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Korea, Republic of

Product Brief

Fresh and Processed Tomatoes

2008

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Report Highlights:
Currently Korea is a small exporter of fresh tomatoes and does not import; however, Korea is expected to import about 33,000 tons of prepared and processed tomato products in 2008. The United States is the second largest supplier after China. After the implementation of the Korea-U.S. Free Trade Agreement, the 45% tariff for fresh tomatoes will become duty free in year seven possibly providing an opportunity for U.S. fresh tomato exports and the tariff for prepared and processed tomatoes will become duty free either immediately or in year five with the exception of some tomato sauces that contain red pepper paste and some other sensitive ingredients.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
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Section I. Market Overview

Korea typically exports a small amount of fresh tomatoes, but imports a much larger amount of prepared and preserved tomato products. Currently, Korea does not import fresh tomatoes. Additionally, imports from the United States are not allowed as they have not undergone a pest risk assessment (PRA) by the Korean government. The PRA determines what pests and diseases will be a concern to Korea before allowing imports of U.S. fresh tomatoes.

Korea is expected to export 500 metric tons of fresh tomatoes in 2008. Despite increased production, exports have significantly declined from previous years due their lack of competitiveness. The continued economic slump in Japan, the collapse in Japanese domestic tomato prices and tightened food inspection based on a positive system for agricultural chemicals have all attributed to lower exports to Japan in recent years. Currently, Korea is able to produce enough tomatoes to meet the demands of its domestic consumers for fresh product; however, consumption continues to increase and it is very likely that there will be an opportunity for U.S. suppliers in the near future if the PRA is successfully conducted.

Imports of prepared and preserved tomato products have been fairly stable. In 2008, Korea is expected to import about 33,000 metric tons. The United States is the second largest supplier of prepared and preserved tomato products to Korea, with a 32% market share, but China is the largest supplier with a 38% market share. Among the prepared products that the United States exports, tomato paste accounts for over 60% and tomato sauce accounts for over 30%.

The current tariff rate for fresh tomatoes is 45%; however, after the implementation of the Korea-U.S. Free Trade Agreement (KORUS FTA), this rate will drop in seven equal annual stages. Fresh tomatoes will be duty free by year seven of the KORUS FTA. The five percent tariff rate for tomato paste will become duty free immediately. Some tomato sauces with red pepper paste or products that contain 20 percent or more of red pepper, garlic, onions or ginger or those that contain a total of over 40 percent of these ingredients are currently assessed a 45 percent adjustment duty. All other tomato sauces face an eight percent tariff rate. Both of these tariff rates will be phased out in five years.

Advantages	Disadvantages
The demand for healthy food has led to an increase in fresh tomato consumption.	Pest Risk Assessment needs to be conducted before imports can resume.
The growth in Western-style foods has increased the demand for processed tomato products.	
The 5 percent tariff for tomato paste which accounts for over 60 percent of U.S. processed tomato products will be eliminated immediately.	
Tomato sauce will become duty free in year five	

Section II. Market Sector Opportunities and Threats

Fresh Tomatoes

Fresh domestic tomatoes are mostly consumed in the retail and HRI sector. Since 2002, the industry has promoted fresh tomatoes as a health food. This has lead to an increase in consumption, which has caused the per capita consumption of tomatoes to double in the last five years.

Korea: Per Capita Tomato Consumption (Kilograms)					
Year	2003	2004	2005	2006	2007
Per capita consumption	5.4	8.7	10.1	10.0	10.9

Source: Korea Rural Economic Institute

1. Entry Strategy

Since fresh U.S. tomatoes are currently not allowed to be imported, due to the absence of a PRA, the first step would be for U.S. suppliers interested in exporting fresh tomatoes to Korea to contact the Animal and Plant Health Inspection Service (APHIS). The Phytosanitary Issues Management (PIM) unit will be the primary point of contact for all technical plant health communications with the Korean government. PIM takes the lead in developing plant health policies and strategies and will work directly with the Korean government to find technical solutions to phytosanitary trade barriers. Please contact the PIM Trade Manager for Korean issues by calling (301) 734-8262, faxing (301) 734-7639 or by e-mailing PPQExportServices@aphis.usda.gov.

Korea will require a pest risk assessment (PRA) to reopen the market. PIM will require a significant investment of time and will need to work with an industry association and the State Department of Agriculture in order to prepare a data package for the National Plant Quarantine Service. It is likely to take four to five years.

