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Exporter Guide

UK Exporter Guide

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Report Highlights:
The UK has strong historic and cultural ties to the US, which are obvious in consumer trends in retail and foodservice markets. The UK presents market opportunities for many US consumer-oriented products, including specialty food products, "healthy" food items, wine, sauces, fruit, nuts and juices. "Health" and convenience foods are the main driving forces in the UK value-added food and beverage market. Consumers in this relatively wealthy country are looking for variety in high quality food products especially those perceived to have health and fitness benefits.

Includes PSD Changes: No
Includes Trade Matrix: No
Annual Report
London [UK1]
[UK]

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SECTION I. MARKET OVERVIEW

Economic Situation

The UK remains a trading power house and financial center and is the fourth largest economy in the world. The UK is also one of the quintet of trillion dollar economies in Western Europe with consumers looking for high quality food products from around the world, including the United States. Services, particularly banking, insurance and business services account for three quarters of GDP while the manufacturing industry continues to decline in its importance. The country's economic growth is currently running at 2.9% annually. Measured in terms of gross added value, domestic UK agriculture represents less than 1% of total GDP.

The UK is receptive to US goods and services. With its $2.147 trillion GDP, the UK remains one of the United States' top European markets and fifth largest market worldwide for all goods, after Canada, Mexico, Japan and China. In 2007, the US exported $50.3 billion of industrial and agricultural goods to the UK. Consumer oriented food and beverage products remain the most important sector in export value terms, reaching record levels in 2007 amounting to 49 percent ($823 million) of total exports of agricultural, fish and forestry products to the UK. Demand for US consumer oriented food products continues to differentiate the UK from its European neighbors due to increased exports. In the last five years, US consumer oriented goods have accounted for an average of 47 percent of US exports.

As a percentage of all food and beverage products consumed on the island, the UK domestic production meets about 60 percent of the country's food needs; with the balance coming from imports.

UK Demographics

According to the UK Office for National Statistics (ONS), in 2007, the population of the United Kingdom was estimated at 60.975 million.

According to the latest data available, the South East of England is home to some 8.2 million residents in 2006, followed by London, which has 7.5 million people. Over a quarter of the UK population lives in London and in the South East of the country. These two regions together cover less than a tenth of the UK's land area. The North West had the third largest population with 6.9 million residents.

The UK has an ageing population. This is a result of a decline in the mortality rate and smaller families. This led to a declining proportion of the population under 16 and an increasing proportion in the over 65 years bracket. In 2007 for the first time ever, there were more people over the age of 65 than there were under 16.

Ninety-two percent of the UK population are listed as white with 8 percent belonging to mixed or non-white ethnic groups. South Asians were the largest of these groups, followed by people of mixed ethnic backgrounds, including Afro-Caribbean and Africans. Consequently, the UK has a wide variety of ethnic restaurants particularly in London and other major cities in the country.

The UK, in common with much of the rest of Europe, has seen a substantial increase in the number of single person households. Over 30 percent of British households have just one member.

Summary of key influences on UK consumer demand:

- Slow population growth
- Ageing population
- Number of household units growing
- Smaller households (notably one-person households)
- Growing personal disposable income (boosting premium/convenience/eating out)
- Rise in number of working women (46% of total workforce)
- International consumer tastes e.g., Chinese, Indian, Italian, Thai, Mexican
- Reduction in formal meal occasions, leading to an increase in snacking and "grazing"
- Increasing public debate centered on food, incorporating safety, environmental, ethical, social and economic issues
- Improvements in efficiency across the supply chain, reducing the real cost of food
- Increased retail concentration (supermarkets growth vs. independent retailers)

