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Report Highlights: Successful economic development continued in 2001, as GDP surged 7.6 percent, the greatest growth among the Baltic countries. The rapid expansion of large Nordic/European retail chains into Latvia along with the other Baltic countries offer new opportunities for American exporters who can successfully connect with them. With consumer purchasing power on the rise and growing tourism, prospects for increased demand for high-value food imports by both the retail and food service sectors are viewed as favorable. Latvia hopes to finalize EU accession negotiations by the end of this year and join the European Union in 2004. Developments in Latvian food processing sector and its need for imported agricultural product inputs should be explored.

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SECTION I. MARKET OVERVIEW

In 2001, Latvia's GDP grew by 7.7 percent, the greatest growth in the Baltic region. However, its per capita GDP of US\$ 3,210 was several times lower than the average among countries of the European Union. Successful economic development continued in 2002, as GDP surged 4.4 percent in the first half of the year, slightly affected by the world's economic crisis. Stringent monetary policy fostered low inflation and provided for macroeconomic stability. The official unemployment rate dropped to 7.7 percent of the total labor force.

Stimulated in part by the expectation that Latvia will accede to the European Union within the next few years, inflow of direct foreign investments into Latvia has stabilized to in past years at averaged at US\$ 313 million annually in 1998-2001, about 5 percent of GDP. The ongoing consolidation of the food retail sector and the growing presence of Nordic/European retail chains increased competition and contributed to the fast growth of processed food product sales in an expanding number of supermarkets and hypermarkets. In 2001, the domestic retail food, alcohol and tobacco trade amounted to US\$ 1.1 billion, a growth of 3.7 percent. Supermarket and hypermarket sales are expected to expand rapidly in the next few years.

Challenges in this market for U.S. exporters include tariff disadvantages. Due to preferential tariff duties and increased TRQs for agricultural and food products provided by Latvia's Association Agreement with the European Union (1998) and trade liberalization agreements of 2000 (double-zero pact) and 2002 (double-profit pact), duties for EU imports are gradually declining vis-a-vis the MFN rates applied to imports from the U.S., while zero rate TRQs are increasing. Under free trade agreements (FTAs) signed with Latvia's Baltic neighbors, EFTA and CEFTA countries, products from these sources are also advantaged over imports from the United States. As much as 84 percent of Latvian food exports and 80 percent of the Latvian import trade occur with EU countries and countries with which Latvia has FTAs.

In addition, Latvia has been modifying sanitary and phytosanitary standards in conjunction with its preparations for EU accession. Some of these changes have blocked once-existing U.S. trade, especially of pork and beef. Furthermore, Latvian consumers are generally unfamiliar with U.S. products since U.S. exporters of most product types have paid little attention to this region of the world.

Advantages and Challenges Facing U.S. Products

| Advantages | Challenges |
|---|--|
| The general image of U.S. products is positive. They are considered to be safe and of good quality. Businesses are receptive to U.S. companies. | Low awareness of U.S. retail products, too few U.S. products on shelves of supermarkets |
| Inflow of Nordic/European retailers into the Latvian food retail sector and emergence of pan-Baltic food retailers. This offers the opportunity for chains to consolidate imports for the entire Baltic region. | Current veterinary certificate requirements impede imports of red meats. |
| Latvia joined the WTO in 1999, improving market access. | U.S. products face MFN duty rates compared to preferential tariffs and zero rates for exports from the EU and FTA partners |
| Increased purchasing power is creating consumer demand for greater diversity and convenience of food products. | Consumer demand remains very price sensitive |

SECTION II. EXPORTER BUSINESS TIPS**Local Business Customs**

Market entry strategies for U.S. food products should include:

- 1) Market research in order to assess product opportunities.
- 2) Advance calculation of the landed cost of a product in order to make price comparisons vis-a-vis competitors.
- 3) Locating an experienced distributor or independent reliable agent with strategic distribution channels to advise on import duties, sanitary regulations, and labeling requirements. It is advisable to initiate personal contact in order to discuss marketing matters such as funding for advertising, slotting allowance, in-store promotions and tasting events. Suppliers may also want to consider trade fair participation to raise awareness of their products.
- 4) Exploration of the purchasing arrangements of the larger retail chains.
- 5) Consider using USDA's Supplier Credit Guarantee program to make credit terms more attractive to importers.

