Foreign Agricultural Service
GAIN Report
Global Agriculture Information Network

Scheduled Report - public distribution

Date: 12/1/1998

GAIN Report #BU8041

Bulgaria

Dairy

Dairy Annual (Bulgaria)

1998

Prepared by:
Jamie Rothschild
U.S. Embassy
Drafted by:
Mila Boshnakova

Report Highlights:
Imports of dairy products in 1998 and 1999 are likely to stay stable or to increase slightly in value due to higher local production, improved purchasing power of population, and liberalized trade. U.S. marketing opportunities are limited due to competition from the EU, however, some market niches could exist for cheese, pasteurized milk (UHT), powedered milk, and ice cream.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
Unscheduled Report
, BU

Executive Summary

Abundant feed in 1997 and 1998 and higher demand for dairy products helped lead to a 8.7% increase in dairy cow stocks by January 1998. Along with the increased number of cows, the number of other milk producing animals, ewes and female goats also increased 6.5% and 24.4%, respectively.

During 1998 to date, the processing industry which is almost completely privatized managed to offer higher farm-gate prices. Therefore, many farmers continued to enlarge their herds and new farmers are also beginning to venture into milk production. Additionally, with improved husbandry, feed quality and increased local consumption and exports, higher dairy products production is expected for 1998 and 1999.

Consumption of milk for processing in 1998 should increase due to higher demand for dairy products and higher production. A variety of new dairy products were marketed in 1998, mainly new types of fluid milk and cheese which also attracted consumers and increased overall consumption.

The value of 1997 dairy products imports totaled US$3.4 million with the major share, cheese, at US$2.5 million. Fluid milk and cheese imports increased 56% and 203%, respectively, while butter imports fell 17% due to the increased use of margarine. Despite the gradual increase in income and respective consumption, imports will likely be stable in 1998 and 1999 due to the expected higher local production. U.S. marketing opportunities are limited due to competition from the EU, however, some market niches could exist for cheese, pasteurized milk (UHT), powdered milk, and ice cream.

In 1998, the GOB has continued its policy of liberalizing domestic and foreign trade. It has also made an effort to collaborate with the new associations and other industry leaders on production and trade issues.

PRODUCTION

General

1997 production data in the PS&D tables was revised based on latest official information for 1997. Production of raw fluid milk for 1997 was increased based on industry and official data which confirmed higher than forecasted production due to better feeding. Production data for butter was not revised. Cheese production was revised upward due to higher quantity of milk for processing and improved milk quality.

Estimates for 1998 were based on actual production figures and milk yields for the first half of 1998 and considering the expected increase in numbers of animals, milk yields, quality of milk, higher feed supply and demand for dairy products. Estimates for 1999 are based on the same market factors.

The year 1997 was very good for the dairy sector with an increase in numbers of dairy animals as a result of the better feed supply, and more favorable farm-gate prices and overall business environment. The increase in numbers was the most significant for female goats, 24.4%, and cows, 8.7%. This was achieved in the second half of 1997 following a reduction in numbers in the first half of the year, a result of the feed crisis in 1996. Rebuilding of stocks continued in 1998 and further increase is forecasted for 1999.

Privatization of the livestock sector continued and was almost completed in 1998. However, still about 85%-90%, are located at small or medium sized farms. At present, the private sector is providing almost 100% of all types of milk in the country. In the past, about 85% of the total milk in the country was cow's milk, however, because of the decline in production, its share has declined to about 80% in the last four years (81% in 1997). The share of ewe’s milk has also declined over the last four years from 9.1% in 1994 to 7.4% in 1997 while the share of goats milk has increased from 8.0% in 1994 to 10.9% in 1997. The reason for these changes is higher production cost of sheep’s and cow’s milk compared to goat milk production, low economic efficiency of small and medium sized farms as well as exports of ewes for meat.

It has been estimated that the private sector produced about 75% of dairy products on the market. While prior to 1996, pasteurized milk and yogurt were produced mainly at state plants, with privatization of these facilities and private investment in existent private dairies, a wide variety of privately produced pasteurized milk, yogurt and curd were marketed in 1997 and 1998. About 85% - 90% of cheese production is at private hands.

