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## **El Salvador**

### **Product Brief**

### **Processed Fruits & Vegetables**

### **2001**

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#### **Report Highlights:**

**El Salvador offers significant and growing export opportunities for processed fruit and vegetables. Part of the growth in demand can be attributed to more women joining the labor force, which reduces the time for meal preparation and raises family income. Total imports of processed fruits and vegetables have grown from \$13.7 million in 1995 to \$36.5 million in 1999. United States market share changed from 14% in 1996 to 22% in 1999. Thus showing market growth improved penetration by U.S. products. However, there is strong competition from Canada, Chile and Costa Rica, specially in frozen potatoes, tomato products and jams/jellies purees.**

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Guatemala [GT1], ES

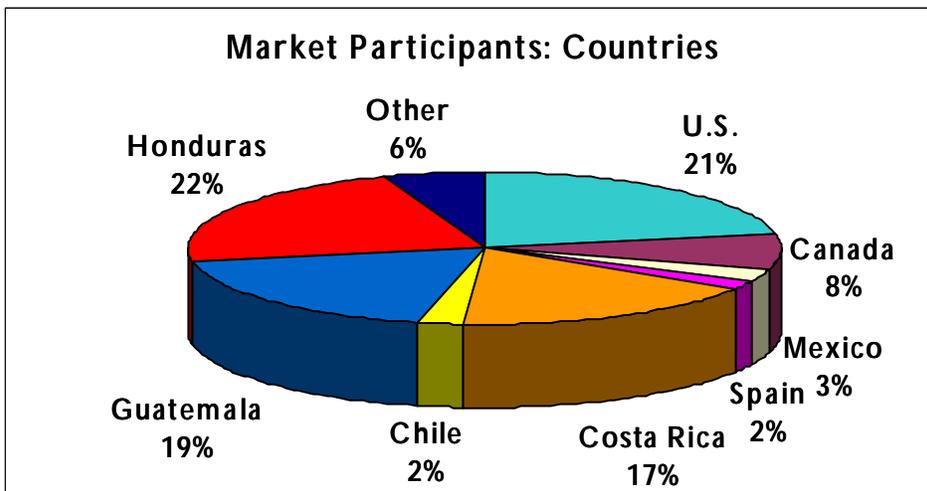
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### I. MARKET OVERVIEW

- El Salvador offers significant and growing export opportunities for processed fruit and vegetables. Part of the growth in demand can be attributed to more women joining the labor force, which reduces the time for meal preparation and raises family income. Total imports of processed fruits and vegetables have grown from \$13.7 million in 1995 to \$36.5 million in 1999. United States market share changed from 14% in 1996 to 22% in 1999, thus showing market growth improved penetration by U.S. productos. However, there is strong competition from Canada, Chile and Costa Rica, specially in frozen potatoes, tomato products and jams/jellies purees.
- Even though El Salvador enjoys many tropical fresh fruits and vegetables, there is a taste for prepared U.S. fruits and vegetables which are a great help to working women; therefore there are expectations of a growing trend in demand for these products.
- The entry of women into the labor market is increasing the purchasing power of families and leaving less time at home for preparing meals.
- Salvadorean consumers are being introduced to new U.S. products due to increased travel between these regions and the United States and greater exposure to U.S. media, due to improved access to cable television, this trend has sparked a move away from the traditional wet market to modern supermarket.
- In the last decade there has been a tendency to purchase in supermarkets, especially for the upper and middle classes. Lately there has been a substancial increase of supermarket customers from the working class and supermarkets are being opened in populated lower income areas, as well as in smaller towns scattered throughout the country. In 1996, only 18% of food purchases took place in a retail outlet, now almost 35% of food sales take place in a retail outlet rather than at small market vendors. This has mostly been due to increase in disposable income, and a major expansion in the supermarket industry in the last five years from 79 to 136 units nationwide.
- Processed fruits and vegetables imports from the United States have increased as shown in Annex 1 from a market share of 14% in 1996 to 22% in 1999, this is an increase of 8 percentage points over a 4 year period. Much of this increase was due to the opening of two major chains, Price Smart, which is a club membership store, and HiperPaiz a hyper-mart concept already operating in Guatemala. Both opened in 1999.
- Substantial US imports increases of 15% or more during that period of time have been in the following products: tomatoes whole, prepared mushrooms, peas, fruits, nuts, fruit peel, seed & mixes, peaches and cherries.

