Report No. 6

ETHIOPIA'S EXPORT TRADE IN MAJOR AGRICULTURAL COMMODITIES

Prepared for:

THE TECHNICAL AGENCY
IMPERIAL ETHIOPIAN GOVERNMENT

STANFORD RESEARCH INSTITUTE

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By:

William L. K. Schwarz

SRI Project IU-6350

PREFACE

This report is published under Contract No. 663-72 between Stanford Research Institute (SRI) and the Technical Agency of the Imperial Ethiopian Government (IEG). The United States Agency for International Development (USAID) is assisting this program through an agreement with the Imperial Ethiopian Government, and authorized under PIO/T No. 663-70012. Research under the two-year contract was initiated early in 1967.

The agreed overall objective of the Agro-Industrial Sector Study under the contract is "to develop a program by which the Imperial Ethiopian Government can effect a structural economic shift toward money-income producing activities in the agricultural and related industrial sectors." This report is intended to aid in meeting that objective by providing a general review of the markets for, and problems of, Ethiopian exporting of agricultural commodities.

The SRI research operation in Ethiopia functions through a resident team with associated local counterparts. Short term experts are brought in to aid in the preparation of specific reports. The SRI team, operating within the IEG's Technical Agency, functions in close coordination with Ato Tekalign Gedamu, General Manager of the Technical Agency, and Dr. John L. Fischer, Chief of the Food and Agricultural Division for USAID/Ethiopia. The Imperial Ethiopian Government Inter-Ministerial Liaison Committee, under the chairmanship of H. E. Ato Belay Abay, Vice Minister of Planning and Development, also keeps closely informed of the activities of the SRI team. This project was conducted as part of the Agro-Industries and Development Economics Program of SRI under the direction of Dr. William Bredo, Menlo Park, California.

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Professor Duri Mohammed, Technical Agency
Ato Sileshi Teferra, Technical Agency
Ato Mustafa Mohammed Iman, National Livestock and Meat Board

This report is one of a series scheduled for publication under the contract. The reports already published include:

Development of Agriculture and Agro-Industry in Ethiopia, October 1967
Potential Fertilizer Demand in Ethiopia, April 1968
Systems Analysis Methods for Ethiopian Agriculture, April 1968
Industrial Investment Climate in Ethiopia, July 1968
Potential Agricultural Chemicals Demand in Ethiopia, September 1968
Improvement of Ethiopia Ports, November 1968
Economic Feasibility of Dry-Salting Treatment of Cattle Hides, December 1968
Development of the Ethiopian Oilseeds Industry, January 1969
Production of Grains and Pulses in Ethiopia, January 1969.

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I INTRODUCTION

Ethiopia's exports have increased significantly in dollar value during the last decade. However, imports have increased at an even higher rate and have exceeded exports in all but three years since 1945.* The bulk of Ethiopia's exports are agricultural commodities.

The overall objective of this study is to identify ways of expanding the export of Ethiopian agricultural products to existing and new markets. Specifically, this study is directed toward: (1) analyzing Ethiopia's present and prospective position in world trade for its major export products, (2) identifying general problems in exporting that Ethiopia should attempt to alleviate or overcome, and (3) recommending solutions to the exporting problems.

A systematic review has been made of the current size and trends in the world markets for commodities in which Ethiopia appears to have a comparative advantage. Consideration has been given to the possibilities of developing new exports as well as upgrading the quality and increasing the value-added of present exports. The trade balances of Ethiopia with existing trading partners have been analyzed. Present market characteristics and future demand trends are identified.

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* Unless otherwise stated, all dates in this report are shown according to the Gregorian calendar, all units are metric (1 metric ton = 1,000 kilograms = 2,205 pounds), and all values are in Ethiopian dollars (Eth$ 1 = US$ 0.40).

Although this study is not intended to be exhaustive in terms of products or markets, the data available on the following major Ethiopian export commodities have been studied: coffee, oilseeds and oilcakes, pulses, hides and skins, live animals and meat, and fruits and vegetables.

Major factors to which consideration has been given in studying the trade patterns for Ethiopian commodities, and the market prospects in the context of world markets, have included: (1) importers of Ethiopian products; (2) competing sources for these products and their advantages and disadvantages relative to Ethiopia; (3) consumption trends of products in selected countries; (4) quality and health standards of importing countries, (5) transportation and distribution.