Production Factors

Traditionally, the most critical production factor for the dairy sector is feed. The 1997 wheat and corn crops were sufficient but rather expensive due to a GOB controlled wheat price of US$134/MT. In spite of the higher price, feed use increased as well as consumption of other feed substances such as imported protein and feed additives. As a result, milk yields and quality were slightly higher. The situation in 1998 has been even better for dairy farmers with the surplus grain production and much lower prices, about US$70/MT for wheat. As an average, compound feed prices in the fall declined 7%-15% compared to the spring. Therefore, the AgOffice estimates a continued increase of stocks, production and yields.

Production of grain crops in the period 1994-1998 in MT.

	1994	1995	1996	1997	1998
Wheat	3,896,000	3,150,000	1,700,000	3,250,000	3,300,000
Barley	1,193,000	1,300,000	500,000	800,000	750,000
Corn	1,711,000	1,400,000	880,000	1,500,000	1,200,000

Yields and Quality

Milk quality continued to be a problem in the first half of 1997 with some slight improvement in the second half of 1997 and in 1998. The problems are related to the lack of tools for quality control at the collection points and an insufficient number of labs and outdated equipment.

According to the National Veterinary Agency, in January 1998, about 50% of raw milk met the Bulgarian standard as only 25% was not diluted with water. Unfortunately, many small producers can continue this practice due to the lack of grading equipment for quality control at collection points. It has been estimated that only 10% of total milk can be graded as first class milk.

The National Veterinary Agency continued to make unexpected checks at dairy plants. In 1998, 104 out of a total 609 small private dairies were shut down due to sanitary requirement violations. Out of 3,864 collection points, about 1,306 were also terminated.

In the summer of 1998, the Japanese Government organization “Jika” released US$8.0 million for a new laboratory for quality control of raw milk and dairy products in Sofia. Currently, there is only one such laboratory in Sliven town. The objective is to improve the quality control technologies for raw milk. Eventually, under the program, three laboratories certified by the National Standard Committee will be established to analyze samples from collection points.

Production Mix

Fluid Milk

The share of milk sold to processing factories in 1997 and 1998 was higher, 48% and 49%, respectively, compared to the record low, 34% in 1996 due to more favorable farm-gate prices and low inflation. The same rate is projected for 1999 since farm-gate prices and consumption are relatively stable. The French firm, "Danone" is still offering the highest farm gate prices, currently about 500 leva/liter (US$0.30), to attract producers and secure good quality milk for their capacity.

Farm-gate prices

In 1998, farm-gate prices varied according to season, between 240 Bleva/liter (in the summer months)((US$0.14) to 600 Bleva/liter (in the winter)(US$0.36) for standard cow's milk at 3.6% fat content. The average farm-gate price was 325 - 350 Bleva/liter (US$0.20).

According to processors, higher farm-gate prices will make Bulgarian dairy processed products not competitive on the EU market where the farm-gate price is US$0.15-0.17/liter. The average price for sheep milk is about 500 leva/liter at 6.5% fat content. According to the National Dairy Association, the average production cost of raw milk is 230 Bleva/liter(US$0.14) at the most efficient farms and reaches 400 Bleva/liter (US$0.24) and higher at smaller sized farms.

Month	I	II	III	IV	V	VI	VII	VIII	IX	X
Price Bleva	435	449	458	430	350	251	242	283	325	350

Prices of dairy cows are from 1.2 mln.Bleva to 1.5 mln. Bleva(US$730-900). In 1998, demand for breeding stock increased. There are several companies importing dairy cows, usually these are pregnant heifers, from Austria, Denmark, the Netherlands, and Germany.

Processed Products

Bulgaria has been banned from exporting to the EU because of poor hygienic and sanitary conditions.

The MinAg and National Dairy Association have been working together to meet the EU requirements. According to the most recent inspection visit by the EU (fall 98), two dairies may be approved to export.

Diseases

The most common diseases in 1997/98 were Brucellosis and Leukosis but they were under control.