Distributors and processors provide direct deliveries with their own sales force and delivery trucks to service retail grocery stores and chains. This type of distributor provides credit terms of up to seven

days. Small and medium-size companies mainly make their purchases through importers and wholesalers who have a direct relationship with foreign suppliers. Larger chains use their own distribution centers. Cash and carry operations are common, too. Few wholesalers undertake nation-wide distribution, and almost none carries a complete range of products. In some instances, the choice of suppliers depends on a trading company's ownership, as part of the company's stock may belong to foreign investors who base their decisions on financial ties rather than on quality or price.

U.S. products traditionally have lower customer awareness in Latvia. Several constraints have contributed to the small market presence of U.S. foods:

- Trade terms for U.S. companies tend to require advance payment of up to two months.
- An aversion to the assumption of exchange rate risks.
- Minimum quantities offered have often been too large for the small Latvian market.
- A perception that persists among Latvian importers that landed costs of U.S. products will be higher compared to European products due to higher transportation costs.
- A perception that U.S. exporters are simply too far away to service the Latvian market.
- Only a few Latvian importers and buyers have been exposed to U.S. processed food products.

As a result of the fast-developing consolidation of Latvia's food market, perhaps the most effective strategy for U.S. exporters would be to connect with parent companies of the European food retail chains and processors (mainly Finnish, Swedish and Norwegian) that are expanding their outlets in the Baltics. These companies already have a degree of familiarity with U.S. products.

General Consumer Tastes and Preferences

Latvia has a population of 2.35 million. Women account for 43 percent of the nearly 1.1 million people employed, and contribute to the increased demand in meals consumed away from home and the interest in ready-made products. Consumer prices rose 2.5 percent in 2001, and purchasing power increased by 4.2 percent over the previous year's level, allowing for further consumption growth. The majority of Latvians, however, are still not major buyers of high-value products. Consumer preferences differ significantly among various income, age and ethnic groups. A preference for new products is strong among the younger population. Income increases are skewed, however, with benefits going mainly to the urban/suburban populace. The national average monthly income per household member was US\$ 110. On average, Latvians spend approximately 37 percent of their income on food, and estimates show that eating out accounts for 12 percent of their total food expenditure.

Although the average consumer remains very price sensitive, there is a growing number of western-oriented consumers who prefer to shop at modern stores with a wide and attractive product assortment. The fast-growing tourism business brought 2.1 million visitors to Latvia in 2001, and is adding to the demand for high-value processed products. Of Latvia's 2.35 million population, 21 percent is retired with average pensions too low to allow much variety in food purchases. In many households, homemade meals are preferred and farming provides staples, mainly due to limited incomes. Of about one million shoppers in Latvia, only the higher income segments (10-15 percent) are regular consumers of high-value processed food products. These customers buy food at supermarkets 2-4 times per week, and are more concerned with variety, quality and brand names than

price. The average retail purchase is of considerably lower value than that of the average Western European consumer. Another 15 percent of the population makes up the second income group, categorized as occasional buyers, or "tasting level" buyers. With increased purchasing power, this group provides the base for future demand for high-value products and should be targeted for promotional activities. The large retail chains which are rapidly expanding in Latvia have already begun to move customers from the open markets to supermarkets to weekly shopping at hypermarkets. They anticipate that with the high education level of the new generation and increasing income levels, this process will advance relatively quickly.

Food Standards and Regulations

Compliance with EU veterinary and phytosanitary requirements are among the prerequisites for Latvia's accession to the EU. The Latvian Food law is based on EU directives and was introduced in August 1997. It regulates the flow of food products (production, trade and distribution), as well as health issues, consumer protection and food control. Special laws and ordinances regulate the flow of alcohol, grain, meat, dairy products, labeling, packaging, use of additives, level of residues, incl. veterinary and phytosanitary legislation.

Labeling in the Latvian language which includes product name, the name of the manufacturer, the origin, a listing of ingredients, additives, net quantity, name and contact information for the importer, instructions of use, storage directions and expiration dates is required.

With regard to bioengineered ingredients, Latvia will follow EU regulations and certification requirements. As of July, 2001, special labeling is required for food products and ingredients produced of or derived from genetically modified organisms (GMOs). A one percent threshold is permitted for accidental contamination. As of January, 2003, special permits will be required for distributing novel foods. The importer should be consulted regarding packaging and labeling requirements, as Latvia adopts EU regulations.

Imported food products are tested and approved by the Conformity Assessment Center. In Latvia, the following conformity assurances from the EU member states, Baltic FTA partners and EFTA countries are automatically recognized: testing and calibration reports, product certificates, and certificates of quality systems. Conformity of products from other countries is recognized by the Product Conformity Assessment Center. (PCAC), through the following procedure:

- 1) The importer applies to the PCAC and presents product conformity documentation, certificates, producer's declaration, product samples, etc.;
- 2) PCAC evaluates the conformity of the product or processing technology, or process;
- 3) A certificate of conformity allowing for sales is issued by PCAC.

