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## India

## Exporter Guide

## 2000

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### Report Highlights:

**By March 31, 2001, India will finish removing all quantitative restrictions on imports of food products. Tariffs, however, will remain high.**

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Includes PSD changes: No  
Includes Trade Matrix: No  
Unscheduled Report  
New Delhi [IN1], IN

## Table of Contents

I. MARKET OVERVIEW .....	Page 2 of 15
II. EXPORTER BUSINESS TIPS .....	Page 3 of 15
A. Food Preferences .....	Page 3 of 15
B. Shopping Habits .....	Page 4 of 15
C. Distribution System .....	Page 4 of 15
D. Infrastructure .....	Page 5 of 15
E. Finding a Business Partner .....	Page 5 of 15
F. Advertising and Sales Promotion .....	Page 6 of 15
G. Business Etiquette .....	Page 6 of 15
H. Import Duties .....	Page 7 of 15
I. Food Laws .....	Page 7 of 15
III. MARKET SECTORS: STRUCTURES AND TRENDS .....	Page 8 of 15
A. Food Retail .....	Page 8 of 15
B. Food Service (HRI) .....	Page 9 of 15
C. Food Processing .....	Page 9 of 15
IV. BEST HIGH-VALUE PRODUCT PROSPECTS .....	Page 11 of 15
V. KEY CONTACTS AND FURTHER INFORMATION .....	Page 12 of 15
APPENDIX I: STATISTICS .....	Page 13 of 15
TABLE A - Key Trade & Demographic Information .....	Page 13 of 15
TABLE B - Consumer Food & Edible Fishery Product Imports .....	Page 14 of 15
TABLE C - Top 15 Suppliers of Consumer Food & Fishery Products.. ....	Page 15 of 15

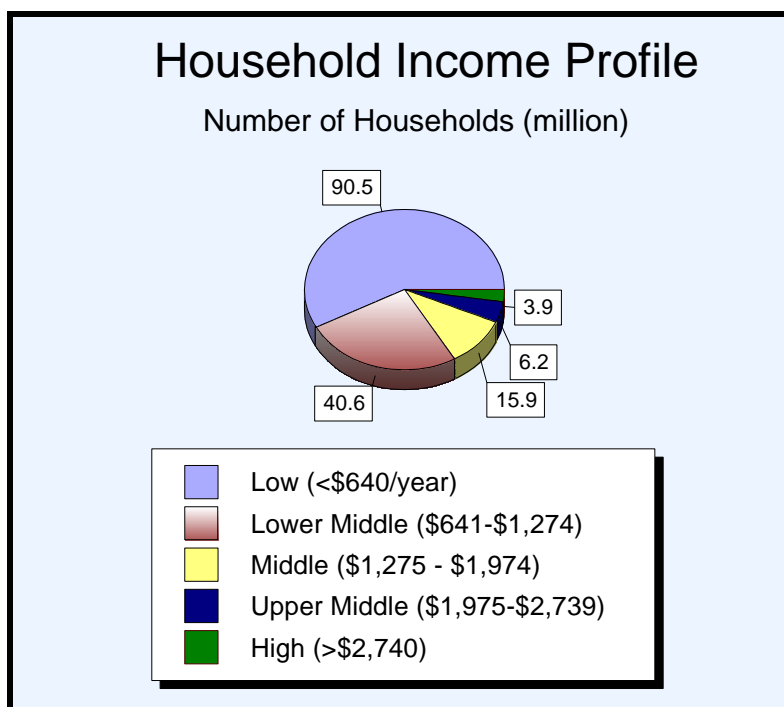
## I. MARKET OVERVIEW

India is a country of striking contrasts and enormous ethnic, linguistic and cultural diversity; 2,000 miles from north to south and 1,800 miles from east to west, it is roughly one-third the size of the United States. India is comprised of 26 states and 6 Union Territories (under federal rule) which differ vastly in resources, culture, food habits, living standards and languages. About 70 percent of India's one billion people live in its 550,000 villages; the rest in 200 towns and cities. Religion has a major influence upon eating habits, and along with poverty shapes a predominantly vegetarian diet.