Production Policy

Legislation:

In the beginning of the year, the MinAg approved a new regulation for stricter control on milk production, collection, transportation and processing. According to this document (Ordinance #4, January 8, 1998 on Large Ruminant Cattle Identification), each dairy cow and buffalo should be registered and ear-marked. So far, cattle and buffalo in 17 districts out of total 28 have been ear-tagged. Each animal has its own "health certificate" which contents the history of any diseases, medical treatments, vaccinations etc. All animals should be tested twice a year for TB and brucellosis. There are three obligatory samples for raw milk - the first will be used for analyzing milk quality, the second will be sent for analysis in certified national laboratories and the third will be kept at the collection points until the results are ready, and will be used for appeals and claims.

Currently, the Law for Veterinary Activity is under consideration. This Law provides requirements for licensing dairy processing enterprises, according to determined sanitary and hygienic standards.

Financial support:

The main source of funds for the agricultural sector remains the investment credit line of GOB fund Agriculture (see 1997 report). There are not any specialized programs, credit lines or other financial resources designed only for the dairy sector. Some preferences were granted to dairy processors through duty free imports of dairy processing equipment and refrigerators. The French company Danone plan to establish new dairy farms with its own investment.

Taxation:

Currently, dairy products and raw milk are exempt from the 22% VAT. According to the agreement with the International Monetary Fund and Bulgarian VAT Law, however, these products will be levied VAT beginning April, 1999. This should lead to an average increase in prices of 4% to 10% and perhaps more if traders will speculate.

Non Government organizations:

In the fall of 1998, the two National Milk Producers and Milk Processors Associations established the National Dairy Association. The new institution represents the majority of producers and processors (only private) and negotiates all industry problems with the GOB.

CONSUMPTION

General

1997 milk consumption in the P,S&D table was revised upward based on higher than expected production of milk and processed products, estimates for on-farm consumption and increased average consumer income. The data for 1998 is based on actual production in the first six months and estimates for the year for raw milk and processed products as well as based on market trends (prices, higher income etc.)

Consumption of milk and dairy products in 1997 increased compared to 1996 due to higher supply, stable prices and increasing purchasing power in spite of stagnation in the first six months. The same trend is forecasted to continue in 1998 and 1999. It is not expected, however, that the share of on-farm consumption will decrease in 1999 (estimate is for 51%) due to already stabilized pattern of consumption.

Consumption of cheese and butter in the P,S&D tables for 1997 remained the same as predicted. Higher domestic consumption of both cheese and butter is forecasted for 1998 and 1999 due to higher supply, increased demand and only slight increase in cheese exports.

New products

In 1997 and 1998, new brands and types of dairy products appeared on the market. The French "Danone" continued to extend its types of fruit yogurt and ice cream. Private companies continued to produce yogurt with new packaging as well as new types of cheese with additives and spices. A new type of yellow cheese with two years shelf life was patented in the fall of 1998. For the first time, private companies marketed new brands of pasteurized milk and butter. A lot of new ice cream brands appeared on the market. Reportedly, there are Italian, Greek and Danish investment in new ice cream ventures.

Prices

Consumer prices

Consumer prices in the second half of 1997 and 1998 have been stable with the usual reduction in the summer and increase in the winter months in line with farm-gate milk prices. The stabilization in prices was a result of fixed exchange rate, low inflation, and overall financial security.

TRADE

Overall trade trends

Trade (both exports and imports) in dairy products (with the exception of butter) increased in 1997 due to financial stabilization and improved purchasing power of population in the later half of the year. As a result, imports of fluid milk and cheeses increased 56% and 203%, respectively. Imports of butter, however, declined mainly due to the growing market share of its substitute - margarine.

Major exporters to Bulgaria remained France, Greece and Georgia for fluid milk; France and the Netherlands for butter; and Denmark and France for cheese. According to Bulgarian data, Bulgaria did not import any U.S. dairy products in 1997. The forecast for 1998 and 1999 is for stabilization in imports (in metric tons) due to increased local supply.