Trends in Imports from the United States of Consumer-Orientated Foods

Product Category	**Growth 2003 –2007 (%)**	**US Exports to UK 2007 ($m)**
Wine & Beer	+27	272
Fresh Fruit	+56	103
Processed Fruit & Vegetables	+16	102
Other Consumer-Oriented Products	+33	88
Tree Nuts	+61	78
Salmon, Canned	+36	74
Snack Foods (excl nuts)	+31	43
Dairy Products	+130	30
Eggs & Products	+158	27
Fresh Vegetables	+57	24
Rice	-19	21
Fruit & Vegetable Juices	+158	13
Pet Foods (Dog & Cat Food)	+6	12
Red Meats, Fresh/Chilled/Frozen	+0.2	10
Breakfast Cereals & Pancake Mix	+10	5
Nursery Products & Cut Flowers	+112	3
Poultry Meat	+1,339	3
Red Meats, Prepared/Preserved	+55	2

Source: BICO Report/U.S. Bureau of the Census Trade Data

Relative strengths/weaknesses of U.S. Supplier to UK market

Opportunities	Constraints
The scale of the US food industry may offer price competitiveness on large volume orders.	Competition from EU member states (import duty payable on US products).
The UK climate limits growing seasons and types of products grown.	Poultry and red meat are restricted from the EU, as are dairy product imports from the US.
The diversity of the US population creates innovative food products and concepts which are often mirrored in the UK.	Must meet strict UK/EU/retailer rules on food safety, traceability, environmental issues and plant inspection.
US has good brand image in UK. The US is a popular destination for the UK tourist and familiarity with US products is widespread.	Labels on packaged food need to be changed, particularly the nutritional panel. Pack sizes and palletization may also need changing.
A common language means that the UK is a natural gateway into Europe	Need to develop relationship with UK trade contacts and invest in marketing product
The UK has a core group of experienced importers with a history of sourcing from the US.	Biotech (GMO) ingredients are not widely accepted by the UK consumer, perhaps due to aggressive negative press.
Strong interest in innovative products. Currently there is high interest in natural, "wholesome" and "health" food categories.	Taste buds differ in the UK, eg. here popcorn is sweet, relishes are more like jam, and spicy doesn't mean high chili content.

The UK can be a successful market for those companies willing to invest the time and resources to cement contacts. It normally takes on average 18 months from initial market survey to the time product appears on shelves. Exhibiting at UK food trade shows is a good way to put new product in front of a wider audience.

SECTION II. EXPORTER BUSINESS TIPS

Some essential UK market considerations:

- Basic market research
- Retail, Foodservice or Processing
- UK business partner and terms
- Import duty and excise tax
- UK Value Added Tax
- Price points and competitors
- Labeling
- EU Food Standards Restrictions
- Promotion budget and resources

General Consumer Tastes and Preferences

Food Safety	As a result of food scares over the past two decades, the UK food supply chain is now heavily scrutinized, meaning that UK retailers, foodservice operators and manufacturers are uncompromising on traceability and quality assurance. UK buyers often require technical specifications above the level mandated by government legislation.
Biotech (GMO)	Biotech products or products that contain biotech ingredients can only be sold in the EU if they have been given approval. If the biotech ingredient is approved it may be sold with the appropriate labeling - see GAIN Report E47044 available at: http://www.fas.usda.gov/scriptsw/AttacheRep/default.asp The presence of food products containing biotech-derived products in the UK is minimal. Large supermarket chains have determined that they will not stock products with biotech ingredients in their private label products (these, typically, account for 45-50% of supermarket lines). Many large companies have also taken a non-GMO approach, as well as many restaurants and cafes
Organic	Sales of organic products make up around 2.5 percent of the UK grocery market ($3.7 billion of the $136 billion total grocery market). Supermarket chains dominate retail sales of organic foods, accounting for an estimated 82 percent of sales by value. Organic product ranges now extend to a wide range of convenience and grocery items. There are signs that the global credit crisis has affected sales of premium products, including organic products in the UK. However, consumers that buy organic products for ethical reasons are unlikely to change their purchasing behaviour.
Health	Like the US, the UK has a high incidence of heart disease and cancer. Consumers are looking for foods to improve their health which is driving sales of premium, less processed food, functional food, fresh fruit, fruit juices and low-fat or low-sugar processed food. Organic, at least in the mind of the consumer, is also seen in a positive light for improved health.
Package Sizes	UK households are mainly comprised of 1-4 people. In addition, kitchens and refrigerators are small. Shopping is undertaken every couple of days, with perhaps a “large shop” every 2-3 weeks. US suppliers should consider this in determining export package size.

