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Report Highlights:

After a decade of economic stability and growth, Argentina devalued its currency in January 2002. As a result, imports have been reduced dramatically. Imports of high-value food products in 2002 are expected at \$350 million, a drop of 65 percent from last year. However, post foresees increased opportunities in the food ingredient sector as most local companies have become very competitive in world markets and are focusing on expanding exports.

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SECTION I. MARKET OVERVIEW

Business Climate

After a decade of economic stability and growth, Argentina devalued its currency in January 2002. Together with the devaluation there were several economic measures which restricted the access and movement of money both internally and externally. As a result, imports have been reduced dramatically. Imports of high-value food products in 2002 are expected at \$350 million, a drop of 65 percent from last year.

Due to the combination of economic problems and political uncertainty, the value of the peso currently remains at very low levels. It is possible that, after March 2003 presidential elections and with increasing economic stability, the value of the peso will adjust to a higher value, making imported products more accessible. However, we anticipate in the next year or so a smaller market limited to specific products, not a market as in the last decade which carried a wide selection of imported foods and beverages (F&B) at very competitive prices. Imported products will focus primarily, and almost exclusively, on the high and middle-high segment of the population.

Best prospects are in products of well-known brands and commodity products which are not produced domestically (e.g. palm hearts, tuna fish, bananas, etc.). Also, we foresee increased opportunities in the food ingredient sector as most local companies, after the devaluation, have become very competitive in world markets and are focusing on expanding exports. Likewise, many lines of products which had been discontinued in Argentina to be produced in neighboring countries are returning.

Until last year, most imported F&B were brought in directly by retailers or independent importers. Most supermarkets have now stopped importing directly, instead selling their large stocks of imported commodity-type products, and buying smaller volumes from local importers. Most independent importers are struggling to maintain their foreign suppliers and brands for when conditions improve, but meanwhile they are trying to export locally-manufactured products.

The majority of local importers remains optimistic and believes that, as soon as political and economic conditions change, Argentina will experience growth and imported F&B will return to the market. Argentines are now accustomed to imported products and, as soon as they have the possibility to purchase them, they will do so.

- < The country is in its fourth year of recession and F&B sales have been declining since 1998.
- < As a result of the devaluation in 2002, which raised the dollar value against the Argentine peso from 1:1 to 1:3.6, prices have increased markedly. In the first 9 months of 2002, F&B increased by 67 percent, 27 percentage points higher than inflation.
- < Prices of imported and tradeable F&B products have seen the greatest increases (e.g. oil 207 percent, flour 192 percent, rice 148 percent, vegetables 104 percent, beef 75 percent, dairy products 65 percent).
- < Unemployment continues to be over 22 percent and average incomes remain low. Purchasing power is declining every day as inflation is ahead of salary adjustments.

- < Consumers are shifting from value-added products to more basic foods. They are also buying more inexpensive second and third brands.
- < F&B imports (including seafood) in 2001 were slightly below \$1 billion, 8 percent below the previous year as a result of the strong economic recession. Imports in 2002 are forecast significantly lower, but an improvement is projected for 2003.
- < In general, Argentina has a relatively open trading system with moderate tariffs (usually between 15.5 and 21.5 percent), no quotas or restrictions, and reasonably transparent labeling and sanitary requirements. Nearly all FDA-approved processed F&B are importable.
- < Sales of imported products is practically limited to what is in stock from last year. Very few new imports were made in 2002. Private sources estimate that while sales of imported products dropped by 60 percent, locally produced foods fell by 20 percent. In general, retail prices of imported products have doubled. However, new imported products will be more expensive as costs will reflect the current high dollar.
- < Although imported products will be more expensive than before the devaluation, prices of most local F&B have also increased significantly. Moreover, import duties of high-value foods have dropped considerably since last year (from an average of 35 percent to 19 percent).
- < Shopping, which used to be carried out in only one or two large stores, is now done in several stores in search of the best price. Small grocery stores and warehouse stores (locally called *hard discount* stores) have increased slightly their market share against supermarkets. Wholesalers are also increasing market share as a result of larger sales in small stores.
- < Investment in the 90's was significant. However, in 2000-01, as a consequence of the strong recession, investment began to decline and almost disappeared after the default in late 2001. Investment is expected to return moderately in 2003.
- < Although overall import regulations and standards are relatively easy to comply with, the Government of Argentina (GOA) occasionally imposes trade barriers. Argentina also applies unjustified phytosanitary import requirements to some U.S. agricultural products, such as Florida citrus and some California stone fruit, though these issues are currently being addressed.