Despite recurrent political imbroglios which have resulted in unstable governments at the center and in the states, India has continued to achieve economic progress. Its economy grew by 6.4 percent in FY1999/00 (Apr/Mar), compared with 6.8 percent in 1998/99, but both were well below the 8 percent growth registered in 1995/96 and 1996/97. Reducing poverty and improving the living standards of the poor have long been among India's most important priorities and most pressing challenges. With *per capita* Gross National Product of just \$400, India continues to have a greater concentration of poor people than any other country. Roughly 320 million people (one-third of the population) live below the national poverty line, unable to muster an income equivalent of the \$1 a day needed to buy basic foods. India also has a large share of the world's illiterates, nearly 500 million.

Nevertheless, India has a large and growing middle class, although it's much too heterogeneous to be defined by simple numbers (which range from 25-200 million depending on type of product, pricing and availability of competitive, locally-made products). Potential US exporters should understand that India's diverse agro-industrial base already offers many items at very competitive prices to meet local needs. While some consumers are aware of quality differences and insist on world standards, most must sacrifice quality for affordable prices.

Until 1997 the Indian market was closed to imports of most agricultural and consumer food products. The first major step towards liberalization occurred that year when the government announced its five-year (1997-2002) Export-Import Policy. Import licensing restrictions (which had effectively banned imports) were fully or partially lifted on several food items by moving them to Open General License (OGL), making them freely importable. In the



past three years, the government has moved roughly 700 agricultural products onto OGL, opening the market for most consumer food products with the exception of most meats and poultry products, some fruits and vegetables, foodgrains and some processed food items. Under its WTO commitments, India has agreed to eliminate all quantitative restrictions by April 1, 2001. Although the government has gradually reduced tariffs, they remain at 15-40 percent on most food products. Market opportunities for high value (branded) foods are likely to be spurred by:

- " **Healthy and consistent economic growth**
- " **Accelerated trade liberalization**
- " **A large and growing middle class**
- " **Increasing urbanization and exposure to Western culture**
- " **Growing health consciousness among the middle class**
- " **Potential for tourism**

<b>Advantages</b>	<b>Challenges</b>
Improving Indo-US political relations	Competition from Australia, New Zealand and other suppliers with greater geographic proximity
Large and growing middle class	Predominantly vegetarian tradition
Increasing media exposure to American products and lifestyle	Diverse agro-industrial base offering many products at very competitive prices
Growing number of fast food restaurants	Preference for fresh products and traditional foods
A slow but steady transformation of the retail food sector in urban areas	Difficulties in accessing the vast, untapped rural markets
Increasing urbanization and growing numbers of working women	Poorly developed infrastructure (ports, roads, electricity, cold storage)
Growing food processing industry looking for imported food ingredients	Varied and somewhat dated food laws, non-transparent SPS regulations, high tariffs, and rampant corruption

## **II. EXPORTER BUSINESS TIPS**

### **A. Food Preferences**

Many Indians are vegetarian by tradition. Among those who are not, beef is generally taboo to Hindus (82% of population) and Sikhs (2% of population), who consider cows sacred. Also, many Indians are vegetarians as they simply cannot afford a non-vegetarian diet. Indians have a strong preference for fresh products and traditional spices and ingredients, which has greatly slowed the

penetration of processed foods. Refrigerators are a luxury. However, with urbanization, rising incomes, more working women, the arrival of large food multinationals and a proliferation of fast food outlets, acceptance of packaged food products is increasing. These products must usually be tailored to Indian tastes. Demand for speciality items such as chocolates, almonds and other nuts, cakes and pastries, sweetmeats, etc., peaks during the fall festive season, especially at Diwali - the Festival of Lights.

According to traditional Hinduism, food is classified as "Satvic" (freshly cooked, pure vegetarian excluding even some root crops; eaten by Yogis, saints and upper caste Brahmins, it is said to calm the mind); "Rajasic" (non-vegetarian enriched with spices, dry fruits, butter and cream; eaten by the royal class, it is said to invigorate mind and body) and "Tamasic" (preserved/stored meat and leftovers; eaten by the lower classes, it is said to make mind and body lethargic). Although this classification is a thing of the past, many Indians still believe food shapes the personality, mood and mind. Many Indians are quite willing to try new foods, but usually return to traditional fare. While Western foods have a reasonably good chance of succeeding for casual dining, integrating them into the main meal will be infinitely more difficult.