In addition to published statistical data on Ethiopian exports, information was obtained through personal interviews with exporters of Ethiopian products and with importers in several countries in Europe and the Middle East. In using the information obtained through interviews, the problem of subjectivity of the responses must be kept in mind. However, it is believed that the consistency of responses from a wide range of importers and exporters are strong indications of the major marketing obstacles that must be overcome before Ethiopia's exports of agricultural commodities can be substantially increased.

Section II of this report summarizes the study findings and outlines the recommendations, particularly for government action, based on those findings. Section III describes Ethiopia's foreign trade position, its trading partners, and fundamental trends in world trade that are expected to affect its future exporting abilities. Sections IV through X are devoted to export commodity groups, and Section XI discusses the general exporting problems affecting many of these commodities.

The author wishes to acknowledge with thanks the assistance received during the study from persons too numerous to mention by name. Ethiopian exporters gave willingly of their time and experience in interviews. Importers in Europe and the Middle East also were very cooperative. Particular thanks are extended to Professor Duri Mohammed of Haile Selassie I University for his assistance in the Middle Eastern aspects of the study, and to Mr. Jon Nordby for his major contribution in statistical analyses used in this report.

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II SUMMARY AND RECOMMENDATIONS

Ethiopia's exports increased from Eth$ 63 million in 1945 to less than Eth$ 278 million in 1966, or by well over 300 percent. During this period, imports rose from Eth$ 67 million to Eth$ 404 million, or by more than 500 percent. Imports have exceeded exports in all but three years since 1945.

Ethiopia's foreign trade is concentrated in ten countries which, in 1966, accounted for well over three-quarters of Ethiopia's total exports and imports and for an even larger proportion of its trade deficit. The United States is one of the few major trading countries with which Ethiopia has had a favorable balance of trade, but this balance is almost entirely due to U.S. imports of one commodity--coffee.

Coffee exports to all countries since World War II have accounted for one-half to two-thirds of Ethiopia's exports, and have recently gained extra potential for expansion because of an increase in Ethiopia's quota under the International Coffee Agreement and also because of an upward trend in coffee prices. However, these quotas limit, in theory if not yet in fact, the overall expansion of Ethiopia's export coffee market unless exports to non-quota countries can be expanded. Although the overwhelming dependence on coffee as a source of foreign exchange earnings is a basic weakness of Ethiopia's export position, non-quota as well as quota countries should be encouraged to import Ethiopian coffee.

Oilseeds and oilcake, pulses, and hides and skins have also been among the major traditional exports of Ethiopia. Exports of pulses and of hides and skins have increased during the past few years.

Except for hides and skins, world consumption of these products is expected to increase and Ethiopia could therefore expand its exports. Even hides and skins offer Ethiopia opportunities for increasing export values if it can improve the quality or engage in limited processing of its hides and skins for export. Two other important export commodity groups for Ethiopia--live animals and meat, and fresh fruits and vegetables--are also expected to experience increasing world demand. Projections made by the Food and Agricultural Organization (FAO) indicate that Ethiopia may become a meat importing rather than exporting nation by 1975. However, if it can overcome a basic problem by consistently producing more than is needed for domestic consumption, Ethiopia should find expanding markets for its meat and live animals.

Ethiopia's climatic and geographic advantages, and its proximity to Middle Eastern and certain European and Asian countries, increase its export potential. It can grow crops normally found only in countries of greater latitude while its lowland areas, when irrigated, can be used to grow commodities that can be exported during high-priced seasons in other countries.

Middle Eastern countries have more cultural and religious practices that can constrain trade than do European countries. However, compared with Europe, the greater proximity, and the relative lack of quality and health regulations that can create technical problems for exporters, make the countries of the Middle East and of Africa and Asia more likely to bring immediate rewards to Ethiopian exporting efforts.

Exporting Problems and Suggested Solutions

Ethiopia's fundamental problem of consistently producing agricultural commodities in excess of its domestic needs is beyond the scope of this study. Instead, the problems and suggested solutions described

below are mainly those reported by exporters and importers of such commodities as coffee, oilseeds, pulses, and hides and skins, that Ethiopia has been able for a number of years to produce in sufficient quantities to export.

