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Exporter Guide Report

2000

Approved by:
Philip Letarte
U.S. Embassy
Drafted by:
Elza Peeters

Report Highlights: This report provides information on the Belgian food market for U.S. exporters, including exporting tips and opportunities.

Includes PSD changes: No
Includes Trade Matrix: No
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I. Market Overview

” Belgium possesses a highly developed market economy, the tenth largest among the OECD industrialized democracies, and its capital, Brussels, serves as the capital of the European Union (EU). Belgium is home to 10.2 million consumers. Total sales for the food market industry reached U.S. $17.0 billion in 1998, up 3.8 % from 1997. The Belgian consumer is both price and quality conscious, with a bias toward quality, but responds well to price reductions and promotional activities of manufacturers and distribution brands.

” Belgium presents excellent opportunities for consumer-ready foods. People dine out a lot and have a taste for foods that might be considered gourmet items in the United States. Although eating habits are traditional, Belgians are also willing to try new products that offer the quality they demand.

’ Belgium has diversified industrial and commercial base and is comprised of three main regions: Wallonia in the south, Flanders in the north, and Brussels in the Center. The Wallonia area is French speaking, Flanders is Flemish, and Brussels is officially bilingual with English also being widely used. The largest cities are Brussels (1 million inhabitants), Antwerp (500,000) and Gent, Charleroi and Liege (each with about 200,000). Many exporters view Belgium as an important transit and distribution center for reaching the rest of the European market. The north is generally more densely populated, has more food outlets and greater specialized retailing.

Advantages	Challenges
High availability of U.S. innovative products	Incredible choice of products available within the EU and difficult to attract the attention of major buying groups
Affluent market, good buying power	Markets are saturated, competition is harsh
Port of Antwerp and an excellent distribution network	High availability of EU products
Favorable image of American products	Label and ingredient requirements

” The Belgian retail market is dominated by two major chains. GB Inno and Delhaize "Le Lion". Other prominent names in the food retailing sector are Colruyt, Aldi and Cora, which are large scale discounters. These chains also act as distributors for smaller retailers in areas not covered by their stores. Smaller regional chains rely on buying groups and individual importers/ distributors or wholesalers for their imported products. Also popular are Belgium’s numerous open-air markets where many products, mostly fresh, are sold directly to the consumers.

1998	Number of stores	Share/Value of sales ($ mill)	
Hypermarkets	81	15.5%	2,635
Supermarkets	2,024	72.3%	12,291
Superettes	2,782	8.1%	1,377
Traditional Stores	6,633	4.1%	697

” The range of private labels in distribution has continued to increase in the case of all product categories, with a total value share of 28 percent. The frozen market has the highest proportion of private labels, with a market share rising to 47.2 percent in 1998, compared to 43.5 percent in 1997.

Total Private Expenditures for Food, Beverages and Tobacco
-in billion BF at current prices-

	1995	1996	1997
Bread & Cereals	88	92	92
Meat & Meat Products	223	213	207
Fish	49	52	58
Milk, Cheese, Eggs	86	92	100
Fats and Oils	32	33	33
Fruits and Vegetables - fresh	93	96	102
Potatoes and Tubercles	13	10	10
Sugar	6	6	7
Other Foods, Canned foods & Confectionary	60	66	74
Coffee, Tea, Cacao	15	14	17
Non Alcoholic Beverages	27	27	28
Alcoholic Beverages	61	63	68
Tobacco & Products	77	81	84
TOTAL FOOD, BEVERAGES, TOBACCO	831	845	879
TOTAL PRIVATE CONSUMPTION	4,985	5,189	5,394

Source: *Financial & Economic Statistical Services/National Bank of Belgium*
Exchange rate: 1995 1$ = BF29.50 1996 1$ = BF30.94 1997 1$ = BF35.74

II. Exporter Business Tips

' Belgium's service sector generates more than 70 percent of GDP, industry 25 percent and agriculture two percent. Belgium ranked as the tenth-largest trading country in the world in 1997. About three-quarters of Belgium's trade is with other European Union (EU) members; five percent is with the United States. Belgium imports many basic or intermediate goods, adds value, and then exports final products. The country benefits from its central geographic location, and a highly skilled, multilingual and industrious workforce.