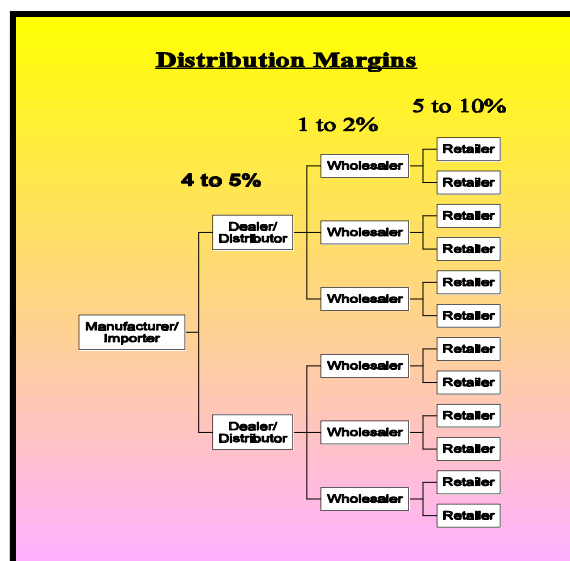
## B. Shopping Habits

Lacking home refrigeration, most Indians shop daily at small neighborhood speciality shops (i.e., fruits and vegetables in one shop, dairy products in another, groceries in a third and meats and meat products in yet another). Only in the past few years have a few Indians been exposed to self-service supermarkets. Availability of many items, particularly fruits and vegetables, is very seasonal and people are accustomed to adjusting their diet to the season. Women do most of the shopping and make most of the food purchase decisions. Households able to afford Western imports usually have servants who buy, clean and prepare the foods. Most processed foods are sold in small containers due to customers' limited purchasing power.

## C. Distribution System

Most Indian manufacturers/importers use a three-tier distribution structure which has evolved over many years: i.e., distributor, wholesaler and retailer. Gross margins are typically 4-5, 1-2 and 5-10 percent, respectively. This system significantly raises the cost of the product to the consumer. These established patterns are, however, slowly giving way to more streamlined operations. Marketers are increasingly outsourcing key distribution and logistical functions, and looking for better ways to reach consumers. With the cost of establishing warehouses becoming prohibitive, clearing & forwarding (C&F) agents are fast becoming the norm.

Typically, most imported food products are

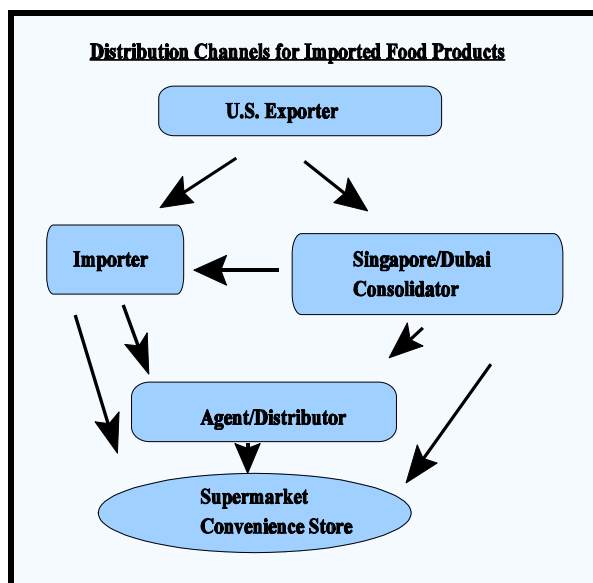


transhipped through regional hubs such as Dubai and Singapore due to their liberal trade policies and efficient handling. Major importers are located in Mumbai, Calcutta, Delhi and Goa. A large share of imported foods enter through illegal smuggling. With recent trade liberalization, however, smuggling is likely to diminish. Under-invoicing is a commonly used practice to lessen import taxes.

#### D. Infrastructure

Blessed with a coast line of nearly 4000 miles, India has 11 international and 139 minor ports. Most important are Mumbai, Kandla, Jawaharlal Nehru, Cochin, Murmagoa, and New Mangalore on the west coast, and Chennai, Tuticorin, Vizagh, Paradeep, and Calcutta on the east coast. Container handling facilities are available at most major ports and in several cities. Only a few ports can berth Panamax vessels, and bulk handling facilities are very limited.

