USDA Foreign Agricultural Service

GAIN Report

Global Agriculture Information Network

Template Version 2.09

Required Report - public distribution

Date: 11/15/2005

GAIN Report Number: BE5014

Belgium-Luxembourg

Retail Food Sector

Annual

2005

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Report Highlights:
This report in combination with the Benelux (Belgium, Netherlands & Luxembourg) Exporter Guide (NL5029), provides an important road map for U.S. exporters who wish to enter the Benelux retail market.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
The Hague [NL1]
[BE]

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Section I Market Summary

The Food Retail Market In The Benelux

Approximately 90 percent of the Dutch food retail outlets are full service supermarkets, operating on floor space between 500 and 1,500 square meters located downtown and in residential areas. The remaining 10 percent includes superstores located in industrial parks, convenience stores near human traffic and traditional markets in the various neighborhoods. In Belgium, full service supermarkets, like GB, Colruyt and AD Delhaize (500-1,500 square meters) account for an estimated 70 percent of the market. The share of superstores like Cora and several Carrefour outlets is higher than in the Netherlands, an estimated 25%. Finally, there are several convenience stores like Delhaize shop 'n go and Louis Delhaize. In Luxembourg, full service supermarkets like Cactus, Alvo and Match dominate the market as well. Increasingly in the Benelux there are fewer independent stores, they lose customers and close their shop or are taken over by big retail chains.

The turnover of the food retail industry in the Benelux in 2004 was €42 billion. The ongoing price war between Dutch supermarkets has lowered consumer prices for food products, and as a result they rank among the cheapest within the EU. Due to the growing market share of discounters and the slowing economy, consumers are shedding retailer-loyalty and visiting multiple retailers for different products. Through lowering prices for their products, retailers try to position themselves better and attract the "floating consumer". Belgian retailers have also announced they will start lowering prices of their products.

In addition to the fact that consumers are shedding retailer-loyalty, they shop at different times and locations. During lunch breaks, people buy their lunch and the food products they need for preparing the evening meal. Small convenience stores, like "AH To Go", "GB Express" and "Delhaize shop 'n go" are opened at locations near heavy traffic like train stations, schools, and shopping malls to satisfy these consumers' needs.

The traditional neighborhood grocery stores are either going out of business, are taken over or are changing their product portfolio. They are expanding the grocery line of fresh and convenient prepared-foods with tailor made sandwiches, filled tortillas and drinks to satisfy the consumers' need for "food for now" attitude. The ready-to-cook segment is also expanding.

The top 3 biggest retailers in the Netherlands -Albert Heijn, Laurus and Schuitema - have a market share of 60 percent. Discounters like Koop Consult, Aldi and Lidl have been able to grow considerably their market share during the past 5 years. This trend also applies to the Belgian market. In Belgium, the leading 3 retailers account for 60 percent of market share. For more information about current market shares, see table below.

Table 1: Market Shares of Leading Retailers in 2004

Netherlands		Belgium		Luxembourg	
Company Name	Market Share	Company Name	Market share	Company Name	No. of Stores
Albert Heijn	26.8%	Carrefour	26.0%	Alvo	5
Laurus	16.8%	Delhaize	20.5%	Cactus	18
Schuitema	15.8%	Colruyt	14.3%	Match	12
Aldi	7.5%	Aldi	10.8%	Smatch	9
Plus	4.8%	Cora	4.3%	Cora	2
Other	28.3%	Other	24.1%		
Total	100.0%	Total	100.0%		

Source: AC Nielsen/USDA

Advantages and Challenges of the Benelux Retail Market

Advantages Sector Strengths & Market Opportunities	Challenges Sector Weaknesses and Competitive Threats
Expected economic growth is a promising prospect for the retail industry	Competition from foodservice is growing since the size of households is getting smaller, time has become scarce and the younger generation lack cooking skills
Affluent consumers who are curious and want to try new things; which creates opportunities for new products	Discounters are the fastest growing segment in the Benelux retail market; margins are under pressure
The region has a good infrastructure which offers great opportunities	Increasingly competition from non food retailers like IKEA, HEMA, V&D and Bijenkorf since they are expanding into the food sector
The industry is highly consolidated and therefore has a strong negotiating position	EU import tariffs on certain products are high. EU enlargement has given and will give preferential access to products from new member countries

