of an actual alcoholic strength by volume of ≤ 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Ireland	0,5	157

22042138	Quality white wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Israel	1,0	73
22042178	Quality wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Israel	0,7	73
22042179	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Israel	28,3	15827
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 1$	Israel	28,5	16699
22042181	Quality white wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 13\%$ vol to $15\%$ vol	Israel	0,4	40
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volu	Israel	0,5	67
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of $\geq 8,5\%$ vol (excl. champagne)	Italy	712,5	347551
22041091	Asti spumante of actual alcoholic strength of $< 8,5\%$ vol	Italy	51,2	11551
22041099	Sparkling wine of fresh grapes and of actual alcoholic strength of $< 8,5\%$ vol (excl. Asti spumante)	Italy	405,6	109279
22042110	Wine of fresh grapes, incl. fortified wines, in bottles with "mushrooms" stoppers held in place by ties or fastenings, holding $\leq 2$ l, wine otherwise put up with an excess pressure due to carbon diox	Italy	409,4	214703
22042124	Quality white wines produced in Lazio [Latium], in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (excl. sparkling wine and semi-sparkling wine)	Italy	128,0	45090
22042126	Quality white wines produced in Toscana [Tuscany], in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (excl. sparkling wine and semi-sparkling wine)	Italy	175,4	41948

22042127	Quality white wines produced in Trentino, Alto Adige and Friuli, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Italy	377,3	103865
22042128	Quality white wines produced in Veneto, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Italy	558,5	184454
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Italy	1083,9	363126
22042162	Quality wines produced in Piemonte [Piedmont], in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general whit	Italy	130,3	20173
22042166	Quality wines produced in Toscana [Tuscany], in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white	Italy	824,7	145499
22042167	Quality wines produced in Trentino and Alto Adige, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general	Italy	51,6	12015
22042168	Quality wines produced in Veneto, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	Italy	1140,7	285080
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Italy	1338,4	415046
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Italy	1321,3	687264
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Italy	2161,7	872138

22042181	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol	Italy	46,4	3832
22042182	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gene	Italy	1125,5	127412
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Italy	48,2	9019
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Italy	1004,1	333647
22042187	Marsala, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol	Italy	19,2	6406
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	Italy	7,4	474
22042199	Wine of fresh grapes, incl. fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 22% vol	Italy	1,6	180
22042918	Quality white wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Val de Loire, sparkling wine	Italy	459,1	485564
22042962	White wine produced in Sicily, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in spe	Italy	134,6	75708
22042964	White wine produced in Veneto, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in spe	Italy	188,0	109290
22042971	Wines produced in Puglia [Apulia], in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in sp	Italy	165,4	172800

22042972	Wines produced in Sicily, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified r	Italy	2,7	1530
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Italy	142,4	92292
22042998	Wine of fresh grapes, incl. fortified wine, in containers holding > 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and To	Italy	0,1	27
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Lebanon	3,7	630
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Lebanon	12,0	1710
22042182	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gene	Lebanon	19,8	3276
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Lebanon	68,4	4032
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Luxembourg	178,1	33107
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Luxembourg	10,2	1901
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Luxembourg	10,2	2851

22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 1$	Macedonia	335,5	223086
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding $> 2$ l and of an actual alcoholic strength by volu	Macedonia	60,4	81462
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volu	Mexico	21,8	4752
22042179	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Netherlands	309,7	120159
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 1$	Netherlands	178,6	72774
22042183	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 13\%$ vol to $15\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Netherlands	136,9	37080
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volu	Netherlands	271,7	71079
22042194	Wine of fresh grapes, incl fortified wine, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 15\%$ vol to $18\%$ vol (other than sparkling wine, semi-sparkling wine and Marsal	Netherlands	3,2	480
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of $\geq 8,5\%$ vol (excl. champagne)	New Zealand	43,3	9648
22042179	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	New Zealand	297,2	55314