Refrigerated warehousing and transportation facilities also are limited and costly. Availability of electricity is at least 10 percent short of demand. Whereas infrastructure projects were previously reserved for the public sector, private investors are now being encouraged to participate. Telecommunications, in particular, is benefitting from strong foreign investor interest. The pace is much slower, however, for power generation, roads, and other infrastructure needs where the payback takes longer.



#### E. Finding a Business Partner

It is essential to survey existing and potential markets for products or services before initiating export sales to India. Market research firms, located in India, can assist. As it is generally advisable to export on an FOB basis, it is not necessary to employ a local agent. However, where responsibility for port clearance rests with the exporter, it is useful to engage the services of a local customs clearing house.

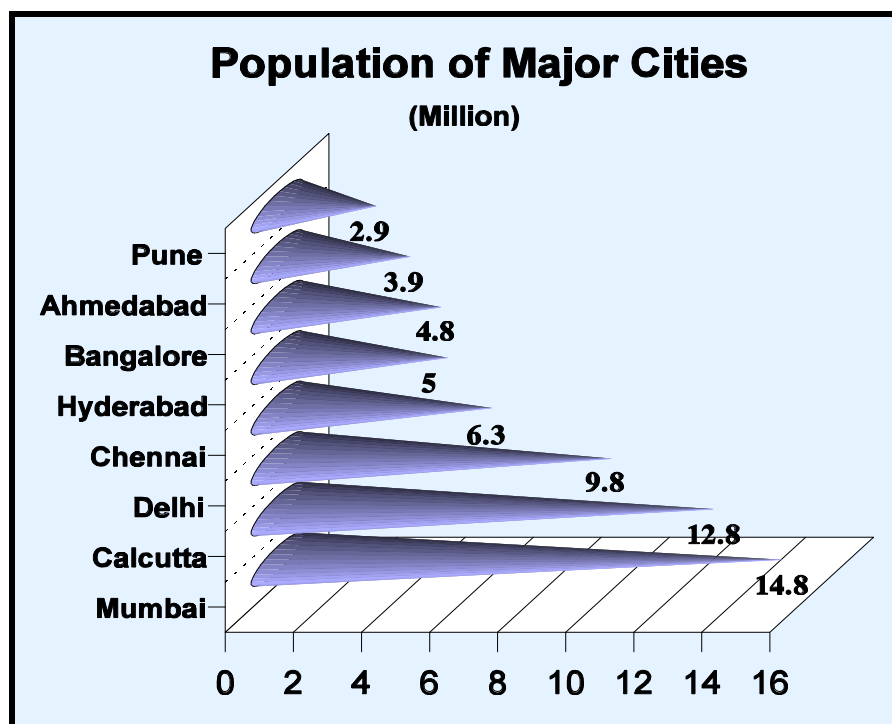
Exporters whose products have promising sales potential usually find no shortage of Indian firms wanting to distribute their products/services. U.S. firms should consider the following before selecting an agent: (a) determine who their potential customers are and where they live; (b) recognize that agents with fewer principals and smaller set-ups often are more adaptable and committed than those with large infrastructures and big reputations; (c) understand that in India it is not uncommon to appoint more than one representative for different locations and markets; (d) check the potential agent's reputation through local industry/trade associations, potential clients, bankers and other foreign companies/missions.

Franchising is another way of introducing Western products. Companies with franchises in the food

sector include KFC, Domino's Pizza, Baskin Robbins, Wimpys, McDonalds and Pizza Hut. Indian companies with strong brand recognition also franchise. Direct marketing, although becoming more popular, is constrained by poor telecommunications, infrequent use of credit cards, and the inefficient state-owned banking system. E-Commerce, though in its infancy, has potential.

## F. Advertising and Sales Promotion

Advertising and trade promotion are highly developed in India, and most major U.S. advertising firms choose local Indian partners as they know India and Indians well. In addition to government-controlled television in the regional languages (Doordarshan), there are several popular national, international and regional privately-owned channels (Star, Zee, Sony, Sun, etc.). Most urban households have televisions, and it is increasingly popular in rural areas. India also has a diverse and growing number of newspapers and glossy magazines appealing to various social, cultural and gender groups. An Indian readership survey conducted in 1998 showed that in cities with populations of over 1 million, the reach of various media are as follows: press - 65.5%; television - 84.2%; radio - 21.8%; cinema 17.2%. On an all-India level the reach of media are: press - 32.9%; television - 46%; radio - 17.8% and cinema 11.7%. India had about 1 million regular Internet users in July 1999 and this number is expanding rapidly. Delhi's Annual Food Expo (Ahara) and various smaller food shows around the country provide opportunities for U.S. exporters to promote their food products.