2. Market Size, Structure and Trends

The fresh tomato market is valued at over $700 million. Roughly ten percent of domestic production has been exported; however, the economic situation in Japan and tighter quarantine requirements has discouraged Korean exporters in recent years resulting in a significant decline in exports. Japan is the largest importer of Korean tomatoes, but prices in Japan have been dropping making Korean tomatoes less price competitive.

3. Production

Favorable weather conditions in 2008 has allowed for a bumper harvest for all fruits, including tomatoes. This has lead to a decline in wholesale prices due mainly to increased production area and stronger competition from other fruits. Most fresh tomatoes are grown in greenhouses, so despite the favorable weather, fuel costs continue to be a problem. The consumption of tomatoes, as a healthy food choice, is still strong; but the lower wholesale prices coupled with the higher fuel costs have lead many farmers to begin growing other crops, such as pumpkin and strawberries that do not require as much heating. According to a recent survey by the Korea Rural Economic Institute (KREI), farmers are projected to decrease their planted area by four percent in the last quarter of 2008.

Due to the seasonality of fresh tomato production, the peak harvest is from May to June.

There is some production of miniature tomatoes in Korea, mostly grown in greenhouses. As a result, the price for miniature tomatoes does not fluctuate as much as it does for regular tomatoes and there is less seasonality. The 2008 prices for miniature tomatoes has been very low as farmers believed the high prices during the second half of 2007 would continue.

Korea: Domestic Tomato Production

Year	Total Tomato		Tomato (Field)			Tomato (Greenhouse)		
	Area[1]	Production[2]	Area[1]	Yield[3]	Production[2]	Area[1]	Yield[3]	Production[2]
2003	4,102	269,918	131	4,425	5,797	3,971	6,651	264,121
2004	5,883	394,621	259	4,499	11,653	5,624	6,810	382,968
2005	6,749	438,991	256	4,599	11,773	6,493	6,580	427,218
2006	6,613	433,155	275	4,205	11,563	6,338	6,652	421,592
2007	7,353	479,851	223	4,282	9,549	7,130	6,596	470,302
2008 (P)	7,400	500,000	N/A	N/A	N/A	N/A	N/A	N/A

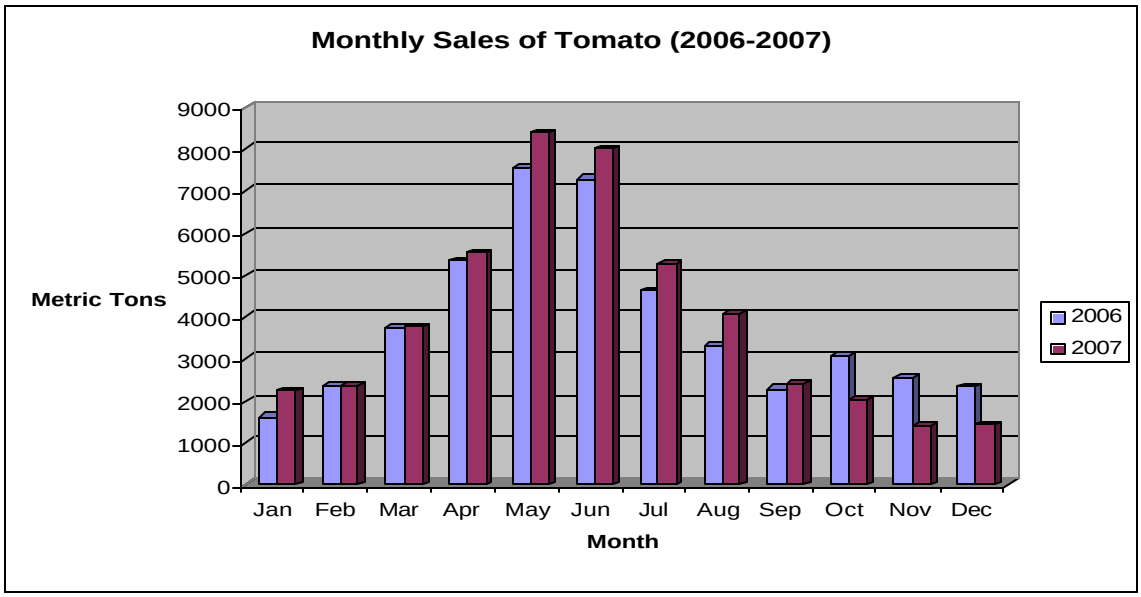
Source: Ministry for Food, Agriculture, Forestry & Fisheries
Korea Rural Economic Institute
Note: 1. Cultivated area is in hectare.
2. Yield per 10 a is in kilogram
3. Production is in metric tons

4. Consumption

Currently, 92 percent of domestic tomatoes are sold in the retail sector for home use and eight percent are sold for institutional use. In the retail sector, about 55 percent of the fresh tomatoes that are being sold are conventional tomatoes and 45 percent are miniature tomatoes.

