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Israel

Tomatoes and Products

Annual

2000

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Report Highlights:

Israel's total fresh tomato production in MY1999 reached 452,000 mt. Of 13,000 mt of fresh exports, 9000 were cherry tomatoes. Production of processing tomatoes totalled 307,000 but contracts for MY2000 are down to 256,000 mt because of heavy stocks and a well-supplied market in Europe.

Israel's tomato processing industry has shrunk from 13 plants to just 6 in less than a decade.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
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Executive Summary

Tomato production in MY 1999 (July 1999 – June 2000) is estimated at some 452 thousand metric tons (tmt), up from 413 tmt in 1998. Together with imports of 13,200 mt of table tomatoes from the Palestinian Authority and from Jordan, supply was 9.3 percent higher than in MY 1998. Most (85 percent) table tomatoes are grown in greenhouses or in covered tunnels. In spite of this, a cold snap during April, and very high temperatures during the months of July and August 1999 caused yields to decline 5 percent during the summer months and 40 percent in November and December. Exports of fresh table tomatoes reached 13 tmt. Nine tmt were cherry tomatoes, 600 tons were exotic varieties and the rest regular clusters. Despite the drought conditions in the winter of 1999 and a cut in irrigation quotas, almost all contracted processing tomatoes were delivered to the plants. Contract price in 1999 unchanged: $64.5/mt, but the brix base was raised from 4.7 – 4.8 to 4.9 – 5.0 which, in 1999 terms, lowered the average price by $1.70/mt. Actual average income for processing tomatoes in 1999 was $65.3/mt, compared to $70.7/mt in 1998.

Outlook for the Medium Term

Due to surplusses of tomato products in the international market, the processors contracted for 15 percent fewer processing tomatoes in MY 2000, reducing quantities to 260 tmt. Since no better alternative crop is seen, all contracted quantities are expected to be supplied by the growers. This is also the picture for the future: production forecasts vary between 250 and 350 tmt. The quantity of 200 tmt is considered a minimum for the industry, since smaller quantities will fail to preserve the supporting systems such as the extension service and shipping and processing facilities. Production of table tomatoes is expected to stabilize at 145 – 150 tmt, which is adequate to meet consumption. Cherry tomatoes' share may grow to18 to 20 percent of total production. Most of any additional production will be for export and is not expected to exceed 15 tmt. Expected annual tomato imports are estimated at 10,000 mt, mostly from Jordan. In the coming years, production in the Palestinian Authority can be expected to drop, due to an increased shortage of suitable water and shrinking agricultural land as a consequence of accelerated residential building.

Fresh Tomatoes

PSD Table						
Country:	Israel					
Commodity:	Fresh Tomatoes					
		1998		1999		2000
	Old	New	Old	New	Old	New
Market Year Begin		07/1998		07/1999		07/2000
Plnt For Fresh Consump	1000	950	800	1000	0	860
Plnt For Processing	3140	3140	3150	3140	0	2840
TOTAL Area Planted	4140	4090	3950	4140	0	3700
Harv. For Fresh Cons.	1000	900	800	1000	0	850
Harv. For Processing	3030	3030	3150	3030	0	2800
TOTAL Area Harvested	4030	3930	3950	4030	0	3650
Fresh Sale Production	155520	146468	153000	155520	0	155000
Processing Production	267000	267000	310000	267000	0	260000
TOTAL Production	422520	413468	463000	422520	0	415000
TOTAL SUPPLY	422520	413468	463000	422520	0	415000

Production

Table 1. End Use of Fresh Tomatoes

(1,000 mt)

Marketing Year	1996	1997	1998	1999	2000
Total Supply	446	350	425	465	439
Fresh Consumption	163	146	133	133	149
Surplus Removal	18	21	16	13	16
Processing	256	176	267	306	260
Direct Export	9	7	9	13	14

Source: Based on CBS figures, Agricultural Statistics Quarterly, No. 4 1996, 1997, 1998, 1999. VPMBI – Annual Review of Table and Processing Tomatoes, 1999.