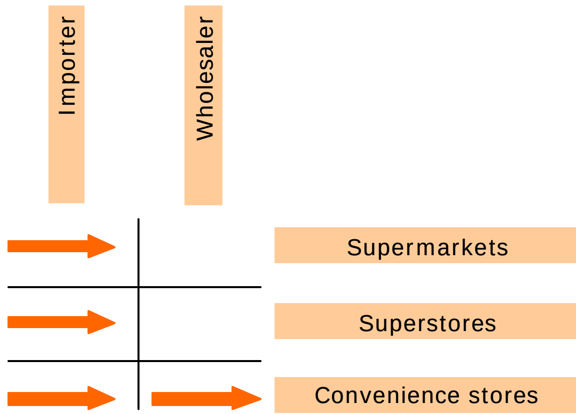
Value Of Imported Versus Domestically Produced Selected Food Products
See: Appendix I

Section II. Road Map for Market Entry

Entry Strategy
Success in introducing your product in the Benelux market depends mainly on knowledge of the market and building personal contact with knowledgeable importers. Prior to any export, invest in research that analyzes the Benelux food culture (concepts, flavor, price, requirements). Once the product has been chosen, be aware of fierce competition. There are several tariff and non-tariff trade barriers that complicate exporting to the Benelux. An importer knows the market, the trade barriers and the required documentation. In addition, the OAA offers guidelines on business practices and import regulations (www.fas.usda.gov Exporter Guide and FAIRS Report). Dutch importers often serve as distributors as well. The Office of Agricultural Affairs (OAA) and FAS/Washington maintain listings of importers.

Market Structure

Figure 1: Distribution Channels for Benelux Retail



The vast majority of food retailers buy foreign products via specialized importers. This is especially the case for retail ready products like sauces, drinks and snacks. In general some independent, smaller convenience stores will not buy these products directly from importers because they require different volumes. They would rather buy smaller quantities from wholesalers.

Other imported products first need to be processed, bottled, mixed etc. before they are retail ready. Products like nuts, produce, in some cases wine and fish would fall in this category.

Retailers increasingly have their stores divided in different categories. For each category they will have 2 or 3 preferred suppliers who are responsible for supplying the full range of products within the category. This way, the retailer negotiates with just a handfull of suppliers for supplying fruits & vegetables, meat products, seafood products, drinks, bakery products, etc. For the international specialty products area within supermarkets, retailers usually work with a few specialized importers who are responsible for composing and filling those selves.

As described in Section I, the retail industry in the Benelux is rather consolidated, however on the purchase side the industry is even more consolidated since several retailers have joined forces. As a result, they have been able to increase their bargaining power. The following figures will give you an overview of the different buying combinations in the Netherlands and Belgium.

Table 2: Leading Buying Groups in The Netherlands

Purchase Group	Market Share	Formula
Albert Heijn Provincialeweg 11 1506 MA Zaandam www.ah.nl	**26.8%**	Albert Heijn
Superunie Industrieweg 22B 4153 BW Beesd www.superunie.nl	**25.9%**	Jumbo, PLUS, Jan Linders, Vomar, Spar, DeKamarkt, Coop, Hoogvliet, Golff, etc.
Laurus Parrallelweg 64 5223 AL Den Bosch www.laurus.nl	**16.8**%	Edah, Super de Boer, Konmar
Trade Service Netherlands (Schuitema) Databankweg 26 3821 AL Amersfoort www.schuitema.nl	**15.8%**	C1000
Aldi Erasmusweg 3 AK Culemborg www.aldi.nl	**7.5%**	Aldi
Koop Consult Edisonstraat 11 2171TV Sassenheim www.superjob.nl	**4.3%**	Dirk van de Broek, Bas van der Heijden, Digros, Jan Bruijns, Drogisterij & Dirx, Slijterijen DrikIII, etc.
Lidl P.O. Box 198 1270 AD Huizen www.lidl.nl	**2.9%**	Lidl