It is common that the importer or agent undertake product clearance and approval procedures. Those could be rather costly for US products - up to \$300 per product or group of products.

PCAC recognizes conformity assurances issued for U.S. food products marketed in the EU member countries.

To meet EU accession targets, Latvia will have to harmonize its veterinary legislation with EU

regulations by January 1, 2003. In 2000, the Latvian Food and Veterinary Service approved new veterinary (health) certificates to comply with EU standards. The new certificate requirements for pork and beef imports into Latvia precluded imports of red meats from the U.S., and FSIS negotiate with the Latvian authorities to resolve certificate concerns. A number of regulations were adopted to adjust to EU requirements with respect to control of pesticide residues (Regulation No 293 of August, 1999), radioactive pollution of animal feed (Regulations of March, 1999), pollution level of food products (Regulation No 292 of August, 1999), remains of harmful residues and medicines in food products (Regulation No 264 of August 2000), as well as the use of medicines for productive animals (Regulation No 327 of September 19, 2000). Regulations No 264 and No 327 are fully based on the respective EU directives and may prohibit imports of beef with growth-promoting hormones into Latvia.

The general meat import procedures are set out in Regulation No 174 of June, 1999. Regulation No 133 of May, 1999 established lists of countries and lists of meat processing plants eligible to export meat and meat products to Latvia. Regulation No 144 of April 25, 2001, established a register of Latvian importers of meat and meat products to ensure that safety and hygiene requirements in handling imported meats are implemented. The register lists over 100 companies. Provided certificates for red meats of U.S. origin are agreed upon (these are currently in the process of negotiation), Latvia will accept red meats from U.S. plants which have been approved for export to the EU without a plant inspection. Interested Latvian importer companies should apply to Latvian Food and Veterinary Service to register their supplier. No red meat of U.S. origin has been imported in the past three years. For poultry, eleven U.S. plants were listed as of the end March, 2002. Unless the EU market has re-opened for U.S. poultry products by the time of Latvia's EU accession, U.S. poultry exports stand to lose the Latvian market.

Regulation No 213 of October, 1998, established a list of countries and dairy plants eligible to export dairy products to Latvia. The State Veterinary Service is receiving applications to conduct plant inspections as a prerequisite for approval to export meat, dairy and poultry products to Latvia. Applications should be submitted through USDA's Food Safety Inspection Service (FSIS) to the Latvian State Veterinary and Food Service.

The Latvian legal system is presently sufficiently developed to have in place both trademark protection and licensing provisions. Franchising is increasingly being used for business expansion.

General Import and Inspection Procedures

Customs authorities require the following documentation for imported products: a copy of the contract, an invoice, a bill of lading, indication of the amount, weight and value of the goods and the original certificate of origin, producer's declaration, safety and quality certificates and veterinary and phytosanitary certificates. All applicable duties and taxes are collected by Customs authorities upon clearance of imported goods at the border, unless the cargo is forwarded to a bonded warehouse. Latvian food control institutions include: the Veterinary and Food Service; Food Quality Inspection; Plant Products Inspection; and Sanitary Border Inspection.

Competition

Challenges for U.S. exporters in entering the Latvian market include tariff disadvantages vis-a-vis suppliers from Latvia's free trade agreement partners (EU, CEFTA and EFTA partners and the neighboring Baltic countries). During the past eight years, Latvia's agricultural trade balance has run a deficit. With wood products excluded, Latvia is a net importer of agricultural and food products. In 2001, imports of US\$ 450.1 million far exceeded exports of US\$ 176.6 million (excluding wood products). EU countries dominated in Latvia's agricultural imports with a 44 percent share, followed by Latvia's Baltic neighbors - Estonia and Lithuania (29 percent), and the central European countries (12 percent). U.S. companies dominated in supplies of poultry (5,581 MT, or a 30 percent share of total imported poultry into Latvia) and dried fruits and nuts (35 percent). The U.S. share of Latvia's agricultural product imports was 2.4 percent, or US\$ 10.7 million. For the most part, U.S. suppliers have not been actively engaged in exploring opportunities in this market. Of total U.S. agricultural exports to Latvia in 2001, poultry products accounted for 29 percent, soybean meal 8.5 percent, coffee extracts and essences for 7 percent, pet food for 7 percent, frozen fish for 6.7 percent, corn for 5 percent, alcoholic beverages for 5 percent, and tobacco products for 23 percent.