Total Planted Area

Total area planted to tomatoes in 1999 was 3,900 hectares of which 800 were for fresh consumption and 3,100 for processing. Table tomato area expanded by 160 hectares. Greenhouses and the area under nets grew by 160 hectares while open fields dropped by 50 percent from 200 to 100 hectares. The main reasons for shifting from open fields to greenhouses and nettings are better control of the micro climate, almost total elimination of white fly (Bemisia tabaci) and better conditions for workers. Sixty hectares which were planted in open fields in the central part of the state were destroyed before harvest due to heavy contamination with yellow leaf curl virus. It is expected that the lesson was learned and future expansion of the table tomato

area will be exclusively in greenhouses or under nets. Processing tomato area varies annually between 2,500 and 3,500 hectares, according to contracts with the factories.

Table 2. Consumption and Surpluses of Table Tomato Sales

-metric tons-

Year (CY)	Production	Sales	Surplus
1992	132,440	128,331	4,109
1993	145,101	136,287	8,814
1994	142,101	132,537	9,565
1995	134,191	104,754	29,437
1996	152,692	126,004	26,688
1997	152,751	138,389	14,362
1998	151,175	137,296	13,879
1999	135,496	121,826	13,670

Source: VPMBI, Marketing and Industry Division

Production Conditions

Fluctuation in supply characterized past production when most of the crop was grown in open fields. By 1999 89 percent of harvested tomatoes were grown in a protected environment. Annual production of table tomatoes in recent years has been relatively stable at145 tmt. Production in the last months of 1999 was affected by an unexpected period of very hot temperatures during the summer, which caused blossom drop and fruit drop. Yield levels fell even in greenhouses. Total production in CY 1999 was also affected by the increasing share of cherry tomatoes. Cherry tomato average yield is less than 50 percent that of regular tomatoes. These are the reasons for the 10 percent drop in CY 1999 production. Mild temperatures during the fall of 1999 and winter 2000, produced ideal growing and ripening conditions, thus production in January – March was higher than in the same months of 1999. April to June production returned to average monthly levels of 12,000 mt. Production in MY 2000 can be expected to be the same as in MY 1998.

Table 3. Total Area Planted with Table Tomatoes

Open Fields and Grenhouses-ha

Marketing Year	1996	1997	1998	1999	2000
Open Fields	1,140	500	400	200	100
Greenhouses	560	600*	600	600*	760**
Total	1,700	1,100	1,000	800	860

Source: VGA, MOA

* Including 100 hectares under netting.

** Including 150 hectares under netting.

Yields

In the past damages caused by the yellow leaf virus resulted in steady decline in average yields. Recently average yields are rising with the expansion of greenhouses and nettings. Average anticipated yield for regular table tomatoes is now 280 mt/ha but records of 350 are reached by many growers. Average actual yield in 1999 was lower than that due to unusual climatic conditions. Average yield for table tomatoes fell also because of an increased share of cherry tomatoes, which have a lower yield.

Table 4. Tomato Yields

mt/ha

	1996	1997	1998	1999
Processing Tomatoes	**97**	**88**	**88**	**99**
Table Tomatoes:				
Open Fields	**78**	**60**	**63**	**45**
Green houses: regular	**190**	**230**	**250**	**240**
cherry				**110**

Production Policy

Production and marketing policy is aimed to ensure a consistent and smooth flow of tomatoes to the market. This policy is executed by the Vegetable Production and Marketing Board of Israel (VPMBI). The board's main policy tool is guaranteed minimum prices for growers who declare in advance the area they intend to plant. The guaranteed prices refer only to regular tomatoes. They were not changed in 2000. Starting in 1997, growers of cherry tomatoes and cluster tomatoes for export, in preferred regions, are entitled to government grants equal to 30 percent of total investment in greenhouses or nettings. Growers in other regions are entitled to grants up to 23 percent of total investment. The government will approve investment up to $15,000/1,000 sqm of greenhouses.

Table 5. Guaranteed Farm Gate Prices for Fresh Tomatoes in 2000

(NS/mt)

Month	Produced in:	Before harvest	After harvest	Trigger price
01- 04	Green houses	610	650	2,250
01- 05	Open field	160	200	1,589
05- 06	Green house	460	500	2,250
11- 12	Green houses	610	650	2,250

Source: VPMBI, Economic Dept.

Note: The trigger price indicates the threshold below which the Vegetable Board begins removing produce from the market. As is seen, the guaranteed price is about a third of the trigger.

