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Morocco

Exporter Guide

Annual

2003

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Report Highlights: The upcoming free trade agreement between U.S. and Morocco should provide new opportunities for U.S. exporters of food products.

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SECTION I. MARKET OVERVIEW

The Kingdom of Morocco is located in the northwest corner of Africa a few miles away from Europe. It is a middle-income, moderate Arab and Muslim country. It was the first country to officially recognize the U.S. over two hundred years ago and since then the relationship between the two countries has remained uninterrupted.

The country has no oil, but is blessed with large reserves of phosphate and some 2,200 miles of coastline on both the Mediterranean sea and Atlantic ocean, which makes fisheries a major component in the Moroccan economy. Agriculture accounts for an average of 15 percent of the gross domestic product, and consists of a traditional rainfall-dependent sector as well as modern export-oriented production. Nearly three-fourths of Moroccan foreign trade is with the EU. Morocco is mostly a bulk commodity market for the U.S., but there is plenty of room to increase sales of high value products from the U.S. to Morocco.

In January 2003, Morocco and the U.S. began negotiations for a free trade agreement that should result in a significant reduction of import duties for U.S. exports, including agricultural and food products, and should provide many new opportunities for U.S. exporters. The agreement is expected to be signed by the end of 2003, which makes now the best time for U.S. exporters to start establishing links with Moroccan importers to ensure early entry in the market.

Current Economic Situation: Morocco's economic growth fluctuates heavily with agricultural output, which is largely determined by rainfall. Growth has varied from 11 percent to minus 1 percent largely because of the lack of rainfall. About 90 percent of Moroccan agriculture depends more or less on rainfall. Thanks to more favorable weather conditions, the economy grew in 2002 by over 4.5 percent and is likely to grow faster in 2003 because of the higher agricultural output. The non-agricultural sector grew by about 3.9 percent in 2002. Inflation has been contained at low levels for the last 10 years and reached a peak of 2.8 percent in 2002. Employment is on the top of the Government priority list, as the unemployment rate is over 20 percent in urban areas.

Remittances from over 1.5 million Moroccans working abroad (in Europe) and revenues from over 2.2 million tourists visiting Morocco each year largely offset the negative trade balance. They help to replenish significantly the foreign exchange reserves at a record level - currently at over \$9 billion, which represents the equivalent of over 11 months of Morocco's imports. Also, the government is continuing its privatization policy which results in significant income for the treasury. In the near future the government is expected to privatize some of its best agricultural land that has been under government control since the early 1970's.

Banking System: The banking system is well developed and most banks are private and have correspondent banks in Europe and in the U.S. Foreign currencies are readily available to importers upon presentation of appropriate import documents. Although the use of Letters of Credit is common, many importers prefer to shift to use of payments against documents after the first few operations. Advance payments are prohibited by the current exchange regulations. The recent strengthening of the Euro compared to the dollar should put the U.S. exporters in a better position compared to their European counterparts.

Morocco has been liberalizing its economy and trade. Prices of virtually all consumer-oriented products are market determined. There is little government involvement in imports and processing of food products, especially consumer-oriented products. The sugar processing industry is where the GOM is involved the most, although all sugar beet and cane mills are scheduled to be privatized. The GOM completely phased out the subsidy for vegetable oil but it is still heavily subsidizing sugar and some wheat flour at the retail level to make them accessible to the low income population.

Key Demographic Development: Morocco's population is about 30 million, of which half live in the rural areas. Also, about 55 percent of the population is less than 25 years old. The middle class is steadily increasing and the family size is becoming smaller (average of 3-4 children). The illiteracy rate is over 55 percent and is much higher in the rural areas. Islam is the prevailing religion. Arabic is the prevailing language and while Moroccans understand classical Arabic, they use mostly the local dialect that classical Arabic speakers may find hard to understand. French is the business language.

For the most part, Moroccan home cooking remains traditional, but change is coming, especially in large cities where there is a tendency for young families to adopt a western lifestyle. The number of women working outside the home is steadily increasing, which results in higher income for the family but also forces its members, when they can afford it, to turn to ready-foruse or semi-processed products instead of traditional, time-consuming, home-made products. This is particularly true in large cities such as Casablanca, Rabat, Marrakech, Fes, Agadir, and Tangier where distribution channels have shown a rapid development in recent years. Today, local producers and importers of consumer-oriented food products are able to deliver many new products to consumers under good conditions.

