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# **Report Name:** Exporter Guide Annual

Country: New Zealand

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## **Report Highlights:**

New Zealand continues to be an important market for U.S. agricultural exports. In 2024, New Zealand's imports of U.S. agricultural products rose by \$50 million compared to 2023 to \$571 million. Despite its relatively small population, the country is a top market for U.S. exports including dairy, citrus, grapes, distillers dried grains, and soybean meal. New Zealand is also a key market for consumer-oriented products, including grocery products such as prepared foods and pet food. Overall, New Zealand continues to present many opportunities for U.S. exporters.

#### **Executive Summary:**

New Zealand is an upper middle-income country with a GDP per capita of US\$48,280. In 2024, New Zealand's GDP reached US\$252 billion making it the 46th-largest economy in the world. The country is the world's 15thlargest agricultural exporter by value and the secondlargest dairy exporter.

#### **Consumer-Oriented Agricultural Imports:**

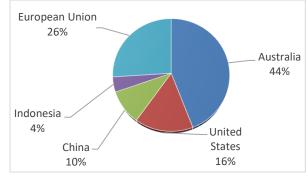


Chart 1: Top Exporting Countries to New Zealand 2024

#### Food Retail Industry:

New Zealand's food retail market is dominated by a duopoly. Sales reached just over US\$17 billion in 2024. Retailers profit over the year was just over 7 percent, which was exceptionally high and felt by consumers. The two largest retailers, Foodstuffs and Woolworths, represent just over 80 percent of total retail revenues.

#### Food Processing Industry:

New Zealand's sophisticated food, beverage, and grocery manufacturing industries accounts for almost one-third of New Zealand's manufacturing sector. New Zealand's fruit and vegetable industry is comprised of 136 registered businesses, which employ an average of 30 employees each. Consumers are actively seeking fresh produce for healthy living reasons.

#### Food Service Industry:

New Zealand's food service sales reached US\$9.82 billion in 2024. Household discretionary incomes have fallen over the past 3 years, limiting dining out spending. Consumers are increasingly demanding high-quality, healthier meals, favoring new restaurants and cafés. However, increased online takeaway delivery options have benefitted low-cost restaurants.

### **Quick Facts CY 2024**

Imports of Consumer-Oriented Products (US \$million)

US\$ 5.6 billion - Agricultural Products US\$ 3.7 billion - Consumer Food Products

#### List of Top 10 Growth Products in New Zealand

- 1) Food preparations 2) Pet food 3) Pork 4) Whiskey 6) Cheese
- 5) Grapes
- 7) Sauces & seasonings 9) Oranges
- 8) Nuts
- 10) Non-alcoholic Beverages

#### Food Industry by Channels (U.S. billion)

Retail Food Industry	\$17
Food Service-HRI	\$13
Food and Agriculture Exports	\$91

#### **Top 10 New Zealand Retailers**

1) New World (Foodstuffs) 2) Pak n Save (Foodstuffs)

3) Woolworths NZ 4) The Warehouse

- 5) Four Square (Foodstuffs) 6) Super Value
- 7) Fresh Choice

#### **GDP**/Population

Population (millions): 5.4 GDP (billions USD): \$252 GDP per capita (USD): \$48,280

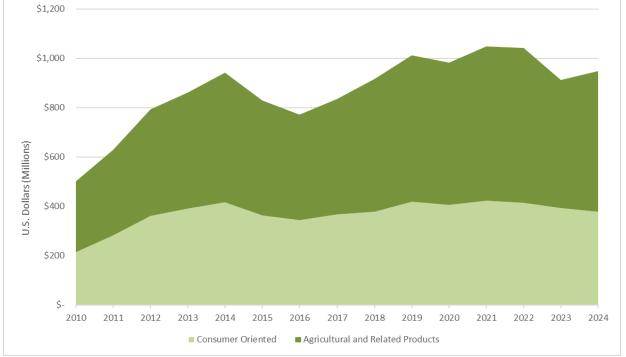
Sources: Trade Data Monitor LLC, ibisworld.com, Statistics New Zealand