22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 1$	New Zealand	41,6	6478
22042183	White wine of fresh grapes, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $> 13\%$ vol to $15\%$ vol (other than sparkling wine, semi-sparkling wine and quality wines produce)	New Zealand	151,8	25740
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volu	New Zealand	39,8	5040
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 1$	Norway	5,1	924
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding $> 2$ l and of an actual alcoholic strength by volu	Norway	11,3	4608
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of $\geq 8,5\%$ vol (excl. champagne)	Portugal	1,1	550
22042132	Quality white wines of the "vinho verde" category, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (excl. sparkling wine and semi-sparkling wine)	Portugal	33,1	13328
22042138	Quality white wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Portugal	44,1	17482
22042169	Quality wines produced in Dao, Bairrada and Douro, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than sparkling wine, semi-sparkling wine and general	Portugal	86,0	27876
22042178	Quality wines produced in specified regions, in containers holding $\leq 2$ l and of an actual alcoholic strength by volume of $\leq 13\%$ vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Portugal	260,1	73665

22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Portugal	173,5	66748
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Portugal	305,5	117125
22042181	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol	Portugal	2,2	405
22042182	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gene	Portugal	56,3	10859
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Portugal	1,0	90
22042189	Port, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol	Portugal	54,3	7713
22042191	Madeira and Setubal muscatel, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol	Portugal	15,2	2556
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	Portugal	7,8	2736
22042195	Port, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol	Portugal	686,3	110225
22042196	Madeira, Sherry and Setubal muscatel, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol	Portugal	260,7	38736
22042995	Port, in containers holding > 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol	Portugal	1,3	180
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Romania	7,9	4050

22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Languedoc)	Romania	85,5	27450
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in specified)	Romania	103,9	49635
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Romania	106,0	57330
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified)	Romania	157,8	241069
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volume	Romania	1,1	630
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Russia	0,1	40
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in specified)	Russia	0,2	63
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Russia	5,4	1118
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in specified)	Slovenia	1,3	705
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Slovenia	0,6	345

22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Slovenia	174,8	243303
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	South Africa	58,7	21717
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	South Africa	676,1	118953
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	South Africa	53,0	9030
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	South Africa	1421,6	991486
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	South Africa	262,6	89421
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	South Africa	1083,5	449359
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	South Africa	2371,7	670046
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	South Africa	6,4	477
22042198	Wine of fresh grapes, incl. fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and T	South Africa	0,4	63

22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	South Africa	1393,1	1705304
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	South Africa	248,9	136389
22042983	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than quality wines produced in specified regions)	South Africa	60,9	105118
22042984	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volum	South Africa	650,8	379084
22042994	Wine of fresh grapes, incl. fortified wine, in containers holding > 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine, quality w	South Africa	13,1	3905
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Spain	2403,8	719021
22042110	Wine of fresh grapes, incl. fortified wines, in bottles with "mushrooms" stoppers held in place by ties or fastenings, holding <= 2 l, wine otherwise put up with an excess pressure due to carbon dioxi	Spain	62,9	29925
22042134	Quality white wines produced in Penedés, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Spain	989,8	312688
22042136	Quality white wines produced in Rioja, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Spain	269,4	79636
22042137	Quality white wines produced in Valencia, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (excl. sparkling wine and semi-sparkling wine)	Spain	245,8	187998
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Spain	639,6	258606

22042171	Quality wines produced in Navarra, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	Spain	698,1	276636
22042174	Quality wines produced in Penedés, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	Spain	862,3	241497
22042176	Quality wines produced in Rioja, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	Spain	1929,2	362497
22042177	Quality wines produced in Valdepeñas, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and general white wine)	Spain	2632,4	1068812
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Spain	5395,4	2105284
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Spain	260,0	97355
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Spain	1109,1	713996
22042181	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol	Spain	108,0	22662
22042182	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gene	Spain	2442,8	680502
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Spain	6,3	2499

22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Spain	88,0	28484
22042192	Sherry, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol	Spain	440,5	96137
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	Spain	94,9	24677
22042196	Madeira, Sherry and Setubal muscatel, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol	Spain	182,2	49291
22042198	Wine of fresh grapes, incl. fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and T	Spain	5,4	1827
22042910	Wine of fresh grapes, incl. fortified wines, in bottles with "mushroom" stoppers held in place by ties or fastenings, holding > 2 l, wine otherwise put up with an excess pressure due to carbon dioxide	Spain	0,9	272
22042958	Quality wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langued	Spain	77,9	75874
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Spain	533,5	912588
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Spain	1495,9	1521099
22042982	Quality wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gener	Spain	63,1	75885
22042984	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volum	Spain	30,2	35958