### **PROCESSED FRUIT AND VEGETABLES - YEAR 1999**



Source: U.N. TRADE

ADVANTAGES	CHALLENGES
There are many Salvadorans who travel back and forth from the U.S. to El Salvador, as workers, students, and tourists. Therefore they have developed a taste for U.S. processed fruits and vegetables.	Fresh tropical fruits and vegetables are varied, abundant and low priced in El Salvador. Prepared fruits and vegetables are not as popular, except for products not grown in the country, i.e. mushrooms, olives, apples, grapes, pears, fruit juices, mixed fruits.
U.S. products are usually considered of high quality and safer to consume.	Only high and middle income consumers are able to pay higher prices for imported products.
Processed fruits and vegetables are preferred by working mothers due to time savings in meal preparation.	Regional competition is strong, specially from Guatemala, Honduras, and Costa Rica.
Effective market promotion can overcome price sensitivity. Retailers are open to this and will readily participate.	Some imports cost much more than regionally produced products, and purchasing power for many consumers is an obstacle.
Salvadorans depends on imports to provide the quality and variety of processed fruit and vegetables local customers are demanding.	Stiff competition from Mexican products due to a recent Fee Trade Agreement.

## II. MARKET SECTOR OPPORTUNITIES

Processed fruits and vegetables exports from the United States to El Salvador have increased from \$1.9 million

in 1996 to \$3.6 million in 1999, an 87% increase (Annex 1). The products with the best prospects are the following:

**Frozen french fried potatoes:** Canada exports of this product to El Salvador were valued at \$1.2 million in 1999. This represented 88.4 % of all imports of this product. It is mainly used in fast food chains, thus developing a taste that may become an important item for sale in supermarkets. U.S. exports of this item represented only 9.7% in 1999.

**Tomatoes:** In 1999 whole tomatoes imported from the United States totaled \$34,000, while total imports were \$47,000. Total imports of tomato ketchup and sauces were \$5.7 million in 1999, main exporters were Honduras with 49%, Guatemala 20% and Costa Rica another 20% of this market. Guatemala trade statistics show Chile as a major exporter of dried tomatoes which are purchased mainly by Kern's, a larger ketchup/sauces producer in Guatemala. Unilever's (European consumer goods multinational) Central American Natura's brand is quickly consolidating its leadership in traditional tomato pastes at affordable prices. Total imports of tomatoes in 1999 were \$801,000 of which 35% were from the United States.

**Jams/fruit Jellies/ purees:** The Salvadoran palate likes "Americanized" flavors in jellies, such as strawberry, apple and grape. Additionally, the bakery industry has increased tremendously demanding bigger amounts of jams/jellies/purees. The market is controlled by Central American brands, and few US products are present to date. Those who are, have high prices which accompany brand recognition, such as Knotts. This proves to be an opportunity for private US labels who can deliver preferred flavors at a reasonable cost. Costa Rica has the highest market share with 69%.

## ENTRY STRATEGIES

C Salvadoran distributors like to keep up to date on new developments in the food industry and find trade shows as an excellent opportunity to do business.

### For supermarkets

C Most processed fruit and vegetables are purchased from distributors although some supermarkets make direct imports.

To appoint a local distributor a U.S. firm has to make sure that the local distributor has a good credit standing and sign a contract with a local lawyer .

C In order to introduce a new product purchasing managers suggest to first make a promotion that includes not only product information, but sampling as well in order to make the product known to the consumers.