Food Standards and Regulations

The UK follows EU policies regarding labeling and ingredient requirements. A detailed report that specifically addresses labeling and ingredient requirements is available, entitled: The UK: Food and Agricultural Import Regulations & Standards Country Report (FAIRS) and can be obtained from the FAS homepage www.fas.usda.gov choose Countries, Market Reports, Attaché Reports, or for further information on EU policies, please see the following report: http://www.fas.usda.gov/gainfiles/200807/146295146.pdf

General Import and Inspection Procedures

Her Majesty's Revenue & Customs (HMRC) are responsible for the clearance of all goods entering the UK, for further information and customs forms please go to www.hmrc.gov.uk.

The UK FAIRS Country report as mentioned above addresses UK import and inspection procedures; please obtain this report for further information.

SECTION III. MARKET SECTOR STRUCTURE & TRENDS

The UK retail grocery market was valued at £128.2 billion ($230.76 billion) in 2007, an increase of 3.5 percent on 2006.

Groceries account for 12.8 percent of total household spending in the UK, making it the third largest area of expenditure (the largest is housing, and the second largest is transport).

Food and grocery expenditure accounts for 49 percent of retail spending.

The Institute of Grocery Distribution (IGD) has estimated that the UK retail grocery market will grow at an average rate of 2.9 percent over the next five years. It is expected to be valued at £138.2 billion ($261.2 billion) by 2010, at current prices.

Convenience store shopping now accounts for 20 percent of the total grocery market.

Retail Sector

Supermarket Chains

Four supermarket chains dominate UK food retailing, accounting for almost 75 percent of the market. Tesco is the market leader, with 31.5 percent market share, followed by Asda/Wal-Mart with 16.7 percent, Sainsbury's has 16.2 percent and Morrison's rounds out the quartet with 11.1 percent. Other UK supermarket chains include Waitrose, Somerfield, Iceland, Aldi, Budgens, Netto and Lidl.

Market Shares of the UK's Supermarket Chains

Retailer	Share %	2006 Sales Growth vs. 2005
Tesco	31.5	0.32
Asda/Wal-Mart	16.7	0.6
Sainsbury's	16.2	3.2
Morrison's	11.1	0
Waitrose	3.9	0
Somerfield	3.8	0.1
Aldi	2.6	4.0
Lidl	2.2	4.7

Iceland	1.7	6.3
Netto	0.7	0

Source: TNS Data, market share summary, 12 weeks to July 13, 2007

In general, each chain focuses on specific market segments. For example, Tesco targets the middle market, providing both economy and up-scale products. Sainsbury's is pitched slightly up-market of Tesco, with Asda/Wal-Mart slightly down-market of Tesco. Morrison's and Somerfield compete at much the same level as Asda/Wal-Mart, while Waitrose, part of the John Lewis Partnership, is the most up-market of the leading chains. Iceland, Aldi, Budgens, Netto and Lidl are all price-focused outlets.

As a result of town planning regulations, supermarkets in the UK are smaller than their counterparts in Germany. For example, Tesco and Sainsbury's stores are just 3,500m^2 (37,700 sq ft) on average. Planning restrictions have resulted in limited availability of suitable sites. This in turn has fueled a move back towards smaller stores by the large supermarket chains, and created a polarization between superstores and convenience stores formats. The major UK supermarket chains have also developed store formats that are embedded in gas stations. For example, Morrison's has a partnership with BP gas, Tesco with Exxon, and Sainsbury's with Shell.

