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Exporter Guide

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Report Highlights:

In CY2011 Paraguay's imports of food and beverage products were valued at US$634 million, showing a 15 percent increase from 2010 imports.

Paraguay has an important agricultural sector; however, the number of food and beverage processors is quite limited. Therefore, the country strongly depends on food and beverage imports. Food and beverage imports from the U.S. are projected to reach 30 million in 2013. Leading U.S. products will be beer, whiskey, vodka, confectionary items, mixed fruit preparations and pasta.

General Information:
SECTION I. MARKET OVERVIEW

A strong and growing agricultural sector, a stable dollar for more than a year, and the economic growth of Brazil and Argentina are having a positive impact on the Paraguayan economy.

Paraguay has a very open trading system, with moderate tariffs and simple, transparent, and straightforward labeling and sanitary requirements (all FDA-approved processed food and beverages can be imported).

Paraguay has an important agricultural sector. However, the number of food and beverage processors is quite limited. Therefore, the country strongly depends on food and beverage imports, mostly from Argentina, Brazil, Uruguay and Chile. Foreign investment is increasing, mainly in land and cattle.

Stronger economic conditions in the region, a stable exchange rate, and soybean exports are contributing
to the growth of the market of imported foods and beverages. Imports for 2013 are projected to reach US$700 million, a significant increase from the US$120 million imported ten years ago. Brazil and Argentina
together account for 60 percent of all imports. The balance comes from the United Kingdom (mainly liquor),
Chile, and the United States (5 percent). Food and beverage imports from the U.S. are projected to reach
30 million in 2013. Leading U.S. products will be beer, whiskey, vodka, confectionary items, mixed fruit
preparations and pasta.

The main categories of imported items are beverages (primarily beer and whiskey), miscellaneous edible
preparations, cereal bars and flour, dairy products, sugar and chocolate confectionary, cocoa preparations,
and preparations of vegetables, fruit and nuts.

Quick Outlook of the Paraguayan market

* Paraguay has a per capita gross domestic product (GDP) of US$3,649.

* Consumer prices increased less than 5 percent in 2011.

* The average Paraguayan family spends approximately 20 percent of its income in food.

* The Paraguayan economy is highly influenced by Argentina and Brazil.

* Total food and beverage sales in 2011 reached approximately US$470 million.

* Local consumers are switching to premium brands and value-added products.

* Supermarkets account for 20 percent of total retail sales, while traditional grocery stores account for 50 per cent, and convenience stores make the balance.

* The retail sector is in the process of transformation and merging, with large stores growing in popularity together with convenience stores.

* Food imports are expected to increase in 2012 and thereafter, with growing opportunities for products coming from countries outside the region.

* Best prospects for imports are for gourmet products, leading brands and foods and beverages for the upper economic strata.

* Paraguay's population is approximately 6.5 million, of which 70 percent live in rural areas and 1.5 million in Asuncion, the country's capital. Asuncion concentrates 60 percent of total sales.

* Ciudad del Este, which borders Brazil and Argentina, is the second largest city and developing a very strong business focused in tourism, followed by Encarnación, which borders Argentina.

* The upper class in Paraguay accounts for 4 percent of the total population, including expatriates and diplomats, with an average household income of over US$100,000 a year. The middle-high class accounts for 25 percent of the population and has an average yearly income of US$15,000, while the lower-middle segment accounts for 20 percent and has an average income of US$10,000 a year. The lower segment makes the balance.

* Middle class consumers purchase groceries primarily in modern supermarkets because of all the services and advantages provided.

* Convenience stores at gas stations are growing in popularity, especially among Paraguayan youth.