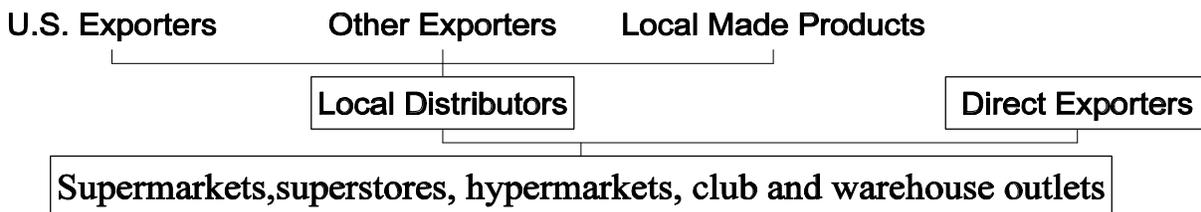
### For convenience stores and gas marts

C New products have to be presented to the purchaser manager of each chain and a local distributor must be appointed.

- C Purchasing managers should be invited to U.S. fairs and food products exhibitions.
- C Customers need to be familiar with products, therefore, new products have to be introduced with a promotional campaign that includes sampling.

**DISTRIBUTION CHANNELS**

- C Distribution channels for supermarkets and convenience stores are basically the same.
- C Distribution is mainly through local distributors, direct imports are minimum.



**BEST HIGH VALUE PRODUCT PROSPECTS**

1. Tomato ketchup/sauces
2. Tomato whole

3. Potatoes prepared frozen
4. Jams, fruit, jellies, purees
5. Peaches, pears, mixed fruits
6. Nuts, seeds and mixes.
7. Sweet corn
8. Olives
9. Asparagus
10. Mushrooms prepared

### MARKET SIZE

- Total imports of processed fruits and vegetables were valued at estimated in \$16.6 million in 1999.
- U.S. exports of processed fruits and vegetables accounted for 22 % of the total.
- Total Imports of processed fruits and vegetables into El Salvador grew from \$13.7 million in 1996 to \$16.6 in 1999 an increase of 21.2%.
- El Salvador's GDP in 1999 was 12.47 billion dollars
- U.S. exports of processed food and vegetables to El Salvador grew 89% from 1996 to 1999.

### COMPANY PROFILES

Supermarkets in El Salvador are reticent to release exact sales information. Although a number did provide information, they requested it be kept confidential. Therefore, annual sales have been categorized as follows:

- A: Less than \$10 million
- B: \$10-25 million
- C: \$25 - \$75 million
- D: \$75 - \$100 million
- E: \$100 - 150 million
- F: More than \$150 million

Table No. : 2000 El Salvador Supermarket Profile

Retailer Name and Outlet Type	Ownership	Sales (\$Mil)	No. of Outlets	Locations (city/region)	Purchasing Agent Type
Europa, supermarkets and one hypermarket	Local	C	4	Capital City, San Salvador	Direct Distributors
La Despensa de Don Juan, supermarkets	Local	E	29	Nation Wide	Direct Distributors
Selectos, supermarkets	Local	F	56	Nation Wide	Direct Distributor

<b>Retailer Name and Outlet Type</b>	<b>Ownership</b>	<b>Sales (\$Mil)</b>	<b>No. of Outlets</b>	<b>Locations (city/region)</b>	<b>Purchasing Agent Type</b>
De Todo- Selectos	Local	A	14	Nationwide	Direct Distributor
Price Smart, Club Warehouse	Foreign U.S.	Estimated C	2	Capital City, San Salvador	Direct Distributor
Hyper Paiz, Hypermarket	Foreign Guatemala (La Fragua Group)	Estimated C	1	Soyapango	Direct Distributor
Despensas Familiares	Foreign Guatemala (La Fragua Group)	Estimated A	20	Near open markets, nation wide	Direct Distributor

Source: Information provided by supermarkets.

- C Approximately 60% of the Salvadoran population regularly made some of their food purchases in supermarkets.
- C There is a strong competition among supermarkets. Demand by customers is based on price. Supermarkets normally publish their prices in the two main newspapers as part of their strategy. There are special sales every week which various food products are features, attractions such as music and samples are also part of the merchandising strategy to lure new customers.
- C In 1999, Selectos purchased El Sol, one Multimart and La Tapachulteca supermarkets becoming the leader in the supermarket industry with 56 locations and the one that sells the most. Selectos is also the leader in Central America.
- C La Despensa de Don Juan is the second largest supermarket chain, with 29 locations nation wide and sales between US \$100-150 for the year 2000.
- C In 1999, La Fragua (Guatemala's Paiz Group) and Banco Cuscatlán (El Salvador's second largest bank) joined financially, raising assets to a combined total of \$320.5 million.
- C Prices for U.S. made products are normally higher than local and Central American made products, but U.S. quality is considered by the customer to be higher and consistency better.