Retail Food Sales

- < Total F&B sales in superstores and supermarkets in 2002 are forecast at \$12 billion. With a moderate economic growth projected for 2003, total F&B sales are expected to grow marginally.
- < F&B imports are expected to increase in 2003 as the country comes out of recession and overall economic conditions improve.
- < The U.S. share of imported consumer-ready food products averaged 7 percent in 1997-2000. In 2001, it decreased to 5 percent primarily as a result of recession. As the economy recovers, the supply of U.S. F&B products is expected to increase due to: 1) the increasing influence of U.S. culture, and 2) a clear advantage on sanitary standards in comparison with European products.

Income Distribution

- < Argentina's population in 2002 is estimated at 37 million, of which only 10 percent lives in rural areas. One third of the country's total population lives in Buenos Aires city and suburbs, and accounts for approximately 50 percent of the country's total consumption.
- < Other large cities with more than 1 million people are Cordoba, Rosario and Mendoza. These three cities together account for approximately 15 percent of total F&B sales.
- < The upper economic strata account for 10 percent of the country's total population, with an average yearly household income of over US\$12,000 and the middle strata account for 40 percent of the total with an average income of US\$4,200. The poorer segment represents slightly half of the population and has an average yearly income of about US\$1,500. Under the current environment, the number of Argentines in the upper income segments has been decreasing.
- < The average Argentine family spends approximately 30 percent of its income in foods.
- < The current economic difficulties have forced profound changes in consumer behavior. Sales of high-value food products, such as frozen items, canned vegetables, prepared meals, cold cuts, etc. have declined, while sales of flour, dry milk, butter, etc. have increased. People are now more likely to cook, as the cost is significantly lower than eating out or buying from a delivery store.
- < Sales in supermarkets vary enormously depending on which neighborhood the store is located. Premium brands continue to be strong in upscale areas, while sales of basic foods have increased more in lower-income areas.

Outlook for U.S. Exports of Food & Beverage Products

Despite current economic difficulties which somewhat discourage imports, below are the strength and weaknesses of U.S. food and beverage products:

ADVANTAGES	CHALLENGES
Argentine consumers think of U.S. products as high quality and reliable	Mercosur preferential tariffs encourage inter-regional trade. Brazilian and Chilean competition is strong for many products.
A large number of Argentines have traveled and studied in the U.S., exposing them to American culture and products. Exposure is also expanding through cable TV and the Internet.	Lack of brand awareness for many imported products by importers, retailers and consumers
Despite the current recession, some local retail chains keep a good variety of imported F&B on their shelves.	Lack of importers' and retailers' knowledge about purchasing and merchandising U.S. products
Most imported food is specialty and/or novelty in large retail and convenience stores	Relatively small initial purchases by importers, which discourage U.S. suppliers and increase unit costs

Efficiency, value and variety of U.S. F&B products	Large local supply of many F&B products
Hypermarket and superstore expansion in the interior permits good country coverage	Large foreign investment in the food industry during the last decade improved efficiency, quality, and competition
Large foreign retail chains have more opportunities to deal with foreign suppliers	Higher distribution costs to reach interior of the country and smaller cities
A growing local F&B industry opens new opportunities to imported food ingredients	Local importers perceive lack of flexibility and response from most U.S. exporters.
Greater use of U.S. consolidating companies, which facilitates imports of smaller volumes and a wider variety of products	Extremely high value of the dollar, which makes imported products more expensive and prompts food import substitution
Good local cold chain facilities allow imports of frozen and chilled products	Strong economic recession and unemployment limit sales
Better sanitary status compared to Europe	
Greater exposure of local retailers to U.S. exporters and products through FAS activities	
Improved U.S. labeling and packaging (better local acceptance)	
Registration for F&B imports and import procedures are usually relatively simple	