These factors are discussed under three headings: (1) encouragements to exporters, (2) quality grades and standards, and (3) packaging and shipping.

Encouragements to Exporters

Certain current regulations of the IEG and its agencies appear to be acting in constraint rather than encouragement of exporting. For example, the duties on certain exports, such as sheepskins and goatskins, and the 2 percent transaction tax on all exports make it more difficult for Ethiopian products to compete in price on world markets. Further, the high import duty on bags and on fibers used in bag manufacture may be contributing to an important and practical packaging problem described in detail later--the inadequacy of the bags used in shipping many export commodities. Similarly, exporters claim that the requirement to transport export commodities from Asmara by railway rather than by truck to Massawa is claimed by certain exporters to add to their costs. Other specific regulations, such as the ruling against the export of female animals, may be discouraging trade in a particular commodity. The justification for all these and similar regulations should be reviewed from the viewpoint of the urgent need to encourage Ethiopian exports.

Two apparent practices of the National Bank of Ethiopia also appear to warrant review. One is the Bank's occasional refusal to approve export transactions that appear to be contracted significantly below prevailing prices. Unless the Bank can daily monitor world prices for all Ethiopian commodities, another mechanism would probably better

deal with the few dishonest exporters who may be quoting false prices while at the same time encouraging those exporters who wish to accept lower prices that are realistic for the quality, delivery dates, or other attributes of their commodities. The second current practice of the Bank that may in the long run hinder Ethiopia's export drive is its occasional refusal to make available the necessary foreign exchange for the settling of claims awarded against Ethiopian exporters. These refusals, although understandable considering Ethiopia's desire to conserve its foreign exchange, are not helping to build a reputation for honesty and efficiency in the minds of importers of Ethiopian products.

There are many more positive ways for the IEG and its agencies to encourage exporters. One is to improve the exporter's access to credit facilities. Another is to provide reliable estimates on the size of crops so that exporters and importers of Ethiopian products can better determine quantities and prices when drawing up contracts.

Of wider possible effect is the recommendation to assign commercial attachés or officers to major Ethiopian embassies, or to major world cities importing Ethiopian products. These officials could help negotiate bilateral and multilateral trade agreements in all countries, particularly those with which Ethiopia has had a continuing unfavorable balance of trade. Such personnel could also work in association with an Export Promotion Council of major Ethiopian exporting groups. This Council would not engage directly in trade and would have no legal powers but could conduct market research and sales promotion campaigns for its member industries.

Quality Grades and Standards

Probably the most common complaint made by the importers interviewed for this study was the undependability of the quality of Ethiopian

exports. These criticisms were made not only about commodities not covered by official or contractual regulations but about those that are. Shipments of oilseeds were reported to contain as much as 15 percent impurities, although accompanied by the required certification of a maximum of 3 percent impurities. Shipments of groundnuts were reported to have a much higher count of the aflatoxis mold than allowed by contract. Pulse shipments contained too many impurities or were infested by weevils or, in the case of haricot beans, included a mixture of different sizes and discolored and malformed beans.

The lack of enforcement of established standards, the total lack of quality control in certain commodities not yet covered by standards, and the delays importers have experienced in receiving arbitration awards, are preventing Ethiopian products as a whole from winning a reputation for reliability. It is urgently recommended that the IEG and its agencies develop and enforce standards of quality and purity that will meet the needs of increasingly sophisticated and competitive world markets.

Packaging and Shipping

Another very common complaint was the poor quality of the bags used for shipping coffee, oilseeds, pulses and other Ethiopian exports. Too often the bags are second hand and badly sewn, resulting in excessive losses in handling. Unlike many of its competitors, Ethiopia does not require new bags to be used for export shipments and, as mentioned previously, imposes certain taxes that may be discouraging their use. Since the importer normally pays only for the quantity actually delivered, the result of using bags of poor quality can be a heavy loss for the exporter and further damage to the general reputation of Ethiopian exports. Until bulk shipping facilities can be established at Ethiopian ports,

as recommended in SRI's report on improving the ports, Ethiopian exporters should be under obligation to use strong new bags.