#### Strengths/Weaknesses/Opportunities/Threats

Strengths	Weaknesses
- Minimum barriers to trade including low tariffs ranging from 0-5%.	<ul> <li>Strict border regulations on fresh produce.</li> <li>High transportation costs due to long distance from United States.</li> </ul>
<b>Opportunities</b>	Threats
<ul> <li>Strong consumer demand for value, high-quality products.</li> <li>Produce from the United States is counter-seasonal.</li> <li>Transportation costs are decreasing back to pre- COVID levels.</li> </ul>	<ul> <li>High competition from neighboring countries e.g. Australia.</li> <li>New Zealand favors purchasing from Trans- Pacific Partnership as a member nation.</li> </ul>

### **Section I: Market Overview**

New Zealand and the United States have a very strong agricultural trade relationship. New Zealand's consumer-oriented and agricultural related products imports have been gradually rising since 2010 and are projected to continue this upward trend in 2025. As shown in Figure 1, there was a dip in imports in 2023 as New Zealand was adjusting from a rapid rise in the cost-of-living. The United States is New Zealand's second largest agricultural trading partner behind Australia, followed by China, see Table 2. The main imports from the United States include prepared food, lactose for milk powder, distiller's dried grains for animal feed, pet food, corn, whiskey, pork, and fresh fruit, which all hold a significant share in the New Zealand market.





Source: Trade Data Monitor LLC

Table 1: New Zealand's Kanking for U.S. Exports						
Product	<b>Ranking for New</b>	Value (US\$				
	Zealand Imports	million)				
Food preparations	3	\$62				
Brewing/distilling ingredients	1	\$58				
Lactose	1	\$50				
Soy products	2	\$34				
Pork	1	\$33				
Pet food	3	\$23				
Whiskey	2	\$19				
Fresh grapes	1	\$18				
Beverages (non-alcoholic)	2	\$9				

Table 1: New Zealand's Ranking for U.S. Exports

Source: Trade Data Monitor LLC

2024						
Ranking	Country	Value (\$USD millions)	Share of total NZ imports	Top imported consumer-oriented products		
1	Australia	\$1.174	32%	Food preparations, pet food, bread, non- alcoholic beverages, cocoa, wine, sauces		
2	European Union	\$707	19%	Pork, food preparations, sparkling wine, lactose, chocolate, whey, pet food, cheese, wine, breads		
3	United States	\$377	10%	Food preparations, lactose, pork, pet food, whiskey, grapes, non-alcoholic beverages, tomatoes, nuts		
4	China	\$249	7%	Food preparations, beer, confectionary, breads, cocoa, sauces, pastas, frozen vegetables		
5	Indonesia	\$146	4%	Cigarettes, pastas, tobacco, cocoa, food preparations, cookies, pineapples		
6	Thailand	\$137	4%	Pet food, breads, sauces, pastas, food preparations, fruit & vegetable juice, confectionary, ginger, sweet corn		

 Table 2: Top Countries Exporting Consumer-Oriented Agricultural Products to New Zealand

 2024

Source: Trade Data Monitor, LLC

In general, New Zealand consumers have higher disposable incomes but they increasingly directing their excess income towards essential food. Approximately 20 percent of a household's income is spent on food. As consumers work longer hours, demand for convenience, health-centric products, and private-label alternatives have increased. Along with a rising snacking culture, the dry and packaged foods segment accounts for the largest revenue share of supermarket food segments. Products in this segment include ready-to-eat meals, condiments, edible oils and fats, canned and frozen foods, tea and coffee, confectionery and other snack foods.

Tuble 51 Tell Zeulund Leononne maleutorb 2017 2024								
	2019	2020	2021	2022	2023	2024		
Population	5.0 million	5.1 million	5.1 million	5.2 million	5.2 million	5.4 million		
GDP (per capita \$USD)	42,084	41,791	44,509	45,686	47,056	48,280		
Minimum wage (\$USD)	\$12.38	\$14.30	\$13.53	\$14.02	\$14.34	\$13.48		
Consumer Price Inflation	1.9	1.4	5.9	7.2	5.2	2.92		
Food Price Inflation	-0.2	2.5	4.5	7.4	9.6	3.7		

 Table 3: New Zealand Economic Indicators 2019-2024

Source: Statistics New Zealand

### **Recent Trends**

### Healthy and Trendy

Discretionary incomes have shrunk over the past three years due to significant cost-of-living pressures and health-consciousness consumers have increased their demand for healthier premium food options with proven health benefits. There is a shift in consumer dialogues now focusing on trendy foods such as fermented foods and foods high in proteins.