## G. Business Etiquette

Indian traders are very familiar with Western culture and business is conducted in much the same way as in the U.S. Most speak English. Business hours usually start late (about 11:00 a.m.) and last well into the evening. Be sure to accept when chai (tea) or a soft drink is offered. Indians love to talk, but it is wise not to say anything positive about a potential competitor. While an exchange of gifts is not necessary, most businessmen appreciate token mementoes, particularly if they reflect the subject under discussion. Indians are famous for having longer than scheduled meetings, so be sure to schedule plenty of time between appointments. They also expect appointments with Western



business contacts to begin on time, particularly if it is an introductory call. Try to avoid business breakfasts, especially in Mumbai; lunch and dinner are fine.

Although Delhi (the Capital) has a cool, pleasant winter (Oct-Mar), summers (Apr-Jun) are fierce with temperatures of up to 120 degree F. Mumbai (the business hub) and most other major Indian cities have subtropical climates -- hot and humid the year around. Most Indian cities have good hotels and are well connected by airlines. It's safest to dress in slacks, sport coat and tie, although many residents dispense with the coat.

## **H. Import Duties**

Indian tariffs are typically high and very confusing. Imports are subject to an array of duties, which include: a "basic" duty; a surcharge on the "basic" duty; an additional duty often referred to as a countervailing duty ; and a 4 percent special additional duty (SAD)

The basic duty, which is usually an ad valorem duty, used to have 5 slabs: 5%; 15%; 25%; 35%; and 40%. A zero duty is applicable to only a very few basic commodities. The surcharge on the basic duty is a uniform 10%, applicable to all commodities except certain GATT bound products and items attracting a 40% basic duty. In effect, the surcharge raises the basic duty by 10% (5% basic duty becomes 5.5%; 15% becomes 16.5%, etc.). The countervailing duty is equal to the excise duty on similar products (levied on the cumulative of assessed value, the "basic" duty and surcharge on "basic" duty). The 4% SAD represents the incidence of sales tax and similar levies applicable on domestic goods and is computed on the aggregate of assessed value, "basic" duty (including surcharge), and countervailing duty.

In the FY 2000 budget, the Finance Minister proposed a reduction in the peak "basic" tariff rate from 40 percent ad valorem to 35 percent, thereby reducing the number of "basic" duty slabs from five to four: 5%; 15%; 25%; and 35%. However, the 10 percent surcharge on the "basic" duty introduced last year will now apply to the peak tariff rate, effectively bringing the peak duty level to 38.5 percent. Application of the SAD tax was extended to include traders, and the countervailing duty on most consumer food products was raised to 16 percent.

## **I. Food Laws**

Even with the evolving trade liberalization, food exporters will have to grapple with India's varied, and somewhat dated, food sector laws, particularly those pertaining to the use of additives and colors, labeling requirements, packaging, weights and measures, phytosanitary regulations and other regulatory issues relating to production and distribution. India's antiquated food laws occasionally act as an impediment to imports of food products, particularly in the case of processed foods. While India is generally supportive of biotechnology in agriculture, its policies on the commercial import of products containing GMOs are vague. The consensus favors labeling. Some of the major food laws affecting food exporters are:

### **a. The Prevention of Food Adulteration Act (1954) and PFA Rules.**

This is the basic statute established to protect consumers against adulterated food. The PFA applies



to domestic and imported foods, and encompasses food colors and preservatives, pesticide residues, packaging, labeling and regulation of sales. Recently, some domestic food processors have alleged that several imported processed foods violate PFA rules and have urged the government to "level the playing field."

**b. The Standards of Weights and Measures Act (1976) and the Standards of Weights and Measures (Packaged Commodities) Rules**

This act established standards for weights and measures to regulate interstate trade and commerce in goods which are sold or distributed by weight, measure or number. The Rules formed under the Act require labeling on the nature of the commodity, the name and address of the manufacturer, quantity, date of manufacture, and maximum retail price. Although primary applicable to local products, this is likely to become applicable to imported packaged food items as their volume increases. For example, the Supreme Court recently made it mandatory for distributors of imported goods to affix Maximum Retail Price on these products, a requirement previously applicable only to domestic products.