22042992	Sherry, in containers holding > 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol	Spain	137,9	38784
22042996	Madeira, Sherry and Setubal muscatel, in containers holding > 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol	Spain	159,0	100260
22042998	Wine of fresh grapes, incl. fortified wine, in containers holding > 2 l and of an actual alcoholic strength by volume of > 18% vol to 22% vol (other than Port, Madeira, Sherry, Setubal muscatel and To	Spain	1,7	630
22041019	Sparkling wine of fresh grapes of actual alcoholic strength of >= 8,5% vol (excl. champagne)	Sweden	6,2	1872
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Sweden	28,5	9815
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Sweden	32,1	10366
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Sweden	34,7	19654
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Sweden	44,0	30464
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Sweden	132,0	79488
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	Sweden	0,9	360
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	Sweden	36,5	18628

22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	Sweden	27,4	13971
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	Switzerland	7,7	1350
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Switzerland	12,2	3520
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	Switzerland	9,9	4387
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Switzerland	10,1	2992
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	Tunisia	9,7	1890
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	Tunisia	138,9	51008
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	Tunisia	99,4	26932
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	Turkey	3,1	1310
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	United Kingdom	21,6	4463

22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	United Kingdom	77,1	29386
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	United Kingdom	147,4	25281
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	United Kingdom	13,8	3541
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	United Kingdom	165,5	44899
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	United Kingdom	133,7	53160
22042984	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volum	United Kingdom	72,6	36000
22042138	Quality white wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Alsace, Bordeaux, Burgundy, Val de Loire, Mosel-	USA	8,4	1439
22042178	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than Bordeaux, Burgundy, Beaujolais, Côtes-du-Rhône, Langue	USA	21,7	3087
22042179	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine and quality wines produced in speci	USA	693,0	311641
22042180	Wine of fresh grapes, incl. wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volume of <= 1	USA	792,8	328664

22042182	Quality wines produced in specified regions, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gene	USA	4,7	819
22042183	White wine of fresh grapes, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and quality wines produce	USA	443,3	87529
22042184	Wine of fresh grapes, incl. fortified wine and grape must with fermentation arrested or interrupted by the addition of alcohol, in containers holding <= 2 l and of an actual alcoholic strength by volu	USA	839,7	138911
22042194	Wine of fresh grapes, incl fortified wine, in containers holding <= 2 l and of an actual alcoholic strength by volume of > 15% vol to 18% vol (other than sparkling wine, semi-sparkling wine and Marsal	USA	3,2	180
22042965	White wine of fresh grapes, in containers holding > 2 l and of an actual alcoholic strength by volume of <= 13% vol (other than sparkling wine, semi-sparkling wine, quality wines produced in specified	USA	300,0	681762
22042975	Wine of fresh grapes, incl. fortified wine and grape must, with fermentation arrested or interrupted by the addition of alcohol, in containers holding > 2 l and of an actual alcoholic strength by volu	USA	38,2	22563
22042982	Quality wines produced in specified regions, in containers holding > 2 l and of an actual alcoholic strength by volume of > 13% vol to 15% vol (other than sparkling wine, semi-sparkling wine and gener	USA	2,9	360

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The association has been founded for the societies and companies working in the trade of alcoholic beverages. The purpose of the association is to improve and advance the general operating conditions of the Finnish trade in alcoholic beverages as well as of its members.

We recommend all business contacts to be directed to the member companies.

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Main activities: Wines and spirits.

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Yrjönkatu 4 A, Helsinki

*Posting address:*  
Yrjönkatu 4 A  
FIN-00120 Helsinki

**Fondberg Oy**

Tel: +358-9-6120 960  
Fax: +358-9-6120 9610  
E-mail: [carl.dahlberg@fondberg.fi](mailto:carl.dahlberg@fondberg.fi)  
Internet: [www.fondberg.fi](http://www.fondberg.fi)

Main activities: Wines and spirits.