### **CONVENIENCE STORES, GAS MARTS**

- C There are 3 chains of convenience stores (Select Market, Tiger Market and Starmart-Food Marts) that belong to the 3 gas distributors in El Salvador (Shell, Exxon and Texaco).
- C At present, convenience stores and gas marts do not sell a significant amount of processed fruits and vegetables. Salvadoran consumers normally purchase canned processed fruits, nuts and ketchup in supermarkets.

### **OTHER SALES OUTLETS**

- C Number of small independent grocery stores in each neighborhood vary from 10 to 700 depending on

the size of the neighborhood. These are not designed for the customer to easily see the product and select what they need, so the customer must be familiar with the product and the brand name. These type of stores normally sell canned fruit, vegetables and ketchup from Guatemala.

- C** By mid 1999, small and popular stores similar to the Dollar Stores in the USA opened in El Salvador. They are located nationwide and sometimes sell U.S. canned vegetables at lower prices than supermarkets. This sort of stores can be a good opportunity to enter the popular segment due to the fact that traditional markets do not normally sell canned products and the few that are found are from Guatemala.

### III. IMPORT COSTS AND PRICES

- All imported products including processed fruits and vegetables are assessed a 13% value added tax (VAT)
- Import duties are 15%
- Freight charges:

From Miami for a 40 ft. container:

Dry goods	Refrigerated products
\$2,250.00	\$3,650.00

Other charges:

- |   |                                |
|---|--------------------------------|
| - Bill of Lading Fee                          | US\$50.00/container            |
| - Commodity insurance, door to door, all risk | 1% on invoice value (optional) |

### IV. MARKET ACCESS

#### Product Registration is Required

According to the Health Authorities in El Salvador, the requirements to register food products are the following:

- a) An application must be filed at the Environmental Health Department of the Public Health and Social Assistance Ministry (Departamento de Sanidad Ambiental, Ministerio de Salud Publica y Asistencia Social), which shall include the following information:
1. Petitioner's name and address.
  2. Description of the product.
  3. Name, address and telephone number of the establishment or factory where the product is manufactured.
  4. Use that the product will have.
  5. Name, address and telephone of the supplier in El Salvador.
- b) This application must be filed with the following documents:
1. Power of attorney granted in favor of the Salvadorean attorneys or the company representative in the country, duly legalized up to the nearest Consulate of El Salvador in the U.S. or by Apostille.
  2. The product Registration Certificate of the exporting country, duly legalized up to the nearest

- consulate of El Salvador or by Apostille.
3. Regarding the product samples, the Environmental Health Department requires 6 samples of the product weighing 200 grams each and 4 samples of the products which size is of 450 grams each.
  4. For liquid products, the Ministry of Health requires 3 samples of the products weighing 750 milligrams and 1500 milligrams and 5 samples for the products which size is of 335 milligrams.
  5. A Certificate of free sale of the product, issued by the Health Authorities of the country of origin, duly legalized up to the nearest Salvadorean Consulate or by Apostille. It must contain the product's registration number and the manufacturing state of country.
  6. Functioning license of the local warehouse where the product will be stored, usually the local distributor obtains this license.
  7. Five label of the product, which shall specify the ingredients of the product and the expiration date.