SECTION II. EXPORTER BUSINESS TIPS

Local Business Customs: Keys to Success in Argentina

- < Appoint a representative, agent or importer.
- < Spanish language in printed materials preferred, even though many businessmen speak English.
- < Display samples.
- < Long-term outlook.
- < Personalized approach.
- < Contact top decision-makers.
- < Consistent attention in service and delivery.
- < Do not take no for an answer - frequent visits and follow-ups.
- < Get a contract in writing.
- < Credit terms. From the time the importer places an order to an exporter to the time he collects

- payment from retailers, a minimum of 4-5 months can go by.
- < Flexibility in volumes.
- < Protect and register your trademarks.

The Consumer

The deep economic crisis has forced important temporary changes in consumers' behavior as a way of adapting to the current difficult situation. Consumers are basically suffering a loss in purchasing power (inflation higher than salary increase) and high unemployment. Therefore, we have divided this section into two sections. Part I describes the consumer under this special "poor" environment, and Part II describes in essence what the typical Argentine consumer is.

I) The Consumer in Times of Crisis

- < Rational is the best description of the consumer's attitude
- < Austerity - consumers shifted from diversification and sophistication to simple and basic
- < Consumption of frozen and some refrigerated products declined significantly
- < Price is the most important factor in search of sales
- < More inexpensive brands, but still of good quality
- < Smaller packages
- < Expenditure per purchase is smaller but the frequency of shopping increased
- < More cooking at home, less outings.

II) The Argentine Consumer in Normal Times

- < Based on an article published by *Mercado*, Argentine consumers are rational, practical, refined and demanding. Therefore, they want things quicker, easier, healthier, and cheaper.
- < Traditionally, Argentines have been very conservative and highly influenced by Europe.
- < Younger generations (25/30 years old or less) are more open and oriented towards U.S. culture
- < The fast food sector has grown rapidly in the past five years, remaining stable during 2001-2002.
- < There is a clear increasing concern about fats and cholesterol in the diet. As a result, diet, light, skimmed or fat-free food products continue to increase in popularity.
- < The majority of Argentines still adhere to a diet dominated by beef, French fries, salad, and pasta.
- < Hot and/or spicy foods are not widely popular.
- < Children play an important role in the family's food purchases.
- < Dining out is mainly left for social events during weekends or for business purposes during week days.
- < Food delivery is popular (most typically pizza and ice-cream, but also top restaurants provide delivery service).
- < About 45% percent of the middle and upper class families has microwave ovens and 75% percent, freezers.

- < After a long period of absence, some ethnic restaurants (Mexican, Thai, Japanese, Hungarian, Persian, Indian, Jewish, Russian, among others) can be found in Buenos Aires city.

Food Standards and Regulations

- < The Argentine Food Code (Codigo Alimentario Argentino - CAA) regulates local food production and marketing. However, the CAA resolutions are being gradually replaced by Mercosur standards, which are based on the norms of: 1) the European Union; 2) the Codex; and 3) the FDA.
- < There are three official entities in Argentina which regulate food and beverage imports, as follows:
 - * *Servicio Nacional de Sanidad y Calidad Agroalimentaria - SENASA* - handles fresh, chilled or frozen products and by-products of animal, plant and seafood origin. It also handles canned products of over 60% animal origin and food preparations of over 80% animal origin.
 - * *Instituto Nacional de Alimentos - INAL* - regulates processed food products which are prepared for direct human consumption, health supplements, and both alcoholic and non-alcoholic beverages, with the exception of wine.
 - * *Instituto Nacional de Vitivinicultura - INV* - exerts control over wine products.
- < Each entity requires specific documentation to register an imported product. Very few U.S. F&B products have been unable to access this market. However, there are a few products, such as some stone and citrus fruits, which still cannot be imported due to phytosanitary reasons.
- < The local importer/agent has to go through the registration process.