' Many U.S. exporters participate in USA pavilions at either the SIAL in Paris, October 22-26, 2000 (every even-numbered year) or the ANUGA in Cologne, October 13-18, 2001 (odd-numbered years). These food shows provide an excellent opportunity to show and demonstrate products because they are the largest venues in Europe and are visited by buyers from Belgian and other EU food companies and supermarkets.

' Some U.S. exporters test the Belgian market by sending **product and price information** directly to importers. A list of importers is available from the Office of Agricultural Affairs in Brussels (the e-mail is: us.agriculture.brussels@village.uunet.be). Include labels and provide harmonized tariff numbers. Ask importers if they need samples and request their honest opinion on the marketability of the product. Response rates are higher if you send them a preprinted fax form that they can fill out and fax back.

' U.S. companies interested in exporting food products to Belgium often are represented by a Belgian importer/distributor, who already has established contacts with supermarket buyers and the specialized retail food sector. The importers/distributors can help companies "test market" products with buyers, who provide important feedback for the importers' final decision. They receive several products a week from hopeful firms and, if the products are thought to have potential, a buying committee may be used to further evaluate the product. However, before reaching this stage, an exporter needs to be prepared to make a short (less than 60 minutes) but convincing sales pitch.

The services of the importers usually include buying, taking title, importing and storing the product, plus selling and delivering the product to the point of sale. Most importers also provide a marketing or merchandising service and they usually want territorial protection and exclusivity for the market/country they service.

These importers/distributors often initially handle "niche" or specialty products by the pallet. One pallet provides new product for about 200 retail outlets, usually in a major urban area. Importers say that the retail prices of niche/specialty products imported from overseas are usually about three times the FOB price. Major importers look for exporters to invest in market promotion activities to support the product.

' Be aware that Belgium's food market sector is highly developed and saturated. There is fierce competition between supermarket operators to increase market share, so new products are both highly desired and intensely scrutinized. Belgium has (as well as the Netherlands, Germany, France and the U.K.) large food manufacturers distributing their products to the EU market, operating with moderate transportation costs and no import duties.

’ The *Foreign Agricultural Service* (FAS) in Washington, D.C. offers *low cost and free services from its AgExport* Division for U.S. exporters. The ***Trade Leads service*** offers exporters timely information on foreign buyers who are seeking U.S. food and agricultural products. Conversely, potential importers/distributors in foreign countries can be notified of your desire to sell specific U.S. agricultural products through the ***Buyer Alert Newsletter*** which offers low-cost advertising for U.S. exporters. This newsletter, distributed by USDA’s overseas offices, can introduce agricultural export product to foreign buyers. There is also AgExporters’ lists, which lists U.S. exporters by product category. For further information, contact Linda Conrad at Conrad@fas.usda.gov, at (202) 690-3421, or by fax at (202) 690-4374.

III. Market Sector Structure and Trends

In Belgium, about 72 percent of food sales takes place in supermarkets, 16 percent in hypermarkets, and 12 percent in traditional or specialty stores.

- Major supermarkets and hypermarkets, large discounters have **national coverage**
- Buying groups, smaller type self-service retailers, and importers/distributors have **regional coverage**
- Independent retailers have national coverage but buy from regional groups/ importers/ Wholesalers

˜ Of Belgium’s 4.2 million households, 1.1 million have only one person. This number is expected to grow because the population is aging, children are leaving home earlier and divorces are increasing. The average household size is currently 2.5 persons.

˜ As mentioned before, many American food products are handled by an importer. However, it is possible to deal directly with some of the supermarket chains.

BELGIUM: Number of Stores by Type - 1998		
Description	**No.**	**Market Share %**
F1 Mass Distribution	511	51.2
Colruyt N.V. (Discount Colruyt), Delhaize "Le Lion" (Supermarkets), GB-Group: Super GB, Max GB, BIGG'S Louis Delhaize Group: Cora and Match, Group Mestdagh: Super M and Champion		
F2i Integrated Medium-Sized Distribution	700	14.6
Aldi, Delhaize "Le Lion": Delhaize 2, Lidl, Louis Delhaize Group: Profi, Laurus: Eda, Battard, Central Cash		
F2ni Non-Integrated Medium-Sized Distribution	1,131	24.4
Alvo, Delhaize "Le Lion", GB-Group, Intermarché, Samgo Laurus, Spar, Unidis Supermarkets, Distrigroup 21: Cash Fresh Other independent supermarkets with surface of 400 m^2 or more		
F3 stores with a surface < 400 m^2; self-service stores, traditional stores, includes gas marts and night stores	9,178	9.8
TOTAL NUMBER OF STORES	11,520	