*Visiting address:*  
Yrjönkatu 11 D 20, Helsinki

*Posting address:*  
Yrjönkatu 11 D 20  
FIN-00120 Helsinki

**Heinon Tukku Oy**

Tel: +358-9-7003 6143  
Fax: +358-9-7003 6191  
E-mail: [kaj.kekki@heinontukku.fi](mailto:kaj.kekki@heinontukku.fi)  
Internet: [www.heinontukku.fi](http://www.heinontukku.fi)

*Visiting address:*  
Orionintie 18-20, Espoo

*Posting address:*  
Orionintie 18-20  
FIN-02200 Espoo

Main activities: Wines

**Hispano-Finlandesa Oy Ab**

Tel: +358-9-684 7907

Fax: +358-9-684 5323

E-mail: [Sanchez@netlife.fi](mailto:Sanchez@netlife.fi)

Main activities: Wines and spirits, beer.

*Visiting address:*

Svinhufvudsvägen 2 E 36,  
Helsinki

*Posting address:*

Svinhufvudsvägen 2 E 36  
FIN-00570 Helsinki

**Hjelt E.A. Oy Hjelt E.A. Ab**

Tel: +358-9-726 2566

Fax: +358-9-726 2599

E-mail: [eahjelt@valdosta.inet.fi](mailto:eahjelt@valdosta.inet.fi)

Main activities: Wines and spirits.

*Visiting address:*

Särkiniementie 3, Helsinki

*Posting address:*

Särkiniementie 3  
FIN-00210 Helsinki

**Kaiserwein Oy**

Tel: +358-9-754 5797

Fax: +358-9-7579 1040

E-mail: [franz.miessmer@kaiserwein.fi](mailto:franz.miessmer@kaiserwein.fi)

Internet: [www.kaiserwein.fi](http://www.kaiserwein.fi)

Main activities: Wines and spirits

*Visiting address:*

Elontie 10 A, Helsinki

*Posting address:*

Elontie 10 A  
FIN-00660 Helsinki

**Kaukomarkkinat Oy**

Tel: +358-9-5211

Fax: +358-9-521 6641

E-mail: [viveca.blomberg@kaukomarkkinat.fi](mailto:viveca.blomberg@kaukomarkkinat.fi)

Main activities: Wines and spirits.

*Visiting address:*

Kutojantie 4, Espoo

*Posting address:*

Box 40  
FIN-02631 Espoo

**Launer Oy**

Tel: +358-9-4134 1122

Fax: +358-9-4134 1130

E-mail: [sari.laurila@launer.fi](mailto:sari.laurila@launer.fi)

*Visiting address:*

Nuijamiestentie 5 C, Helsinki

*Posting address:*

Nuijamiestentie 5 C

Internet: [www.launer.fi](http://www.launer.fi)

FIN-00400 Helsinki

Main activities: Wines and spirits, beer, cider.

### **Lejos Oy**

Tel: +358-9-6156 1800

Fax: +358-9-611 875

E-mail: [kaius.juuranto@lejos.fi](mailto:kaius.juuranto@lejos.fi)

Internet: [www.juuranto.com](http://www.juuranto.com)

Main activities: Wines and spirits.

*Visiting address:*

Keilaranta 7, 02150 Espoo

*Posting address:*

Box 78

FIN-00101 Helsinki

### **Lucander & Co. Oy Ab**

Tel: +358-9-446 340

Fax: +358-9-447 020

e-mail: [lucander@kolumbus.fi](mailto:lucander@kolumbus.fi)

Main activities: Wines and spirits.

*Visiting address:*

Lastenodinkuja 1,  
Helsingfors

*Posting address:*

Lastenodinkuja 1

FIN-00180 Helsingfors

### **Maxxium Finland**

Tel: +358-9-5660 000

Fax: +358-9-5660 0066

E-mail: [christian.nordgren@maxxium.com](mailto:christian.nordgren@maxxium.com)

Internet: [www.maxxium.fi](http://www.maxxium.fi)

Main activities: Wines and spirits

*Visiting address:*

Myyrmäentie 2 B 32, Vantaa

*Posting address:*

Myyrmäentie 2 B 32

FIN-01600 Vantaa

### **Multibrands Oy**

Tel: +358-9-7277 240

Fax: +358-9-727 72422

E-mail: [pasi.ketolainen@multibrands.net](mailto:pasi.ketolainen@multibrands.net)

Internet: [www.multibrands.net](http://www.multibrands.net)

Main activities: Wines and spirits.