The U.S. imported US\$ 18 million of agricultural products from Latvia, of which US\$ 15 million were tobacco products (83 percent). Other U.S. imports were fish preserves, cheese, juices, frozen fish, beverages, and confectionery. In addition, the U.S. imported US\$ 7.1 million of wood products.

For many basic products, domestic production meets the majority of the demand. Imports add to the variety of foods offered and also include products either not grown at all in the country or for which domestic production is insufficient to meet domestic demand.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Food Retail Sector

In 2001, the domestic retail food trade amounted to US\$ 1.1 billion (includes alcohol and tobacco products), a growth of 3.7 percent. As a part of the on-going restructuring in food retail sector, the total number of stores selling food is declining. Although small independent shops and outdoor markets still lead in numbers, their market share has dropped to 24 percent. In mid 2002, food was sold in 87 supermarkets, 2 hypermarkets, 5,430 retail stores, nearly one hundred outdoor farmers' markets, and numerous kiosks and stands. Supermarkets are expanding rapidly. The supermarket and hypermarket share accounted for 48 percent of total retail food sales of US\$ 834,000 in 2001. Growth in 2002 is estimated at between 10-12 percent.

Imported food products accounted for a 30 percent share of the total value of the Latvian retail food market in 2001. Given the relatively small consumer base in the Baltic region as a whole (Latvia, Estonia and Lithuania have a combined populace of about 8 million), it is the emergence of Nordic/pan-Baltic retail chains with centralized purchasing and logistical operations which will bring the greatest economies and efficiencies to the Baltic markets. In Latvia, Sweden's ICA Ahold with its daughter

company ICA Baltic (Rimi chain), Lithuania's Vilnius Prekyba and Finland's Kesko have emerged as the leading newcomers. Each of these chains has opened stores in all 3 Baltic countries. The German "Sky" chain is also present in the market. The largest Latvian owned chains are Mego, Nelda and Elvi.

HRI Food Service

A successful hotel/restaurant trade has rapidly developed in Latvia, however, the HRI industry is still relatively small. The growth within the hotel and restaurant sector has been boosted by the expansion of tourism. There were 2.1 million visitors to Latvia in 2001. Latvian hotel, restaurant and institutional (HRI) food sales, including alcohol and tobacco, totalled US\$ 190 million in 2001, an increase of 60 percent over the past five years. Estimates show that imports accounted for about 30 percent of the total food products used in the catering sector in 2001. The new fast food outlets and restaurants with international-style cuisines have begun to change the structure of the food service market. Restaurants mostly cater to high/middle income groups and have increased sales by 75 percent over the past five years. The younger population and tourists are the engines behind the successful introduction of the new cuisines in the Latvian market. In addition to fast food offerings such as pizza, hot dogs and hamburgers, various ethnic cuisines, such as Mexican, Chinese, Vietnamese, Italian and Indian, have entered the food service industry. The majority of the customers remain at the "tasting level," however, and prefer a family-style menu of traditional Latvian food. Currently, only a few chain restaurants are present.

Food Processing Sector

In 2001, the total output of the Latvian food industry amounted to US\$ 541 million, accounting for 24 percent of its industrial exports and nearly one-third of the country's total manufacturing output.

The value of raw materials and ingredients used for production was estimated at US\$ 302 million, of which 31 percent was imported. The largest food processing industries are meat, dairy and fish, and the level of production is rather high. In the early 90's, Latvia's agricultural production met the demand of the food processing industry. In 2001, the level of self-sufficiency in basic agricultural products: food grains 154 percent, milk 121 percent, potatoes 95 percent, beef 76.6 percent, pork 58.6 percent, poultry 30 percent, and vegetables/fruits 47 percent. Major imported products for processing industries included red meats and poultry, edible oil, juice concentrates, barley malt, spices and seasonings, vegetables, and fish. Import needs for red meats are mainly supplied by countries within the Baltic Free Trade pact. Pork is imported from Estonia (45 percent of a total of 8,059 MT of imported pork in 2001) and Germany (31 percent), and beef is imported from Lithuania (73 percent of a total of 3,759 MT of imported beef). The U.S. is the leading supplier of poultry accounting for a 5,581 MT share (30 percent) of poultry imports in 2001, followed by the Netherlands with a 25 percent share. Except for poultry, relatively small quantities of U.S. products are used in the food processing sector.