Source: ACNielsen

Belgium: Retail Market:						
Store by Type and Number		**1997**	**1997**	**1997**	**1998**
		Sales -BF bill-	**Sales m2/BF1000**	**Market Share- %-**	**Market Share- -%-**
F1 **511**	***Colruyt N.V.*** (Discount Colruyt) ***Delhaize "Le Lion"*** (Supermarkets) ***GIB-Group***: Super GB, Max GB, BIGG'S ***Louis Delhaize Group:*** Cora and Match Group Mestdagh: Super M and Champion	71.8 117.0 183.9 52.6	509 267 180 236	50.3	51.2
F2i *700*	Aldi Delhaize "Le Lion": Delhaize 2 Lidl Louis Delhaize Group: Profi Laurus: Eda, Battard, Central Cash			15	14.6
F2ni *1,131*	Alvo Delhaize "Le Lion": AD Delhaize and Superettes Delhaize GB-Group: Unic, Nopri, Super GB Partner Intermarché Samgo Laurus: Spar, Unidis Supermarkets Distrigroup 21: Cash Fresh & other independent supermarkets with surface of 400 m^2 or more			24.4	24.4
F3 *9,178*	All self-service stores with a selling surface of less than 400 m^2 which do not fall into the above-mentioned categories as well as traditional stores(including some night stores)			10.3	9.8

Source: ACNielsen/1999 Grocery Retailing Europe

Belgium: Number of Companies in Distribution and Horeca and their respective sales (in million dollars)		
Category	Number	Sales
Wholesale and Commission Trade	78,995	116,393
Retail and Motor Trade	141,164	48,171
HRI	24,371	3,589
TOTAL	244,530	168,153

Source: Marketing Audit & Consult

IV. Best High-Value Products Prospects

The Belgian consumers are seeking, and willing to pay more for, food and drink perceived as being:

semi-prepared	convenient
pre-packaged	pre-cleaned
novel/ fun	quick to prepare
fresh	exotic
organic	safe
snack	for children
traditional in value	functional
high quality	healthy foods

Consumer Products, including seafood products, in the market, which have good sales potential, include:

X Nuts
X Niche market food preparations (convenience and ethnic foods)
X Upscale dog and cat food
X Wine
X Fruit Juice (citrus juice), concentrate and regular juices
Y Salmon (fresh, smoked and canned); Molluscs/ crustaceans, Groundfish & flatfish

In Belgium, it is expected that consumption of food and drinks will increase of 2.3% by 2001. For food, the most noticeable increases in consumption will occur in the areas of savory snacks (14.1%) and meat and savory products (9.3%). In the drink sector, soft drinks should increase 4.9% during this period. Other beverages and alcoholic drinks are both forecast to have consumption decreases.

V. Key Contacts and Further Information

" **U.S. Mailing Address** for Office of Agricultural Affairs (OAA) in Belgium

Office of Agricultural Affairs
U.S. Embassy, FAS/EMB
PSC 82 Box 002
APO AE 09710

Tel: 32(2) 508 2437, Fax: 32(2) 280 1801, E-mail: AgBrussels@fas.usda.gov or us.agriculture.brussels@uunet.be

' The Office of Agricultural Affairs (OAA) in The Netherlands also covers Belgium. Agricultural and market information on Belgium can be obtained through OAA's webpage at www.usemb.nl or through the FAS website at www.fas.usda.gov . Both sites have links to State Departments of Agriculture, State Regional Trade Groups, U.S. Agricultural Market Development Organizations, and U.S. Food Industry Associations. Some of the information available include commodity and market research reports, import regulations and requirements.