For additional information on this section, please refer to our *Food and Agricultural Import Regulations and Standards report (FAIRS)* (AGR# AR2042), which you can find in the agricultural country report section of the FAS Homepage: www@fas.usda.gov

General Import and Inspection Procedures

- < Before the product is shipped, it must undergo a "pre-shipment inspection" in the country of origin, carried out by an international certification company approved by the GOA. This company's objective is to compare the merchandise shipped with the price paid for it in order to avoid under-billing, counter unfair competition and prevent tax evasion. (*Note: This procedure only applies to the agricultural and food products included in the following HTS chapters: 1, 2, 5, 7, 12, 13, 14, and 23*).
- < Products imported through **SENASA** - An approved local importer requests from SENASA an import permit, which will then be submitted to Customs to have the product released.
- < Products imported through **INAL** - Once the importer has obtained the "register number of

food product" (RNPA), and the shipment is in the port, the importer needs to apply at INAL for a "Certificate of Free Circulation" which will be submitted at Customs to have the merchandise released for sale.

- < Products imported through **INV** - Once the product arrives at the local warehouse, the importer must request an analysis and shipment control by the INV, which will then issue a "Certificate of Free Circulation". After that, the product is ready to be marketed.

When the shipment arrives at Customs, the products are inspected (labels, shelf-life, temperature, etc.) to confirm that the information in their files matches the actual shipment. If everything is correct, the load is released.

For additional information on this section, please refer to our Food and Agricultural Import Regulations and Standards report (FAIRS) (AGR# AR2042), which you can find in the agricultural country report section of the FAS Homepage: www@fas.usda.gov

III. MARKET SECTOR STRUCTURE AND TRENDS

- < Market opportunities for the three food market sectors in Argentina: retail, HRI (hotel, restaurant, and institutional), and food processing are expected to improve during 2003, as the country recuperates from the economic crisis. The food ingredient sector shows the best prospects for the marketing of U.S. products in the near future.

Retail food sector

- < Roughly 70 percent of Argentina's total F&B sales, and over 70 percent of all imported F&B are sold through hypermarkets, superstores, and supermarkets.
- < During the last few years, large retail chains expanded to the interior of the country after saturation of Buenos Aires City and suburbs. Currently, they continue to expand but shifting to the discount store format, which offers lower prices, a high percentage of private label and B-brands, and limited service.
- < Many strong international retail companies operate in Argentina (Carrefour, Ahold, Casino, Wal-Mart, Jumbo).
- < Although large supermarkets and supercenters still concentrate a big portion of the retail F&B market, smaller supermarkets and hard discount stores are gradually gaining market share due to 1) proximity, and 2) lower prices rapidly getting closer to promotional prices offered by larger supermarkets. Lately, traditional stores have been gradually regaining a small portion of the market, lost during the past few years to large and more efficient retail stores such as hypermarkets and convenience stores. This is due to the fact that some less affluent consumers resort to the traditional store in their neighborhood for small purchases where the owner usually provides credit.
- < Although volumes of imported F&B decreased significantly during the past few months due to devaluation and economic recession, there are still good opportunities for some U.S. consumer-ready food products due to their high quality.

- < By 2003, the retail sector is expected to continue showing the following trends: fewer brands, more private labels and B-brands, F&B import substitution with domestically-manufactured products, more products with good value which could negatively affect more expensive first brands. Ethnic, kosher, and organic foods are gradually gaining more shelf space.