The UK has one of the most advanced private label markets in the world (valued at around $100 billion). The UK's major supermarket chains dominate the private label market and on average 40-50 percent of products in their stores are private label. Originally, private label goods were a copy of a branded product, but today they are often innovative and marketed as a premium or high quality brand. They give UK retailers the opportunity to diversify their product ranges and develop new revenue streams.

The Institute of Grocery Distribution (IGD) estimates that UK internet grocery sales are currently valued at £2.4 billion ($4.4 billion), two percent of the total grocery market. IGD forecasts that on-line shopping will double in the next five years; however, retailers believe these predictions are conservative and that on-line grocery sales are increasing by 30 percent per year.

Department Stores

Marks and Spencer (M&S) food halls continue to maintain successful business growth. Most M&S customers tend to buy the bulk of their groceries from less high-end grocery retailers. A typical shopper uses M&S for special occasions, for convenience food such as ready-meals and as a top-up to their regular shop with a few luxury items. M&S consistently offer innovative, high quality and rigorously checked food.

The London-based Department Stores: Harvey Nichols and Selfridges have expanded recently to other major UK cities such as Birmingham, Manchester and Leeds. This has increased sales of US products sold in their food halls. Other notable department stores stocking US products are Fortnum & Mason and Harrods. Department Store food halls provide a unique opportunity for US specialty foods.

Convenience Chains

The focus of these stores is mainly brands well known to British consumers. They are located in town centers, train and metro stations as a convenient stop for commuters and families making small purchases on evenings or weekends. Major supermarket chains have begun to open small format convenience type stores.

Other Retailers

The UK has other outlets for US products such as health food stores, mail/internet order companies and delicatessens. An importer is vital to reach these smaller customers.

For further information on the UK retail sector, please see UK Retail Market Briefs which can be found at http://www.fas.usda.gov/gainfiles/200712/146293247.pdf http://www.fas.usda.gov/gainfiles/200712/146293248.pdf

Hotel, Restaurant & Institutional (HRI) Sector

In the UK the HRI Sector is known as the Catering or Foodservice Industry and is generally considered to have two sectors:

Cost Sector: Caterers within the cost sector traditionally do not derive substantial margins. Meal provision tends to be out of necessity, rather than as a result of a business opportunity being identified. Provision is governed by contract where pricing is controlled, if not fixed. Examples are: schools, hospitals, prisons and specialist care homes.

Profit Sector: This is the area of the foodservice market in which the potential business gains are the main motivator. It is also usually allied to hospitality and leisure. Pricing is flexible and examples are: restaurants, fast food chains, pubs, hotels and leisure venues.

The UK foodservice market was estimated to be valued at $70.3 billion (£38 billion) in 2007. The $70.3 billion foodservice market accounts for one third of all consumers food purchases.

The breakdown of market value by operator type is shown in the table below:

	Food Sales (£ Millions)	Share (%)
Restaurants	8,545	21.7
Fast Food	9,695	24.6
Pubs	5,985	15.2
Hotels	7,221	18.3
Leisure	3,043	7.8
Staff Catering	2,642	6.7
Health Care	875	2.2
Education	1,153	2.9
Services/Welfare	234	0.6
Total	**39,393**	**100.0**

Source: Horizons FS Limited, 2007

In 2007, there was an estimated 263,053 UK foodservice outlets operating nationwide. The breakdown by operator type is show in the table below:

	Number of Outlets	Share (%)
Restaurants	26,927	10.2
Fast Food	30,455	11.6
Pubs	50,841	19.3
Hotels	46,188	17.5
Leisure	19,370	7.4
Staff Catering	19,946	7.7
Health Care	31,710	12.0
Education	34,533	13.1
Services/Welfare	3,083	1.2
Total	**263,657**	**100.0**

Source: Horizons FS Limited, 2007

The foodservice market is the UK's fourth largest consumer market following retail, motoring, clothing and footwear.

Shoppers are eating out more frequently today than they were 4 years ago. IGD states that 30% of shoppers eat out once a week or more compared to 13% in 2003.