Source: AC Nielsen/USDA

Table 3: Leading Buying Groups in Belgium

Purchase Group	Market Share	Formula
Carrefour Olympiadenlaan 20 B-1140 Brussels www.carrefourbelgium.be	**28.2%**	Mestdagh/Champion and GB Supermarkets,
Delhaize Group Osseghemstraat 53 B-1080 Brussels www.delhaizegroep.com	**21.5%**	AD Delhaize, Delhaize City, Proxy Delhaize, Delhaize Supermarket and Shop 'n Go,
Colruyt Steenweg op Edingen 196 B-1500 Halle www.colruyt.be	**18.7%**	Colryt, Bio Planet, Spar, Alvo and Okay-winkels
Aldi Keerstraat 4 B-9420 Erpe-Mere www.aldi.be	**10.8%**	Aldi
Louis Delhaize Group Purchaser; Provera Belux Av. J. Mermoz 22 B-6041 Gosselies www.supermarche-match-supermarkt.be	**9.9%**	Louis Delhaize, Cora Belux, Louis Delhaize De Kruidernier (grocer), Delitraiteur and Match,
Lidl Guldensporenpark 90 blok J B-9820 Merelbeke www.lidl.be	**3.2%**	Lidl

Source: AC Nielsen/USDA

Table 4: Super Stores and Supermarkets

Name	Format	Ownership	Locations
Netherlands			
Albert Heijn	Supermarket	Royal Ahold	Nation wide
Jan Linders	Supermarket	Jan Linders	Regional
C1000	Supermarket	Schuitema	Nation wide
Edah	Supermarket	Laurus	Nation wide
Konmar	Supermarket	Laurus	Regional
Super de Boer	Supermarket	Laurus	Nation wide
Coop	Supermarket	CoopCodis	Nation wide
Jumbo	Super Stores	Jumbo	Regional
C1000	Super Stores	Schuitema	Nation wide
Konmar	Super Stores	Laurus	Regional
AH XL	Super Stores	Royal Ahold	Regional
Belgium			
AD Delhaize	Supermarket	Delhaize Group	Nation wide
Alvo Supermarkt	Supermarket	Colruyt	Nation wide
Bio Planet (Organic)	Supermarket	Colruyt	Nation wide
Colruyt	Supermarket	Colruyt	Nation wide
Delhaize City	Supermarket	Delhaize Group	Nation wide
Delhaize Proxy	Supermarket	Delhaize Group	Nation wide
Eurospar	Supermarket	Colruyt	Nation wide
GB Contact	Supermarket	Carrefour	Nation wide
Match	Supermarket	Louis Delhaize Group	Nation wide
O'Cool	Supermarket	Frost Invest	Nation wide
Okay	Supermarket	Colruyt	Nation wide
Profi	Supermarket	Louis Delhaize Group	Nation wide
Smatch	Supermarket	Louis Delhaize Group	Nation wide
Spar Supermarkt	Supermarket	Colruyt	Nation wide
Carrefour	Super Stores	Carrefour	Nation wide
Cora Belux	Super Stores	Louis Delhaize Group	Nation wide
Delhaize Supermarkt	Super Stores	Delhaize Group	Nation wide
GB Super	Super Stores	Carrefour	Nation wide
GB Super Partner	Super Stores	Carrefour	Nation wide

Supermarket - retail surface = 1,500 m2
Super Stores – retail surface > 1,500 m2

Discounters

Table 5: Discounters

Name	Ownership	Locations
Netherlands		
Aldi	Aldi-Gruppe	Nation wide
Lidl	Lidl & Schwarz	Nation wide
Dirk van de Broek	Dirk van de Broek	Regional
Bas van der Heijden	Bas van der Heijden	Regional
Digros	Digros	Regional
Jan Bruijns	Jan Bruijns	Regional
Belgium		
Colruyt	Colruyt	Nation Wide
Aldi	Aldi Inkoop	Nation Wide
Lidl	Lidl Belgium GmbH & Co KG	Nation Wide
Tecno	Tecno N.V.	Regional