HRI sector

- < The HRI sector is estimated to account for 14 percent (around \$5 billion) of Argentina's total F&B sales, and are expected to comprise approximately 5 percent of the total imports of F&B in 2002. The business is forecast to shrink 20 percent in 2002 and it is expected to continue to do so in 2003, but at a slower pace.
- < Of the HRI's total imports, U.S. F&B account for about 8 percent.
- < HRI operators prefer fresh products over those which are precooked, preserved, frozen or canned. In the past few years, they were gradually incorporating consumer-ready food products because of their high quality and easier preparation but, under the current situation, they are going back to preparing most of it in-house.
- < The quality of raw materials used by restaurants has declined markedly, except for a few exceptions of top restaurants which have a large clientele of tourists.
- < Almost all F&B are domestically produced. There are some exceptions of specific alcoholic beverages and table-top products, which generally are of very well-known brands.

Food processing sector

- < In the past decade, many large local F&B companies were purchased by foreign multinationals or a few financial funds. This, plus the fact that there has been concentration internationally, resulted in strong local concentration.
- < Due to the four-year long recession, most F&B companies have also had to produce less expensive second and third brands and retailers' private brands.
- < Production has primarily focused on the domestic market and only marginal volumes to the export market. However, after the devaluation in 2002, most companies are in the process of expanding exports, but at a slow pace.
- < Due to the economic recession, demand of food ingredients has dropped approximately 30 percent, reflecting the decline in the local F&B market.
- < Most food ingredients continue to be in the market. However, local processors try to substitute foreign products with more inexpensive products produced locally or in other Mercosur countries. In some cases, this is not possible as many ingredients are only manufactured outside the region.
- < Demand for 2003 is projected to grow as a result of a continued substitution of imported high-value products by locally produced items, a mild economic recovery and larger F&B exports. Several companies and some of their lines of products, which during the past few years had established in other countries, are coming back due to the gain in competitiveness after devaluation.
- < Despite the good reputation of U.S. food ingredients in Argentina, they face strong competition by European products, primarily from Italy, France, England, and Germany, but also from

Brazil and Chile.

Market Entry

The best method to import a product will depend upon the product itself, the importer, and retailers. However, virtually all successful trade depends upon the commitment of the exporter to devote the time and resources necessary for building a market for their product(s). In general, imported F&B come into Argentina through any of the following ways:

- Direct imports by supermarkets. Import or purchasing managers of large retail companies identify good products in international food shows, buying missions, etc. They establish a direct contact with the foreign supplier and import the products directly. Due to small initial volumes, it is common for them to use large wholesalers or consolidators in the U.S. Under the current economic situation, most retailers tend to import directly only the "commodity-type" products and purchase the rest from local importers.
- Local agents, who work closely with large retail chains. Imports are done on behalf of supermarkets and agents charge a commission (therefore, they do not run any financial risk) but they stay on top of the product to supervise its marketing and brand development. Business under this method will shrink during difficult times as supermarkets buy less directly.
- Local F&B importers, who import products and then market them in supermarkets and/or HRI establishments. There are a few of these who have been in the market for several years and have well-established brands. They mainly specialize in gourmet foods. Although there are fewer independent importers left, it is a method which retailers will use more than in the past.
- Local processors (mainly subsidiaries of multinational companies) such as Nestle, Kraft, Pillsbury, Parmalat, Heinz, Mars, Danone, etc., who import and distribute products usually manufactured by their sister companies.

Trends in Promotional/Marketing Strategies and Tactics

As a result of the economic difficulties, promotional activities by the different countries and private sector have diminished. However, this represents a good opportunity for those who do something, as the impact is much more effective. Furthermore, promotional costs in dollar terms have decreased significantly. A lot can be done with little.

Until last year, market promotion activities by foreign countries consisted mainly of: trade missions, supermarket in-store promotions, menu promotions, buying missions, and trade shows.

- While the influence of U.S. culture fostered the introduction of a wide variety of U.S. products

- into Argentina, Europe still dominates imports from non-Mercosur countries. However, younger generations are now more U.S.-oriented regarding their tastes and habits.
- Several European Union countries, such as Spain, France, Italy, and Germany, organized market promotional activities.
 - Promotion by Mercosur countries, primarily Brazil and Chile, tends to be carried out by the private sector.