" Other **U.S. Agricultural Trade Information** is available at **WWW.FAS.USDA.GOV**
Recent reports include:

˜ *Retail Food Sector Report* (Reference: Report BE9027 "Belgium-Luxembourg, 1999)
˜ *EU Food and Agricultural Import Regulations and Standards Report* 1999, (FAIRS),
(Reference: Report E29117 - European Union)
˜ *Belgian Food and Agricultural Import Regulations and Standards Report*
(contact: E-mail AgBrussels@fas.usda.gov)

" For information on Annuga and SIAL, contact:

Teresina Leslie-Chin (**ANUGA**)
Food Show Coordinator
Foreign Agricultural Service/AGX
Tel: 202-720-9423, Fax: 202-690-4374, E-MAIL: chin@fas.usda.gov

Valerie Brown (**SIAL**)
Food Show Coordinator
Foreign Agricultural Service/AGX
Tel: 202-720-3425, Fax: 202-690-4374, E-MAIL: BrownVR@fas.usda.gov

’ **Other Useful Government Agencies in Belgium**

Ministère de la Santé Publique et de l’Environnement (Ministry of Public Health and Environment)
Cité Administrative de l’Etat- quartier Vésale
B-1010 Brussels
Tel : 00 32 2 210.45.11, Fax : 00 32 2 210.48.80

Ministère de l’Agricultrure (Ministry of Agriculture)
World Trade Center 3
Boulevard S. Bolivar 30
B-1000 Brussels
Tel : 00 32 2 208.32.11, Fax : 00 32 2 208.52.90

Ministère des Affaires Economiques (Ministry of Economic Affairs)
Secrétariat général
Square de Meeus 23
B-1040 Brussels
Tel : 00 32 2 506.51.11, Fax : 00 32 2 514.24.72

Ministère des Affaires étrangères (Ministry of Foreign Affairs)
Rue des quatres bras 2
B-1000 Brussels
Tel : 00 32 2 516.81.11, Fax : 00 32 2 514.30.67

Ministère de la Santé Publique (Ministry of Public Health)
Inspection des Denrées Alimentaires
Cité Administrative de l’Etat- quartier Vésale
4ème étage-Bld Pachéco 19- boîte 5
B-1010 Brussels
Tel : 00 32 2 210.48.43, Fax : 00 32 2 210.48.16

Ministère de la Santé Publique (Ministry of Public Health (IVK))
Veterinary Inspection
Rue de la Loi 56
B-1040 Brussels
Tel: 00 32 2 287 02 53, Fax: 00 32 2 287 02 00

Ministère des Finances (Ministry of Finance)
Secrétariat général
Rue de la loi 14
B-Brussels
Tel : 00 32 2 233.82.11, Fax : 00 32 2 233.81.07

Ministère des Affaires Sociales (Ministry of Social Affairs)
Rue de la Vierge Noire 3c
B-1000 Brussels
Tel : 00 32 2 509.81.11, Fax : 00 32 2 509.85.30

Ministère des Finances-Service et des Douanes et Accises
(Ministry of Finance- Central Admin. For Customs and Excise Duties)
Bld du Jardin Botanique 50
B-1000 Brussels
Tel : 00 32 2 210.30.11, Fax : 00 32 2 210.33.11

Ministère des Affaires Economiques- Service des brevets (Ministry of Economic Affairs-Patent division)
Bld Emile Jacqmain 154 -5ème étage
B-1210 Brussels
Tel : 00 32 2 206.41.11, Fax : 00 32 2 206.57.50

’ **Trade Associations**

Editions « La Chartre » s.a
Editor of Food Legislation
Rue Guimard 19
B-1040 Brussels
Tel : 00 32 2 512.29.49, Fax : 00 32 2 512.26.93

Belgafood
Belgian Professional Union for the Import of Foods
Rue St. Bernard 60
B-1060 Brussels
Tel: 00 322 537 30 60, Fax: 00 322 539 40 26
E-mail: belgafood@fedis.be

FEVIA
Fédération des Industries Agricoles et Alimentaires
(Federation of Agricultural and Food Related Industries)
Avenue de Cortenbergh 172 (box 7)
B-1000 Brussels
Tel: 00 322 743 08 00, Fax: 00 322 733 94 26, E-mail: info@fevia.be

FEDIS
Belgian Federation of Districution Enterprises
Rue Saint Bernard 60
B-1060 Brussels
Tel: 00 32 2 537 30 60, Fax: 00 32 2 539 40 26, E-mail: info@fedis.be

European Center for Fruits and Vegetables
Quai des Usines 112-154
B-1210 Brussels
Tel: 00 32 2 242 60 21, Fax: 00 32 2 245 27 27, E-mail: ce.fl@skynet.be

Belgian Federation of Importes, Exporters, Wholesalers
Of Fruits, Vegetables and Early Season Produce
Quai des Usines 112-154
B-1210 Brussels
Tel: 00 32 2 215 90 50, Fax: 00 32 2 215 68 63, E-mail: nufeg@skynet.be