The way in which Koreans are consuming tomatoes is changing. According to a KREI survey conducted in 2005, fifty one percent of fresh tomatoes were consumed in the form of a fresh fruit and the remaining forty four percent were used to make tomato juice. However, in 2007, only thirty four percent were consumed in its original form, thirty two percent were used to make juice and twenty four percent were used for cooking or salads.

Although firm data is not available, the National Agricultural Cooperative Federation estimates that about 20 percent of fresh tomatoes being produced in Korea are organic.



Source: Seoul Agricultural & Marine Products Corp.
Note: The above table represents sales at the largest wholesale market in Korea and not nationwide sales; however, it does provide a picture of the seasonality of tomatoes in the Korean market.

5. Trade

"Currently, Korea does not import fresh tomatoes; however Korea would like to begin exporting tomatoes to the U.S. market. In 1999, Korea first requested access to the U.S. market. As of 2008, the two governments are still exchanging information on mitigation requirements."

Processed Tomatoes

1. Entry Strategy

There are many importers/distributors of fresh fruit products currently supplying the Korean market. As there are currently no imports of fresh tomatoes, the U.S. exporters should use these importers to penetrate into this market. As the distribution channel and quarantine inspection for fresh fruits and preserved fruits are different, using importers of preserved tomato products may not be the best choice.

New-to-market exporters for processed tomato products should use the following information for entering this market:

Establishing Korean Partner:
Thorough research about the market and related regulations is necessary for any U.S. exporter who seeks entry into the Korean retail market. Korea has well established regulations and procedures on food imports, as well as complex tariff and tax codes, which often make an entry of a new-to-market product a time consuming process. In addition, certain food additives approved for use in the United States may not be approved in Korea. U.S. exporters must be willing to conform exactly to the Korean labeling and documentation requirements. Working with established importers is the approach that has been proven most efficient in overcoming these challenges.

? Established importers are well aware of market intelligence, local business practices, distribution channels, and most of all are the best source for up-to-date information on government food import regulations.

? ATO Seoul maintains listings of established Korean importers by product or by industry, which are available at no cost to U.S. exporters. ATO Seoul also feeds trade lead information from Korean importers to State Regional Trade Groups (SRTGs), which are disseminated to U.S. exporters through the network of the state department of agriculture or trade promotion agency. ATO Seoul regularly organizes Korean buyer missions in cooperation with SRTGs and agricultural cooperators to major food shows in the United States, such as the FMI Show and the NRA Show, for matchmaking with U.S. exporters.

? Exhibiting in a Korean food trade show can be a cost-efficient way to meet with a large number of key Korean importers/traders. Currently, the Seoul Food & Hotel (SFH) is the only show in Korea endorsed and supported by U.S. Department of Agriculture/Foreign Agricultural Service (FAS). Exporters who are considering exhibiting at any Korean show may contact ATO Seoul for guidance and information because most local shows are consumer-oriented and are not particularly efficient for promoting new-to-market products.

? The type of business relationship agreed between the U.S. exporter and the Korean importer may vary from joint investment partnership, to exclusive agent, to non-binding broker. The type of relationship mainly depends on how the exporter sees the role of the importer in market development. The most common practice is maintaining a non-binding seller-buyer relationship during the test-market period and then upgrading to a more binding option if the market shows bigger potential.

? There are many items that the U.S. exporter should follow closely with the importer during the initial stage of market entry. The Korean government maintains very strict regulations on food imports and requires various certificates/documents and product information before approving import of a new-to-market food product. Therefore, the exporter must provide the importer with the necessary documents and information to submit to the government authorities.

? New-to-market U.S. exporters should pay attention to protecting the company/product trademark and patents, which can be easily handled by working with the Korean partner or through local attorneys. For more information, see the Korea Industrial Property Rights Information Service website at: http://eng.kipris.or.kr or the Korea Institute of Intellectual Property website at: http://www.kiip.re.kr/eng.