The development of the food processing industry is currently impeded by the inadequate domestic supply of agricultural raw products and limited export possibilities. Only a few dairies and fish processors comply with EU quality requirements and packaging standards. The large food processors

purchase raw materials and food ingredients directly from foreign exporters. Large wholesalers and distributors also supply the sector.

SECTION IV. BEST HIGH VALUE PRODUCT PROSPECTS

Products which are unfamiliar to Latvian consumers but may present some potential include low-fat, low-salt and sugar-free items, as well as brown sugar, cake mixes, marshmallows, tortillas, corn-meal, graham crackers, chocolate chips and Creole/Cajun food. Other potential U.S. export items include snack foods, raisins, dried foods, nuts, peanut butter, jams, jellies, frozen yogurt, sherbets, soft drinks, drink mix powders, frozen juice, wine, frozen foods, pizzas, meat, pasta preparations, frozen and canned seafood, frozen and canned vegetables and fruits, maple syrup, cheese, sauces, salad dressings and breakfast cereals. Ready-made meals, quick-to-prepare main and side dishes and ethnic international foods are gaining in popularity.

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

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Latvian State Veterinary Service
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Riga LV1013
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F: 371 7021755
Email: orlova@lpc.lv

To include your products in a regional Baltics "virtual trade fair" please visit
<http://baltic.trade-fair.com>

The business center of the Latvian Development Agency has established a website <http://lda.gov.lv/eksports/bizness> to help match trade interests. Your cooperation and investment proposals can be sent to invest@lda.gov.lv, or to fax: 371 782 0458.

For general questions about product import into Latvia, please contact:

Foreign Agricultural Service, USDA
American Embassy
Raina Blvd. 7
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For more information on exporting U.S. agricultural products to Latvia and other Nordic/Baltic countries, please visit the FAS/Stockholm regional headquarter office at www.usemb.se/Agriculture. For information on other countries, please visit the Foreign Agricultural website at www.fas.usda.gov

TABLE A. KEY TRADE & DEMOGRAPHIC INFORMATION

| | |
|--|-------------------|
| Agricultural Imports From All Countries (\$Mil) /U.S. Market Share (percent)* | 411/2 |
| Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (percent)* | 303/2 |
| Edible Fishery Imports From All Countries (\$Mil)/U.S. Market Share (percent)* | 27/2 |
| Total Population (Millions)/Annual Growth Rate (percent) | 2,351/-0.8 |
| Urban Population (Millions)/Annual Growth Rate (percent) | 0.9/-0.8 |
| Number of Major Metropolitan Areas | 1 |
| Size of the Middle Class (Millions) | 0.6 |
| Per Capita Gross Domestic Product (U.S. \$) | 3210 |
| Unemployment Rate (percent) | 7.7 |
| Per Capita Food Expenditures (U.S. \$),per year | 495 |
| Percent of Female Population Employed | 43 |
| Average Exchange Rate US\$1 | 0.628 Lats |