Other complaints centered on the problems of undependable delivery dates for shipments sent by sea. For the time being, these problems appear to be largely beyond the control of Ethiopia since they originate in the closure of the Suez Canal. There is no basic lack of sea transport, but rather, serious dislocation of shipping patterns. Ships call less frequently at Ethiopian and other ports on the Red Sea and Gulf of Aden; to make their long diversion into these ports, they must be assured of much larger cargo lots at each call. The smaller coasters and dhows that operated within the Red Sea are less willing to do so now because of the political unrest in some coastal countries. If new and adequate commercial shipping patterns do not soon develop, the IEG may wish to study ways of encouraging the Ethiopian shipping industry to develop shipping services for getting exports to Middle Eastern and other nearby countries.

III ETHIOPIA'S EXTERNAL TRADE

Exports

Ethiopia's exports increased from Eth$ 63 million in 1945 to Eth$ 278 million in 1966. The percentage increases in the value of total exports for 5-year intervals beginning in 1945, and for 1-year intervals starting in 1960, are as follows:

Table 1

PERCENTAGE GROWTH IN VALUE OF EXPORTS, 1945-66

Year(s) in Interval	Percent Increase (Decrease) During Interval
1945-50	44%
1950-55	78
1955-60	19
1960-65	50
1960-61	(2)
1961-62	6
1962-63	12
1963-64	18
1964-65	10
1965-66	(4)

Source: Stanford Research Institute, using IEG trade statistics.

There was a significant growth in the value of exports in the 1945-55 period, and again in 1960-65. Much of the increase in the latter period resulted from additional coffee exports and, to a lesser extent, from increases in exports of oilseeds and cakes, and of meat. The 4 percent decline in the value of exports in 1966 was almost entirely due to a decrease in the value of coffee exports. The value of 1967 exports is estimated at Eth$ 253 million, or a 9 percent decrease from 1966. The most significant decreases in 1967 were of coffee, and hides and skins. The Middle East war in 1967 and the consequent closure of the Suez Canal have had a negative effect on Ethiopia's export trade.

Details of the value of Ethiopia's exports, by major commodity group, are given in Appendix A and summarized for the years 1955 to 1966 in Table 2, next page.

Coffee, oilseeds and cakes, pulses, hides and skins, meat and live animals, and fruits and vegetables comprise Ethiopia's major export commodities, together accounting for over 90 percent of total export earnings. Coffee is by far the major export, constituting over half of the total value of exports. Oilseeds and cakes, pulses, and hides and skins, taken all together, account on the average for a further 25 to 35 percent of export earnings.

The rate of growth in the value of exports of major commodity groups, calculated from Table 2, is shown below in Table 3.

Since World War II, coffee has generated between one-half and two-thirds of Ethiopia's total export earnings. Although coffee exports were unusually high in 1957, three quarters of the 102 percent increase in the value of coffee exports between 1955/56 and 1965/66 was realized during the period 1962-66. In those four years, the quantity of coffee exported increased by 25 percent (from 60,000 tons to 75,000 tons).

Table 2

ETHIOPIA'S EXPORTS BY MAJOR COMMODITY GROUPS, 1955-66

(Thousands of Ethiopian Dollars)

Commodity	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Coffee	90,202	80,099	123,029	97,401	97,397	104,899	93,874	107,198	110,935	158,932	188,347	156,044
Oilseeds & Cakes	19,227	18,602	18,683	12,690	12,200	18,060	17,374	23,688	31,801	30,130	28,331	26,611
Cereals & Pulses	9,654	8,094	10,528	6,917	15,559	22,483	18,027	16,849	16,389	13,982	15,117	21,264
Skins	11,911	12,278	12,441	11,982	16,037	11,685	16,822	17,596	16,696	17,855	19,177	26,203
Hides	4,086	3,614	2,785	3,460	8,782	7,653	8,312	7,168	6,753	4,090	4,351	9,444
Meat, Canned & Frozen	3,393	2,924	2,187	2,219	3,399	4,740	3,213	1,489	2,503	5,846	7,405	7,329
Animals & Chickens (live)	3,818	2,215	430	126	179	303	456	408	1,119	2,349	3,139	2,255
Fruits & Vegetables	1,588	2,057	2,693	2,842	3,616	3,188	4,070	4,413	6,424	6,479	5,392	7,674
Other	15,204	16,671	15,276	15,140	18,597	16,413	21,350	17,388	26,829	19,490	11,786	12,279
Re-exports	3,142	4,070	3,927	3,979	3,421	3,326	5,125	3,353	3,961	3,377	6,788	8,418
Totals	162,225	150,624	191,979	156,756	179,187	192,750	188,623	199,550	223,410	262,530	289,833	277,521