Consumer Spending: The bulk of the demand for consumer-oriented food products comes from the large cities where the population with higher income lives. It has been estimated that about 10 percent of the population (3 million) can afford to buy imported products and spend nearly 11 times more than the 10 percent of the population with the lowest income.

Advantages	Challenges
Upcoming free trade agreement between Morocco and the U.S. will provide new opportunities, especially because current duties are relatively high.	Geographical disadvantage. Spain is a few miles from Morocco. High U.S. shipping costs.
FAS/USDA offers free trade servicing to exporters visiting Morocco.	No direct shipping lines. Transit through Europe is necessary.
Local production fluctuates widely with the weather, which makes Morocco dependent on imports.	French continues to be the predominant business language.
Many high value food products are not known to the Moroccan consumer, which means there is room for many new products.	Many products that are common in the U.S. are not known in Morocco and need to be promoted.

Advantages and Challenges

The local food processing industry is upgrading and becoming more quality conscious.	Limited purchasing power. An estimated 10 percent of the population (3 million) is able to buy imported products regularly.
Increasing middle class. Increasing number of women working outside home.	Traditional distribution networks are still predominant for many food products, especially in rural areas.
Fast developing modern distribution channels offering room to develop new branded products.	Moroccan importers traditionally do business through European brokers and traders.
Western culture attracts youth.	High customs duties and taxes on imported food products.
American products are synonymous with quality in many cases.	Lack of knowledge about U.S. industry, standards, and grades.

SECTION II. EXPORTER BUSINESS TIPS

- **G** Most of the importers are located in Casablanca and imports by containers are mostly done through the port of Casablanca.
- G For food standards and regulations, including food labeling see the Attache report: Food and Agricultural Imports Regulation and Standards Report (FAIRS) MO3016 at www.fas.usda.gov
- **G** In all major ports and airports, the Ministry of Agriculture has one-stop shops for importers to clear all kinds of imported agricultural products. To clear customs, importers are required to present a sanitary certificate for all animal food and fresh fruit and vegetable products they import. A local laboratory analysis done by official laboratories may also be required to clear customs, especially for new and unfamiliar imported products.
- **G** Often Moroccan importers are not familiar with products that are common in the U.S. Also, many importers are not used to U.S. grades, standards, and U.S. appellations. Exporters are advised to provide pictures, brochures, or even samples to Moroccan importers. Many local importers require samples before making any purchase commitments.
- **G** Moroccans use only the metric system for measurement.
- **G** Although an increasing number of Moroccan importers can communicate in English, French is still the predominant business language. Exporters with French capabilities or French written promotional materials will definitely have an advantage in dealing with importers.
- **G** Imports and distribution of food and beverage products in Morocco are handled both by regular importers but also by importers who work on an occasional basis. Regular importers market their products through their own sales force (typically to hotels,

supermarkets, wholesalers) and through independent well-established wholesalers (in case of small shops, restaurants). U.S. exporters interested in selling consumer-ready food or beverage products should find a local importer to access the retail market. Importers normally have in-depth knowledge of specific importing procedures.

- **G** Telecommunications are generally adequate. Internet and email are available in most hotels and increasingly in "Cyber Café" shops throughout Morocco. Phone calls from hotels can be excessively expensive.
- **G** The holy month of Ramadan is not a holiday but business slows down significantly because Muslims fast during the day. Most restaurants close during this month, alcohol is not served and people are not allowed to smoke during the day. Exporters should try to concentrate their meetings in the morning. Surprisingly, consumption of some products (such as honey, sugar, butter, vegetable oil, dairy products, etc.) increases during Ramadan. This year, Ramadan starts October 26.
- **G** Customs duties: Typically, imported food goods are subject to an ad valorem import duty of 50 percent, a 0.25 percent ad valorem Export Promotion Tax, and in most cases a Value Added Tax (VAT) computed on top (from 0-20 percent). As an example, a typical consumer-oriented product is subject to the following when imported into Morocco:

If the original value CIF & port charges is	100.00 dirhams
Ad valorem import duty	50.00 percent
Value after import taxes	150.00 dirhams
VAT at 20% of 150 dirhams	30.00 dirhams
Total after customs duties and taxes	180.00 dirhams
Export Promotion Tax (0.25%)	0.25 dirhams
Final value (all taxes and duties paid)	180.25 dirhams

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

The limiting factor to the increase in demand for consumer-oriented products is the low income combined with the high duties on imported food products.