C.I.M.O.
European Club of Importers of Overseas Fruits and Vegetables
Avenue de Broqueville 272 (box 4)
B-1200 Brussels
Tel: 00 32 777.15.80, Fax: 00 32 2 777.15.81, E-mail:secretariat@cimo.be

APPENDIX

A. Key Trade and Demographic Information
Agricultural Imports from all Countries ($Mil 15,290)/ U.S. Market Share (3.5 %)
Consumer Food Imports from All Countries ($Mil 6,858)/ U.S. Market Share (2.5 %)
Edible Fishery Imports from All Countries ($Mil 625) /U.S. Market Share (2.3 %)
Total Population (Millions 10.2)/ Annual Growth Rate (0.39 %)
Urban Population (Millions 6.7)/ Annual Growth Rate (0.2 %)
Number of Major Metropolitan Areas 6
Per Capita Gross Domestic Products (US. Dollars 24,275)
Per Capita Food Expenditures (US Dollars 2,412)
Percent of Female Population Employed 30.5 %
Exchange rate (1US4=BF36.31)

Belgium: Population by Age (Unit: 1,000 people)

Age Group	1996		2000		2010		2020	
	No.	%	No.	%	No.	%	No.	%
0 - 14	1811	18%	1812	18%	1709	17%	1664	16%
15 - 64	6706	66%	6712	65%	6823	66%	6591	64%
65+	1653	16%	1722	17%	6591	17%	2083	20%

Number and Average Size of Households	
Number of Households	4200000
Avg. Size	2.5 persons per household

Average Income per Household	
Low income (BF 700,000 and below)	25%
Low to medium income (BF 700,000 to 1,000,000)	25%
Medium to high group (BF 1,000,000 to 1,500,000)	25%
High income (BF 1,500,000 and above)	25%

B. Consumer Food & Edible Fishery Products Imports

Belgium: Imports of Agriculture, Fish & Forestry Products (in Million of Dollars)

	Imports from the World			Imports from the U.S.			U.S. Market Share (percent)		
	1996	1997	1998	1996	1997	1998	1996	1997	1998
Bulk Agricultural Total	2,952	2,750	2,843	336	280	276	11	10	10
Wheat	543	499	450	12	32	39	2	6	9
Coarse grain	690	478	348	46	7	2	7	1	0.62
Rice	163	128	116	24	20	35	14	15	30
Soybeans	324	380	370	223	190	135	69	50	36
Other oilseeds	337	335	340	1	1	39	0.15	0.14	11
Cotton	82	79	86	1	1	1	0.72	0.04	0.25
Tobacco	191	185	184	29	28	18	15	15	10
Rubber & allied gums	64	63	84	1	1	1	0.29	0.09	0.08
Raw coffee	256	305	469	1	1	1	0.22	0.10	0.03
Cocoa Beans	70	83	155	0	0	0	0	0	0
Tea, incl. Herb tea	18	21	30	0	1	1	0	0.11	0.06
Raw beet and cane sugar	9	9	10	0	1	0	0	0.02	0
Pulses	128	106	109	1	1	4	0.27	0.61	4
Peanuts	4	7	9	1	1	4	22	21	37
Other bulk commodities	74	71	81	1	1	1	0.16	17	0.15
Intermediate Agricultural Total	3,091	3,367	3,567	84	90	70	3	3	2
Wheat flour	29	22	20	1	0	1	0.02	0	0
Soybean meal	245	262	267	2	6	4	1	2	1
Soybean oil	57	74	95	1	1	1	0.04	0.06	0.04
Vegetable oil (excl. Soybean oil)	434	515	511	11	13	6	3	3	1
Feeds & fodder (excl. Pet foods)	470	402	384	5	7	5	1	2	1
Live animals	350	297	310	1	1	1	0.04	0.09	0.07
Hides & skins	83	84	67	3	1	1	3	0.88	0.67
Animal fats	89	95	90	10	6	3	11	6	3
Planting seeds	107	93	106	1	1	1	0.44	1	1
Sugars, sweeteners & bevera.base	301	607	727	3	3	3	0.98	0.43	0.44
Essential oils	58	64	63	16	18	16	28	28	25
Other intermediate products	868	854	926	33	35	31	4	4	3