U.S. brokers or export middlemen may get involved in the entry of a new-to-market product into Korea especially when the original U.S. supplier (manufacturer or producer) is not interested in export business or when the volume of business is small. Although Korean importers in general prefer to work directly with the original supplier, using experienced brokers or middlemen can be a more efficient way to find established Korean importers. For those large retailers who import directly, Costco Korea in particular, working directly with the purchasing network of the retailer in the United States can be a way to gain entry into Korea.

Understanding Local Tastes:
All foods sold in retail stores in Korea, whether traditional or imported, reflect the contemporary dietary culture of Koreans. Even those new-to-market imported foods that recently appeared on the shelf mirror the on-going trends and tastes of local consumers. Accordingly, a good understanding of trends and local tastes is the key to make a successful entry into the Korean market. At the same time, considering the rapid evolution of the sector, it is very important to be kept informed of the changes in the tastes of Korean consumers to

stay ahead of the competition. A rule of thumb is that new food trends in Korea are two to five years behind Japan, a reference market that Korea has followed for the last 50 years when accepting western culture and products, although the time gap between the two countries seems to be narrowing.

Meeting the Korean consumer's tastes could mean anything from modifying packaging material and design, to reducing unit size, to adding or reducing ingredients. Package design, in particular, is a very important factor in Korea and exporters should consider developing a new design that can better attract Korean consumers. Although most Koreans read English, adding Korean on the package design can improve the level of exposure on the shelf. The current trends in package design include “freshness”, “new tastes”, “fun”, and “environmentally friendly” themes.

Another noteworthy issue in packaging is the separate Korean language label required on imported products. This added stick-on label can detract from the appearance of the product. Exporters should discuss the design of the Korean language label with the importer. Korean language labels are in general designed and printed by the importer and hand-attached to the products in the duty free warehouse before the customs inspection.

2. Market Size, Structure and Trends

The market for imported processed tomato products is valued at $36 million.

3. Production

Presently, a few domestic food processors are trying to use domestic tomatoes for processing, but this is still in the trial stage. The biggest obstacle is that, in general, tomatoes used for processing need to be firmer and less juicy than the current variety of tomatoes that are being grown domestically.

4. Consumption

For the most part, Korea is a fresh tomato market and not a big consumer of processed tomato products; however, as the popularity of Western style foods has continued to grow, the demand for foods such as spaghetti and pizza have increased the demand for processed tomato products.

5. Trade

Most of the imports are for preserved tomato products. Korea imports a significant amount of preserved tomatoes, including tomato paste. The amount imported has been increasing every year due to the popularity of western style dishes. The United States used to be the primary supplier of preserved tomato products, but sales have been taken over by China. The removal of the tariff duties for prepared and preserved tomato products under the KORUS FTA will make the United States more competituve against China and may help recapture some of the lost market share.

Korea: Prepared and Preserved Tomato Product Imports (HS 2002) (Metric Tons)								
Year	U.S.A.	PRC	Italy	Turkey	Portugal	Chile	Other	Total
2003	12,478	10,396	3,259	905	1,304	490	383	29,215
2004	12,269	14,898	3,296	1,224	1,452	977	362	34,478
2005	12,268	13,865	4,683	1,247	1,641	1,414	279	35,397
2006	12,828	14,819	4,574	1,253	728	2,542	389	37,133
2007	11,117	16,163	5,829	1,369	297	2,732	498	38,005
2008 [1]	7,862	9,184	4,323	1,136	772	522	613	24,412