(Percentage Composition by Value)

Commodity	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Coffee	55	53	64	62	54	54	50	54	50	61	65	56
Oilseeds & Cakes	12	12	10	8	7	9	9	12	14	12	10	10
Cereals & Pulses	6	5	6	4	9	12	10	8	7	5	5	8
Skins & Hides	10	11	8	10	14	10	13	12	10	8	8	13
Meat, Canned & Frozen	2	2	1	1	2	2	2	1	1	2	3	3
Fruits & Vegetables	1	1	1	2	2	2	2	2	3	3	2	3
Other	12	13	8	10	10	9	11	9	13	8	5	4
Re-exports	2	3	2	3	2	2	3	2	2	1	2	3
TOTAL	100	100	100	100	100	100	100	100	100	100	100	100

Source: Trade Returns of the Customs Administration, IEG.

Table 3

PERCENTAGE GROWTH IN VALUE OF MAJOR EXPORTS, 1955/56 TO 1965/66*

Commodity Group	Percent Increase (Decrease) of 1965/66 Average over 1955/56 Average
Coffee	102%
Oilseeds and Cakes	45
Cereals and Pulses	105
Skins	88
Hides	79
Canned and Frozen Meat	133
Live Animals and Chickens	(12)
Fruits and Vegetables	258

* Whenever possible in this discussion, two or more years have been averaged in order to minimize the effects of an abnormal year. This averaging is indicated by an oblique mark; a hyphen is used to show a continuous period. Thus, 1965/66 is an average of two 12-month periods; 1965-66 is one 12-month period.

Source: Stanford Research Institute using IEG trade statistics.

The remainder of the value increase during that period was due to a favorable price increase in 1964. However, there has been a slight decline in coffee prices in the last few years. Preliminary estimates for 1967 indicate a 9 percent decline in the value of coffee exports relative to 1966, owing to both price and quantity decreases.

The heavy dependence on a single commodity--coffee--to earn foreign exchange constitutes a basic weakness in Ethiopia's export position. About 90 percent of the quantity of coffee that Ethiopia exports is sold to countries that have subscribed to the International Coffee Agreement.

Assuming that the Agreement continues to operate effectively, fluctuations in world coffee prices in the future should be less marked than in the past, but the Agreement also tends to constrain the overall expansion of the market for Ethiopian coffee.

Oilseeds and oilcake generally contribute about 9 to 12 percent of the value of Ethiopia's total export earnings. Fluctuations in total annual value result from variations in both quantity and price. The value of oilseed and cake exports increased about 45 percent in the 1955-66 period, much of the growth occurring from 1962 onwards. Preliminary estimates for 1967 indicate that the value of oilseed and cake exports remained constant relative to 1966.

Pulse exports generally contribute from 5 to 10 percent of Ethiopia's total export earnings. The value of pulse exports about doubled in the 1955/56 to 1965/66 period, with 1960 and 1966 having particularly large export seasons. Most of the value increase can be attributed to an increase in the quantity of pulses exported, although prices in 1960 and 1966 were up to 25 percent higher than in most recent years. While pulse exports have generally expanded since World War II, cereal is now imported. Preliminary estimates for 1967 indicate a slight decline in the value of pulse exports; this decline is caused mainly by quantity decreases.

Hides and skins have averaged roughly 10 percent of Ethiopia's total export earnings. The value of exported skins (mainly goat and sheep) increased by nearly 90 percent between 1955/56 and 1965/66, with little of this growth occurring before 1960. From 1960 to 1966, the value of sheepskin exports doubled (from Eth$ 6.7 million to Eth$ 13.4 million) and the value of goatskin exports trebled (from Eth$ 4 million to Eth$ 12.4 million). This increase in value for skins is attributed both to price and quantity increases, the price factor being very important

in the case of goatskins. Preliminary estimates for 1967 indicate a decrease in the value of skin exports relative to 1966 of about 15 to 20 percent, resulting from decreases in both price and quantity. The price decrease was particularly large in the case of goatskins, the world prices for which are characterized by wide fluctuations.