Exports in 1997 also increased, 36% for cheese, and 160% for fluid milk. Exports of butter have been constant. The increase was a result of a higher supply, competitive prices, and the efforts to earn hard currency, especially in the first six months. Major export destinations were Russia for milk, Armenia and Albania for butter, and the United States and Lebanon for cheese (only feta cheese). The forecast for 1998 and 1999 is for a slight increase in exports as a result of higher supply. On the other hand, exports of higher quality feta cheese might be hindered due to the lack of sufficient quantity of high quality sheep's milk.

The EU announced export quotas for Bulgarian cheese at 4,840 MT for 1998, 5,060 for 1999 and 5,500 MT for the year 2000. Bulgaria accumulated 4,000 MT of white cheese and about 1,000 MT of yellow cheese stocks in the summer of 1998 partially due to its inability to export to the EU (because of the current ban). Allegedly, Bulgarian dairy products are being shipped to the EU via third countries and such as Greece and Hungary. Bulgaria can export to Arabic countries where, reportedly, prices for Bulgarian feta cheese are about US$6.00/kilo compared to US$4.00 - 4.50/kilo on the European market. The average export price of feta cheese has been US$1.8-2.0/kilo.

Trade policy

There has not been a change in the regime of registering trade transactions of dairy products with the MinTrade.

The following tariff quotas are valid for 1998:

0402 10 11 0 - 99 0 Milk and cream in powder, granules etc. - 200 MT at 15% import duty
0405 10 11 0 - 90 90 0 Butter and milk oils - 1,500 MT at 30% import duty
0406 10 0406 20, 0406 30 39 0 - Curd and cheese - 3,000 MT at 17.5% import duty. This quota is separated in 2,000 MT for the EU exporters and 1,000 MT for non-EU exporters.
0406 90 - Cheeses for processing and other cheeses - 400 MT at 25% import duty

There was a duty free import quota for powdered milk (0402 10 19 0-21 99 0) - 2,000 MT for the period January 1, 1998 to March 31, 1998.

According to an Agreement between Bulgaria and the European Union and free trade zone agreements with Slovakia, Czech republic and Slovenia, the following quotas for exports to Bulgaria exist for these countries for 1998:

For Bulgarian imports from the EU:

0402 10 - 2,400 MT at 12.8% import duty
0402 21 - 554 MT at 12.8% import duty
0405 10, 0405 90 - 73 MT at 28% import duty
0405 20 100, 0405 20 300 - 20% import duty
0406 - 2,100 MT at 17.5% import duty

For Bulgarian imports from Czech Republic, Slovakia and Slovenia:

0401 20 - 3 MT at 12,5% import duty for Slovenia
0402 - 100 MT at 15% import duty for Czech Republic and 50 MT at 15% for Slovak Republic
0402 10 - 10 MT at 32% import duty for Slovenia
0403 - 100 MT at 28% for Czech Republic and 100 MT at 28% for Slovak Republic
0403 90 - 28% for Czech and Slovak Republics
0406 - 25% for Czech and Slovak Republics

0406 90010,0406 90230,0406 90310,0406 90330,0406 90350,0406 90750,0406 90760,040690780,0406 90810, 0406 90820, 0406 90840,0406 90850 - 12.5% or minimum 240 ECU/MT for Slovenia
0406 90020-60,0406 90130-190,0406 90210-270,0406 90291-299,0406 90370 - 390,0406 90501 - 0406509,0406 90610-690, 0406 90730, 0406 90790, 0406 90860-880,0406 90930-999 - 15% or minimum 240 ECU/MT

Tariff code

Standard tariffs are listed below:

HS#		Duty in %
0401	Fluid milk	25%
0402 10 11 0		
0402 10 19 0		
0402 10 91 0		
0402 10 99 0		
	Powdered non fat milk, fat content up to 1.5%	64%
0402 21 11 0		
0402 21 17 0		
0402 21 19 0		
	Powdered fat milk, fat content above 1.5%	70%
0402 29 11 0	Other	15%

with the exception of
0402 29 15 0, 0402 29 19 0, 0402 29 91 0, 0402 29 99 0 - 70%