Prices

Farm Gate Prices

Production in greenhouses and nettings enables stable production all year around. In turn this ensures relatively stable prices. The months November 99 until January 2000 saw higher than usual prices, due to the temporary shortages of fresh tomatoes discussed earlier.

Table 6. Farm Gate Prices - Fresh Table Tomatoes

Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
1995	1874	1477	1131	1258	917	849	826	995	1332	1314	1569	1509
1996	1215	1126	1961	1785	1475	1465	1028	1106	1227	1470	1408	1310
1997	1343	2875	1453	1513	1659	1108	1108	1905	1476	1043	1325	1711
1998	1738	1620	1455	1487	1612	1541	1070	1564	1881	3498	2369	1806
1999	1941	1566	1356	1190	1085	1163	1033	1375	1472	2128	2445	1913
2000	2055	1658	1545									

Source: CBS, Price Statistics Monthly.
Contract terms: Average farm gate price for fresh table tomatoes (excluding Cherry tomatoes).
Currency: New Sheqel (NS)
Exchange rate: $1.00=NS3.02 (01/95), 3.07 (01/96), 3.29 (01/97), 3.58 (01/98), 4.10 (01/99), 4.20 (01/00).
Note: Since CBS stopped publishing actual farm gate prices as of January 2000, the figures for Jan-Mar 2000 were calculated using appropriate published price index.

Consumption

Consumption in MY 1998 and MY 1999 was affected by seasonal shortages and totaled 133 tmt, almost 10 percent below the1997 level. Supply is mainly from local production with the addition of 13 tmt imported from the Palestinian Authority. Per capita consumption in CY 1999 was 14 percent lower than in CY 1998:

Table 7. Per Capita Annual Consumption of Fresh Tomatoes

kg

1995	24.2
1996	26.8
1997	26.2
1998	25.6
1999	22.1

Source: VMPBI

Consumer Prices

Unlike the situation in the past when prices fluctuated between very high prices during the winter and low prices during the summer, stability has been achieved in recent years, due to stable flow of tomatoes to the market, except during very defined and short periods of time when yield was affected by outstanding climatic conditions.

Table 8. Consumer Prices for Fresh Table Tomatoes

Year	Jan	Feb	Mar	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec
1995	3.98	3.14	2.36	2.72	2.13	2.13	2.21	2.50	3.11	3.24	3.42	3.46
1996	2.65	2.55	3.87	4.02	3.35	2.99	2.43	2.58	3.13	3.5	3.46	2.90
1997	2.98	4.25	3.29	3.56	3.95	3.01	2.71	2.63	3.25	3.09	3.27	3.23
1998	3.43	3.01	3.10	3.16	3.32	3.23	2.73	3.11	5.45	7.40	4.97	3.76
1999	3.78	3.17	2.82	2.90	2.52	2.36	2.83	3.14	3.61	4.62	4.15	4.73
2000	3.43	3.40	3.16									

Source: CBS, Price Statistics Monthly.
Currency: New Sheqel (NS)
Exchange rate: $1.00=NS3.02 (01/95), 3.07 (01/96), 3.29 (01/97), 3.58 (01/98), 4.10 (01/99), 4.20 (01/00).
Note: Averages do not include cherry tomatoes.

Cherry Tomatoes
Annual production of cherry tomatoes totaled 20 tmt in 1999. Key persons in the industry anticipate an increase in production to 25 – 28 tmt over the medium term. Most of the additional quantities will be exported and the rest can be expected to be absorbed in domestic markets as demand for them grows.

Marketing
Unexpectedly, the expansion of the market share of retail chains has stopped. In 1998 and 1999 it was stable at 35 percent of total retail tomato sales, while 50 percent is marketed in the open markets. The rest is sold in small grocery and vegetable shops. Retail chains purchase 70 percent of their tomatoes directly from the growers and the rest in wholesale markets. The chains are expanding direct purchase from the growers in order to reduce the spread between the farm gate and the retail outlet.

Table 9. Comparison of Average Annual Wholesale and Retail Prices

NS/kg

Calendar year	Consumer price	Wholesale price	Mark-up %
1994	3.69	2.08	77
1995	2.89	1.56	85
1996	3.15	1.55	103
1997	3.28	1.69	94
1998	3.85	2.44	58
1999	3.30	1.77	86

Source: VPMBI, Marketing Division.