*Visiting address*

Elimäenkatu 12-16 B,  
Helsinki

*Posting address:*

Elimäenkatu 12-16 B

FIN-00510 Helsinki

### **Norex International Henrik Lönnberg Oy**

*Visiting address:*

Tel: +358-9-5259 370  
Fax: +358-9-5259 3715  
E-mail: [henrik.lonnberg@norexint.fi](mailto:henrik.lonnberg@norexint.fi)

Main activities: Wines and spirits, tobacco.

Vesikuja 4, Espoo

*Posting address:*  
Vesikuja 4  
FIN-02200 Espoo

**Osimex Oy Ab Ltd**

Tel: +358-9-509 2932  
Fax: +358-9-509 2936  
E-mail: [finellhans@netscape.net](mailto:finellhans@netscape.net)

Main activities: Wines and spirits.

*Posting address:*  
Box 233  
FIN-00101 Helsinki

**Pernod Ricard Finland Oy**

Tel: +358-9-6859 300  
Fax: +358-9-6859 3020  
E-mail: [satu.sinisalo@pernod-ricard-finland.com](mailto:satu.sinisalo@pernod-ricard-finland.com)  
Internet: <http://www.pernod-ricard-finland.com/>

Main activities: Wines and spirits

*Visiting address:*  
Itälahdenkatu 22 A, Helsinki

*Posting address:*  
Itälahdenkatu 22 A  
FIN-00210 Helsinki

**Servaali Oy**

Tel: +358-9-4542 3534  
Fax: +358-9-4542 3510  
E-mail: [erkka.schonberg@servaali.fi](mailto:erkka.schonberg@servaali.fi)

Main activities: Wines and spirits

*Visiting address:*  
Honkanummentie 3 B,  
Vantaa

*Posting address:*  
Honkanummentie 3 B  
FIN-01260 Vantaa

**Tampereen Viinitukku Oy**

Tel: +358-3-2720 271  
Fax: +358-3-2730 666  
E-mail: [jaakko.sinivuori@viinitukku.inet.fi](mailto:jaakko.sinivuori@viinitukku.inet.fi)

*Visiting address:*  
Aleksanterinkatu 23 A,  
Tampere

*Posting address:*  
Aleksanterinkatu 23 A

Internet: [www.tampereenviinitukku.fi](http://www.tampereenviinitukku.fi)

FIN-33100 Tampere

Main activities: Wines and spirits.

### **Valdosta Oy**

Tel: +358-9-6873 4120

Fax: +358-9-726 2599

E-mail: [eahjelt@valdosta.inet.fi](mailto:eahjelt@valdosta.inet.fi)

Main activities: Wines and spirits.

*Visiting address:*

Särkiniementie 3, Helsinki

*Posting address:*

Särkiniementie 3

FIN-00210 Helsinki

### **Vindirekt Finland Oy Ab**

Tel: +358-9-774 5930

Fax: +358-9-774 59370

E-mail: [kim@vindirektfinland.fi](mailto:kim@vindirektfinland.fi)

Internet: [www.vindirektfinland.fi](http://www.vindirektfinland.fi)

Main activities: Wines and spirits.

*Visiting address:*

Hitsaajankatu 8, Helsinki

*Posting address:*

Hitsaajankatu 8

FIN-00810 Helsinki

### **Wennerco Oy Ab**

Tel: +358-9-435 070

Fax: +358-9-4350 7330

E-mail: [susanne.lindholm@wennerco.fi](mailto:susanne.lindholm@wennerco.fi)

Internet: [www.wennerco.fi](http://www.wennerco.fi)

Main activities: Importer and distributor of alcoholic beverages.

*Visiting address:*

Westendintie 99-101 A 26,  
Espoo

*Posting address:*

Westendintie 99-101 A 26  
FIN-02160 Espoo

### **Winital Oy S.P.A.**

Tel: +358-9-774 1960

Fax: +358-9-774 1965

E-mail: [winital@yahoo.com](mailto:winital@yahoo.com)

Main activities: Great Italian wines.

*Visiting address:*

Korkeavuorenkatu 2 C 33,  
Helsinki

*Posting address:*

Korkeavuorenkatu 2 C 33  
FIN-00140 Helsinki

*Alko's Listing Procedure and Retail Sale of Alcoholic Beverages*  
*January I, 2006-Instructions Supplies From Abroad*

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<http://www.alko.fi/informationforcompanies>