Department Stores

Table 6: Department Stores

Name	Ownership	Locations
Netherlands		
Bijenkorf products sold in Kitchenware Department	Vendex/KBB	Nation wide
HEMA Private Label	Vendex/KBB	Nation wide
V & D	Vendex/KBB	Nation wide
Belgium		
Inno	GALERIA INNO/ Kaufhof A.G.	Nation wide

Convenience Stores, Gas Marts and Kiosks

Table 7: Convenience Stores

Name	**Ownership**	**Locations**
Netherlands		
AH To Go	Royal Ahold	Regional
Belgium		
Delitraiteur	Louis Delhaize Group	Nation wide
Louis Delhaize	Louis Delhaize Group	Nation wide
Louis Delhaize Kruidenier	Louis Delhaize Group	Regional
GB Express	Carrefour	Nation wide
Night & Day	Night & Day Presse	Regional
White Night	Louis Delhaize Group	Regional

"AH to go" are situated at train stations, busy shopping streets and business districts, products sold are ready to eat meals, and other meal components or snacks.
Source: AC Nielson

Table 8: Gas Marts

Name	Ownership	Gas Company	Locations
Netherlands			
AH To Go	Royal Ahold	Shell	Regional
Belgium			
Delhaize Shop 'n go	Delhaize Group	Q8	Nation wide

Source: AC Nielson

Kiosks
Independent small shops dominate food outlets at train stations.

Traditional Outlets
Grocery Stores, butcher Stores, bakeshops etc are still very popular in the Netherlands. Through extra service, sales of high-quality added value products and the serving of niche markets, they try to survive.

Section III. Competition

Knowledgeable traders, re-export to other countries, good distribution systems, professional supermarkets and affluent consumers make the Benelux an attractive export market. The Benelux processing industry is competitive, but the position for primary producers is somewhat different. Due to high prices for agricultural land, high labor costs, high standards for food safety, animal welfare and multiple rules and regulations, the cost of producing raw materials is often high. As a result, the Benelux increasingly sources from nearby countries. Trade with EU countries is fairly easy and inexpensive because of the open borders and proximity.

However for some raw materials, the Benelux has to look outside the borders of the EU, e.g. for year-round availability of fresh fruit and vegetables. Fresh produce is sourced from Southern Hemisphere Countries like Chile, Brazil and New Zealand. In addition to availability, cost is another important reason to source internationally. Poultry products for instance are increasingly sourced from Thailand and Brazil. This is due to their competitive processing and production costs, respectively.

Another reason why the food industry and retailers turn to foreign markets is to look for unique products. This can be either a new product or a well-known product that is produced or packed in a different way and therefore appeals to local consumers. However, one has to keep in mind that profit margins for the food industry and retail sector are under strong pressure at the moment and any change is not expected any time soon.

Table 09: U.S. Market Share Versus Main Suppliers' Market Share in Consumer Oriented and Fish & Seafood Products, Netherlands (Value is in million US $ and Volume is in 1,000 MT)