**c. Destructive Insects & Pests Act (1914); Plant Quarantine Rules; and Plants, Fruits and Seeds (Regulation of Imports into India) Order (1989).**

This Act -- along with PFA rules -- establishes quality and phytosanitary specifications for imported agricultural commodities. As the regulations are often not transparent, they can give rise to unethical and corrupt practices.

### **III. MARKET SECTORS: STRUCTURES AND TRENDS**

#### **A. Food Retail**

India has no supermarkets in the Western sense of the word. Food products are sold by 3-4 million small grocery stores (mainly "Mom & Pop" establishments) operating from villages to large urban centers. Although the rural market constitutes 70 percent of the market for many products, only about 15 percent of India's richest consumers reside there. Accessing these outlets is one of the most formidable challenges facing domestic manufacturers and potential exporters.

While there are no supermarkets, there are some larger grocery and convenience stores located in and around major cities. There are even a few large grocery "chains" operating in the South. These stores may have up to 5,000 square feet, and with their self-service approach, resemble U.S. supermarkets 40 years ago. Although the exact size of this segment is not available, roughly 15-20 percent of the urban population shop in such stores. The number and size of these stores is expected to grow as higher-income consumers focus more on convenience and quality.

These "Indian Super Markets" typically deal with over 400 distributors/suppliers, each handling 3 to 4 products. Some are interested in sourcing imported food items directly from exporters. The share of imported food products currently being handled by these food chains is relatively small, and consists mainly of almonds, fruit juices, ketchup, chocolates, sauces, speciality cheese, canned fruits/vegetables, peas and beans, cookies and cake mixes.

## **B. Food Service (HRI)**

The strong demand for hotel space which occurred 3-4 years ago has declined in all key segments: Indian business traveler; foreign business traveler; and foreign tourist. However, with the economy on an upswing, and India emerging as an Information Technology superpower, demand is expected to improve. India has some excellent hotel chains, including: Indian Hotels Ltd. (Taj Group); East India Hotels Company Ltd. (Oberoi Group); ITC Ltd. (Welcome Group); Asian Hotels; and Leela Venture. Several international chains such as Radisson, Best Western and Quality Inn have also established a presence through franchising.

Luxury hotels and tourist-related business are permitted to import most consumer food products, often at a reduced tariff against their foreign exchange earnings. The value of food products imported by them is estimated at \$30 million, mainly wine/alcoholic drinks, fruits and vegetables, meat, sauces and cheese. Most hotels source their imports through consolidators located in Dubai, Amsterdam, Singapore and Australia. Because of high freight costs and the small quantities involved, very little is procured from the US. While leading hotels note the excellent reputation of US food products, cost is a constraint. Nevertheless, the hotel and tourism sectors (which has great potential in India) provide opportunities for US exporters to position themselves.

After a slow start, the fast food industry has registered prolific growth in recent years. Most US chains -- McDonald's, KFC, Dominos, Pizza Hut -- along with local chains are doing a good business in the major urban areas and are now spreading into smaller cities. Although fast food chains source most of their raw materials locally, french fries, speciality cheeses, some meats and fishery products, flavors, condiments and ingredients are often imported. This sector offers US exporters a market for the sale of some of these products.

## **C. Food Processing**

Only about two percent of India's agricultural output is further processed. These value-added food products, however, amount to \$22.2 billion and account for one-third of the value of the food sector. Although the quality tends to be poor, domestic production is the primary source of competition for foreign suppliers.

With investment reforms, including deregulation of the food processing industry, the processed food sector has attracted increasing foreign direct investment. Several multi-national companies such as Pepsico, Cargill, Coca-Cola, Kelloggs, Conagra and Pillsbury have become established in India, in addition to fast food chains such as KFC, McDonalds, Dominos, and Pizza Hut and ice cream companies such as Walls, Baskin Robbins, etc. Existing companies such as Hindustan Lever, Nestle, Cadbury's, Britannia, Dabur and Godrej have expanded their operations. Entry of the multinationals into the food processing sector, changing consumer tastes, and the governments' enthusiasm to develop the food processing industry will contribute to continued growth.