The following table provides U.S. suppliers' strength and market opportunities as well as their weaknesses and competitive threats:

Advantages	**Challenges**
More than half of food products consumed in Paraguay are imported	Mercosur preferential tariffs. Over 80 percent of food imports come from Brazil, Argentina and Chile

Upper class and opinion leaders prefer American culture and products over other imported products	U.S. exporters' lack of awareness of the Paraguayan market
Consumers prefer products made in the U.S. to those same American brands manufactured regionally	Relative small volume in initial purchases and delays in registration which might increase costs and somewhat discourage U.S. suppliers
Local consumers are eager to buy at home the same products "Made in U.S.A." they buy in the U.S.	High freight costs
Registration and import procedures are relatively simple	Large food multinational companies operating in the market with US products
Retail expansion and direct imports open new opportunities	Expertise in distribution of Mercosur products

SECTION II. EXPORTER BUSINESS TIPS

Local Business Customs

* Protect and register your trademarks
* Get legal advice on imports and distribution (Please see attached Distribution Law).
* Appoint an importer or distributor
* Contact companies' decision makers
* Get a contract in writing
* Perform a proper evaluation of market size
* Be Patient
* Be flexible
* Be aware of credit terms. Normally 60-120 days
* Frequent visits and follow up are recommended

The Consumer

* Upper class and middle-upper class consumers are sophisticated, demanding and practical. They are strongly influenced by international media. They travel frequently to Brazil, Argentina, the U.S. and several to China.

* The vast majority of Paraguayans are conservative and still adhere to a diet based on local produce, meat, vegetables and fruits.

* The younger generation is more open and oriented to "fast food" consumption.

* Women are very concerned about their weight. "Light" products are popular and "low carb" products

are expected to gain popularity.

* Most families have on average three children. Children play a heavy role in family purchases. About 30 percent of Paraguay's population is less than 30 years old.

* The fast food sector began in the mid 1990s, together with the first two modern shopping malls. It continues
to expand, especially in supermarkets, convenient stores and malls.

* Brazilian rodizio (all-you-can-eat barbeque) restaurants are very popular.

* Ethnic food (primarily oriental) is readily available.

*Home delivery is developing very fast despite of weather conditions (heavy rains and extreme hot temperatures).

Food Standards and Regulations

Mercosur standards regulate food production, imports, and marketing. These standards are based on:

* European Union standards
* Codex Alimentarius
* Food and Drug Administration (FDA)

The National Institute of Food and Nutrition (INAN) regulates imported **food and beverage** products. Following are the necessary documents for registering a product:

1. Letter authorizing the importer to register the product in Paraguay
2. Certification of the manufacturing facility
3. Certificate of free sale and human consumption
4. Description of the product. Active ingredients, shelf life, storage conditions, etc
5. Labels and three samples of each product
6. In case the producer is different from the exporter the link must be explained in a letter

Points 1-2-3 and 6 have to be legalized by a Paraguayan Consulate in the U.S.

Imported **pet food** is registered at the Ministry of Agriculture and Livestock, and it requires the same documents as for food and beverages plus the U.S. registration of the product.

The registration process takes about three months.

General Import and Inspection Procedures

No pre-shipment inspection is needed. Products are inspected once they arrive and prior to clearing customs.

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

Retail Sector

Only 30 percent of Paraguay's total food and beverage sales is sold through supermarkets. From 2010 onwards the retail business showed a very strong concentration. The Paraguayan Grupo Vierci is the strongest group with its supermarket chains *Stock* and *Super 6*. There are other six large supermarket chains, all locally owned. These companies are, *Cadena Real, España, Gran Via* and *Herrero, Archies,* and *Shopping China*.

Almost all food and beverages imported from outside the region are sold through these large retailers. There are good opportunities in well-known brands, private label products, ready-prepared foods, "low carb" products, soups, crackers, cereals, seasonings and dressings. Soft beverages also have good chances in supermarkets, if final price is at maximum 15 percent higher than regional products.

The traditional channel made of more than 400 small supermarkets, traditional grocery stores and more than 250 convenience stores, accounts for 60 percent of total food and beverage sales. With the exception of beer, very few American and European imported products are sold through this channel.

Nestle, Unilever, Procter and Gamble, and Kraft operate in Paraguay. They apply modern distribution and marketing technology as well as launching new products to the market. This is forcing local distributors and importers to search for products from new sources of supply.