Trade

General Trends

After a few years in which growers failed to export more than 10,000 tons, in MY 1999 13,000 metric tons were exported. Total export consisted of 9,000 mt of cherry tomatoes, 600 mt of experimental exotic varieties and the rest were regular tomatoes exported in clusters. Export in clusters is considered a great success since in the past export of regular tomatoes had been dropping steeply.

Table 9. Trade Matrix – Fresh Tomato Exports

Value $1,000					Quantity (mt)			
Year (CY)	1996	1997	1998	1999	1996	1997	1998	1999
U.S.	2,673	1,971	3,043	4,912	1,543	NA	2,024	NA
EU	12,960	11,444	20,565	22,391	5,280	NA	9,405	NA
Others	1,904	1,743	3,362	1,750	1,938	NA	1,435	NA
Total	17,537	15,158	26,970	29,053	8,761	7,000	12,864	13,000
Of which: cherry	14,246	14,404	21,221	17,213	5,430	NA	8,608	9,000

Source: CBS, Foreign Trade Annuals, 1999 figures are provisional
Note: CBS claims higher exports than shown VPMBI, Agrexco and MOA figures. CBS figures may include Palestinian exports.

Import Policy

Under the Israel – U.S. 1996 agreement on Food and Agriculture, Israel grants the U.S. a duty free tariff rate quota of 136 mt in year 2000 and 147 mt in 2001.
Tariffs for 2000 on fresh tomatoes are shown hereunder:

Table 10. Tariffs on Fresh Tomatoes – CY 2000

Percent and NS per kg

	HS Code	Landed Value	MFN Tariff	Not to Exceed	Discount for U.S.
Entering in June - October	0702.0011	<NS1.89	NS1.89	301%	10%
	0702.0019	>NS1.89	45.0%	-	10%
Entering in November- May	0702.0091	<NS2.53	NS2.53	301%	10%
	0702.0099	>NS2.53	45.0%	-	10%

Source: Ministry of Finance, Customs and VAT Department.

Imports

In the past only once, in the winter of 1994, fresh tomatoes were imported from countries other than the Palestinian Authority (PA). Palestinians ship all agricultural products freely into Israel. Sales of tomatoes from the PA in 1999 totaled 13,000 mt. It is assumed that in the future production of tomatoes and other vegetables in the PA will decline due to water shortages and

competition for land for residential construction. According to the Israel-Jordan trade agreement, Jordan can ship to Israel 50 tmt of fresh produce annually. In 1999 only 3,000 mt were actually exported, of this 200 mt were tomatoes.

Implications for U.S. Exporters

Significant quantities of tomatoes are only rarely imported. In such an event it is unlikely that U.S. importers will be able to compete with low cost closer sources of tomatoes, for example, Greece, Turkey and Spain. Since competition in Europe, Israel's natural export market is increasing, producers expect a growing share of Israel's exports to find their way to the U.S. market.

Processing Tomatoes

PSD Table						
Country:	Israel					
Commodity:	Tom. Paste,28-30% TSS Basis					
		1998		1999		2000
	Old	New	Old	New	Old	New
Market Year Begin		07/1998		07/1999		07/2000
Deliv. To Processors	267000	267000	310000	307000	0	256000
Beginning Stocks	1000	1000	250	1500	500	8300
Production	31000	30900	34000	36800	0	28200
Imports	0	0	0	0	0	0
TOTAL SUPPLY	32000	31900	34250	38300	500	36500
Exports	22150	19800	23750	17000	0	20200
Domestic Consumption	9600	10600	10000	13000	0	13000
Ending Stocks	250	1500	500	8300	500	3300
TOTAL DISTRIBUTION	32000	31900	34250	38300	500	36500

PSD Table						
Country:	Israel					
Commodity:	Tomato Sauce					
		1998		1999		2000
	Old	New	Old	New	Old	New
Market Year Begin		07/1998		07/1999		07/2000
Deliv. To Processors	267000	267000	310000	307000	0	256000
Beginning Stocks	200	200	600	1850	600	2850
Production	11000	11300	12000	12500	0	10250
Imports	1500	1500	2000	1500	0	1500
TOTAL SUPPLY	12700	13000	14600	15850	600	14600
Exports	6000	4150	8000	6000	0	7000
Domestic Consumption	6100	7000	6000	7000	0	7000
Ending Stocks	600	1850	600	2850	600	600
TOTAL DISTRIBUTION	12700	13000	14600	15850	600	14600