Items used in food processing may be a trade opportunity, at least until local supplies improve. Although food laws are in place, their implementation is often not effective. It is unclear how far the government will go in developing standards which are consistent with international norms.



**IV. BEST HIGH-VALUE PRODUCT PROSPECTS**

<b>Products</b>	<b>Selection Criteria</b>
1. Frozen French Fries	Import liberalization, rapid growth in fast food restaurants and non-availability of local quality potatoes for processing
2. Chocolates	Import liberalization and consumer preference for imported chocolates
3. Cheeses	Import liberalization and growth in pizza and fast food restaurants
4. Ice Cream	Growing demand and currently low per capita consumption
5. Fruit Juices	Increasing health awareness among middle class and shortage of quality product locally
6. Snack foods	Increasing popularity
7. Popcorn	Non-availability of quality popcorn varieties
8. Almonds	Most popular dried fruit; high demand during festival season and increasing use in food preparations
9. Fruits (Apple, Kiwi Fruit)	Seasonal shortages and high prices for Apples. Increasing interest in exotic fruits such as Kiwi fruits among India's elite
10. Macadamia Nuts	Increasing interest in high value nuts among the elite
11. Condiments	Increasing number of fast food outlets
12. Wine	Growing consumption; demand by hotels and inferior domestic product
13. Food Ingredients	Rapidly-growing food processing industry
14. Hardwood Lumber	Shortage of wood, depleted forest reserves and increasing home construction activity
15. Vegetable Oil	Sharply rising domestic demand

## V. KEY CONTACTS AND FURTHER INFORMATION

The following reports may be of interest to U.S. exporters interested in India. These, and related reports prepared by this office, can be accessed via the FAS Home Page (<http://www.fas.usda.gov>) by clicking on "Commodities," then "Market Reports," selecting "Attache Reports," and typing the report number.

IN7059	Horticultural Products
IN7064	Food Laws in India
IN7070	Consumer Food Product Market
IN7101	Market Brief on Fruit Juices
IN8018	Hotels Provide Market Access
IN8032	Agricultural Trade Barriers
IN8088	Market Brief on Ice Cream
IN9008	Market Brief on Pulses
IN9035	Market Brief on Apples
IN9037	Retail Food Sector: South India
IN9045	India: FAIRS Report
IN9065	Retail Sector Report
IN0050	FAIRS Report (Update)

The Country Commercial Guide prepared by the Commercial Section of the US Embassy will also be of interest to exporters. This can be accessed through [www.stat-usa.gov](http://www.stat-usa.gov).  
For additional information and guidance please contact:

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## APPENDIX I: STATISTICS

**TABLE A - Key Trade & Demographic Information**

Agricultural Imports From All Countries (\$Mil)/U.S. Market Share (%) 1/	2,921 (7)
Consumer Food Imports From All Countries (\$Mil)/U.S. Market Share (%)	517 (27)
Edible Fishery Imports From All Countries (\$Mil)/U.S. Market Share (%)1/	11 (1)
Total Population (Millions)/Annual Growth Rate (%)	1,000 (1.7)
Urban Population (Million)/Annual Growth Rate (%)	270 (2.0)
Number of Major Metropolitan Areas 2/	25
Size of Middle Class (Millions)/Growth Rate (%) 3/	150 (3)
Unemployment Rate (%)	NA
Per Capita Gross Domestic Product (U.S. \$)	390

1/  
UN

trade database

2/ Populations in excess of 1 million: Mumbai, Calcutta, Delhi, Chennai, Hyderabad, Bangalore, Pune, Ahmedabad, Vizagh, Patna, Surat, Varodra, Cochin, Indore, Bhopal, Jabalpur, Nagpur, Ludhiana, Jaipur, Coimbatore, Madurai, Kanpur, Lucknow, Varanasi, Agra.

3/ People living in households with annual incomes of US\$ 1,275 or above (1994 NCAER Data)

4/ 1988/89 Consumer Expenditure Survey Data.