### **Labeling Requirements**

1. The label should express the nature of the product, composition, quality, origin and general processing method.
2. Name of the product: must be the specific name.
3. Net Content: It must be expressed in decimal metric system units.
4. Ingredients: They should be listed with their proper names, in decreasing order, according to their importance in the composition of the product. It is not necessary to identify the percentage of each ingredient.
5. Additives: Must be mentioned by the group it belongs to (for example: antioxidant), followed by its specific name and its concentration in the final product.
6. Lot identification and manufacturing date: in order to identify the lot, a code can be used, which must be provided and clarified to the Health authorities. To identify the manufacturing date, 6 digits must be used (year, month, and day).
7. Expiration date: When a product has limited life period, it must be declared on the label: "PREFERABLY CONSUME BEFORE", followed by the day and month, for the food products whose duration is more than 3 months, but does not exceed 18 months.  
The food products which expire in short periods, should express: "expiration date", with the day and month.
8. Preservation instructions.
9. Manufacturer's name: The label must include the manufacturer, importer, dealer, distributor or legal representative of the product, and their respective addresses.
10. Sanitary Registry: The label must declare the number of Sanitary Registry (Reg. No. D.G.S. El Salvador), issued by the Environmental Health Department, Section of Food Safety of the Ministry of Health.
11. Country Origin of the product.
12. The product must contain the name and address of the supplier in El Salvador in the form of a sticker, which is usually provided by the supplier or distributor.

### **Import and Inspection Procedures**

Usually when clearing a product through customs, a Customer Inspector, a Customs Policeman, and a Ministry of Public Health and Social Assistance (MPHSA) inspector are involved in the process. English is the commercial language used for import documents. On average, it takes approximately 3 to 5 days to clear a

product through customs. Most importers use a customs agent to expedite the clearing procedures. At this time, there is no appeals system in place for disputed product rejections.

The procedure in Custom clearance for a prepackaged foodstuff is:

1. Request Import Permit from DGSVA.
2. Once the import permit has been granted by DGSVA, the importer must take the sanitary registration, packing list, bill of lading, insurance policy, airway bill, shipping information and product invoices to the Revenue Department at the Ministry of Finance to get the policy for payment of import tariff.
3. The import policy has to be cleared by Customs, Customs Police and OIRSA (Regional Organization for Agricultural Sanitation).
4. Customs Police conducts an inspection of the product.
5. When product has been cleared by customs police, it can be withdrawn by the importer.

The Ministry of Finance implemented the system called "Teledespacho", which uses satellite technology to allow importers/exporters to send their commercial invoices, bills of lading, and airway bills through an electronic link or web to the Salvadorean customs office to be processed. All customs agents will have access to this satellite system through an individual code which will enable them to get in contact with customs. This system is also available to import/export companies that have offices outside El Salvador. These companies can purchase the software that will enable them to get hooked up to the customs satellite system to send their product invoices. The Teledespacho system will make it possible for merchandise to clear customs 24 hours a day, seven days a week.

In addition to Teledespacho, the GOES has established a "Selfliquidation" process that allows the presentation, assessment, calculation and payment of duties directly by the importer, without physical inspection of the merchandise in 85 percent of the cases. Local business, importers and shippers have noticed a big improvement in the operation of Salvadoran customs since the initiation of the above mentioned reforms.

## **V. KEY CONTACTS**

If you have any question or comments regarding this report or need assistance exporting to El Salvador, please contact the U.S. Agricultural Affairs Office at the following address:

Office of Agricultural Affairs

Boulevard Santa Elena Sur  
Antiguo Cuscatlan, La Libertad,  
El Salvador.  
Tel.: (503) 278-4444  
Fax: (503) 278-3351  
[email:AgSanSalvador@fas.usda.gov](mailto:AgSanSalvador@fas.usda.gov)

**Supermercados La Despensa de don Juan, S. A.**

89 Avenida Norte y 7a. Calle Poniente #515  
El Salvador, C.A.  
Contact: Lic. Edgardo Hasbún  
Tel.: (503) 263-1700  
Fax.: (503) 263-3900

**Supermercados Selectos**

(Calleja, S. A. de C. V.)  
Avenida Olímpica y 59 Av. Sur  
San Salvador, El Salvador  
Contact: Sr. Francisco Calleja, Sra. María Alicia de Espinoza  
Tel.: (503) 223-3860 / 245-2244  
Fax.: (503) 223-3288

**Supermercados Europa, S.A.**

Calle Nueva 1, Block 21, entre Carretera a  
Sta. Tecla y 71 Ave. Sur, Col. Escalón, San Salv.  
Contact: Lic. Jaime Saca  
Tel.: (503) 298-8000  
Fax.: (503)298-8008