### **Reduced Alcohol Consumption**

Rising health consciousness is prompting many consumers to reduce their alcohol intake and opt for premium, niche offerings in smaller quantities or abstain entirely. As a result, per capita alcohol consumption is declining, with more and more consumers searching for low-or-no-alcohol beverages. The New Zealand market appears to be heading towards premiumization as consumers are consuming less volume overall but consuming more higher value spirits and wine.

### Ethnic foods

Foods and flavors from all around the world are popular with New Zealand consumers, who are curious and well-traveled. They enjoy trying new things and experimenting with new cuisines and flavors. Current popular cuisines are Sri Lankan, Japanese, Korean, pan-African, and fusion.

ADVANTAGES	CHALLENGES
U.S. products are high quality and are increasing in their presence in the New Zealand market.	Increasing competition in terms of price and quality from Australia, Thailand, China, and Singapore for consumer-oriented food products.
Opportunities to market U.S. fresh products counter-seasonally.	Strict phytosanitary regulations for fresh produce and meats.
Some supermarkets make individual buying decisions, which allows importers to approach them directly.	Consumer foods imported from Australia are duty free, while many U.S. products have tariffs.
New Zealand and Australia share joint labelling standards.	New Zealand's retail market is highly consolidated, dominated by two supermarket chains with a high minimum wage.
Ease of doing business and size of market make it a good fit for new-to-export and small-to- medium U.S. companies.	The labelling standard is very different from the United States and requires a sticker to adhere to New Zealand labelling laws, which is an additional cost.

Table 4: Advantages and Challenges Exporting to New Zealand

### Section II: Exporter Business Tips Market Entry Strategy

Imported goods must conform to local laws, regulations, and standards, including labeling regulations. Any exporter must first be registered with New Zealand's governing body for food imports, the Ministry of Primary Industries (MPI). If an exporter does not want to register with MPI, FAS/Wellington recommends partnering with a distributor who is registered, and they can assist with obtaining the necessary certifications and permits. The Foreign Agricultural Service can connect exporters to incountry importers and provide promotional support for the industry. Small to medium-size exporters may consider working with the appropriate U.S. State Regional Trade Groups (SRTG) to take advantage of the SRTG's resources for marketing and promotion support in major export markets. The SRTGs provide export assistance to companies in their geographic region through various export programs and integrated marketing services. To learn about more services available, contact the appropriate SRTG per the list below:

- Western U.S. Agricultural Trade Association (<u>WUSATA</u>)
- Southern U.S. Trade Association (<u>SUSTA</u>)
- Food Export-Midwest (Food Export)
- Food Export-Northeast (Food Export)

Another reliable source of information for exporters seeking to enter the New Zealand market is the annually published FAIRS report.

## 2025/26 New Zealand Trade Show Schedule

Companies interested in entering the New Zealand market could attend one of the key trade shows listed below. These trade shows feature all the major companies in the food and agricultural sectors in New Zealand and are great opportunities for networking.

Tuble et List consumer offenteu rocuseu ritue shows					
Show Name	Show Date	Products Featured			
Fine Food New	June-July 2025	Consumer products			
Zealand	and in 2027				
The Food Show	August 2025	Consumer products			
Fieldays	June 2025 and	Animal feed and agricultural			
	June 2026	technology			

### Table 5: List Consumer-Oriented Focused Trade Shows

### Market, Business Customs and General Consumer Tastes and Trends

- New Zealand is a well-developed market. Establishing good working relationships with importers/distributors is critical to entering the New Zealand marketplace. More information on doing business in New Zealand can be found <u>here.</u>
- While email transactions are necessary, New Zealand businesses prefer building personal rapport and conducting face-to-face meetings.
- Consumers are becoming more health conscious. In response, grocery operators and supermarkets introduce more health and wellness products. In most supermarkets, there is a dedicated "health foods" aisle. Health-conscious consumers also tend to be less concerned about high prices when shopping for products believed to be healthier and more nutritious.
- The cost of shipping to New Zealand drastically increases a products landed cost. Exporters should contact freight forwarders in the United States to determine transportation cost before conducting business. New Zealand importers and distributors can arrange shipment with the help of customs brokers in New Zealand.
- High-quality products with innovative and environmentally friendly packaging and unique features that are price competitive tend to do well in New Zealand.
- Counter-seasonal fresh U.S. produce is a welcome addition to New Zealand retail shelves, particularly during the winter season, which runs from June to August in the southern hemisphere.
- Innovative, environmentally friendly packaging has an advantage in retail food products.