The trend in the food sector for the next few years will focus on:

- Gourmet Products
- Private label (mainly imported)
- "low carb" products
- Value for money products
- Frozen products

Hotel, Restaurant & Institutional (HRI) Sector

This sector accounts for approximately 5 percent of the country's total food and beverage sales. They are mostly products imported from Mercosur countries.

There are about twenty top restaurants in Asuncion which serve international food. Ethnic food is available, but it is mostly Chinese, Japanese and Korean. There exists a market of foreign businessmen, visitors, and Paraguayans who go to high-end restaurants, hotels and social clubs. Through television, internet,

magazines,
books and travel, Paraguayans have changed their habits and have become more demanding when eating
and drinking.

Most boutique hotels are locally owned. New large hotels are managed by international chains. In the past
5 years more than 10 new hotels were opened in Asuncion, Ciudad del Este, Luque, Concepcion, Salto del Guaira, etc. targeting foreign businessmen and tourists.

American food and beverage products have an excellent reputation based on their consistent quality and brand awareness. Apart from general gourmet products, Californian wine, sea fish and seafood have good
potential.

Food Processing Sector

Although the local food manufacturing sector is quite limited, there are five companies which offer opportunities for U.S. food ingredients. Mennonites own dairy companies, and several poultry, beef and pork processing facilities. These companies together account for 25 percent of the country's food and beverage market.

Food ingredients come primarily from Brazil and Europe. However, American products have potential, especially for seasonings and bulk ingredients.

Market Entry

In general, imported foods and beverages come into Paraguay through any of the following ways:

- Local importer/distributor buys at factory, imports the products and then markets them in all sectors
- Local importer consolidates a container or buys from a wholesaler
- Direct imports by large supermarkets. They are able to bring down their costs
- Local and foreign agents that sell their products based on a commission, usually have a wide variety
- of products/companies
- Locally based international companies import products manufactured by the company in different
- parts of the world. Products are usually very competitive and in general they have a good marketing
- support.

Trends in Promotional/Marketing Strategies and Tactics

Foreign countries, which are active in the market, put together trade missions and invite key players to participate at their international food shows.

The major show in Paraguay is called the Expo, which is held in July. It is mainly a rural show, but the entire industry and trade participates. Many countries, including the U.S., have pavilions with companies promoting and marketing their latest products and services. More than 2 million visitors walk through the show during a 15 day period.

Twice a year there are wine shows. The one held in winter focus on red wines and the other one held during spring time focuses in white and sparkling wines.

Trends in Tourism, Holiday Gifts, and Internet Sales

Tourism is developing very strongly in Paraguay. Eco tourism has great potential, but it is still a niche that hasn't yet expanded to its fullest potential.

Ciudad del Este, the country's second largest city, is close to the Iguazu Falls, located on the border with Brazil and Argentina. The city has important economic movement, since it offers special tax exemptions.

Holiday seasons and religious festivities are heavy sales periods. Easter and Christmas are great opportunities to sell turkey, fish, and special gourmet and premium products.

Internet sales are very popular. There are several courier companies that bring products from Miami and deliver them at home in any place in Paraguay.

A newly born channel that is growing fast is pharmacies. Cereal bars, dietary supplements, soft drinks, fruit juice are offered together with health and body care products cosmetics.

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

A) Imported products which are available in the market and have good potential are:

Health foods
Isotonic beverages
Dietary supplements
Baby food
Cereals (in bars and bags)
Snacks
Confectionery products
Chewing gum

Frozen sea fish and seafood
Wine
Beer
Ready-made frozen foods

B) Imported food and beverages considered "commodities", brought primarily from regional countries:

Canned peaches
Canned pineapple
Canned vegetables
Canned tuna and sardines
Tomato preserves
Soups
Condiments and dressing
Jam and marmalade
Pasta
Crackers and cookies
Coffee

The following table shows the main food and beverage products imported by Paraguay in 2011. It includes total value, main supplier countries and if products were imported from the U.S. sometime in the last five years:

Product	**US$ (1,000)**	**Main Suppliers**	**U.S. Exports Past 5 years**
Whisky	50,000	United Kingdom	✔
Wine	20,300	Argentina/Chile	✔
Beer	15,400	USA/Brazil	✔
Beverage preparations	15,225	Brazil/Chile/Argentina	✔
Chocolate and cocoa preparations	12,500	Brazil	✔
Cookies	8,500	Brazil/Argentina	✔
Non-chocolate candy	6,750	Brazil/Argentina	✔
Milk powder (whole)	6,000	Argentina	
Tomatoes preserved	5,200	Brazil/Italy/China	
Chewing gum	5,000	Brazil/Chile/Argentina	✔
Fermented beverages (cider)	4,500	Argentina	✔
Non-alcoholic beverages	4,400	Argentina	
Alcoholic Spirits	4,200	Mexico/Brazil	✔
Sauces, condiments, seasonings	4,000	Argentina/Brazil	✔
Waters	3,900	Brazil	
Coffee (instant)	3,500	Brazil	
Crackers	3,400	Argentina/Uruguay	✔
Baby Food	3,200	Brazil/Argentina	✔

Cheese	2,800	Argentina/Brazil	✔
Sparkling Wine	2,400	France/Argentina/Spain	✔
Pasta	2,000	Brazil/Arg/Chile/Italy	
Breakfast cereals	1,850	Argentina/Brazil	✔
Vegetables preserved (not frozen)	1,200	Brazil/Argentina	✔
Peaches preserved	1,200	Greece/Argentina/Brazil	
Potatoes (frozen)	750	Argentina/Netherlands	
Soups and Broth	600	Chile/Argentina	✔

Source: Unofficial data, prepared by FAS based on country exports to Paraguay

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

National Institute of Food and Nutrition
Avda. Santisima Trinidad esq. Itapua
Asuncion - Paraguay
Tel/Fax 595-21-206-874

Ministry of Agriculture and Livestock
Calle Presidente Franco y 14 de Mayo
Asuncion – Paraguay
Tel 595-21-491-192; 490-336

Customs
Av. Colon y Plazoleta del Puerto
Asuncion – Paraguay
Tel 595-21-450-273
Fax 595-21-493-865
www.aduana.gov.py

CIP Centro de Importadores del Paraguay
Importers Center
Avd Brasilia 1947
Tel.595-21-299800
cip@cip.org.py
www.cip.org.py

Office of Agricultural Affairs
US Embassy Buenos Aires
Avda. Colombia 4300
C1425GMN Buenos Aires, Argentina

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e-mail: agbuenosaires@fas.usda.gov

TABLE A. KEY TRADE & DEMOGRAPHIC INFORMATION

	$ Million	Market Share
Agricultural Imports From All Countries	$800	1%
Consumer Food Imports From All Countries	$350	5%
Edible Fishery Imports From All Countries	$1	0%

	$ Million	Annual Growth Rate
Total Population	6.5	2.5%

	$ Million
Urban Population	1.65
Size of the Middle Class	2.9

Number of Major Metropolitan Areas *1	1

* 1 Population in excess of 1 million

	U.S. $
Per Capita Gross Domestic Product	3,649

TABLE B: PARAGUAY IMPORT STATISTICS

Paraguay Import Statistics Commodity: Consumer Oriented Agric. Total
Calendar Year: 2009 - 2011

Partner Country	United States Dollars		
	2009	2010	2011
World	282669580	372322366	453938843
Argentina	121019181	161621978	182490863
Brazil	98672216	124254680	143002269
Chile	27042980	33492941	43367442
United States	14303655	22468351	37119935
Greece	0	1186702	5260663
Uruguay	3242639	4247300	5091734
Bolivia	1498125	3317737	4573793
Germany	1343675	2061959	3775486
Austria	1489805	2550592	3554760
France	1627111	1830367	3470703
China	1818176	2612244	3095184
Italy	930897	1676005	3094897
Mexico	2202320	1512725	2541129
Malaysia	495645	1004492	2088144
Netherlands	655236	959475	1991487
Spain	1085285	1519754	1497621