Product Category	Main Supplies Including %	Strengths of Key Countries	Advantages and Disadvantages of Local Suppliers
HS 02: Meat and Edible Meat Offal			
Volume 605 Value US$ 2,497	1 Germany 27.9 2 Belgium 22.3 3 Brazil 12.7 U.S. 0.2	1,2: distance and availability 3: excellent price/quality ratio	Focus on dairy production instead of beef production
HS 03: Fish And Crustaceans, Molluscs And Other Aquatic Invertebrates			
Volume 597 Value US$ 1,752	1 Iceland 16.9 2 Germany 12.6 3 Denmark 11.5 7 U.S. 3.3	1,3: great variety due to geographical location 2: big processing industry	Great history in seafood trading, both import and export; Good geographical location
HS 04: Dairy Produce; Birds' Eggs; Natural Honey			
Volume N/a Value $2,976	1 Germany 41.0 2 Belgium 16.6 3 France 8.5 14 U.S. 0.7	1,2,3: Proximity	Great tradition of producing milk and milk based processed products
HS 07: Edible Vegetables And Certain Roots And Tubers			
Volume N/a Value $1,830	1 Spain 32.2 2 Germany 15.0 3 Belgium 13.8 17 U.S. 0.8	1: different climate/supply season 2,3: proximity	Great innovative industry producing horticultural products
HS 08: Edible Fruit And Nuts; Peel Of Citrus Fruit Or Melons			
Volume 2,368 Value $2,909	1 Spain 13.3 2 Belgium 11.0 3 South Africa 10.9 8 U.S. 4.3	1,3: different climate/supply season/tastes/varieties	A mature industry (especially apples and pears)
HS 09: Coffee, Tea, Mate And Spices			
Volume 254 Value $ 599	1 Germany 18.4 2 Brazil 10.0 3 Belgium 7.7 47 U.S. 0.1	2: availability	No domestic availability
HS 16: Edible Preparations of Meat, Fish, Crustaceans, Molluscs or other Aquatic Invertebrates			
Volume 265 Value $993	1 Belgium 27.6 2 Germany 21.0 3 Brazil 16.0 15 U.S. 0.9	3: price / quality ratio	Not the most competitive processing costs
HS 19: Preparations Of Cereals, Flour, Starch Or Milk; Bakers' Wares			
Volume 478 Value $1,174	1 Belgium 32.3 2 Germany 29.8 3 France 7.3 14 U.S. 0.7	Proximity and re-export	Not the most competitive processing costs
HS 20: Preparations Of Vegetables, Fruit, Nuts, Or Other Parts Of Plants			
Volume N/a Value $1,901	1 Germany 22.2 2 Brazil 17.9 3 Belgium 11.6 4 U.S. 5.1	2. price / quality ratio	Not the most competitive processing costs
HS 21: Miscellaneous Edible Preparations			

Volume N/a Value $ 1,178	1 Germany 27.6 2 Belgium 17.7 3 France 9.1 5 U.S. 7.8	Proximity and re-export	Not the most competitive processing costs
HS 22: Beverages, Spirits and Vinegar			
Volume N/a Value $2,338	1 France 21.1 2 Germany 20.3 3 Belgium 20.0 5 U.S. 4.65	Excellent regional products	Not the most competitive processing costs

Source: www.gtis.com

Table 10: U.S. Market Share Versus Main Suppliers' Market Share in Consumer Oriented and Fish & Seafood Products, Belgium (Value is in million US $ and Volume is in 1,000 MT)

Product Category	**Main Supplies**	**Strengths of Key Countries**	**Advantages and Disadvantages of Local Suppliers**
HS 02: Meat and Edible Meat Offal			
Volume 392 Value US $2,236	1 France 24.9 2 Netherlands 23.2 3 New Zealand 16.0 14 U.S. 0.6	1,2: distance and availability 3: excellent price/quality ratio	Excellent domestic availability of beef
HS 03: Fish And Crustaceans, Molluscs And Other Aquatic Invertebrates			
Volume 230 Value US$ 1,223	1 Netherlands 24.5 2 France 8.8 3 Denmark 6.7 16 U.S. 1.6	3: great variety due to geographical location 1,2: big traders within the industry	Great history in seafood trading, both import and export; Good geographical location
HS 04: Dairy Produce; Birds' Eggs; Natural Honey;			
Volume N/a Value $ 2,729	1 France 29.4 2 Netherlands 28.0 3 Germany 21.7 21 U.S. 0.1	1,2,3: Proximity	Great tradition of producing milk and milk based processed products
HS 07: Edible Vegetables And Certain Roots And Tubers			
Volume N/a Value $1,175	1 Netherlands 34.8 2 France 26.1 3 Spain 11.6 26 U.S. 0.2	3: different climate/supply season 1,2: proximity	Great innovative industry producing horticultural products
HS 08: Edible Fruit And Nuts; Peel Of Citrus Fruit Or Melons			
Volume 2,485 Value $2,918	1 Colombia 14.21 2 Costa Rica 12.7 3 New Zealand 8.0 13 U.S. 2.5	1,2,3: different climate/supply season/tastes/varieties	A mature industry (especially apples and pears)
HS 09: Coffee, Tea, Mate And Spices			
Volume 251 Value $469	1 France 15.7 2 Germany 15.4 3 Brazil 11.7 47 U.S. 0.1	3: availability	No domestic availability
HS 16: Edible Preparations of Meat, Fish, Crustaceans, Molluscs or other Aquatic Invertebrates			
Volume 147 Value $740	1 Netherlands 30.5 2 France 24.0 3 Germany 18.6 31 U.S. 0.2	Proximity and re-export	Not the most competitive processing costs