## Section III: Import Food Standards, Regulations and Procedures

## **Import Procedures**

The Ministry of Primary Industries (MPI) is the main organization that regulates imported food and takes the lead role in biosecurity matters (e.g., preventing unwanted pests and diseases from importation into New Zealand). Food Standards Australia New Zealand (FSANZ) is the regulatory body responsible for setting food standards that govern the content and labeling of foods sold in New Zealand and Australia. The standards also cover food composition, contaminants, and microbiological limits.

New Zealand has strict biosecurity rules and prohibits unprocessed products from entering the country unless they meet the established Import Health Standard (IHS). A IHS specifies the biosecurity requirements allowing products into the country. Information on import health standards for specific products can be found <u>here</u>.

The Food Act 2014 aims to provide an efficient, effective, risk-based food regulatory regime to manage food safety and suitability issues, improve business certainty, and minimize compliance costs for businesses. The Food Act 2014 can be found online <u>here.</u>

Other important legislation and international agreements with New Zealand include:

- The Joint Food Standards Treaty, which committed the Australian and New Zealand Governments to a joint food standards system.
- The Trans-Tasman Mutual Recognition Arrangement. This arrangement allows products made or imported into New Zealand that meet New Zealand's legal requirements, to also be sold in Australia and vice versa (some products are currently exempt from the agreement, including items each country's high-risk food list).
- The Sanitary and Phytosanitary and World Trade Organization Agreements.

Learn more about the New Zealand importing requirements here.

### Customs

All imported items are cleared through New Zealand Customs. Prior to exporting, companies are advised to check the <u>prohibited and restricted import list</u> to determine if the product is:

- Allowed into New Zealand.
- Requires approval or consent.

New Zealand customs importing requirements can be found here.

FAS/Wellington recommends that exporters ask customs brokers and freight forwarders for help importing products into New Zealand.

## Food Standards Australia New Zealand (FSANZ)

Food Standards Australia New Zealand (<u>FSANZ</u>) is a statutory authority under the (Australian Commonwealth) *Food Standards Australia New Zealand Act 1991*. FSANZ is responsible for setting

food standards that govern the content and labeling of foods sold in New Zealand and Australia. The standards also cover food composition, contaminants, and microbiological limits.

## **Bilateral and Multilateral Agreements**

New Zealand has concluded implementing free trade agreements with several countries, including Taiwan, China, South Korea, and India to reduce tariffs and commercial barriers. The United States and New Zealand have a Trade and Investment Framework Agreement (TIFA), which serves as the basis for consultations on trade and investment issues.

## **Trademark and Patent Information**

The Intellectual Property Office of New Zealand (IPONZ) sets the rules for trademarks and patents. To learn more about the rules and regulations in the New Zealand market, view the IPONZ website <u>here</u>.

More information about the food regulations in New Zealand can be found in the recent 2025 FAIRS Report.

### Section IV: Market Sector Structure and Trends Sector Trends

Online shopping is becoming more popular for New Zealand consumers. The two major supermarket retail chains have heavily focused their efforts on improving their online shopping channels. Both Foodstuffs and Woolworths have expanded their online presence rapidly over the past three years. Woolworths has opened several distribution-only stores to fulfill online purchases. Industry sources note that New Zealand is likely to see a warehousing boom as the need for storage and distribution capacity increases because of the growth of online purchases. In depth information on the retail food industry in New Zealand can be found in the FAS/Wellington Retail Foods GAIN report <u>here</u>.



Figure 2: Supermarket Market Share in New Zealand

Source: ibisworld.com

On average, the typical New Zealand household (2 adults, 2 children) spends just over 20 percent of their income on food. Supermarket home brands have exploded in popularity as consumers spend less on premium brands and focus more on necessities. Both <u>Woolworths</u> and <u>Foodstuffs</u> operate large private-

label businesses in New Zealand. They include the Natural Beverage Company, Pam's, and Woolworths. These brands range across most food categories, and retailers report that supermarket home brands can have an 8-10 percent positive increase in product margins.

### Section V: Agricultural and Food Imports

In 2024, New Zealand imported a total of US\$377 million worth of consumer-oriented products. The table below outlines the products with the highest annual compound rate (CAGR) in terms of volume over the past five years. The items in bold are the products that FAS/Wellington deems as the largest potential for success for U.S. companies looking to export into New Zealand.