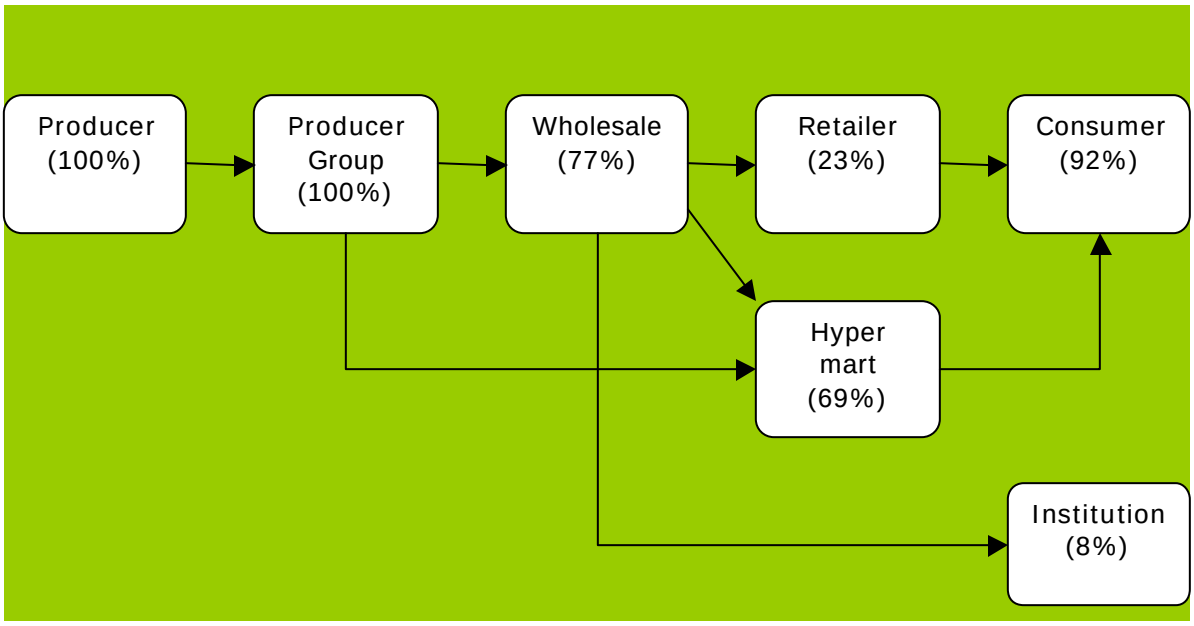
Source: KOTIS
Note: For 2008, the data is incomplete and represents only January–September data.

In 2005, the Korea-Chile FTA went into effect and the tariff rate for Chilean processed tomato product went to zero, significantly increasing Chile's market share.

Trend in Import of Processed Tomato Products (Metric Tons)							
Year	Paste	Other than those preserved in vinegar, etc.	Sauce	Other than paste	Ketchup	Juice	TOTAL
2004	27,529	5,215	3,194	1,734	827	342	38,841
2005	27,829	5,689	3,364	1,880	871	219	39,851
2006	29,652	5,767	3,446	1,714	1,010	311	41,890
2007	29,519	6,657	3,543	1,829	1,391	213	43,152

Source: aT
Note: The total imports in this table do not match with imports for preserved tomatoes, as this table includes imports of tomato ketchup, tomato sauces, etc.

6. Marketing Channel



The bulk of fresh tomatoes, 92 percent, is consumed at home, with only eight percent being consumed by institutions. The percentage of fresh tomatoes that are marketed through hypermarkets continues to increase while the amount sold through traditional retail stores is dropping. This is a common trend for all commodities as consumers prefer hypermarkets over traditional retailers and as the number of hypermarkets continues to increase. Also, a hypermarket contracting directly with producer groups to eliminate the middleman and cut down on prices, and to secure the volume it needs to sell at its shops is a notable trend. This becomes especially true when there is a shortage in the supply or higher demand caused by a shortage or high prices of other fruits.

Section III. Market Access

The Ministry for Food, Agriculture, Fisheries and Forestry's (MIFAFF) National Plant Quarantine Service (NPQS) is responsible for preventing the introduction of harmful weeds, pests and diseases originating from imported plants, fruits and vegetables. NPQS conducts pest risk analysis and determines the appropriate eradication methods for detected pests.

The following are the list of pests with which NPQS has listed as examples of pests of concern. Tomatoes are not a host of all of these pests and only when a Pest Risk Assessment (PRA) has been conducted, will NPQS provide a full list of pests in relation to tomatoes.

? Grapholita inopinata
? Cydia funebrana
? Grapholita prunivora
? Anarsia lineatella
? Conotrachelus nenuphar
  - Cryptophlebia leucotreta
  - Carpomya pardalina

1. Labeling Requirements

Packaged fresh tomatoes will be subject to Korea's country of origin labeling laws. Tomatoes packed in a container, bag or box must include a country of origin label with the appropriate Korean language label. All imported agricultural products are required to include the product name, producer name, manufacture date (packing date or packing year), net quantity of contents, and storage and handling instructions on the Korean language label.

As for the general requirments for labeling of processed tomato products, the Korean Food & Drug Administration (KFDA)'s Food Safety Policy Team is responsible for establishing labeling standards for food products. KFDA regional offices inspect labeling of imported food products upon arrival. Provincial government health officials also have the authority to check labeling of both imported and domestic products in the market place.

With the exception of 102 meat, eggs, and dairy products, which are regulated by the MIFAFF, all imported food products are required to be labeled with the necessary information in Korean. Stickers may be used instead of manufacturer-printed Korean language labels for general food products. The sticker should not be easily removable and should not cover the original labeling. For functional food items, however, stickers are not permitted. Manufacturer printed Korean language labels must be used on such products.