About 3 million meals are eaten at work everyday of which two million are prepared by contract caterers. British consumers are exposed to many different cuisines from around the world, with non European foods being popular. As many as 7 out of 10 - 68% of Britons stating that they like and eat non-European styles of food. The foodservice sector serves 8.6 billion meals a year the equivalent to 39,000 a minute.

Supply Chain

There are two main ways to enter the UK catering market, some companies go direct to suppliers, domestic or foreign. However, by far the most popular way is through an intermediary such as a UK-based importer. Because there are a large number of small companies operating in the catering market, intermediaries skilled at filling small orders efficiently play a crucial role in the distribution of products. The importer normally takes title of the goods (i.e. ownership) following the purchase from a supplier to resell to trade customers.

The UK's foodservice industry holds many avenues of opportunity for US food and beverage products. Networking within the industry is vital to ascertain the best market entry strategy.

For further information on the HRI sector please see UK HRI report which can be found on the USDA website http://www.fas.usda.gov/gainfiles/200804/146294304.pdf .

Food Processing

The food and drink manufacturing industry is the country's largest single employer. Retail is the largest consumer market, with food service the fourth largest. Food and drink is also the largest manufacturing industry in the UK, with an annual turnover over $137 billion (£74bn). Around 470,000 people across Britain are employed in jobs associated with food and drink manufacture and sales, accounting for 13% of total employment in the country.

In 2007 there were 6,639 food-manufacturing enterprises in the UK. UK multinationals such as Unilever and Diageo are among the largest in Europe. Many US companies, like, Pepsico, Kellogg's, ADM, ConAgra and Cargill also have substantial interests in the UK.

The major unprocessed commodities that are not commercially produced by the UK are rice, citrus fruit, bananas, corn, coffee, cocoa, stone fruit, tea and some oilseeds. Although the UK produces beet sugar, cane sugar is imported. Processed products that the UK has to import include wine and preserved/frozen fruit and fruit juices.

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

Product Category	Total UK Imports 2007 ($ million)	UK Imports From US 2007 ($ million)	Average Annual US Import Growth (last 5 yrs)	US Import Tariff Rate	Key Constraints to Market Development	Market Attractiveness for USA
Fish and Seafood HS: 03	2,704	88.9	24%	0-22%	Highly fragmented market, domestic shortfall.	US #1 canned salmon supplier, developing interest in other products and species
Chocolate confectionery HS: 1806	1,384.5	16.6	21%	8-27%	Domestic & EU competition, low acceptance of American chocolate taste	British eat more chocolate than any other nationality.
Vegetables & Fruit prepared in Vinegar HS:2001	90.9	0.8	84%	0-16%	Competition from Turkey, Netherlands and India	Food has long shelf life
Preserved fruit & nuts HS: 2008	496.7	19.4	24%	7-27%	Competition from EU, Thailand & South Africa	US nut butters perceived as high quality, exotic preserved fruits of interest for gift/specialty trade
Fruit & Vegetable Juice HS: 2009	1,078.5	9.1	22%	16-23%	Competition from EU and Brazil	High focus on healthy living in UK. Juices now more popular than carbonated drinks
Sauces, Condiments, Seasonings HS: 2103	701.2	19.5	5%	0-10%	Australia starting to enter the market	US #4 supplier, UK wants authentic tex-mex, BBQ sauces, marinades & salad dressings
Soft drinks HS: 2202	993.4	11.3	15	0-10%	Domestic & EU competition, strong brands, market reaching saturation	New US concepts in beverages always attractive, e.g. functional drinks
Beer HS: 2203	726.3	2.8	24%	0%	Domestic & EU competition, major brewers located in EU	US micro-brew beers, generally unique beers with a story. They are attractive to a niche audience
Wine HS: 2204	5,110.4	247.52	-1%	18-25%	Competition from EU, Australia, Latin America & S. Africa. Figure shows a minus due to wine being shipped to Italy and then the UK.	UK #1 export market for US wine, California wine has 16% market share, other parts of US should benefit in future

Source: World Trade Atlas

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

Foreign Agricultural Service
US Department of Agriculture
Embassy of United States of America
24 Grosvenor Square
London W1A 1AE

Tel: +44 20 7894 0040
Fax: +44 20 7894 0031
E-mail: AgLondon@fas.usda.gov
Web: www.usembassy.org.uk/fas/index.html

Contact For: US Government Agency for information on UK market, exporting from the US to the UK. Policy information etc.