Trends in Tourism and Internet Sales

- < According to an article published by *Mercado* magazine, over \$3 billion were invested in the Argentine hotel sector during 1991-2001, especially by international chains such as Best Western, Caesar Park, Sheraton, Accor, Radisson, Four Seasons, Days Inn, NH and Choice Atlantic. This sector, especially five-star hotels, has benefitted by devaluation which has made it more competitive for international tourism, primarily from Latin American countries.
- < Devaluation and a four-year long recession has made more affluent Argentines vacation in-country instead of traveling abroad.
- < The GOA considers tourism as one of the key industries to develop and is making efforts to change Argentina's image abroad, which has been negatively affected by TV news programs showing social disturbance. During 2001, the GOA assigned professionals to several Argentine embassies to promote international tourism.
- < A few retail chains provide Internet and phone sales service. However, sales of foods through the web are currently not very popular.

For additional information on this section, please refer to our Retail Food Sector report (AGR# AR1073), which you can find in the agricultural country report section of the FAS Homepage: www@fas.usda.gov

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Under the new economic situation, which combines a strong dollar and a deep recession, best prospects are limited mainly to commodity-type products and food ingredients. All these are products which are not produced locally or its production is not enough to supply the entire domestic demand.

I) Imported F&B considered "commodities" (products whose domestic production is not sufficient to satisfy local demand. These basically compete based on price):

* Palm hearts

* Raw nuts

* Canned pineapple

* Pepper

* Canned tuna

* Coffee

* Sweetbreads

II) Food Ingredients

* Pork, frozen

* Cocoa paste/butter/powder

* Tallow

* Coffee-based preparations

* Soup preparations

* Beverage preparations

* Liquorice extract

* Hop extract

* Lactose

There are also some high-value food products which will still have demand, especially products of very well-known international brands:

* Chewing gum

* Sauces

* Condiments

* Wines and sparkling wine

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Government Regulatory Agencies

Servicio Nacional de Sanidad y Calidad Agroalimentaria (SENASA)

Avda. Paseo Colón 367, piso 5

1063 Buenos Aires, Argentina

Tel: (54-11) 4331-6041/6049

Fax: (54-11) 4342-5668

Instituto Nacional de Alimentos (INAL)

Estados Unidos 25

1101 Buenos Aires, Argentina

Tel: (54-11) 4342-5674; 4340-0800 (ext. 3538)

Fax: (54-11) 4331-6418

Website: www.anmat.gov.ar

Instituto Nacional de Vitivinicultura (INV)

San Martín 430
5500 Mendoza, Argentina
Tel: (54-261) 4496358; 4496359
Fax: (54-261) 4496306
E-mail: dinac@inv.gov.ar

Office of Agricultural Affairs
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APPENDIX I. STATISTICS*A. KEY TRADE & DEMOGRAPHIC INFORMATION*

Agricultural Imports from All Countries (\$Mil) / U.S. Market Share (%) 2001	\$1,320 /9.4%
Consumer Food Imports From All Countries (\$Mil) / U.S. Market Share (%) 2001	\$991/5%
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%) 2001	\$77 /1%
Total Population (Millions)/Annual Growth Rate (%) 2002	36.2 /1.0
Urban Population (Millions)/Annual Growth Rate (%)	32.6 / NA
Number of Major Metropolitan Areas	4
Size of the Middle Class (Millions)/Growth Rate (%)	14.5 / NA
Per Capita Gross Domestic Product (U.S. Dollars) 2002	\$2,200
Unemployment Rate (%) 2002	22%
Per Capita Food Expenditures (U.S. Dollars) 2002	\$330
Percent of Female Population Employed 2002	13.0%
Exchange Rate (US\$1 = 1 Argentine Peso)	US\$1 = 3.6 Arg. Peso