PSD Table						
Country:	Israel					
Commodity:	Canned Tomatoes					
		1998		1999		2000
	Old	New	Old	New	Old	New
Market Year Begin		07/1998		07/1999		07/2000
Deliv. To Processors	267000	267000	310000	307000	0	256000
Beginning Stocks	240	240	440	3640	940	5440
Production	23000	23400	24800	24600	0	21000
Imports	0	0	200	200	0	250
TOTAL SUPPLY	23240	23640	25440	28440	940	26690
Exports	15800	12000	17000	15000	0	17000
Domestic Consumption	7000	8000	7500	8000	0	8000
Ending Stocks	440	3640	940	5440	940	1690
TOTAL DISTRIBUTION	23240	23640	25440	28440	940	26690

Production

Two main factors affected production in 1999: expanded orders from the processors and the drought in the winter of 1999. In order to extend the processing season, late processing tomatoes were planted in the Negev heights after it was found in tests a year earlier that the region was suitable for late varieties. Drought conditions not only directly affect production costs, but also provide good conditions for orobanche which infests the tomato fields and in 1999 became a serious problem for the industry. Dry conditions and relatively high temperatures in spring 1999 allowed good field preparation and ideal planting conditions, but heavier irrigations were needed. Mild temperatures during the first weeks enabled rapid plant development in most growing areas, but May and June saw extended heat waves which caused early ripening to fruit already set and blossom damage and fruit drop in some fields. Growing areas in the Jordan Valley were heavily hit by blight. Even so, 307 tmt out of 310 planned were produced, compared to 267 tmt in the previous season. The average yield was 99 mt/ha, 12.5 percent higher than in 1998. Due to stocks of tomato products left over from the 1998 season, the processors reduced orders for the 2000 crop and contracts for only 256,000 metric tons were signed. At the time of writing this report, May 2000, all 2,800 hectares have been planted, growing conditions are satisfactory and yields between 90 and 100 mt/ ha are anticipated.

Production Techniques

Ninetyfive percent of the area is transplanted from nurseries, of which 95 percent is mechanically planted. All soil cultivation is mechanical and 95 percent of the harvest is by combine. Three combine owners execute the country's entire mechnical harvest. Hand picking is used only in small marginal fields. Brigade variety, which four years ago, comprised 60 percent of the planted area was found sensitive to high temperatures and mechnical harvest. It was replaced by other varieties, more adjusted to the different growing areas.

Table 11. Share of Total Area in 1998, 1999 and Recommended for 2000

Percent

Variety	1998	1999	2000
Brigade	50.5	24.9	25.0
H8892	5.0	6.0	8.0
M82-1-8	0.1	0.3	0.0
XPH5811	12.4	16.2	15.0
EPTX127	3.0	3.5	5.0
La Rossa	2.6	3.5	5.0
SS6109	2.4	6.2	10.0
AB4077	3.5	4.5	8.0
BOS3155	4.5	6.9	10.0
951	2.1	6.3	8.0
Giant	0.0	1.5	3.0
Others	13.9	20.2	3.0
Total	100.0	100.0	100.0

Source: MOA, Extension services.

Trends in Tomato Production for Processing

International stocks and prices are main parameters which determine planted area in Israel. Irrigation water cuts in the future, as well as increasing water salinity in production areas will also become an important factor. Lack of economic alternatives will probably ensure continued processing tomato production in the near future. If, for some reason, planted area falls below 200 tmt, the industry may collapse, since this quantity is considered minimal to carry supporting facilities such as the extension services, the planting and harvesting system, delivery to processors and an adequate number of processing plants. Industry informants claim that the industry is not far from that critical point since only six out of thirteen processing plants are left, three of them are said to be on the border of profitability. Their main business is citrus processing which has also suffered in recent years from market fluctuations and reduced fruit deliveries from citrus growers. Anticipated citrus deliveries for processing are so low that some companies are considering shutting down and removing their plants to countries such as Spain where production is higher and deliveries are more certain.