The value of hide exports increased by nearly 80 percent in the years from 1955/56 to 1965/66. There was little growth during the 1955 to 1958 period, hide exports remaining at the Eth$ 3.5 million to Eth$ 4 million level. In 1959, the value of hide exports was more than double the values prevailing during the previous few years, mainly because of price increases. The value of hide exports returned to the earlier low level in 1964 and 1965, but increased to a new high of Eth$ 9.4 million in 1966. This latest increase was attributed to a very large expansion in the quantity exported as well as to a rise in price. Preliminary estimates for 1967 indicate a significant decline in the value of hide exports--to between 40 and 50 percent of the 1966 level--owing to price and quantity decreases.

Canned and frozen meat account for 2 to 3 percent of Ethiopia's total export earnings, and their value more than doubled from 1955/56 to 1965/66. Most of this increase was realized from 1964 to 1966 and is attributed almost entirely to increases in quantity and to the growth of the canning industry in the province of Eritrea. Preliminary estimates for 1967 indicate a significant decline in the value of processed meat exports, caused by quantity decreases.

Fruits and vegetables also account for about 2 to 3 percent of Ethiopia's total export earnings, and their value increased more than two and one-half times between 1955/56 and 1965/66. Increases have occurred almost every year since 1955. Preliminary estimates for 1967 indicate a further increase in the value of fruit and vegetable exports over 1966.

The foregoing statistics indicate a fairly steady growth since 1955 in the value of exports of most major Ethiopian commodities, but often the growth has been concentrated in the years after 1960 and reflects the marked increases in world trade since 1960. The preliminary data on 1967 Ethiopian exports indicate a general decline in exports caused mainly by the closure of the Suez Canal.

Imports and Balance of Trade

To understand the effect of changes in Ethiopia's export position and their influence on the balance of payments, it is necessary to give brief consideration to the importation of goods into Ethiopia.

The value of imports increased from Eth$ 67 million in 1945 to Eth$ 404 million in 1966. Percentage increases in the value of total imports for 5-year intervals beginning in 1945 and for 1-year intervals starting in 1960, are shown in Table 4.

Table 4

PERCENTAGE GROWTH IN VALUE OF IMPORTS, 1945-66

Year(s) in Interval	Percent Increase During Interval
1945-50	58%
1950-55	58
1955-60	30
1960-65	71
1960-61	7
1961-62	9
1962-63	8
1963-64	11
1964-65	22
1965-66	8

The growth in total imports was very large during the decade 1945-55. As with exports, this growth leveled off during the 1955-60 period and increased again from 1960-65. The 1960-65 increase reflects the increased demand for woolen manufactures, paper, motor vehicles, petroleum products, metal and metal products, electrical goods, and machinery. Preliminary estimates indicate that the value of imports decreased in 1967 to approximately Eth$ 358 million, or by 12.9 percent from 1966.

The values of imports from 1953-66 by commodity groups are given in detail in Appendix B. Table 5, below, indicates the sharp growth in imports of major commodity groups between 1955/56 and 1965/66.

Table 5

GROWTH IN VALUE OF MAJOR IMPORTS, 1955/56 to 1965/66
(Millions of Ethiopian Dollars)

	1955/56 Average	1965/66 Average	Percent Increase
Machinery	13.5	87.5	550%
Transport Equipment	29.0	74.5	160
Construction Materials	22.0	59.0	170
Textiles	52.5	58.5	11
Food and Tobacco	12.5	30.5	144
Chemical Products	7.0	29.5	320
Petroleum and Other Fuel	8.5	25.5	200
Rubber Products	5.2	12.0	130
Paper and Paper Manufactures	3.0	10.0	230

The value of all imports increased 140 percent from 1955/56 to 1965/66. This compares with an increase of only 80 percent in the value of exports in the same period.