In spite of the major changes in distribution channels over the last few years, the retail food outlets in Morocco continue to be dominated by a large number of small grocery stores. It has been estimated that 90 percent of the food retail stores are less than 225 square feet large. The number of supermarkets has been increasing considerably in recent years and more are under construction, especially in large cities. Today, in addition to the estimated 200 small supermarkets (2 registers, 1000 ft²-3500 ft²) there are about 38 large supermarkets, of which 20 are large and comparable to large supermarkets in the U.S. All supermarkets are privately owned and some have been opened by multinational chains or as a joint venture with Moroccan investors. Also, over the last few years a number of modern self-service retail outlets, including convenience stores, opened in major cities and this trend is likely to continue in the future.

Importers still play a major role in the introduction, marketing, and distribution of imported foods throughout the country. Except for the two largest supermarket chains that, in addition to buying from importers, have also been importing directly through their buying platforms in Europe, all supermarkets get their products either directly from importers or from wholesalers. It is not uncommon that importers are also wholesalers. Many importers prefer direct contact with suppliers as they feel that middlemen complicate transactions, lower profits, and could work with competitors. Most Moroccan importers like to buy on samples and internet sales are virtually not used in Morocco.

Moroccans are regularly exposed to western culture in their daily life, especially through television (an estimated 1 million TV satellite dishes). Thus, the steady western influence on Moroccan lifestyles is expected to result in even higher demand for consumer oriented products in the future.

U.S. exports of consumer-oriented products will continue to be dampened by the high freight costs and length of shipping time resulting from the lack of direct shipping lines between Morocco and the U.S. The small size of the Moroccan market can be partly circumvented through consolidated shipments from the U.S. but it will continue to favor small shipments from neighboring countries (Europe).

The Moroccan food industry is dominated by a large number of small family enterprises that average less than 50 employees. The government still owns some food processing units such as sugar processing mills, and alcoholic beverage manufacturers. Moroccan processed food exports are mostly processed and canned fruits and vegetables, and processed fish, including canned fish.

High Value Products for Food Processing Sector: The U.S. has a greater potential to export semi-finished products and products for industrial uses such as milk powder, cheese, processed nuts, and other ingredients. Local processors have improved and diversified significantly their production over the past few years but are unlikely to fulfill the local demand for all products. As local producers are becoming more quality conscious, U.S. suppliers can play a major role in fulfilling the demand for regular quality products. Most food processors purchase their ingredients from well-established importers or from local agents of multinationals. Very few large processors purchase their ingredients directly from exporters abroad. Thus, U.S. exporters are advised to go through local suppliers of ingredients to be able to use their distribution network. The local industry is committed to develop further in the future to resist stiffer competition. Many local producers (biscuit plants, confectioneries, canneries, etc.) have started offering a new range of products to maintain their market share and compete with imported products.

High Value Products for Hotels, Restaurants, and Institutional (HRI): Morocco receives some 2.2 million tourists, mostly from Europe but also from the U.S. The GOM has committed to an ambitious plan to reach 10 million tourists by 2010, and large modern hotels are popping up throughout the country, which is expected to boost the demand for food packaged for services. In addition, the annual (July-August) visit of expatriate families based in Europe boosts consumption significantly, especially in the tourism sector.

Although there are over 550 graded hotels in Morocco, the potential market for U.S. consumeroriented products consists essentially of some 50 upscale hotels (5 stars) concentrated mostly in Agadir, Marrakech, Casablanca, Rabat, and Fes, about 25 tourist villages and clubs, and over 103 hotels graded as 4 stars. Other hotels target lower income customers and don't offer regularly imported food and beverages to their clients. Most hotels purchase their food products from local distributors that are also in some cases importers. U.S. suppliers should try to work with these distributors to enter this market, as hotels and hotel chains managements are rarely willing to get involved in import operations because of the small volume involved.

In addition to Moroccan, Asian, and other specialty restaurants, there are less than 150 Westernstyle restaurants in Morocco that do or may potentially use imported products on a regular basis. Most of these restaurants buy directly from local distributors/importers because of the low volume involved. U.S. exporters are strongly encouraged to go through the established importers that have their own sales forces.

Export of Seafood Products to Morocco: Although Morocco is a net exporter of fish products (over \$600 million), there is a window for some U.S. seafood products. The demand should come mostly from the upper class hotels and restaurants located in major cities. The per capita consumption of fish is low in Morocco and consists mostly of fresh low-priced pelagic species such as sardines. Inadequate distribution channels have been a major limiting factor to increased fish consumption. Thus, few importers have appropriate facilities and refrigerated trucks to supply frozen food to supermarkets. Also, few supermarkets have equipment to handle and exhibit frozen or refrigerated fish. It is estimated that less than 40 percent of Moroccan families have refrigerators at home.