0403	Buttermilk, cream, etc.	40%
0404	Whey	25%
0405	Butter	
0405 10		110%
0405 20 10 0	Dairy paste	40% or min. US$800 ECU/MT
0406 10 00 0	Cheese and curd	25%
0406 20 00 0		
0406 30 00 0		
0406 40 00 0		
0406 90 00 1 - 9	Cheese and curd, other types	30% or Min. 480 ECU/MT

with he exception of 0406 90 230,0406 90 310-350,0406 90 - 630,
0406 90-730 - 0406 90-850 25% or
Min.480 ECU/MT

Non-Tariff Barriers

There are no special non tariff barriers or import restrictions.   As an associate member of the European Union (EU), Bulgaria is bringing its standards into line with the EU. In September 1998, several working groups chaired by the MinTrade began to consider the EU findings and to work on a solution. The groups are also responsible for standardizing sheep's, goat's and buffalo's milk requirements according to the EU. Unified sanitary conditions for dairy processing enterprises also should be finalized and adopted soon.

In addition to the import duty, importers must pay a 2% temporary customs tax lowered from 4% in July 1998 and valid until July 1999, a 1.0% cross border tax and 22% VAT. It is expected that VAT will be lowered to 20% from January 1, 1999.

MARKETING

Market Development Opportunities

In 1999, the average Bulgarian will receive an average monthly salary of about US$130/capita (currently it is about US$100/capita). Therefore, only a relatively small share of the population in major cities will continue to afford the relatively more expensive and higher quality dairy products. The greatest market potential will continue to be for those items which service the processing industry such as powdered milk and powdered ice cream, cheese for processing and butter for confectionary industry. A small market niche will also continue to exist for high quality/long shelf life pasteurized milk, not locally produced cheese such as Cheddar, ice cream, fruit yogurt and frozen yogurt.

Currently, there are several major dairy companies - the French Dannone and Bulgarian brands (companies) Verea, Plovdiv, Link (BBB) and Total which have a total market share of 50% for fluid milk and yogurt. The other 50% of the market belong to medium and small sized companies. The market of cheeses has a different structure with about 70% supplied by small and medium sized companies. The trade surcharge is usually between 8% and 10% and a profit margin is about 12%. The total number of dairy processing ventures is about 600.

Import Requirements : There are no special import requirements for dairy products.
Documents
are available per request at AgOffice Sofia.

TABLES

Note: Data in the tables is the official statistical data and does not always reconcile with AgOffice estimates in P,S and D tables due to the lack of correct official data on the private sector.

Table #1. Number of dairy animals, 1993 to 1998 as of January 1,(1,000 heads)

	1993	1994	1995	1996	1997	1998
Cows	489	419	351	371	358	389
Female buffalo	13	10	6	8	7	7
Ewes	3,535	2,839	2,358	2,386	2,000	2,130
Female goats	499	540	656	668	619	770

Table #2. Changes in number of dairy livestock in 1998 compared to 1997

Cows	+ 8.7%
Female buffalo	No change
Ewes	+ 6.5%
Female goats	+24.4%

Table #3. The development of the private sector in number of dairy animals as of January 1, for the period 1994 - 1998 in heads

	1994	1995	1996	1997	1998
Cows, total private % of private	418,940 320,883 76	350,533 291,638 83	371,235 317,244 86	358,000 353,000 86	389,000 385,000 99
Female buffalo private % of private	10,208 8,817 86	6,550 5,785 88	7,747 7,146 92	7,000 7,000 100	7,000 7,000 100
Ewes private % of private	2,839,487 2,545,039 90	2,357,957 2,192,643 93	2,386,451 2,246.832 94	2,000,000 1,981,000 99	2,130,000 2,114,000 99
Female goats private % of private	539,591 539,360 100	655,996 655,611 100	668,250 667,838 100	619,000 619,000 N/A	770,000 769,000 N/A

Table #4. Average annual milk yield per cow and per ewe in 1993 - 1997, in liters