**TABLE B - Consumer Food & Edible Fishery Product Imports**

<b>India Imports</b> (In Millions of Dollars)	<b>Imports from the World</b>			<b>Imports from the U.S.</b>			<b>U.S Market Share</b>		
	<b>1996</b>	<b>1997</b>	<b>1998</b>	<b>1996</b>	<b>1997</b>	<b>1998</b>	<b>1996</b>	<b>1997</b>	<b>1998</b>
<b>CONSUMER-ORIENTED AG TOTAL</b>	451	517	NA	120	139	NA	27	27	0
Snack Foods (Excl. Nuts)	1	4	NA	1	1	NA	10	1	0
Breakfast Cereals & Pancake Mix	14	14	NA	13	14	NA	98	99	0
Red Meats, Fresh/Chilled/Frozen	1	0	NA	1	0	NA	51	0	0
Red Meats, Prepared/Preserved	1	1	NA	1	0	NA	39	0	0
Poultry Meat	1	0	NA	1	0	NA	100	0	0
Dairy Products (Excl. Cheese)	2	9	NA	1	1	NA	9	2	0
Cheese	1	1	NA	1	1	NA	18	14	0
Eggs & Products	1	1	NA	1	1	NA	4	8	0
Fresh Fruit	50	52	NA	1	1	NA	0	0	0
Fresh Vegetables	1	2	NA	1	1	NA	18	3	0
Processed Fruit & Vegetables	3	5	NA	1	1	NA	2	7	0
Fruit & Vegetable Juices	1	1	NA	1	1	NA	3	0	0
Tree Nuts	269	305	NA	47	59	NA	18	19	0
Wine & Beer	2	2	NA	1	1	NA	5	1	0
Nursery Products & Cut Flowers	10	5	NA	1	1	NA	7	2	0
Pet Foods (Dog & Cat Food)	1	1	NA	0	1	NA	0	49	0
Other Consumer-Oriented Products	98	119	NA	58	66	NA	59	55	0
<b>FISH &amp; SEAFOOD PRODUCTS</b>	5	11	NA	1	1	NA	2	1	0
Salmon	1	1	NA	1	0	NA	32	0	0
Surimi	1	0	NA	0	0	NA	0	0	0
Crustaceans	1	1	NA	1	1	NA	98	23	0
Groundfish & Flatfish	1	0	NA	1	0	NA	86	0	0
Molluscs	1	1	NA	0	0	NA	0	0	0
Other Fishery Products	5	10	NA	0	0	NA	0	0	0
<b>AGRICULTURAL PRODUCTS TOTAL</b>	2172	2487	NA	169	195	NA	8	8	0
<b>AG, FISH &amp; FORESTRY TOTAL</b>	2447	2921	NA	173	202	NA	7	7	0

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



**TABLE C - Top 15 Suppliers of Consumer Food & Edible Fishery Products****India : Imports**

<b>CONSUMER-ORIENTED AG IMPORTS TOTAL (\$1,000)</b>			
	<b>1996</b>	<b>1997</b>	<b>1998</b>
United States	120,022	138,896	NA
Tanzania, United	61,607	59,037	NA
Iran	45,474	45,741	NA
Guinea-Bissau	14,987	43,142	NA
Indonesia	10,285	36,127	NA
Pakistan	27,136	22,796	NA
Cote d'Ivoire	14,629	22,417	NA
Benin	9,108	13,384	NA
Mozambique	24,566	13,138	NA
Singapore	47,464	9,882	NA
Burma	3,321	9,854	NA
Nepal	6,535	9,576	NA
Nigeria	10,540	9,436	NA
Afghanistan	1,359	7,764	NA
Netherlands	9,064	7,740	NA
Other	44,709	68,006	NA
<b>World</b>	<b>450,810</b>	<b>516,945</b>	<b>NA</b>

Source: United Nations Statistics Division

<b>FISH &amp; SEAFOOD PRODUCT IMPORTS (\$1,000)</b>			
	<b>1996</b>	<b>1997</b>	<b>1998</b>
Bangladesh	4,595	10,484	NA
New Zealand	0	264	NA
Singapore	5	262	NA
Netherlands	6	156	NA
Belgium-Luxembourg	0	80	NA
United States	81	75	NA
Italy	53	56	NA
Portugal	0	46	NA
Germany	5	35	NA
Japan	0	28	NA
Denmark	0	2	NA
Taiwan (Estimated)	0	2	NA
Thailand	8	1	NA
United Kingdom	7	0	NA
Hong Kong	4	0	NA
Other	0	0	NA
<b>World</b>	<b>4,764</b>	<b>11,492</b>	<b>NA</b>