New exporters are advised to work closely with already established frozen food importers that are also distributors to use their distribution network and experience. The volume of seafood used by hotels and restaurants remains relatively small and thus it is still more beneficial for them to purchase from local distributors. U.S. suppliers can work closely with the local distributor to carry on promotional activities in selected hotels, restaurants, and supermarkets.

Fast Food - Franchising: American fast food outlets have been some of the most successful businesses in Morocco in recent years. For example, McDonald's, Pizza Hut, Domino's Pizza, Kentucky Fried Chicken have all opened during the past 10 years. More outlets are scheduled to open in the near future in response to the higher demand for quality, "western type" food. The rapid growth in the sector stems from major economic changes in Morocco, including economic growth, higher disposable income, and the increased number of women working outside homes. The development of U.S. fast food outlets in Morocco has resulted in an increase of imports of food ingredients, including from the U.S., that the local industry is unable to provide on a regular basis.

SECTION IV. BEST HIGH VALUE PRODUCT PROSPECTS

Product Category	2002 Market Size*	2002 Imports**	5 Year average Import Growth	Import Tariff Rate ad valorem	Key constraints over Market development	Market Attractiveness for USA
Dairy Products Skimmed milk, butter, cheese, and whey) including for food processors and HRI.	30000 MT butter. Milk Powder 40000 MT	Butter 31000 MT. Milk Powder 18000 MT. Cheese 3500MT. Whey 1500MT.	25 % for all.	Butter 32.5% Milk Powder 60% Whey 17.5%	EU has Tariff Rate Quota.	Relatively large market size. Also fresh milk during Ramadan to cover shortage
Dry Fruits and Nuts (Almonds, non pitted dried prunes, raisins, walnuts, dried apricots, Including for HRI	NA	5,520MT Dried raisins. 1,927MT Prunes. 500MT Almonds,	35 % for dried raisins. Prune import depends on local crop	50 to 53.5%	Price. US exporters not active in this market.	Moroccan importers are eager to buy from US. Some interested in branded products, other not.
Pulses (Eston type lentils, white kidney beans, chickpeas, green split peas) A peak of demand for lentils and chick peas during Ramadan	80,000 MT	37,000 MT	Varies with size of local productio n Imports in 2000: 77,000 MT	50 %	Price is key. Very small quantity is sold packaged.	Large volumes especially in drought years when local production is down.
Canned Fruit and Vegetables Canned mushrooms, canned corn, canned pineapple, canned mixed fruit, etc) including for HRI	7,000 MT	5,150 MT	3%	50	Price	Branded and non branded products. Demand for HRI is increasing.
Popcorn Large bags but also more recently some interest for microwave popcorn	NA				Competition from Argentina	Good image of U.S. popcorn

Fresh Apples and Pears Red and Golden Delicious, Fuji	100,000 MT	5,479MT		53.5%	Stiff competition from France, Spain, and chili	Especially during March- June. Niche for high quality apples not produced locally
Honey Peak demand during Ramadan Barrels and 2-5lbs packaging.		877 MT honey		50 %		Used extensively and traditionally for Moroccan cookies.
Sauces and Condiments including for HRI	1000MT	800 MT	Slow growth in retail sales. Potential for HRI	50%		Already selling. U.S. origin enjoy good reputation

* Estimated. ** Using Moroccan Trade Data

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

The Office of Agricultural Affairs at the American Embassy in Rabat provides trade servicing and information about the Moroccan market. The free service provided by this office includes providing market briefings, market tours, lists of importers, setting up agendas and meetings, hotel reservations, and in some cases providing translations and transportation.