	1993	1994	1995	1996	1997
Milk, per cow,total	2,783	2,985	3,123	3,074	3,102
private sector	2,778	3,000	3,118	3,066	3,096
Milk per ewe,total	45	47	49	50	50
private sector	47	47	45	42	N/A
Milk per goat,total	136	197	213	N/A	N/A
private sector	136	197	213	N/A	N/A

Table #5. Total Annual Milk Production by Species, 1994 - 1997 in 1,000 liters

	1994	1995	1996	1997
Total milk private farms % of private	1,420,497 1,194,609 84	1,402,945 1,220,409 98	1,389,543 1,367,646 98	1,435,573 1,419,817 99
Cow's milk private farms % of private	1,162,087 946,891 81	1,128,647 953,794 85	1,128,194 1,107,248 98	1,160,699 1,145,666 99
Buffalo milk private farms % of private	14,432 13,330 92	11,944 11,138 93	12,086 11,824 98	11,044 10,856 99
Sheep's milk private farms % of private	129,430 119,860 93	119,631 112,785 94	110,318 109,602 99	106,510 106,002 99
Goat's milk private farms %	114,548 114,528 100	142,723 142,692 100	139,005 138,972 100	157,320 157,293 100

Table #6. Annual production of milk and dairy products in 1994 - 1997 (1,000 liters unless otherwise specified)

	1994	1995	1996	1997
Milk Production Total (3.6%fat)	1,420,497	1,402,945	1,387,000	1,435,573
From Cows	1,162,087	1,128,647	1,126,000	1,160,699
Sold to State Processors	595,564	478,924	470,024	301,730
From Cows	528,375	429,892	436,827	285,444
% of sold milk total	42	42	34	21
% of sold milk, cow's	45	38	39	25

Total Production of Dairy Products

Pasteurized milk	54,994	36,478	42,820	20,000
Yougurt	128,737	108,495	100,000	80,000
White cheese, MT	35,615	48,132	33,145	34,000
Yellow cheese, MT	9,130	8,560	7,800	5,600
Milk oils, MT	2,079	2,919	2,300	1,700
Powdered milk,MT	1,047	1,619	N/A	N/A
Ice cream	4,423	4,908	6,000	6,500

Table #7. Annual Per Capita Consumption of Dairy Products, in 1993 - 1997 (kg).

	1993	1994	1995	1996	1997
Fluid milk	40.4	38.9	35.2	34.7	31.3
Yougurt	30.1	30.8	27.1	26.2	18.9
Milk,total	70.5	69.7	62.3	60.9	50.2
White cheese	10.2	10.0	9.2	8.8	7.9
Other cheese	2.7	2.6	2.6	N/A	N/A
Butter	1.2	1.1	0.8	0.7	0.5

Table #8. Average Retail Prices in leva, in 1994 - 1997 and as of July 1998

	1994	1995	1996	1997	1998
Fluid Milk,liter	12.88	24.52	54.16	455.66	604.68
Yougurt,500g	8.50	16.31	39.80	350.19	368.92
Dry Milk, Kg	175.78	375.31	761.61	8111.72	8809.31
White cheese					
Sheep Milk,kg	119.23	209.83	482.00	5510.63	5872.65
Cow Milk,kg	93.18	149.30	423.86	4201.67	3751.03
Smoked,kg	130.21	265.61	506.13	5977.23	7060.44
Yellow Cheese					
Sheep Milk,kg	71.49	322.31	625.58	8434.76	9980.00
Cow Milk,kg	147.19	248.12	618.68	5974.58	5490.31
Curd,kg	45.58	76.37	182.69	2238.11	1442.72
Cream,500g	53.82	77.21	162.15	2270.00	2800.00
Ice cream.kg	106.99	165.02	422.21	4527.44	5387.37

Table #9. Exchange rate of Bulgarian leva per one U.S. dollar, 1993 - 1998

1993	27.648 leva
1994	54.247 leva
1995	67.168 leva
1996	179.00 leva
1997	1,750.00 leva
1998	1,620.00 leva