Dept of Environment, Food & Rural Affairs
Customer Contact Unit, Eastbury House
30-34 Albert Embankment, London SE1 7TL
Tel: +44 20 7238 6951
Fax: +44 20 7238 2188
E-mail: helpline@defra.gsi.gov.uk
Website: www.defra.gov.uk

Contact For: UK Government Agency for any information on the UK Agricultural sector.

Food Standards Agency
Aviation House, 125 Kingsway
London WC2B 6NH
Tel: +44 20 7276 8829
Fax: +44 20 7238 6330
Email: helpline@foodstandards.gsi.gov.uk
Website: www.foodstandards.gov.uk

Contact For: UK Government Association for information on UK food safety standards and policies.

United States Mission to the European Union
Office of Agricultural Affairs
Organization chart: http://useu.usmission.gov/agri/staff.html
Mailing address:
27 Boulevard du Regent
1000 Brussels
Belgium
Tel: (32-2)508-2760
Fax: (32) (2) 511-0918
e-mail: AgUSEUBrussels@fas.usda.gov
http://useu.usmission.gov/agri/foodsafe.html
http://useu.usmission.gov/agri/usda.html

Contact For: US Government Office looking after EU Policy information.

UK Trade Associations

Institute of Grocery Distribution
Grange Lane, Letchmore Heath
Watford, Hertfordshire, WD25 8GD
Tel: +44 1923 857141
Fax: +44 1923 852531
E-mail: igd@igd.com
Web: www.igd.com

Contact For: UK Trade Association for information about the food and grocery chain.

Food and Drink Federation
6 Catherine Street
London, WC2B 5JJ
Tel: 011 44 20 7836 2460
Fax: 011 44 20 7836 0580
E-mail: generalenquiries@fdf.org.uk
Website: www.fdf.org.uk

Contact For: UK Trade Association which is the voice of the UK food and drink manufacturing industry.

Fresh Produce Consortium
Minerva House, Minerva Business Park
Lynch Wood
Peterborough PE2 6FT
Tel: 011 44 1733 237117
Fax: 011 44 1733 237118
E-mail: info@freshproduce.org.uk
Website: www.freshproduce.org.uk

Contact For: UK Trade Association for the fresh produce industry.

British Health Food Manufacturer's Association
1 Wolsey Road
East Molesey
Surrey KT8 9EL
Tel: 011 44 20 8481 7100
Fax: 011 44 20 8481 7101
E-mail: hfma@hfma.co.uk
Website: www.hfma.co.uk

Contact For: UK Trade Association which works effectively to represent the interests of the UK natural health products industry at all levels of the legislative, regulatory and Parliamentary process.

British Frozen Food Federation
Warwick House, Unit 7
Long Bennington Business Park
Main Road
Long Bennington
Newark, NG23 5JR

Tel: 011 44 1400 283 090
Fax: 011 44 1400 283 097
E-mail: generaladmin@bff.co.uk
Website: www.bfff.co.uk

Contact For: UK Trade Association for all aspects of the frozen food industry.