U.S. Embassy / USDA - Foreign Agricultural Service Contacts:

Ms. Merritt CHESLEY, Agricultural AttachéEmail:AgRabat@usda.govMr. Aziz ABDELALI, Agricultural SpecialistEmail:Aziz.Abdelali@usda.govPhone: (212-3) 776-2265Fax:(212-3) 776-5493US Address: American Embassy, Rabat -PSC 74, Box 002, APO AE 09718Local Address: 2, Avenue Ahmed El Fassi, Rabat, Morocco

Local Contacts:

Mr. Abderrahman HILALI, Head of Plant Protection, Food Control Directeur, Protection Vegetaux, Control Technique et Repression des Fraudes Ministere de l'Agriculture et du Developpement Rural Station Dbagh, Avenue Hassan II, B.P. 1308, Rabat, Morocco Phone: (212-3) 729-7543/729-7545 Fax: (212-3) 729-7544
Email: <u>ahilali@menara.ma</u> MINISTRY OF AGRICULTURE, PLANT PROTECTION, FOOD REGULATION Mr. Ahmed SBIHI, Head of Livestock Division Ministere de l'Agriculture, du Developpement Rural Quartier Administratif, Chellah, Rabat, Morocco Phone: (212-3)776-5077 Fax:(212-3)776-4404 Email: <u>demanv@mtds.com</u> MINISTRY OF AGRICULTURE, ANIMAL HEALTH & SANITARY REGULATION

Ministere de l'Economie et des Finances - Direction des Douanes Hay Ryad, Rabat, Morocco Phone: (212-3) 771-7800/771-7801 Fax:(212-3) 771-7814/771-7515 Website: http://www.douane.gov.ma CUSTOMS OFFICE, TAX, CUSTOMS DUTIES

Office des Foires et des Expositions de Casablanca(OFEC) Phone: (212-2)265098/222813 Fax:(212-2)264949 11, Rue Jule Mauran, Casablanca, Morocco Email: <u>foire@ofec.co.ma</u> FAIR, SHOWS, FOOD SHOWS

Hotels:

Hotel Sheraton-Casablanca	Tel.: (212-2) 231-7878/243-9494
Avenue des F.A.R., Casablanca, Morocco	Fax:(212-2) 231-5136/231-5137
Hyatt Regency-Casablanca	Phone:(212-2) 226-1234
Avenue Hassan II, Casablanca, Morocco	Fax:(212-2)220-4446
Hotel Royal El Mansour	Phone:(212-2) 231-2112
Avenue des F.A.R., Casablanca, Morocco	Fax:(212-2)231-4818
Holiday Inn Crown Plaza	Phone:(212-2) 229-4949/229-3434
Avenue Hassan II, Casablanca, Morocco	Fax:(212-2)229-3029/229-3035

Food Shows / Promotion Opportunities:

CASABLANCA AMERICAN CAFÉ:

Prime opportunity to exhibit U.S. high-value foods and meet one-to-one with food importers and distributors in Morocco. The show is sponsored and organized by USDA. The attendees are carefully selected and consist strictly of importers, food brokers, distributors, hotel and restaurant managers, suppliers of institutions, etc. In conjunction with this exhibition, the Agricultural Affairs Office organizes a market tour for U.S. exporters. For more information call the Agricultural Attache's Office in Rabat (212-3) 770-1135 or Email: <u>AgRabat@usda.gov</u> or <u>Aziz.Abdelali@usda.gov</u>

Workdays / Hours:

- Working days in Morocco are Monday through Friday.
- Morocco is on Greenwich Mean Time (GMT).
- ⁴ Typically, working hours are 8:30-12:00 and 2:30pm-6:30pm. On Fridays (the prayer day), administration and some private companies' working hours are: 8:30-11:30 and 3:00pm-6:30pm.
- Visits during August should be avoided because many businesses close for vacation.

Holidays:

- Religious holidays follow the lunar calendar and thus move back 11 days every calendar year.
- Below are Moroccan holidays for the coming year:

November 25/26,2003	Aid El Fitr (End of Holy month of Ramadan)
February 1/2, 2004	Aid Al Adha (Feast of Lamb/Pilgrimage)
February 24, 2004	Moharem (First Moslem New Year)
May 1 st , 2004	Moroccan Labor Day
May 2, 2004	Aid Al Mouloud (Prophet's birthday)
July 30, 2004	Feast of the Throne
August 21 st , 2004	Youth Day (King's Birthday)
November 6, 2004	Green Marche Anniversary
November 18, 2004	Moroccan Independence Day
November 14/15, 2004	Aid El Fitr (End of the holly month of Ramadan)