Butter PSD Table

PSD Table						
Country:	Bulgaria					
Commodity:	Dairy, Butter					
		1997		1998		1999
	Old	New	Old	New	Old	New
Calendar Year Begin		01/1997		01/1998		01/1998
Beginning Stocks	0	0	0	0	0	0
Production	2	2	2	2	0	2
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	0	1	1	0	1
TOTAL Imports	0	0	1	1	0	1
TOTAL SUPPLY	2	2	3	3	0	3
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Domestic Consumption	0	2	0	3	0	3
TOTAL Use	0	2	0	3	0	3
Ending Stocks	0	0	0	0	0	0
TOTAL DISTRIBUTION	0	2	0	3	0	3
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Butter, Export Trade Matrix

Export Trade Matrix			
Country:	Bulgaria	Units:	
Commodity:	Dairy, Butter		
Time period:			
Exports for	1997		1998
U.S.		U.S.	
Others		Others	
Albania	19		
Armenia	37		
Romania	8		
Germany	1		
Moldova	3		
Russia	5		
Ukraine	3		
Total for Others	76		0
Others not listed	3		
Grand Total	79		0

Butter, Import Trade Matrix

Import Trade Matrix			
Country:	Bulgaria	Units:	
Commodity:	Dairy, Butter		
Time period:			
Imports for	1997		1998
U.S.		U.S.	
Others		Others	
Australia	19		
Finland	54		
France	69		
Germany	36		
The Netherlands	94		
Ukraine	81		
Total for Others	353		0
Others not listed			
Grand Total	353		0

Butter, Prices Table

Prices Table					
Country:	Bulgaria				
Commodity:	Dairy, Butter				
Year:	1998				
Prices in (currency)	Bulg.Leva	per (uom)	125 grams		
Year	1997	1998	% Change		
Jan	204	903	342.6%		
Feb	812	947	16.6%		
Mar	891	976	9.5%		
Apr	772	968	25.4%		
May	691	927	34.2%		
Jun	648	833	28.5%		
Jul	640	825	28.9%		
Aug	736	794	7.9%		
Sep	872	0	-100.0%		
Oct	898	0	-100.0%		
Nov	900	0	-100.0%		
Dec	875	0	-100.0%		

Cheese, PSD Table

PSD Table						
Country:	Bulgaria					
Commodity:	Dairy, Cheese					
		1997		1998		1999
	Old	New	Old	New	Old	New
Calendar Year Begin		01/1997		01/1998		01/1999
Beginning Stocks	2	2	2	2	2	3
Production	44	47	49	52	0	53
Intra EC Imports	0	0	0	0	0	0
Other Imports	2	2	3	2	0	2
TOTAL Imports	2	2	3	2	0	2
TOTAL SUPPLY	48	51	54	56	2	58
Intra EC Exports	0	0	0	0	0	0
Other Exports	4	7	5	8	0	8
TOTAL Exports	4	7	5	8	0	8
Human Dom. Consumption	41	41	46	43	0	45
Other Use, Losses	1	1	0	2	0	2
Total Dom. Consumption	42	42	46	45	0	47
TOTAL Use	46	49	51	53	0	55
Ending Stocks	2	2	2	3	0	3
TOTAL DISTRIBUTION	48	51	53	56	0	58
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Cheese, Export Trade Matrix

Export Trade Matrix			
Country:	Bulgaria	Units:	
Commodity:	Dairy, Cheese		
Time period:			
Exports for	1997		1998
U.S.	1639	U.S.	
Others		Others	
Albania	124		
Australia	771		
Canada	221		
France	294		
Jordan	546		
Lebanon	1788		
Russia	389		
Saudi Arabia	117		
Macedonia	694		
Germany	85		
Total for Others	5029		0
Others not listed	520		
Grand Total	7188		0

Cheese, Import Trade Matrix

Import Trade Matrix			
Country:	Bulgaria	Units:	
Commodity:	Dairy, Cheese		
Time period:			
Imports for	1997		1998
U.S.		U.S.	
Others		Others	
Czech Republic	8		
Denmark	1394		
France	100		
Germany	70		
Greece	6		
Hungary	17		
Italy	1		
The Netherlands	30		
Poland	17		
Total for Others	1643		0
Others not listed	2		
Grand Total	1645		0