HS 19: Preparations Of Cereals, Flour, Starch Or Milk; Bakers' Wares			
Volume 476 Value $1,139	1 France 34.7 2 Germany 22.1 3 Netherlands 21.5 16 U.S. 0.2	Proximity and re-export	Not the most competitive processing costs
HS 20: Preparations Of Vegetables, Fruit, Nuts, Or Other Parts Of Plants			
Volume N/a Value $ 1,172	1 Brazil 27.7 2 France 18.6 3 Netherlands 14.6 10 U.S. 1.4	1: price / quality ratio	Not the most competitive processing costs
HS 21: Miscellaneous Edible Preparations			
Volume N/a Value $768	1 Netherlands 33.2 2 France 22.0 3 Germany 19.3 6 U.S. 2.4	Proximity and re-export	Not the most competitive processing costs
HS 22: Beverages, Spirits and Vinegar			
Volume N/a Value $2,090	1 France 56.0 2 Germany 10.9 3 Netherlands 8.5 15 U.S. 0.4	1: Excellent regional products	Not the most competitive processing costs

Source: www.gtis.com
Value is in million US $ and Volume is in 1,000 MT

Section IV. Best Products Prospects

A. Products Present In The Market That Have Good Sales Potential

Wines
Nuts
Fruit and or Vegetable Juices
Processed Fruit and Vegetables
Innovative Sauces and Condiments
Beverages

B. Products Not Present In Significant Quantities But Which Have Good Sales Potential

Dried Fruits
Functional/Health Foods
Other Innovative Sauces and Condiments

C. Products Not Present Because They Face Significant Barriers

Red Meat and Meat Preparations (hormone ban)
Poultry (sanitary procedures)
Processed Food (with GMO ingredients, Bleached Flour etc.,) see FAIRS Report
Candy/Sweets

Section V. Post Contact and Further Information

United States Department of Agriculture's Foreign Agricultural Service
Agriculture Export Service
http://www.fas.usda.gov/agx/exporter_assistance.asp

Office of Agricultural Affairs at the American Embassy
Postal Address: U.S. Embassy-AGR, PC71, Box 038, APO AE 09715
Visitor Address: Lange Voorhout 102, 2514 EJ The Hague, the Netherlands
Phone: +31-70-3102299
Fax: +31-70-3657681
E-mail: agthehague@usda.gov

For more information on exporting U.S. Products to the Benelux, please visit the FAS website at www.fas.usda.gov or visit www.usembassy.nl/fas.html