Labels should have the following inscriptions printed in letters large enough to be readily legible:

(1) Product Name. The product name should be identical to the product name declared to the licensing/inspection authority.

(2) Product type. This is mandatory for specially designated products, such as teas, health supplementary foods, etc.

(3) Importer's name and address, and the address where products may be returned or exchanged in the event of defects.

(4) Manufacture date (date, month, and year). This is mandatory for specially designated products, such as boxed lunches, sugar, liquor, and salts, frozen dessert (manufacturing month and year for frozen dessert). For liquors, a manufacture number (lot number) or bottling date can substitute for the manufacture date.

(5) Shelf life. Food product labels should indicate the manufacturer-determined shelf life. If various kinds of products are packaged together, the shelf life expiration date of the product with the shortest life should be noted on the label.

(6) Contents. Weight, volume or number of pieces should be indicated. If the number of pieces is shown, the weight or volume must be indicated in parentheses.

(7) Ingredient names and content. Effective September 7, 2006, the names of all ingredients have to be included on the Korean language label. Artificially added purified water and names of ingredients used to make a composite raw ingredient amounting to less than five percent of the product in weight will be excluded from the requirement. In case of a composite raw ingredient amounting to less than five percent of the product by weight, only the name of the composite raw ingredient must be listed on the Korean language label. In the case of a composite raw ingredient amounting to over five percent of the product by weight, the names of all ingredients contained in the composite raw ingredient must be listed on the Korean language label. Ingredients must be listed in order of predominance by weight, that is, the ingredient that weighs the most is listed first, and the ingredient that weighs the least is listed last. Food additives must also be listed by full name, abbreviated name, or purpose on the label (e.g. Ferric Citrate, FECitrate, or nutrient fortified substance). Food items known to be food allergens must be indicated on the label even if they are added as part of a mix at minimal levels. Food items considered as food allergens include eggs, milk, buckwheat, peanuts, soybeans, wheat, mackerel, crab, shrimp, pork, peaches and tomatoes. Any food product containing one or more of the 12 items listed above as a raw ingredient(s) must indicate so on the Korean language label.

(8) Nutrients. Only designated products are subject to nutritional labeling. Please refer to B. Requirements for Specific to Nutritional Labeling for details.

(9) Other items designated by the detailed labeling standards for food. This includes cautions and standards for use or preservation (e.g., drained weight for canned products, radiation-processed products, etc.).

For more detailed information on labeling, please see the FAIRS Country report (KS 8044) for detailed explanation by visiting the following website:
http://www.fas.usda.gov/gainfiles/200807/146295313.pdf

2. Grading or Quality Standards

No grading or quality standards have been set for fresh tomatoes with the exception of organic tomatoes. For organic tomatoes, they must be certified by the National Agricultural Product Quality Management Service (NAQS) or its accredited certifying agents. USDA/NOP organic certification is not accepted by Korea for fresh produce.

3. Import Procedures and Testing Requirements

The Korea Customs Service (KCS), the Korea Food and Drug Administration (KFDA), and the National Plant Quarantine Service (NPQS) are the agencies involved in the import clearance process for fresh tomatoes. Processed tomatoes not subject to phytosanitary inspection will only be subject to inspection by the former two agencies. KCS is responsible for ensuring that all the necessary documentation is in place before the product is released from the bonded area. KCS and KFDA work within the same Electronic Data Interchange (EDI) system, which allows KFDA inspection results to be transmitted to KCS quickly, shortening the KCS clearance time. NPQS must clear fresh tomatoes before KCS will clear them.

The first shipment of fresh tomatoes and/or processed tomatoes by each U.S. supplier will be subject to a mandatory inspection including pesticide residue testing by the Korea Food and Drug Administration (KFDA). Once it passes the KFDA inspection, subsequent shipments from the same supplier will not be subject to mandatory laboratory inspections. In addition to KFDA's inspection, fresh tomatoes are also subject to phytosanitary quarantine inspection by NPQS. NPQS will check for the presence of quarantine pests and if detected, take the necessary measures.

4. MRL Standards

KFDA establishes and enforces MRLs standards. CODEX values are the principal default levels when no KFDA MRLs have been established. This means that other tolerance levels, such as CODEX, etc., are not accepted when an MRL is established for a given pesticide in the Korean Food Code. In the absence of CODEX standards, then MRLs set for a similar crop group shall apply.