**Price Smart**

Boulevard Sur, Calle Cortez Blanco,  
Avenida El Pepeto, Urb. Madre Selva,  
Antiguo Cuscatlán, El Salvador  
Contact: Sr. Mauricio Rivas  
E-mail: [psmtelsalvador@saltel.net](mailto:psmtelsalvador@saltel.net)  
Tel.: (503) 247-7400 ext. 202  
Fax: (503) 247-7414

**Hiper Paiz and Despensas Familiares**

Kilometro 4 ½ Boulevard del Ejército Nacional,  
Soyapango, El Salvador  
Contact: Sr. Aroldo Portillo  
Tel.: (503) 275-7249  
Fax: (503) 275-7275

For more information on exporting U.S. agricultural products to other countries, please visit the Foreign Agricultural Service home page: <http://www.fas.usda.gov>

### EL SALVADOR IMPORTS 1996-1999

PRODUCT	World	U.S.	World	U.S.	World	U.S.	World	U.S.	% Change	U.S. Share			
	1996	1996	1997	1997	1998	1998	1999	1999	1998-1999	1996	1997	1998	1999
Cucumbers	99	73	61	36	46	20	129	101	193%	74%	59%	43%	78%

Onions	2	0	3	0	7	2	1	0	-86%	0%	0%	29%	0%
Veg,Fruits,Nuts	394	70	396	20	433	9	372	58	-14%	18%	5%	2%	16%
Tomatoes whole	27	9	20	8	21	9	47	34	<b>124%</b>	33%	40%	43%	72%
Tomatoes nes	488	142	438	167	692	266	801	279	16%	25%	38%	38%	35%
Mushrooms prepared	162	10	227	81	334	76	501	211	83%	6%	36%	23%	42%
Truffles	0	0	6	2	0	0	7	0	700%	0	33%	0	0
Potatoes prepared frozen	682	60	1216	91	1214	72	1408	136	16%	9%	7%	6%	10%
Vegetables and mixtures	29	18	38	13	32	10	34	11	6%	62%	34%	31%	32%
Homogenized vegetable	19	4	33	2	20	0	18	1	10%	21%	6%	0%	6%
Potatoes prepared	63	17	12	12	113	6	389	19	<b>244%</b>	27%	100%	5%	5%
Peas	51	24	74	33	56	29	75	52	34%	47%	45%	52%	69%
Beans, shelled	126	9	211	7	232	1	101	20	-56%	7%	3%	1%	20%
Beans nes	678	13	571	13	321	17	531	36	65%	2%	2%	5%	7%
Asparagus	54	22	85	53	114	65	133	68	17%	41%	62%	57%	51%
Olives	73	43	110	31	137	85	161	32	18%	59%	28%	62%	20%
Sweet corn	40	33	68	59	80	74	141	131	<b>76%</b>	83%	87%	93%	93%
Veg nes, mixes	436	73	790	163	649	165	747	197	15%	17%	21%	25%	26%
Fruits, nuts, fruit-peel	827	457	938	644	834	485	1165	832	40%	55%	69%	58%	71%
Homogenized jams, jellies	133	1	214	4	399	3	347	8	-13%	1%	2%	1%	2%
Citrus jams, jellies, marme	5	0	20	1	53	24	62	0	17%	0%	5%	45%	0%
Jams, fruit jellies, purees	1981	157	1812	111	1913	58	2139	178	12%	8%	6%	3%	8%
Ground-nuts	56	44	31	29	56	35	77	71	38%	79%	94%	63%	92%
Nuts, seeds & mixes	51	41	38	38	1	0	57	56	<b>5600%</b>	80%	100%	0%	98%
Pineapples	53	35	44	10	45	18	49	32	9%	66%	23%	38%	65%
Citrus fruits	2	2	1	1	1	1	0	0	-100%	100%	100%	100%	0%
Pears	2	2	3	3	4	4	37	10	<b>825%</b>	100%	100%	100%	27%
Apricots	0	0	1	1	0	0	0	0	0%	0%	100%	0%	0%
Cherries	6	6	19	8	35	34	50	50	<b>161%</b>	100%	42%	97%	100%
Peaches	360	156	395	181	377	174	338	199	-10%	43%	46%	46%	59%
Strawberries	1	1	0	0	0	0	0	0	<b>0%</b>	100%	0%	0	0%
Palm hearts	52	0	82	0	81	1	80	0	-1%	0	0	1%	0%
Fruit mixtures	125	101	263	253	349	347	370	302	6%	81%	45%	99%	82%
Fruit, edible plants	146	75	115	40	329	66	538	52	64%	51%	35%	20%	10%
Tomato ketchup/sauces	6466	224	5360	249	5614	343	5692	472	1%	3%	5%	6%	8%
<b>TOTALS</b>	<b>13689</b>	<b>1922</b>	<b>13695</b>	<b>2364</b>	<b>14592</b>	<b>2499</b>	<b>16597</b>	<b>3648</b>	<b>14%</b>	<b>14%</b>	<b>17%</b>	<b>17%</b>	<b>22%</b>