Deliveries to Processing Plants

Ninety nine percent of contracts signed at the beginning of 1999 were filled by the growers: 307 tmt out of 310 contracted. Eighty seven percent of the total harvest was deliverd in June, July and August, one and a half percent in May and 11.5 percent in September, 1999. Due to the expected reduced deliveries in 2000, the processors have contracted to shorten the delivery period to only three and a half months, from June to early September.

Quality

After years of a steady increase in the average brix level, 1999 saw a 2.5 percent drop from 5.08 in MY 1998 to 4.95 in MY 1999. Higher differences in brix level than in former years were found between the different processing plants. This is explained by the impact of the climatic conditions in different growing areas.

Main Products

In 1999 concentrate production increased at the expense of all other products: peeled whole and diced tomatoes, pizza sauces and juice. The “Lico-red” factory producing licopen, a natural based edible red color, is increasing production steadily, but at a pace slower than anticipated. Initially it was planned to process 50,000 mt.

Prices

The basic farm gate price in 1999 was the same as in 1998 - $64.5/mt, but the basic brix level was raised from 4.7 – 4.8 to 4.9 – 5.0. This dropped the farm gate price for the same quality as in previous years by 5.1 percent. The premium for every 0.02 brix degree above 4.9 – 5.0 was $3.25/mt, up to a ceiling of $6.2/mt. The penalty for every 0.02 brix under the critical degree was $2.5/mt.

Table 12. Average Price for Industrial Tomatoes – 1999

$/mt

Month	Base Price	Brix	Actual Price
May	64.5	5.06	70.7
June	64.5	4.93	64.5
July	64.5	4.91	64.5
August	64.5	5.04	70.7
September	64.5	4.82	64.5
Average 99	**64.5**	**4.95**	**65.3**
Average 98	64.5	5.08	70.7
Average 97	64.5	4.96	68.7
Average 96	64.5	4.97	68.9

Source: VPMBI's statistics for 1999.

Consumption

Local consumption totals 95 - 100 tmt in terms of raw material. Most consumption is for paste and pizza sauces. American fast food chains which entered Israel have increased consumption of ketchup and pizza sauces. Many Israelis who have been exposed to American tomato products, such as ketchup, are increasing the demand for them.

Implications for U.S. Trade

In future years American exporters should watch closely developments in the Israeli tomato processing industry due to it's uncertain future. Removal of administrative restrictions according to WTO agreements and reduced tariffs on US products would improve the US exporters' position in the Israeli market, especially if local production stops. American exporters should take greater advantage of the fact that many Israelis prefer American tomato products and brands over those from other origins.

Trade

Tomato Product Exports

Despite the forecast of a 15 percent increase over 1998 in CY 1999 exports, actual 1999 sales were 30 percent lower due to reduced prices caused by over production and accumulated stocks in international markets. Export value in 1999 dropped by 38 percent as result of the lower product prices. US market share in mt of Israeli sales grew from 32 percent in 1998 to 60 percent in 1999. This is a consequence of increased sales to the US at the expense of exports to Europe. While US market share, in metric tons, grew by 88 percent , it grew in value by 31 percent. The main factor was a change in the "export basket": and an increased proportion of cheaper products (paste) and less sales of peeled whole tomatoes.

Trade Policy

Tariffs and levies on imported tomato products are as set out in table 18. Under the 1996 Agreement on Food and Agriculture there are duty-free quotas for the following products: Fresh or chilled tomatoes - 136 mt in 2000 and 147 mt in 2001; Tomatoes prepared or preserved other than in vinegar - whole or in pieces - (HS 2002.1XXX) - 175 mt in 2000 and 182 mt in 2001. In 2000, 30 mt of the quota was allocated to Palestinian importers. Other tomato products - paste and sauces - (HS2002.9XXX) 409 mt in 2000 and 426 mt in 2001. Tomato juice, liquid or in powder, in industrial or consumer packs (HS 2009.50XX) - 182 mt in 2000 growing to 191 mt in 2001.

The 1996 Agreement on Food and Agriculture expires at the end of 2001. In the course of 2001, negotiations will be conducted between the governments of the U.S.A. and of Israel. U.S. exporters who have experienced difficulties in achieving access to the Israeli market should contact the Horticultural and Tropical Products Division (HTP) and the International Trade Policy Division of the Foreign Agricultural Service of the USDA (USDA/FAS) and bring any problems to their attention as soon as possible.