Table A: Key Trade & Demographic Information

Agricultural Imports From All Countries (\$Mil.) / U.S. Market Share (%)	1829	11%
Consumer Food Imports From All Countries (\$Mil.)/US Market Share(%)	168	2%
Edible Fishery Imports From All Countries (\$Mil.)/US Market Share (%)	7	0%
Total Population (Millions) / Annual Growth Rate (%)	30	2.1%
Urban Population (Millions) / Annual Growth Rate (%)	16	2.5%
Number of Major Metropolitan Areas ^(a)	11	
Size of the Middle Class ^(b) (Millions) / Growth Rate (%) ^(b)	3	2.0%
Per Capita Gross Domestic Products (\$U.S.)	\$1,200	
Unemployment Rate (%)	20)%
Per Capita Food Expenditures (\$U.S.) (C)	\$320	
Percent of Female Population Employed		
Exchange Rate (US \$1 is:) 9.50 dirh		

(a) Population in Excess of 500,000

(b) Estimated Population than can regularly purchase imported food products.

(c) AgAtt Estimates.

Table B: Consumer Food & Edible Fishery Products Imports

Morocco Imports, Millions of Dollars	From All Origins 1999 2000 2001 ⁻			From U.S. 1999 2000 2001		U.S. Market Share 01 1999 2000 200			
CONSUMER-ORIENTED AGRIC. TOTAL	166	168	210	4	3	3	3	2	1
Snack Foods (Excl. Nuts)	6	7	9	1	1	1	1	1	0
Breakfast Cereals & Pancake Mix	1	1	1	1	0	0	7	0	0
Red Meats, Fresh/Chilled/Frozen	1	2	1	1	0	0	2	0	0
Red Meats, Prepared/Preserved	1	1	1	1	0	1	6	0	6
Poultry Meat	2	1	1	1	1	1	2	1	0
Dairy Products (Excl. Cheese)	49	63	84	1	1	1	2	1	1
Cheese	7	7	9	1	0	0	0	0	0
Eggs & Products	2	1	1	1	1	0	1	0	0
Fresh Fruit	10	8	15	1	1	1	0	0	0
Fresh Vegetables	17	14	15	1	1	0	0	0	0
Processed Fruit & Vegetables	10	9	11	1	1	1	15	3	1
Fruit & Vegetable Juices	3	2	2	1	1	1	1	1	0
Tree Nuts	2	2	1	1	1	1	5	6	13
Wine & Beer	7	4	4	1	1	1	10	18	2
Nursery Products & Cut Flowers	7	6	7	1	1	1	5	4	1
Pet Foods (Dog & Cat Food)	1	1	1	0	0	1	0	0	2
Other Consumer-Oriented Products	38	38	44	1	1	1	1	2	3
FISH & SEAFOOD PRODUCTS	9	7	8	1	1	1	1	0	0
Salmon	1	1	1	0	0	0	0	0	0
Surimi	1	1	1	0	0	0	0	0	0
Crustaceans	3	3	2	0	0	0	0	0	0
Groundfish & Flatfish	1	1	1	0	0	0	0	0	0
Molluscs	1	1	1	0	1	1	0	39	22
Other Fishery Products	5	4	5	1	0	0	1	0	0
AGRIC. PRODUCTS TOTAL		<u>1630</u>		209	195	144	14	12	9
AGRIC., FISH & FOREST. TOTAL	1699	1829	1816	209	195	144	12	11	8

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office

Table C: Top 15 Suppliers of Consumer Food & Edible Fi	ishery Products
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Consumer Oriented Agric. Total -400			-400	Fish & Seafood Products - 700
	1999	2000	2001	1999 2000 2001
France	35602	40,053	43553	Spain 4497 1819 3523
Netherlands	14,293	14,378	24,055	Netherlands 2,125 2,616 1899
Spain	19,034	18,136	23,860	France 779 666 610
New Zealand	21,294	17,684	12,352	Belgium 481 438 487
Ireland	4,167	4,635	10,836	Argentina 86 274 439
Tunisia	4,541	6,192	10,265	Chile 71 269 238
Germany	4,602	6,719	7,499	Norway 115 214 218
United Kingdom	5,912	7,768	7,029	China 89 2 184
Australia	5,531	6,647	4,437	United Kingdom 0 121 72
Belgium	3,310	6,375	4,395	Indonesia 0 85 54
Italy	4883	3,193	4,302	India 0 14 51
Iran	2,558	3,675	3,927	Germany 4 73 42
Finland	588	1,938	3,762	Bahamas, The 0 0 39
Egypt	1,056	2,691	3,341	Canada 0 63 38
Other	38,150	28,059	40,195	Other 460 759 126
World	165,518	168,152	209641	World 8,715 7420 8170

Source: United Nations Statistics Division