<b>Consumer-Oriented Product</b>	2024	Unit	CAGE
Pork shoulders	18	Т	162%
Cigars, Cheroots, Cigarillos And Cigarettes Of Tobacco Substitutes, Not Containing Tobacco	74	THS	147%
Lactose In Solid Form And Lactose Syrup	196	Т	131%
Melons (Except Watermelons), Fresh	1,840	Т	116%
Yogurt	1,507	Т	80%
Pork Salted, In Brine, Dried Or Smoked	879	Т	77%
Beef	104	Т	77%
Albumins, Albuminates And Other Albumin Derivatives, Nesoi	22	Т	62%
Watermelons, Fresh	3,642	Т	56%
Nicotine containing products intended for the intake of nicotine into the human body, for oral application (excl. for inhalation)	417	Т	54%
Grapefruit and pomelos	942	Т	49%
Leguminous Vegetables, Nesoi, Uncooked Or Cooked By Steaming Or Boiling In Water, Frozen	813	Т	46%
Cocoa Paste, Wholly Or Partly Defatted	207	Т	42%
Orange Juice	455,899	L	42%
Milk And Cream, Sweetened, Whether Or Not Concentrated,	538,091	L	42%
Vermouth And Other Wine Of Fresh	311	LPA	36%
Grapes Flavored			
Waters Other Than Mineral Or Aerated, Not Sweetened Or Flavored Nesoi; Ice And Snow	296,716	L	30%
Turkey Cuts	644	Т	30%

 Table 6: List Consumer-Oriented Products with the Highest CAGR (2024)

Source: Trade Data Monitor LLC

## **Best High-Value, Consumer-Oriented Product Prospects**

New Zealand tends to follow the United States and Australia in food trends. Currently several products are being sought by New Zealand food retailers as part of their range expansion. This includes functional beverages, fermented foods, nuts, and allergy-free foods. These products tend to do well if they also convey a health benefit or performance enhancing properties such as vitamins, minerals, amino acids, proteins, and others.

## Products Present in Market with Good Sales Potential

New Zealand consumers are relatively health conscious and seek foods to improve their health. Similarly, allergy products such as Gluten-free, nut-free, lactose-free, grain-free, etc. are all proving very popular with consumers.

## **Products Not Present in Market with Good Sales Potential**

Ethnic foods, health foods, allergy-foods, innovative fermented foods.

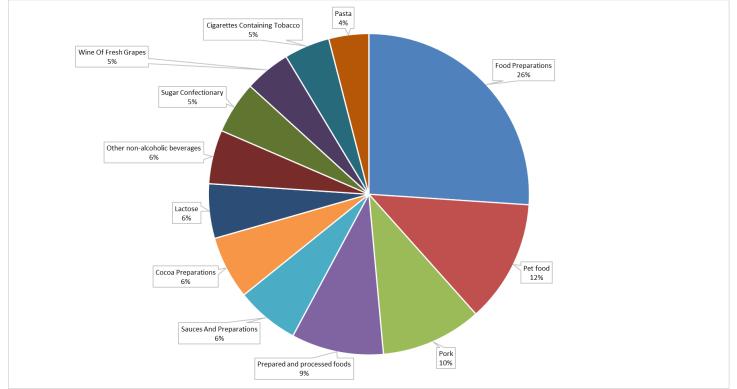
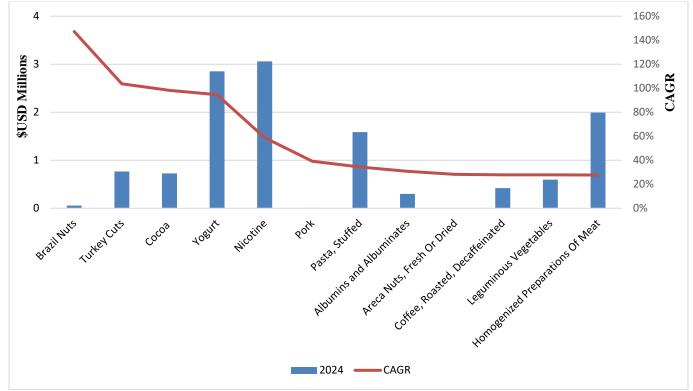


Figure 3: Top 10 Imports of Consumer-Oriented Agricultural Products by Total Value

Figure 4 shows the CAGR in terms of value for consumer-oriented imports into New Zealand over the span of ten years. The CAGR shows that products that were hardly imported into New Zealand in 2024 (i.e. Brazil nuts, turkey, and cocoa) have a high CAGR but with low presence, and a high potential for growth. Pasta, meat, and coffee on the other hand have low CAGR but in 2024 were imported in high volumes.