APPENDIX - STATISTICS

TABLE A. KEY TRADE & DEMOGRAPHIC INFORMATION

Agricultural Imports From All Countries ($Mil) U.S. Market Share (%) 1/	89,942,809 1.47%
Consumer Food Imports From All Countries ($Mil) U.S. Market Share (%) 1/	34,954,505 2.35%
Edible Fishery Imports From All Countries ($Mil) U.S. Market Share (%) 1/	4,016,730 3.07%
Total Population (Millions) / Annual Growth Rate (%)	60.975 Million 0.6% Growth
Urban Population (Millions)	28 Million
Number of Major Metropolitan Areas 2/	8
Size of the Middle Class (Millions) 3/	30-43%
Per Capita Gross Domestic Product (U.S. Dollars)	$39,684
Unemployment Rate (%)	2.73 %
Per Capita Food Expenditures (U.S. Dollars)	$66.27
Percent of Female Population Employed 4/	70 %
Exchange Rate (US$1 = £) 5/	1.85

Footnotes

1/ From Bico Statistics (Export/Import Statistics for Bulk, Intermediate, and Consumer Oriented Foods and Beverages - BICO)

2/ Population in excess of 1,000,000

3/ Middle class is "defined as individuals who have average incomes of more than £25,500"

4/ Percent of number of women (15 years old or above).

5/ *Exchange started to fall from July 2008. Previously exchange rate hovered around $2.00 to £1.00.*

TABLE B. CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS

(In millions of United States Dollars, rounded to the nearest million)

Commodity	**UK Import Statistics from the World**			**UK Import Statistics from the US**			**US Market Share %**		
	2005	2006	2007	2005	2006	2007	2005	2006	2007
Consumer Oriented Agric. Total	34,203,510	36,693,406	42,600,004	628,600	784,723	822,720	1.84	2.24	1.93
Fish & Seafood Products	3,024,247	3,528,325	3,980,519	115,364	115,910	123,483	3.81	3.29	3.10
Agricultural Total	43,303,621	46,498,864	54,060,925	1,160,015	1,255,753	1,320,765	2.68	2.70	2.44
Agricultural, Fish & Forestry	51,756,842	55,848,050	65,282,226	1,477,671	1,569,693	1,689,794	2.86	2.81	2.59

Source: Global Trade Information Services.

TABLE C – TOP 15 SUPPLIERS OF CONSUMER FOODS & EDIBLE FISHERY PRODUCTS

UK - Top 15 Suppliers of Consumer Food Imports

	2005	**2006**	**2007**
Netherlands	5,717,369	6,145,295	7,198,739
France	4,526,787	4,790,877	5,413,215
Ireland	3,560,428	3,697,003	4,211,562
Germany	2,761,257	2,991,534	3,671,523
Spain	2,398,823	2,552,883	2,858,703
Belgium	1,946,189	2,233,198	2,649,250
Italy	2,184,203	2,259,060	2,611,062
Denmark	1,759,313	1,892,810	1,924,070
Australia	930,069	956,925	1,097,688
United States 1/	**796,695**	**836,253**	**935,083**
New Zealand	706,219	727,153	868,865
South Africa	727,295	738,000	833,226
Brazil	599,106	626,138	758,422
Poland	350,086	456,878	705,123
Chile	463,259	529,051	667,246
World	**34,203,510**	**36,693,406**	**42,600,004**

1/ note that this data under-represents actual US sales to the UK as an undetermined amount of products is transshipped via other EU member states.

UK – Top 15 Suppliers of Fish & Seafood Products Imports

	2005	2006	2007
Iceland	477,032	555,415	660,091
Denmark	264,872	311,202	300,576
Germany	125,138	147,958	230,985
China	119,467	188,333	225,703
Norway	203,208	236,619	210,157
Faroe Islands	182,934	176,215	186,222
Thailand	90,235	122,603	165,792
United States 1/	**130,355**	**139,607**	**163,995**
Canada	119,298	120,570	135,859
France	80,856	98,671	132,619
Netherlands	84,434	82,246	130,309
India	81,140	97,972	98.932
Mauritius	73,430	79,198	96,742
Sweden	9,927	84,091	94,473
Ireland	60,731	67,534	93,048
World	**3,024,247**	**3,528,325**	**3,980,519**

1/ note that this data under-represents actual US sales to the UK as an undetermined amount of products is transshipped via other EU member states.