Korean MRL Standards for Fresh Tomatoes

Pesticide	PPM	Pesticide	PPM	Pesticide	PPM
2,4-Dichlorophenoxyacetic acid	0.1	Diphenamid	0.1	Monocrotophos	1
4-Chlorophenoxy acetate	0.05	Dithianon	2	Myclobutanil	1
Acephate	5	Emamectin benzoate	0.05	Napropamide	0.1
Acetamiprid	2	Endrin	0.01	Novaluron	0.5
Aldirn & Dieldrin	0.01	EPN	0.1	Omethoate	0.01
Azinphos-methyl	0.3	Ethaboxam	1	Ofurace	2
Azoxystrobin	1	Ethephon	3	Ortho-phenylphenol	10
Benalaxyl	0.5	Ethiofencarb	5	Oxadixyl	0.1
Bentazone	0.2	Ethion	2	Oxamyl	2
Bifenthrin	0.3	Ethoprophos	0.02	Parathion	0.3
Boscalid	2	Ethylene(bisdithiocarbamate)s	3	Parathion-methyl	0.2
BHC	0.2	Etrimfos	0.2	Pendimethalin	0.2
Buprofezin	1	Famoxadone	0.7	Permethrin	1
Captan	5	Fenamidone	1	Phorate	0.1
Carbaryl(NAC)	0.5	Fenamiphos	0.2	Phosphamidone	0.1
Carbendazim	5	Fenbuconazole	0.5	Phoxim	0.2
Carbofuran	0.1	Fenbutatin oxide	1	Pirimicarb	1
Carbosulfan	0.1	Fenhexamide	2	Pirimiphos-methyl	1
Cadusafos	0.05	Fenitrothion	0.2	Procymidone	5
Cartap	0.7	Fenpropathrin	1	Profenofos	2
Chinomethionat	0.5	Fensulfothion	0.1	Propamocarb	1
Chlorfenvinphos	0.1	Fenthion	0.1	Propineb	3
Chlorfenapyr	0.5	Fenvalerate	1	Pyraclostrobin	1
Chlorobenzilate	0.2	Flucythrinate	0.2	Pyrethrins	1
Chlorothalonil	1	Fludioxonil	0.7	Pyrimethanil	1
Chlorpropham	0.1	Fluopicolide	0.2	Pyriproxyfen	2
Chlorpyrifos	0.5	Fluquinconazole	0.7	Quintozene(PCNB)	0.1
Clothianidin	1	Fluvalinate	0.5	Sethoxydim	10
Cyazofamid	0.5	Folpet	2	Spinosad	1
Cyfluthrin	0.5	Fosthiazate	0.02	Spiromesifen	1
Cyhalothrin	0.5	Furathiocarb	0.1	Tebuconazole	0.2
Cyhexatin	2	Glufosinate-ammonium	0.2	Tebufenozide	1
Cymoxanil	0.5	Glyphosate	0.2	Tetraconazole	2
Cypermethrin	0.5	Heptachlor	0.02	Tetradifon	1
Cyromazine	0.5	Hydrogen cyanide	5	Thiacloprid	1
Daminozide	N.D.	Imazalil	0.5	Thiamethoxam	0.2
Dazomet	0.1	Imidacloprid	1	Thiobencarb	0.2
DDT	0.2	Iminoctadine	0.3	Thiometon	0.5
Deltamethrin	0.2	Iprodione	5	Tolylfluanid	2
Diazinon	0.3	Iprovalicarb	2	Tralomethrin	0.5
Dichlofluanid	2	Malathion	0.5	Triadimefon	0.5
Dichlorvos(DDVP)	0.3	Maleic hydrazide	25	Trichlorfon	0.2
Dicloran	0.5	Mepanipyrim	5	Triflumizole	2
Dicofol	1	Metalaxyl	0.5	Trifluralin	0.05
Diethofencarb	3	Methamidophos	2	Triforine	0.5
Dimethoate	1	Methidathion	0.1	Trifloxystrobin	2
Dimethomorph	1	Methomyl	0.2	Vinclozoline	3

Dimethyldithiocarbamates	1	Methoxychlor	14	Zoxamide	2
Dimethylvinphos	0.1	Metribuzin	0.5		
Dinotefuran	1	Mevinphos	0.2		

Source: Korea Food & Drug Administration

Note: 'N.D.' stands for not to be detected.