Source: Trade Data Monitor LLC



## Figure 4: Fastest Growing Imports of Consumer-Oriented Agricultural Products and the Value of Product Imported in 2024

Source: Trade Data Monitor LLC

### Section VI: Key Contacts and Further Information

Name	Function
Ministry of Primary Industries (MPI)	Governing body of exports and primary sector
Import Health Standards (IHS)	Outlines biosecurity requirements
NZ Customs Service	Governing body for protecting New Zealand's
	borders
Food Standards Australia New Zealand (FSANZ)	Governing code for food regulation
<u>NZ Wine</u>	Unified national winegrowers industry body
NZ Restaurant Association	Membership based association for New
	Zealand hospitality
NZ Working Tariff Document	Document outlining New Zealand tariff
	structure

Agricultural Affairs Office	Phone: +64 (04) 462 6030
Physical Address: 29 Fitzherbert	Email: AGWellington@fas.usda.gov
Terrace, Thorndon, Wellington, 6011	
http://www.fas.usda.gov	

### Appendix I: BICO Report Showing New Zealand Imports from the United States Over the Past **Five Years**

6		FI	ve rears					
inking U.S. Agriculture (B) FAS to the World	U.S. Export C	s of Agricultural & Y 2020 - 2024 an (in mill)	Related Products d Year-to-Date Co ions of dollars+)	to *New Zealand( mparisons	-)-	Citobal A	pricultural Trade S	gat
xport Market: *New Zealand(*)*	Calendar Years (Jan-Dec)				January - April			
					1	Com	parisons	
roduct	2020	2021	2022	2023	2024	2024	2025	%Chg
	20.0	12.5	6.7	3.0	22.1	0.4	1.5	245.3
Bulk Total	7.0	5.3	3.5	0.0	19.7	0.0	0.0	-
Corn Coarse Grains (excl. corn)	7.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Rice	5.0	4.5	1.5	0.5	0.8	0.2	0.0	-79.8
Soybeans	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-
Oilseeds (excl. soybean)	0.0	0.0	0.1	0.0	0.0	0.0	0.0	
Cotton	1.0	1.3	1.0	0.0	0.0 1.2	0.0	0.0	1762.4
Pulses	0.0	0.0	0.0	0.0	0.0	0.0	1.3 0.0	1702.9
Tobacco	1.0	1.3	0.6	1.3	0.4	0.0	0.0	-6.
Other Bulk Commodities	1.0	1.5	0.0	1.5	0.4	0.2	0.2	-0.0
	129.0	135.1	157.9	103.8	155.9	51.1	70.5	38.
Intermediate Total	5.0	6.3	11.4 *	5.1	5.4 I	2.2	1.7	-23.0
Milled Grains & Products	4.0	0.3	2.0 *	17.7	23.3	13.3	22.5	68.
Soybean Meal	0.0	0.1	0.0	0.1	0.0 I	0.0	0.0	
Soybean Oil	3.0	2.0	3.6	3.8	1.4 I	0.3	0.4	27.3
Vegetable Oils (excl. soybean)	2.0	0.3	0.6	2.2	0.3 I	0.2	0.0	-94.
Animal Fats	2.0	0.3	0.3	3.0 *	7.8	6.7	4.1	-38.
Live Animals	0.0	0.0	0.0	0.0	0.0 I	0.0	0.0	
Hides & Skins	0.0	0.0	0.0	0.0	0.0 I	0.0	0.0	
Hay	60.0	65.7	75.1	22.2	66.9 I	8.9	26.0	191.3
Distillers Grains	14.0	15.1	21.7 *	8.7	10.5 l	2.0	2.9	45.
Other Feeds, Meals & Fodders	0.0	0.0	0.1 *	0.0	0.0 I	0.0	0.0	
Ethanol (non-bev.)	4.0	4.3	5.8	3.9	2.4	0.8	1.0	17.