United Kingdom	21621	298305	1151158
Switzerland	837277	361222	873248
Colombia	1064364	903281	873047
Syria	342396	264695	628557
Portugal	209474	232533	485010
Indonesia	442402	453798	414638
Turkey	146337	28455	386784
Singapore	154975	222262	351103
Sri Lanka	305339	252521	325867
Vietnam	105452	374054	322946
Korea South	197571	225460	293897
Japan	86669	173542	271575
Denmark	112570	314274	179884
Panama	11960	47402	170038
Unidentified Country	466742	334226	136662
Poland	81009	5139	133038
Peru	35131	414951	131741
Belgium	128426	178069	101546
Thailand	14153	192539	99320
Canada	63169	91963	97954
Finland	102580	123445	94807
Ecuador	72406	52849	90894
Costa Rica	15747	38975	80151
Lebanon	66068	105717	68176
Korea North	1124	3516	46925
Taiwan	21655	19098	41673
South Africa	9683	20608	29193
Latvia	0	0	16732
India	114101	114706	10785
Hong Kong	0	9749	8829
Australia	876	1168	3651
Monaco	0	0	2904
New Zealand	55	0	0
Kosovo	0	240	0
Kyrgyzstan	0	20398	0
Ireland	0	2348	0
Bulgaria	0	3004	0
Czech Republic	0	327	0
El Salvador	0	4000	0
Sweden	0	116225	0
Virgin Islands (U.S.)	11304	0	0

Source: World Trade Atlas

Note: These figures reflect data from customs. However, total amount of imports in this report show a difference as Post believes that these numbers (provided by private sources) reflect more accurately the total amount of Paraguayan imports.

TABLE C: PARAGUAY IMPORT STATISTICS FROM THE UNITED STATES

Paraguay Import Statistics from the United States
Commodity: Consumer Oriented Agric. Total
Calendar Year: 2009 - 2011

Description	United States Dollars		
	2009	2010	2011
Group 32 (2012)	14303655	22468351	37119935
Beer Made From Malt	6545712	10472094	21117610
Food Preparations Nesoi	4958217	7176613	9554232
Potatoes, Prepared Etc. No Vinegar Etc, Not Frozen	103804	1535007	3085490
Enzymes And Prepared Enzymes, Nesoi	572893	1414155	1482388
Bread, Pastry, Cakes, Etc Nesoi & Puddings	10655	24892	334501
Nonalcoholic Beverages, Nesoi	383256	79510	226455
Sauces Etc. Mixed Condiments And Seasonings Nesoi	74373	201794	156128
Dog And Cat Food, Put Up For Retail Sale	96235	46443	147499
Cocoa Preparations, Not In Bulk Form, Nesoi	152161	46801	142776
Tomato Ketchup And Other Tomato Sauces	28061	70221	95474
Juice Of Any Single Fruit/Vegtble Unfermentd Nesoi	220048	96617	87077
Chocolate & Othr Cocoa Preps, Not Bulk, Not Filled	3648	0	71186
Homogenized Composite Food Prep (Baby Food Etc)	6054	47277	61370
Chocolate & Othr Cocoa Preps, Not Bulk, Filled	11592	92033	58354
Mustard Flour And Meal And Prepared Mustard	9024	18610	45369
Dextrins And Other Modified Starches	12942	21845	40101
Sugar Confection (Incl Wh Choc), No Cocoa, Nesoi	59177	95124	35655
Lactose & Lactose Syrup Cont 99% More Lactse By Wt	6020	19425	34765
Peanuts, Prepared Or Preserved, Nesoi	6780	21776	34411
Chewing Gum, Whether Or Not Sugar Coated	15014	34418	32798
Potatoes, Prepared Etc., No Vinegar Etc., Frozen	788681	632498	23733
Malt Extract; Flour, Meal, Milk Etc Prod Etc Nesoi	0	0	23040
Jams, Fruit Jellies, Pastes Etc Nesoi, Nut Pastes	8714	88518	23028
Mixtures Of Fruit And/Or Vegetable Juices	7959	2752	18935
Veg Nesoi, Veg Mix, Provisionally Pres, Inedible	4901	12164	13583
Tea Or Mate Extracts/Essences/Concentrates & Preps	41792	1993	12951
Nuts (Exc Peanuts) And Seeds, Prepared Etc. Nesoi	1402	24960	12134
Fruit & Edible Plant Parts Nesoi, Prep Etc. Nesoi	14042	27813	10666
Pistachios, Fresh Or Dried, Shelled Or Not	12350	486	10444
Onions And Shallots, Fresh Or Chilled	8123	11887	9718
Pasta, Uncooked, Not Stuffed Etc., Nesoi	7504	8540	9705
Vegetables Nesoi, Prep Etc., No Vinegar Etc, Frozn	661	0	9129
Fruit Mixtures, Prepared Or Preserved Nesoi	0	109	8577
Tomato Paste Etc, Not Prepared With Vinegar Etc.	0	0	7964
Soups And Broths And Preparations Therefor	6599	8122	7803
Waters, Incl Mineral & Aerated, Sweetnd Or Flavord	0	5078	7500
Cheese, Nesoi, Including Cheddar And Colby	16589	4873	6559
Wine, Fr Grape Nesoi & Gr Must W Alc, Nov 2 Liters	0	0	4500
Beans, Shelled, Prep Etc., No Vinegar Etc, Not Frz	186	2929	3571
Coffee Extracts, Essences Etc. & Prep Therefrom	5960	6987	3478
Tomato Juice (Dry Weight Content Less Than 7%)	0	60	3255
Cashew Nuts, Fresh Or Dried, Shelled	0	1574	3147
Cereals (Not Corn) In Grain Form, Prepared, Nesoi	27922	5842	3126