Section IV. KORUS FTA Fact Sheet

Description	Current Tariff (%)	Duty for other Korean FTA's (%)	KORUS FTA
		In-quota	Out-Quota
Tomatoes, fresh or chilled 0703.00.0000	45	Chile: 24.8 ASEAN: 45	Tariff will be phased out in seven years and will be duty free on January 1 of year 7 of the agreement
Tomatoes prepared or preserved otherwise than by vinegar or acetic acid, whole or in pieces 2002.10.0000	8	Chile: 1.3 Singapore: 5.8 EFTA: 7.2 ASEAN: 0	Duty free on the date of the agreement.
Tomato Paste (of a soluble solid, of 24% or more) 2002.90.1000	5	Chile: 0 Singapore: 0 EFTA: 0 ASEAN: 0	Duty free on the date of the agreement.
Tomatoes prepared or preserved otherwise than by vinegar or acetic acid, whole or in pieces, other than tomato paste 2002.90.9000	8	Chile: 4.4 Singapore: 0 EFTA: 4 ASEAN: 0	Duty free on the date of the agreement.
Tomato Juice 2009.50.0000	30	Chile: 16.4 ASEAN: 10.0	Tariff will be phased out in five years and will be duty free on January 1 of year 5 of the agreement
Tomato Ketchup 2103.20.1000	8	Chile: 4.4 Singapore: 4.0 EFTA: 4.8 ASEAN: 0	Tariff will be phased out in five years and will be duty free on January 1 of year 5 of the agreement
Tomato Sauce 1/ 2103.20.2000	45	ASEAN: 0	Tariff will be phased out in five years and will be duty free on January 1 of year 5 of the agreement

Note: An adjustment duty of 45 percent is being applied for red pepper paste or products that contain 20 percent or more of red pepper, garlic, onions or ginger or those that contain a total of over 40 percent of these ingredients. The duty for other tomato sauce is 8 percent.

Section V. Key Contacts and Further Information

U.S. Agricultural Trade Office

Korean Address:	Room 303, Leema Building 146-1, Susong-dong, Chongro-ku, Seoul, Korea
U.S. Mailing Address:	U.S. Embassy Seoul, Unit 15550-ATO APO, AP 96205-5550
Telephone: 822 397-4188	Fax: 822 720-7921
E-mail: atoseoul@fas.usda.gov	Website: www.atoseoul.com

Agricultural Affairs Office

Korean Address:	U.S. Embassy, 32, Sejong-ro Chongro-ku, Seoul, Korea
U.S. Mailing Address:	U.S. Embassy Seoul, Unit 15550-AGAFF APO, AP 96205-5550
Telephone: 82-2 397-4297	Fax: 82-2 738-7147
E-mail: agseoul@fas.usda.gov	

For further information about sanitary and phytosanitary requirements, please contact:

USDA, Animal Plant and Health Inspection Service (APHIS)

Korean Address:	Room 303, Leema Building 146-1, Susong-dong, Chongro-ku, Seoul, Korea
U.S. Mailing Address:	U.S. Embassy Seoul, Unit 15550-APHIS APO, AP 96205-5550
Telephone: 82-2 725-5495	Fax: 82-2 725-5496
E-mail: Scott.D.Saxe@aphis.usda.gov	
Website: www.aphis.usda.gov	

U.S. Address:	USDA, APHIS, PPQ 4700 River Road, Unit 140 Riverdale, MD 20737
Telephone: 301-734-8262	Fax: 301-734-7639

For more information about the Korean market, please review the Exporter's Guide (KS8053) at http://www.fas.usda.gov/gainfiles/200809/146295912.pdf and the FAIRS Country Report (KS8044) at http://www.fas.usda.gov/gainfiles/200807/146295313.pdf. More Korea specific reports can be found at http://www.fas.usda.gov/scriptsw/AttacheRep/default.asp.

Additional information about tomatoes can be found at the Foreign Agricultural Service's Horticultural and Tropical Products Division homepage
http://www.fas.usda.gov/htp/2007%20Tomato%20article_08-24-07.pdf

General information about the Korean Market can be found on the Agricultural Trade Office Website at http://www.atoseoul.com/ or about the Foreign Agricultural Service at http://www.fas.usda.gov/

Appendix

Korea: Fresh Tomato Exports (HS0702) (Metric Tons)				
Year	Japan	Guam	Other	Total
2003	3,145	132	1	3,278
2004	2,941	66	3	3,010
2005	2,934	109	1	3,044
2006	1,685	114	13	1,812
2007	1,146	1	6	1,153
2008 [1]	381	1	4	386

Source: KOTIS
Note: January–September data for 2008.