* Source: UN Trade Data Base

TABLE B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT

IMPORTS

| Latvia Imports | Imports from the World | | | Imports from the U.S. | | | U.S Market Share | | |
|--|-------------------------------|------|------|------------------------------|------|------|-------------------------|------|------|
| (In Millions of Dollars) | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 | 1999 | 2000 | 2001 |
| CONSUMER-ORIENTED AGRICULTURAL TOTAL | 419 | 278 | 304 | 9 | 7 | 6 | 2 | 3 | 2 |
| Snack Foods (Excl. Nuts) | 35 | 24 | 25 | 1 | 1 | 1 | 0 | 0 | 0 |
| Breakfast Cereals & Pancake Mix | 5 | 3 | 4 | 0 | 0 | 0 | 0 | 0 | 0 |
| Red Meats, Fresh/Chilled/Frozen | 12 | 12 | 19 | 1 | 1 | 1 | 1 | 1 | 0 |
| Red Meats, Prepared/Preserved | 4 | 3 | 5 | 1 | 0 | 0 | 0 | 0 | 0 |
| Poultry Meat | 12 | 8 | 12 | 4 | 3 | 2 | 35 | 40 | 19 |
| Dairy Products (Excl. Cheese) | 23 | 19 | 23 | 1 | 0 | 1 | 0 | 0 | 0 |
| Cheese | 3 | 4 | 7 | 0 | 0 | 0 | 0 | 0 | 0 |
| Eggs & Products | 4 | 1 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Fresh Fruit | 44 | 40 | 38 | 1 | 1 | 1 | 0 | 0 | 0 |
| Fresh Vegetables | 23 | 17 | 18 | 0 | 0 | 0 | 0 | 0 | 0 |
| Processed Fruit & Vegetables | 33 | 18 | 21 | 1 | 1 | 1 | 1 | 3 | 4 |
| Fruit & Vegetable Juices | 12 | 5 | 6 | 1 | 1 | 1 | 1 | 1 | 1 |
| Tree Nuts | 5 | 3 | 4 | 1 | 1 | 1 | 13 | 11 | 19 |
| Wine & Beer | 43 | 23 | 23 | 1 | 1 | 1 | 1 | 1 | 1 |
| Nursery Products & Cut Flowers | 12 | 7 | 7 | 1 | 1 | 1 | 0 | 1 | 1 |
| Pet Foods (Dog & Cat Food) | 11 | 7 | 9 | 1 | 1 | 1 | 3 | 3 | 7 |
| Other Consumer-Oriented Products | 139 | 85 | 83 | 3 | 2 | 1 | 2 | 2 | 1 |
| FISH & SEAFOOD PRODUCTS | 34 | 21 | 27 | 2 | 1 | 1 | 5 | 3 | 2 |
| Salmon | 3 | 2 | 3 | 1 | 1 | 1 | 0 | 2 | 0 |
| Surimi | 1 | 1 | 1 | 1 | 0 | 0 | 1 | 0 | 0 |
| Crustaceans | 2 | 1 | 1 | 0 | 0 | 1 | 0 | 0 | 0 |
| Groundfish & Flatfish | 9 | 5 | 6 | 1 | 1 | 1 | 7 | 3 | 3 |
| Molluscs | 1 | 1 | 1 | 0 | 1 | 0 | 0 | 6 | 0 |
| Other Fishery Products | 20 | 12 | 17 | 1 | 1 | 1 | 5 | 4 | 2 |
| AGRICULTURAL PRODUCTS TOTAL | 585 | 381 | 411 | 12 | 9 | 8 | 2 | 2 | 2 |
| AGRICULTURAL, FISH & FORESTRY TOTAL | 675 | 441 | 484 | 14 | 10 | 9 | 2 | 2 | 2 |

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

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

Latvia Imports

| CONSUMER-ORIENTED AG TOTAL (\$1,000) | | | | FISH & SEAFOOD PRODUCTS (\$1,000) | | | |
|--------------------------------------|---------|---------|---------|-----------------------------------|--------|--------|--------|
| | 1999 | 2000 | 2001 | | 1999 | 2000 | 2001 |
| Lithuania | 59,254 | 46,583 | 58,619 | Norway | 13,845 | 8,269 | 10,762 |
| Estonia | 41,585 | 26,117 | 31,508 | Lithuania | 2,437 | 1,966 | 2,414 |
| Netherlands | 58,805 | 32,232 | 29,733 | United King | 2,658 | 2,183 | 2,186 |
| Germany | 35,972 | 23,467 | 26,043 | Denmark | 1,770 | 986 | 1,209 |
| Poland | 40,549 | 23,649 | 24,525 | Estonia | 3,742 | 1,603 | 1,181 |
| Spain | 13,256 | 17,230 | 16,628 | Iceland | 923 | 591 | 1,158 |
| Italy | 13,357 | 11,798 | 13,925 | Russian Fe | 2,540 | 1,398 | 1,128 |
| Ukraine | 4,658 | 8,678 | 11,043 | Mauritania | 866 | 383 | 1,120 |
| Denmark | 22,171 | 14,412 | 10,923 | Sweden | 316 | 308 | 972 |
| France | 12,118 | 9,217 | 7,993 | Spain | 502 | 570 | 655 |
| Hungary | 11,110 | 5,782 | 7,054 | Ireland | 0 | 0 | 607 |
| Russian Federation | 4,449 | 4,610 | 6,940 | United Stati | 1,575 | 740 | 587 |
| United States | 8,957 | 6,970 | 5,791 | Netherlands | 1,533 | 1,037 | 407 |
| Belgium | 5,755 | 4,048 | 5,723 | Germany | 703 | 455 | 397 |
| Bulgaria | 11,104 | 5,825 | 5,335 | Argentina | 7 | 0 | 377 |
| Other | 75,713 | 36,955 | 41,922 | Other | 1,064 | 790 | 1,680 |
| World | 418,811 | 277,620 | 303,753 | World | 34,489 | 21,288 | 26,853 |

Source: United Nations Statistics Division