Appendix I

Total Agricultural Imports to the Benelux
million US dollars

	2000	2001	2002	2003	2004
Total Agriculture	**46,040**	**47,165**	**50,521**	**61,321**	**69,975**
01 Live Animals	761	675	696	854	1,079
02 Meat	2,150	2,578	2,583	3,252	3,856
03 Fish and Seafood	1,974	2,099	2,205	2,723	3,080
04 Dairy, Eggs, Honey, Etc.,	4283	4339	4378	5365	6011
05 Other of Animal Origin	218	202	200	241	281
06 Live Trees And Other Plants;	1,263	1,273	1,387	1,670	1,862
07 Edible Vegetables	2,079	2,171	2,260	2,759	3,123
08 Edible Fruit And Nuts	3,521	3,682	4,051	5,377	5,879
09 Coffee, Tea, Mate And Spices	1,158	918	850	1,020	1,161
10 Cereals	1,796	1,911	2,061	2,265	2,766
11 Milling Industry Products	418	451	477	662	788
12 Oil Seeds And Oleaginous Fruits;	2,519	2,690	2,678	3,131	3,514
13 Lac; Gums	120	125	128	155	201
14 Vegetable Plaiting Materials And Vegetable Products,	33	32	29	36	39
15 Animal Or Vegetable Fats And Oils	1,618	1,638	2,165	2,681	3,136
16 Edible Preparations Of Meat, Fish & Seafood	1,106	1,159	1,362	1,669	1,808
17 Sugars And Sugar Confectionary	903	1,301	1,301	1,370	1,568
18 Cocoa And Cocoa Preparations	1,499	1,741	2,239	3,113	3,121
19 Preparations Of Cereals, Flour, Starch Or Milk;	1,368	1,466	1,670	2,100	2,433
20 Preparations Of Vegetables, Fruit, Nuts,	2,546	2,250	2,514	2,955	3,135
21 Miscellaneous Edible Preparations	1,115	1,173	1,372	1,747	2,034
22 Beverages, Spirits And Vinegar	2,966	3,106	3,455	4,063	4,736
23 Residues And Waste From The Food Industries	2,167	2,455	2,645	3,029	3,795
24 Tobacco And Manufactured Tobacco Sub	1,717	1,733	1,783	2,093	2,539
41 Raw Hides And Skins & Leather	484	492	519	454	434
43 Furskins And Artificial Fur;	49	62	56	62	71
44 Wood And Articles Of Wood;	4,389	3,944	3,935	4,616	5,336
45 Cork And Articles Of Cork	36	31	29	31	38
46 Manufactures Of Straw, Esparto	86	82	84	105	119
47 Pulp Of Wood Or Other Fibrous Cellulosic Material;	1,698	1,386	1,409	1,723	2,032

Source: GTIS

Total Agricultural Exports to the Benelux
million US dollars

	2000	2001	2002	2003	2004
Total Agriculture	**62,614**	**63,761**	**69,393**	**83,612**	**96,077**
01 Live Animals	1,211	1,177	1,313	1,387	1,786
02 Meat	6,466	6,441	6,522	7,432	8,998
03 Fish and Seafood	1,985	2,053	2,245	2,809	3,307
04 Dairy, Eggs, Honey, Etc.,	6,275	6,363	6,162	7,549	8,447
05 Other of Animal Origin	298	245	271	298	380
06 Live Trees And Other Plants;	6,249	6,185	6,766	8,155	9,265
07 Edible Vegetables	4,281	4,478	5,050	6,507	6,683
08 Edible Fruit And Nuts	2,974	3,144	3,368	4,378	5,205
09 Coffee, Tea, Mate And Spices	596	491	472	624	763
10 Cereals	504	434	501	606	723
11 Milling Industry Products	843	899	964	1,204	1,385
12 Oil Seeds And Oleaginous Fruits;	1,107	1,223	1,401	1,791	2,134
13 Lac; Gums	74	88	83	117	149
14 Vegetable Plaiting Materials And Vegetable Products,	12	13	15	19	24
15 Animal Or Vegetable Fats And Oils	2,055	2,042	2,426	2,996	3,428
16 Edible Preparations Of Meat, Fish & Seafood	1,320	1,487	1,589	1,855	2,029
17 Sugars And Sugar Confectionary	1,538	1,570	1,648	1,951	2,122
18 Cocoa And Cocoa Preparations	2,517	2,644	3,227	4,228	4,743
19 Preparations Of Cereals, Flour, Starch Or Milk;	2,490	2,652	2,950	3,508	3,996
20 Preparations Of Vegetables, Fruit, Nuts,	3,408	3,577	3,927	4,656	5,160
21 Miscellaneous Edible Preparations	1,989	2,151	2,491	3,138	3,874
22 Beverages, Spirits And Vinegar	3,010	3,274	3,732	4,295	4,658
23 Residues And Waste From The Food Industries	2,955	3,156	3,407	3,945	4,903
24 Tobacco And Manufactured Tobacco Sub	3,690	3,659	4,283	4,736	5,252
41 Raw Hides And Skins & Leather	604	620	621	610	615
43 Furskins And Artificial Fur;	83	80	98	123	142
44 Wood And Articles Of Wood;	2,776	2,649	2,786	3,289	4,089
45 Cork And Articles Of Cork	11	11	11	17	16
46 Manufactures Of Straw, Esparto	54	55	63	83	104
47 Pulp Of Wood Or Other Fibrous Cellulosic Material;	1,239	900	1,001	1,306	1,697

Source: GTIS