Planting Seeds	6.0	5.9	4.6 *	4.2	4.2	1.8	1.1	-37.
Sugar, Sweeteners, Bev. Bases	17.0	18.6	15.1	13.4	17.9 I	8.6	5.5	-35.
Dextrins, Peptones, & Proteins	5.0	7.6	7.7	8.8	4.5 I	1.5	1.3	-12.
Essential Oils	10.0	8.7	9.9	10.5 *	11.2	4.7	4.0	-14.
Other Intermediate Products					• • • •			_
Occurrence Original Table	382.0	366.6	340.6	305.0	323.4	94.3	101.5	7.
Consumer Oriented Total	2.0	0.1	0.6	0.7	0.2	0.0	0.3	2952.
Beef & Beef Products	39.0	40.1	25.7	36.4	47.0	14.9	15.2	2.
Pork & Pork Products	2.0	2.7	2.8	2.4	3.2	1.9	1.2	15.
Poultry Meat & Prods. (excl. eggs)	1.0	1.5	1.4	0.8	0.7	0.3	0.7	106.
Meat Products NESOI	7.0	6.7	2.7	2.6	2.7	0.5	0.8	54.
Eggs & Products	123.0	115.5	106.9	86.7	78.0	19.5	28.0	43.
Dairy Products	36.0 *	28.2	28.8	31.0	40.3	9.5	9.3	-2.
Fresh Fruit	12.0	10.8	9.3	9.2	11.1	3.8	2.5	-35.
Processed Fruit	2.0	1.0	2.5	2.1	1.3	0.1	0.1	-9.
Fresh Vegetables	11.0	9.2	10.5	13.3	8.8	3.3	2.5	-23.
Processed Vegetables	1.0	1.3	1.6	0.9	0.7	0.2	0.6	144.
Fruit & Vegetable Juices	22.0	16.8	16.0	14.8	16.2	4.9	5.8	18.
Tree Nuts	1.0	1.8	2.5	3.2	3.3	0.8	0.9	13.
Confectionery	7.0	6.4	6.9	6.8	6.7	2.4	1.2	-50.
Chocolate & Cocoa Products	8.0	6.5	7.4	7.5	6.3	2.2	1.8	-18.
Bakery Goods, Cereals, & Pasta	31.0	31.7	31.8	23.0	31.9	9.8	11.7	19.
Food Preparations	8.0	7.8	10.2	9.0	5.9	1.9	1.6	-18.
Condiments & Sauces	10.0	10.1	9.8	11.5	15.8	5.2	4.7	-10.
Non-Alcoholic Bev. (excl. juice)	2.0	1.4	0.7	0.2	0.9 *	0.5	0.3	-50.
Beer	3.0	2.6	3.9	1.7	2.4	0.8	0.3	-61.
Wine & Related Products	17.0	14.5	18.1	14.8	13.8	3.5	3.5	-1.
Distilled Spirits	0.0	0.2	0.1	0.0	0.1	0.0	0.0	-66.
Nursery Products & Cut Flowers	32.0	39.8	33.3	20.9	20.3	7.1	6.7	-5.
Dog & Cat Food Other Consumer Oriented	6.0	9.9	7.0	5.7	5.9	1.7	1.9	8.
outer consumer offented	10.0	21.0	17.0	15.3	18.3		4.0	47
Agricultural Related Products	18.0 0.0	21.0 0.0	17.0 0.0	15.3 0.0	16.3 0.0 I	5.5 0.0	4.6 0.0	-17.
Biodiesel & Blends > B30								
Forest Products	11.0	15.1	11.8	10.1	9.7	2.7	2.3	-14.
Seafood Products	7.0	5.9 *	5.2	5.3	6.5	2.8	2.3	-20.
	531.0	514.2	505.2	411.8	501.4	145.8	173.5	19.
Agricultural Products	549.0	535.3	522.2	427.1	517.6 I	151.3	178.1	17.

Prepared By: Trade & Economic Analysis Division/GMA/FAS/USDA Source: U.S. Census Bureau Trade Data

Source: U.S. Census Bureau Trade Data Least CY 1970 GATS Biodiesel aggregate includes only higher-level and pure biodiesel HTS chapter 38 codes; biodiesel blends below 30% by volume (aka. petroleum oils containing biodiesel) found in chapter 27 are excluded.

<sup>\*</sup> Denote Highest Export Levels Since at Least CY 1970

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## Attachments:

No Attachments