	Imports from the World			Imports from the U.S.			U.S. Market Share (percentage)		
	1996	1997	1998	1996	1997	1998	1996	1997	1998
Consumer-Oriented Agric Total	9,249	9,421	10,615	172	180	210	2	2	2
Snack food (excl. Nuts)	499	540	599	1	1	3	0.04	0.11	0.51
Breakfast cereals & pancake mix	50	54	59	2	2	1	3	3	2
Red meats (fresh, chilled, frozen)	555	567	521	34	27	26	6	5	5
Red meat, prepared/preserved	256	254	280	0	0	1	0	0	0
Poultry meat	240	254	242	1	0	0	0	0	0
Dairy products (excl. cheese)	1,423	1,240	1,389	1	2	1	0.01	0.15	0.01
Cheese	790	718	775	0	0	0	0	0	0
Eggs & products	70	78	69	1	1	1	1	0.5	2
Fresh fruit	1,119	1,480	1,676	10	13	13	0.86	0.88	0.75
Fresh vegetables	441	381	510	1	1	1	0.16	0.07	0.04
Processed fruit & vegetables	753	723	797	9	14	10	1	2	1
Fruit & vegetable juices	319	333	521	51	59	61	16	18	12
Tree nuts	100	125	140	8	8	23	8	7	16
Wine & beer	732	729	829	2	3	6	0.3	0.37	0.77
Nursery products & cut flowers	236	249	277	1	1	1	0.48	0.48	0.35
Pet foods (dog & cat food)	147	222	239	22	20	17	15	9	7
Other consumer oriented products	1,518	1,475	1,693	32	30	46	2	2	3
Forest Products (Excl. pulp & paper)	1,472	1,471	1,718	707	101	111	7	7	6
Logs & Chips	170	175	174	6	4	4	3	2	2
Hardwood lumber	222	229	270	60	63	66	27	27	25
Softwood and treated lumber	251	262	282	11	9	8	5	3	3
Panel products (incl. Plywood)	336	324	441	25	20	27	7	6	6
Other value-added wood products	493	481	551	5	6	6	0.97	1	1
Fish & Seafood Products	828	803	1,025	13	13	13	2	2	1
Salmon	75	72	79	5	7	3	7	9	4
Surimi	5	3	3	0	0	1	0	0	4
Crustaceans	298	284	359	3	3	5	1	0.88	1
Groundfish & Flatfish	160	176	267	1	1	1	0.15	0.18	0.55
Molluscs	84	76	86	1	1	1	0.03	0.29	0.02
Other fishery products	207	193	233	4	3	4	2	2	2
Agricultural Products Total	15,291	15,538	17,024	592	549	556	4	4	3
Agricultural, Fish & Forestry Total	17,.591	17,813	19,767	712	663	681	4	4	3

Source: *UN Trade data*

C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products

C.1. Belgian Imports of Consumer-Oriented Agricultural Products - in $ million -

Imports from: (top 15 ranking)	1996	1997	1998
France	2.701	2.527	2.796
Netherlands	2.457	2.349	2.522
Germany	1.084	1.049	1.183
United Kingdom	425	461	463
Italy	386	393	414
Spain	329	357	394
Brazil	90	116	310
New Zealand	132	234	267
UNITED STATES	171	180	210
Colombia	28	160	208
Costa Rica	131	144	190
Ireland	109	148	181
S. Afr. Cus. Un	54	140	179
Argentina	105	110	134
Ecuador	80	80	109
Other	966	970	1.054
WORLD	9.249	9.421	10.615

Source: FAS /United Nations Statistical Office

C.2. Belgian Imports of Fish & Seafood Products - in $ million -

Imports from (top 15 ranking)	1996	1997	1998
Netherlands	246	231	251
France	82	81	103
Denmark	78	81	95
Germany	58	62	71
United Kingdom	62	57	68
Tanzania	1	1	34
Canada	22	25	32
Indonesia	12	16	28
Thailand	22	12	27
Uganda	3	6	26
Vietnam	7	16	22
Bangladesh	34	27	22
Ecuador	2	1	18
Iceland	19	20	17
China	8	9	15
Other	172	157	197
WORLD	828	803	1.025

United States (Fish & Seafood Prod)	13	13	13
of which: Salmon	5	7	3
Surimi	0	0	1
Crustaceans	3	3	5
Groundfish & Flatfish	1	1	1
Molluscs	1	1	1
Other	4	3	4

Source: FAS /United Nations Statistical Office