B. CONSUMER FOOD AND EDIBLE FISHERY PRODUCT IMPORTS

Argentina Imports	Imports from the World			Imports from the U.S.			U.S Market Share		
(In Millions of Dollars)	1998	1999	2000	1998	1999	2000	1998	1999	2000
CONSUMER-ORIENTED AGRICULTURAL TOTAL	970	874	831	91	82	67	9	9	8
Snack Foods (Excl. Nuts)	72	75	62	3	2	2	5	3	3
Breakfast Cereals & Pancake Mix	12	10	9	2	3	2	16	25	25
Red Meats, Fresh/Chilled/Frozen	145	88	86	7	4	4	5	5	5
Red Meats, Prepared/Preserved	54	57	52	1	1	1	2	2	1
Poultry Meat	71	53	38	1	1	1	0	0	0
Dairy Products (Excl. Cheese)	35	19	20	2	3	2	6	16	11
Cheese	21	24	21	5	4	2	22	16	7
Eggs & Products	12	5	6	1	1	1	4	9	7
Fresh Fruit	119	124	112	1	1	1	1	0	0
Fresh Vegetables	12	26	18	1	1	1	10	5	4
Processed Fruit & Vegetables	134	126	112	11	13	7	8	10	7
Fruit & Vegetable Juices	18	18	20	1	1	1	6	4	3
Tree Nuts	21	18	17	5	3	1	22	14	8
Wine & Beer	47	42	27	3	2	2	7	5	8
Nursery Products & Cut Flowers	19	18	12	1	1	1	3	4	3
Pet Foods (Dog & Cat Food)	19	21	18	14	12	12	71	57	63
Other Consumer-Oriented Products	159	149	203	33	31	30	21	21	15
FISH & SEAFOOD PRODUCTS	86	88	79	1	1	1	0	1	1

Salmon	6	7	7	1	1	1	0	0	0
Surimi	1	1	1	0	0	1	0	0	17
Crustaceans	12	13	11	1	1	1	1	0	0
Groundfish & Flatfish	3	2	3	0	1	0	0	0	0
Molluscs	7	6	9	1	1	1	0	2	1
Other Fishery Products	57	59	49	1	1	1	0	1	1
AGRICULTURAL PRODUCTS TOTAL	1,700	1,376	1,266	250	178	141	15	13	11
AGRICULTURAL, FISH & FORESTRY TOTAL	1,958	1,609	1,461	259	185	148	13	12	10
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office									

C. TOP 15 SUPPLIERS OF CONSUMER FOODS AND EDIBLE FISHERY PRODUCTS

CONSUMER-ORIENTED AGRICULTURAL TOTAL - 400					FISH & SEAFOOD PRODUCTS - 700			
Argentina	Import	Import	Import		Argentina	Import	Import	Import
	1,998	1,999	2,000			1,998	1,999	2,000
	Value	Value	Value			Value	Value	Value
	1000\$	1000\$	1000\$			1000\$	1000\$	1000\$
Brazil	282,108	270,334	325,023		Chile	21,897	20,491	20,924
Chile	139,091	125,002	106,541		Thailand	20,296	22,910	14,237
Ecuador	80,645	83,869	73,296		Brazil	14,967	11,634	10,268
Uruguay	79,677	50,503	42,929		Ecuador	11,200	14,807	15,167
Spain	45,880	43,200	40,635		Spain	7,622	6,444	5,499
France	29,596	29,865	25,295		Uruguay	1,655	2,484	1,713
Italy	35,722	30,100	24,072		Areas NES	344	157	4,360
Denmark	17,351	18,619	12,195		Norway	1,775	1,934	1,873
Germany	15,989	14,218	11,945		Germany	1,198	645	563
Netherlands	15,382	14,411	10,770		Korea	219	181	245
Mexico	15,902	9,845	8,110		Arab Emir.	0	303	235
Thailand	6,642	9,134	7,015		Cuba	345	216	219
Indonesia	4,392	7,034	6,338		Canada	31	112	208
Areas NES	7,985	9,833	5,699		Peru	114	1,875	1,845
Other	102,632	76,610	64,488		Other	4,054	3,445	1,160
United States	90,660	81,809	66,883		United States	310	494	653
World	969,680	874,448	831,268		World	86,039	88,130	79,168