Nuts Nesoi, Fresh Or Dried, Shelled Or Not	0	492	3042
Yeasts, Active	1162	1232	2729
Chestnuts, Frsh Or Dried, W/Nt Shelled Or Peeled	0	670	2357
Mixtures Of Dried Fruits, Nuts, Or Fruits And Nuts	30479	585	2345
Bulbs, Etc In Growth Or Flower; Chicory	0	0	2132
Almonds, Fresh Or Dried, Shelled	0	530	1950
Pasta, Stuffed, Whether Or Not Cooked, Etc.	0	0	1671
Cookies (Sweet Biscuits)	5792	5839	1600
Soy Sauce	371	1297	1524
Pepper Of The Genus Piper, Crushed Or Ground	874	267	1491
Grapes, Dried (Including Raisins)	0	389	1414
Fruit, Dried, Nesoi, Ex That Of Heading 0801-0806	0	1033	1370
Veg & Mix Prpd/Prsvd Exc Vinegar/Acetic Acid/Sugar	0	0	1340
Albumin & Albumin Derivatives, Nesoi	510	789	1280
Coffee Substitutes With Coffee;Coffee Husks,Skins	2997	128	1117
Guavas, Mangoes And Mangosteens, Fresh Or Dried	0	459	1110
Mushrooms Prep/Pres Ex By Vinegar/Acetic Acid	45	444	962
Almonds, Fresh Or Dried, In Shell	0	0	800
Rusks, Toasted Bread And Similar Toasted Products	1716	0	634
Sweet Corn, Prepared/Preserved Nesoi, Not Frozen	92	1240	582
Orange Juice, Other Than Frozen, Sweetened Or Not	0	1610	576
Beans, Not Shelled, Prep/Pres Nesoi, Not Frozen	0	0	525
Coffee, Not Roasted, Decaffeinated	0	282	499
Spices, Nesoi	110	0	483
Pasta, Prepared Nesoi	0	0	483
Olives Prep/Pres Ex Vinegar/Acetic Acid Not Frozen	0	0	467
Homogenized Preparatns Of Fruit (Baby Food Etc)	0	459	398
Coffee, Roasted, Not Decaffeinated	842	1570	390
Cherries, Prepared Or Preserved, Nesoi	0	0	364
Palm Hearts, Prepared Or Preserved Nesoi	0	0	300
Cherries, Sweet Or Tart, Fresh	0	0	298
Asparagus, Prepared Or Preserved Nesoi, Not Frozen	150	616	261
Gingerbread And The Like	217	0	256
Juice Of Other Single Cirtus Fruit,Nt Frot,Nesoi	0	0	256
Vanilla Beans	0	0	251
Apricots, Prepared Or Preserved, Nesoi	0	0	192
Prepared Etc. Swine Meat, Offal, Etc. Nesoi	0	0	184
Vinegar & Substitutes For Vinegar From Acetic Acid	204	154	183
Cucumbers, Gherkins, Prep/Pres Vinegar/Acetic Acid	625	525	180
Waffles And Wafers	0	543	154
Grape Juice Of A Brix Value <= 20, Nt Fort W/Vitam	0	0	151
Cherries, Provisionally Preserved, Inedible	0	0	149
Cheese Of All Kinds, Grated Or Powdered	0	0	142
Vegetables, Nesoi, Fresh Or Chilled	0	15	142
Grapefruit Juice,Brix Value <=20,Nt Fort W Vitamin	0	0	138
Peaches, Prepared Or Preserved, Nesoi	0	491	129
Grape Juice, Nesoi,Nt Fortified With Vitamins/Min	0	6300	118
Grapefruit Juice,Nesoi,Nt Fortorified W Vitamins	0	0	105
Strawberries, Prepared Or Preserved Nesoi	0	0	100
Garlic, Fresh Or Chilled	0	88	98
Flour And Meal Of Potatoes	0	0	85