Table 13. Tomato Products: Total Exports

Metric tons

Calendar Year	Paste	Peeled	Sauce	Juice	Total
1994	14,376	15,276	14,276	2,295	46,224
1995	18,452	24,123	12,115	2,054	56,744
1996	17,225	11,055	8,951	1,854	39,585
1997	10,355	13,980	6,250	3,065	33,650
1998	17,000	13,850	5,445	2,750	39,045
1999	14,500	7,768	2,832	1,570	26,670

Source: Based on Foreign Trade Statistics Annuals. 1999 figures are provisional.

Table 14. Tomato Products: Value of Total Exports

$ thousands

Calendar Year	Paste	Peeled	Sauce	Juice	Total
1994	10,008	8,825	9,012	1,591	29,436
1995	12,363	13,509	6,712	1,407	33,991
1996	11,876	6,191	4,959	1,270	24,296
1997	9,678	7,010	2,273	1,203	20,164
1998	9,632	10,075	2,173	637	22,508
1999	7,396	5,049	1,076	346	13,867

Source: Foreign Trade Statistics Annuals. 1999 figures are provisional.

Table 15. Tomato Products: Exports to the U.S. and Canada

metric tons

Calendar Year	Paste	Peeled	Sauce& Juice	Total
1994	5,589	9,432	960	15,981
1995	4,373	19,223	1,620	25,216
1996	4,809	5,720	482	11,011
1997	2,131	7,567	33	9,838
1998	3,000	9,410	140	12,550
1999	12,388	3,400	230	16,018

Source: Based on Foreign Trade Statistics Annuals. 1999 figures are provisional.

Table 16. Tomato Products: Exports to the U.S. and Canada

$ thousands

Calendar Year	Paste	Peeled	Sauce& Juice	Total
1994	3,441	5,174	625	9,240
1995	2,929	10,851	873	13,753
1996	3,222	3,203	270	6,695
1997	1,890	4,108	180	6,178
1998	3,848	6,459	432	10,739
1999	6,318	2,210	51	8,579

Source: Foreign Trade Statistics Annuals. 1999 figures are provisional.

Table 17. Trade Matrix – Tomato Products Exports Only

$ thousands

Calendar Year	1995	1996	1997	1998	1999
U.S.	14,548	6,676	6,149	10,703	8,579
France	5,805	4,388	1,811	1,407	200
Germany	1,587	1,380	1,198	1,241	1,288
UK	1,424	1,795	1,923	1,789	1,039
Other EU	2,081	794	370	225	0
Total EU	10,897	8,357	5,302	4,662	2,527
Norway	905	1,074	951	958	642
Sweden	288	283	257	196	160
Finland	164	151	164	101	123
Eastern Europe	1,365	3,781	5,281	3,731	766
Canada	58	19	29	36	0
Japan	2,146	1,351	629	1,111	358
Other Asia	1,483	626	0	482	314
Australia	593	833	529	241	82
All Others	1,544	1,145	873	287	316
Grand Total	**33,991**	**24,296**	**20,164**	**22,508**	**13,867**

Source: Foreign Trade Statistics Annuals. 1999 figures are provisional

Table 18. Customs Duties on Imported Tomato Products – CY 2000

percent and NS per kg

Product	HS Code	Tariff - %-EU	Tariff - % Others	Levy NS/kg
Peeled	2002.1090	19.7	19.7	0.49 but not to exceed 71.5%
Powder	2002.9020	6.0	8.0	0
Paste	2002.9090	13.4	13.4	1.63 but not to exceed 71.5%
Juice	2009.5090	19.7	19.7	1.63 but not to exceed 71.5%
Sauce	2103.2000	19.7	19.7	1.63 but not to exceed 71.5%

Source: Ministry of Finance, Customs and VAT Authority.
Products of U.S. origin benefit from a ten percent discount from the MFN rates.

Table 19. Trade Matrix – Imports of Tomato Product

$ thousands

Country	1995	1996	1997	1998	1999
U.S.	0	361	12	577	683
UK	0	0	0	12	
Italy	0	0	0		
Holland	232	0	0		
Turkey	361	258	296	310	215
All others	0	14	0	18	44
Total	**593**	**633**	**308**	**917**	**942**

Source: CBS, Foreign Trade Statistics. 1999 unpublished worksheets.