Cheese, Prices Table

Prices Table					
Country:	Bulgaria				
Commodity:	Dairy, Cheese				
Year:	1998				
Prices in (currency)	Bulg.leva	per (uom)	kilogram		
Year	1997	1998	% Change		
Jan	857	4364	409.2%		
Feb	3896	4426	13.6%		
Mar	3559	4475	25.7%		
Apr	2785	4396	57.8%		
May	2504	3699	47.7%		
Jun	2286	2791	22.1%		
Jul	2662	3751	40.9%		
Aug	4201	4227	0.6%		
Sep	4472	0	-100.0%		
Oct	4385	0	-100.0%		
Nov	4308	0	-100.0%		
Dec	4299	0	-100.0%		

Milk Fluid, PSD Table

PSD Table						
Country:	Bulgaria					
Commodity:	Dairy, Milk, Fluid					
		1997		1998		1999
	Old	New	Old	New	Old	New
Calendar Year Begin		01/1997		01/1998		01/1999
Cows In Milk	358	358	363	389	0	395
Cows Milk Production	1100000	1161000	1190000	1270000	0	1275000
Other Milk Production	260000	275000	270000	290000	0	305000
TOTAL Production	1360000	1436000	1460000	1560000	0	1580000
Intra EC Imports	0	0	0	0	0	0
Other Imports	0	1	0	1	0	1
TOTAL Imports	0	1	0	1	0	1
TOTAL SUPPLY	1360000	1436001	1460000	1560001	0	1580001
Intra EC Exports	0	0	0	0	0	0
Other Exports	0	0	0	0	0	0
TOTAL Exports	0	0	0	0	0	0
Fluid Use Dom. Consum.	724000	745000	769000	799000	0	809000
Factory Use Consum.	635000	690000	690000	760000	0	770000
Feed Use Dom. Consum.	1000	1001	1000	1001	0	1001
TOTAL Dom. Consumption	1360000	1436001	1460000	1560001	0	1580001
TOTAL DISTRIBUTION	1360000	1436001	1460000	1560001	0	1580001
Calendar Yr. Imp. from U.S.	0	0	0	0	0	0
Calendar Yr. Exp. to U.S.	0	0	0	0	0	0

Milk Fluid, Export Trade Matrix

Export Trade Matrix			
Country:	Bulgaria	Units:	
Commodity:	Dairy, Milk, Fluid		
Time period:			
Exports for	1997		1998
U.S.		U.S.	
Others		Others	
Cyprus	2		
Germany	2		
Malta	4		
Russia	6		
Ukraine	2		
Georgia	1		
Greece	1		
Italy	1		
The Netherlands	1		
Panama	1		
Total for Others	21		0
Others not listed	3		
Grand Total	24		0

Milk Fluid, Import Trade Matrix

Import Trade Matrix			
Country:	Bulgaria	Units:	
Commodity:	Dairy, Milk, Fluid		
Time period:			
Imports for	1997		1998
U.S.	1	U.S.	
Others		Others	
France	180		
Georgia	338		
Malta	10		
Poland	11		
Greece	123		
Total for Others	662		0
Others not listed			
Grand Total	663		0

Milk Fluid, Prices Table

Prices Table					
Country:	Bulgaria				
Commodity:	Dairy, Milk, Fluid				
Year:	1998				
Prices in (currency)	Bulg.Leva	per (uom)	liter		
Year	1997	1998	% Change		
Jan	114	687	502.6%		
Feb	336	703	109.2%		
Mar	457	717	56.9%		
Apr	407	718	76.4%		
May	368	697	89.4%		
Jun	354	605	70.9%		
Jul	400	604	51.0%		
Aug	456	646	41.7%		
Sep	575	0	-100.0%		
Oct	611	0	-100.0%		
Nov	659	0	-100.0%		
Dec	674	0	-100.0%		