Potatoes Uncookd/Cooked By Boiling In Water, Frozn	0	0	73
Onions, Dried (Powder Etc), Not Further Prepared	180	0	60
Cinnamon & Cinnamon-Tree Flowers, Crushd Or Ground	143	46	59
Vegetble Prodcts (Inc Unrt Chicory Rt) Edible Neso	0	0	51
Margarine, Excluding Liquid Margarine	82	0	0
Prepared Etc. Poultry Meat, Except Turkey, Nesoi	848	0	0
Fruit Nesoi & Nuts, Sweetened Etc Or Not, Frozen	0	27	0
Coffee, Roasted, Decaffeinated	317	0	0
Vegetables Nesoi & Mixtures, Dried, No Furth Prep	482	0	0
Leeks & Other Alliaceous Vegetables, Fresh, Chilld	803	0	0
Beans (Vigna Spp., Phaseolus Spp.) Fresh Or Chilld	4	0	0
Leguminous Vegetables, Nesoi, Fresh Or Chilled	0	5	0
Asparagus, Fresh Or Chilled	0	24	0
Turkeys, Not Cut In Pieces, Frozen	0	789	0
Mlk/Cream Cnctrd Nt Swtn Pwd/Oth Solids Ov 1.5% Fa	0	15	0
Products Of Natural Milk Constituents, Nesoi	0	7170	0
Lactose In Solid Form And Lactose Syrup, Nesoi	0	11027	0
Cocoa Powder Cont Added Sugar Or Other Sweetening	0	16104	0
Prep Food, Swelling/Roasting Cereal/Cereal Product	8903	5800	0
Prep Food From Unroasted Cereal Flakes/Mixtures	0	5040	0
Vegt/Fruit/Nuts Etc Nesoi Prep/Pres By Vinegar Etc	516	0	0
Mushrooms,Nesoi,Prep/Pres Other Than By Vinegar	0	1800	0
Homogenized Vegetables (Baby Food Etc), Not Frozen	0	4010	0
Pineapples, Prepared Or Preserved Nesoi	0	252	0
Pears, Prepared Or Preserved, Nesoi	0	55	0
Apple Juice, Nesoi,Nt Fortified W Vitamins, Unferm	0	864	0
Coffee Extracts/Essences/Concentrates $ Prep	0	328	0
Fermented Beverages Nesoi (Cider, Perry, Mead Etc)	16142	25108	0

Source: World Trade Atlas