Source: U.N. TRADE

**EL SALVADOR PROCESSED FRUITS & VEG. IMPORTS FOR 1999**

PRODUCT	U.S.	Canada	Mexico	Spain	Costa Rica	Chile	Guatemala			Honduras	Rest of Countries	Totals
							a					
Cucumbers	101	0	0	1	0	0	28	0	0	0	129	
Onions	0	1	0	0	0	0	0	0	0	0	1	
Veg,Fruits,Nuts	58	4	111	0	28	0	171	0	0	0	372	

Tomatoes whole	34	0	0	6	0	0	1	0	6	47
Tomatoes nes	279	0	1	1	10	<u>56</u>	97	175	182	801
Mushrooms prepared	211	0	12	16	5	0	<u>145</u>	0	112	501
Truffles	0	0	0	0	7	0	0	0	0	7
Potatoes prepared frozen	136	<u>1244</u>	0	0	0	0	12	0	16	1408
Vegetables and mixtures	11	0	0	0	0	0	17	0	6	34
Homogenized vegetable	1	0	0	0	0	0	7	9	1	18
Potatoes prepared	19	0	0	0	0	0	301	21	48	389
Peas	52	0	10	3	9	0	0	1	0	75
Beans, shelled	20	0	0	0	0	0	81	0	0	101
Beans nes	36	0	38	2	0	0	<u>223</u>	232	0	531
Asparagus	68	0	0	37	0	3	<u>24</u>	1	0	133
Olives	32	4	1	<u>89</u>	0	0	2	8	25	161
Sweet corn	131	0	2	0	2	0	0	2	4	141
Veg nes, mixes	197	0	0	34	10	0	483	15	8	747
Fruits, nuts, fruit-peel	832	0	15	15	18	<u>170</u>	65	0	50	1165
Homogenized jams, jellies	8	0	0	1	0	0	<u>32</u>	0	306	41
Citrus jams, jellies, marme	0	0	0	0	<u>62</u>	0	0	0	0	62
Jams, fruit jellies, purees	178	0	208	23	<u>1466</u>	27	222	0	15	2139
Ground-nuts	71	0	0	0	5	0	1	0	0	77
Nuts, seeds & mixes	56	0	0	0	0	0	1	0	0	57
Pineapples	32	0	12	0	3	0	0	0	2	49
Citrus fruits	0	0	0	0	0	0	0	0	0	0
Pears	10	0	0	0	0	0	16	10	1	37
Apricots	0	0	0	0	0	0	0	0	0	0
Cherries	50	0	0	0	0	0	0	0	0	50
Peaches	199	0	0	<u>38</u>	0	<u>57</u>	25	8	11	338
Strawberries	0	0	0	0	0	0	0	0	0	0
Palm hearts	0	0	0	0	74	0	5	0	1	80
Fruit mixtures	302	0	0	0	42	20	0	0	6	370
Fruit, edible plants	52	0	0	0	5	0	57	407	17	538
Tomato ketchup/sauces	472	0	42	0	<u>1109</u>	69	<u>1114</u>	2770	116	5692
<b>Totals</b>	<b>3648</b>	<b>1253</b>	<b>452</b>	<b>266</b>	<b>2855</b>	<b>402</b>	<b>3130</b>	<b>3659</b>	<b>933</b>	<b>15665</b>

Source: U.N. TRADE