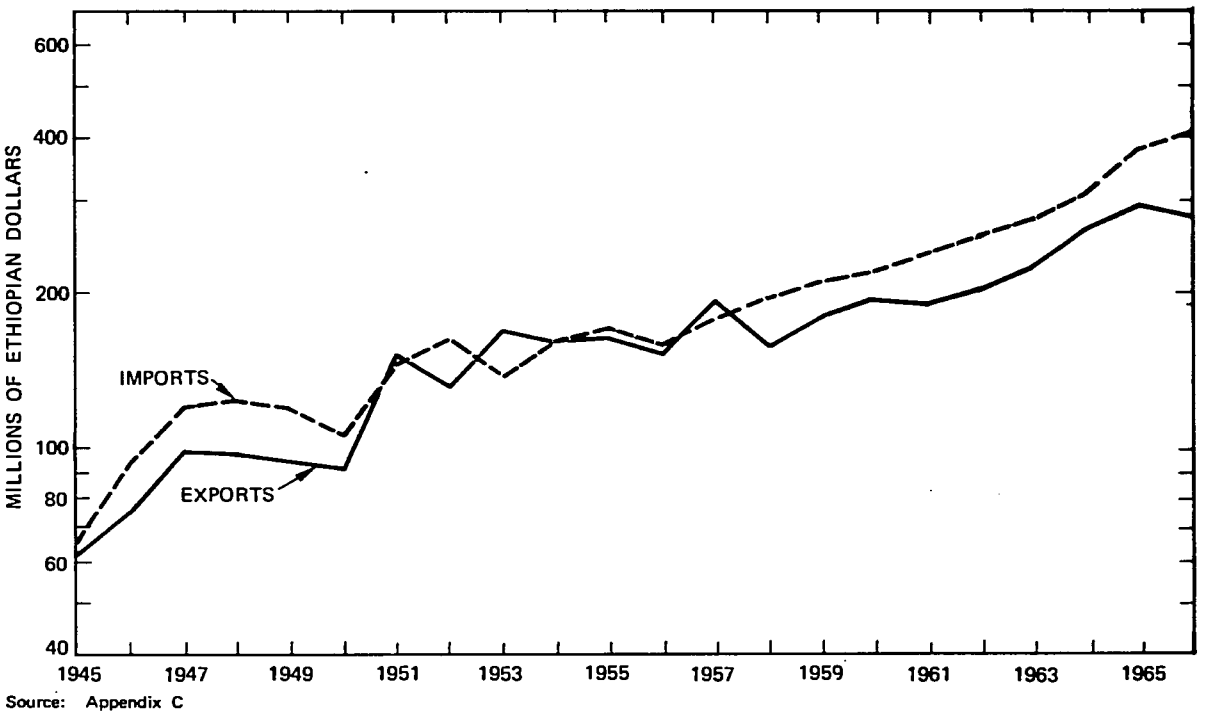
The annual values of total exports and imports for 1945-66 are given in Appendix C and shown graphically in Figure 1, next page. The annual deficit in Ethiopia's balance of trade increased from Eth$ 4 million in 1945 to Eth$ 126 million in 1966. Favorable balances were experienced only in 1951, 1953, and 1957. The highest trade deficit (Eth$ 126 million) occurred in 1966 when the value of coffee exports (the major contributor to export earnings) decreased by 17 percent, and the imports of construction materials, machinery, and processed foods increased by 18 percent. Preliminary estimates indicate that, in 1967, Ethiopia experienced an even higher trade deficit--some Eth$ 150 million.

Ethiopia's dependence on agricultural products, which traditionally have been subject to wide price fluctuations, and its importation of mostly manufactured products, characterized by relatively stable prices, is widest in the price indexes of total imports and exports, and of coffee exports, shown in Figure 2. These Addis Ababa wholesale price indexes are shown in Appendix D. The sharp fall in the general export price index during the 1956-63 period was mainly caused by a fall in the export price of coffee. In 1965, coffee prices moved upwards and the general export index, determined largely by coffee prices, also increased. The general import price index has remained relatively steady for the 1955-66 period. The largest gain occurred in 1966, and was due mainly to increases in the prices of textiles, paper, and transport equipment.

Ethiopia's Trading Partners

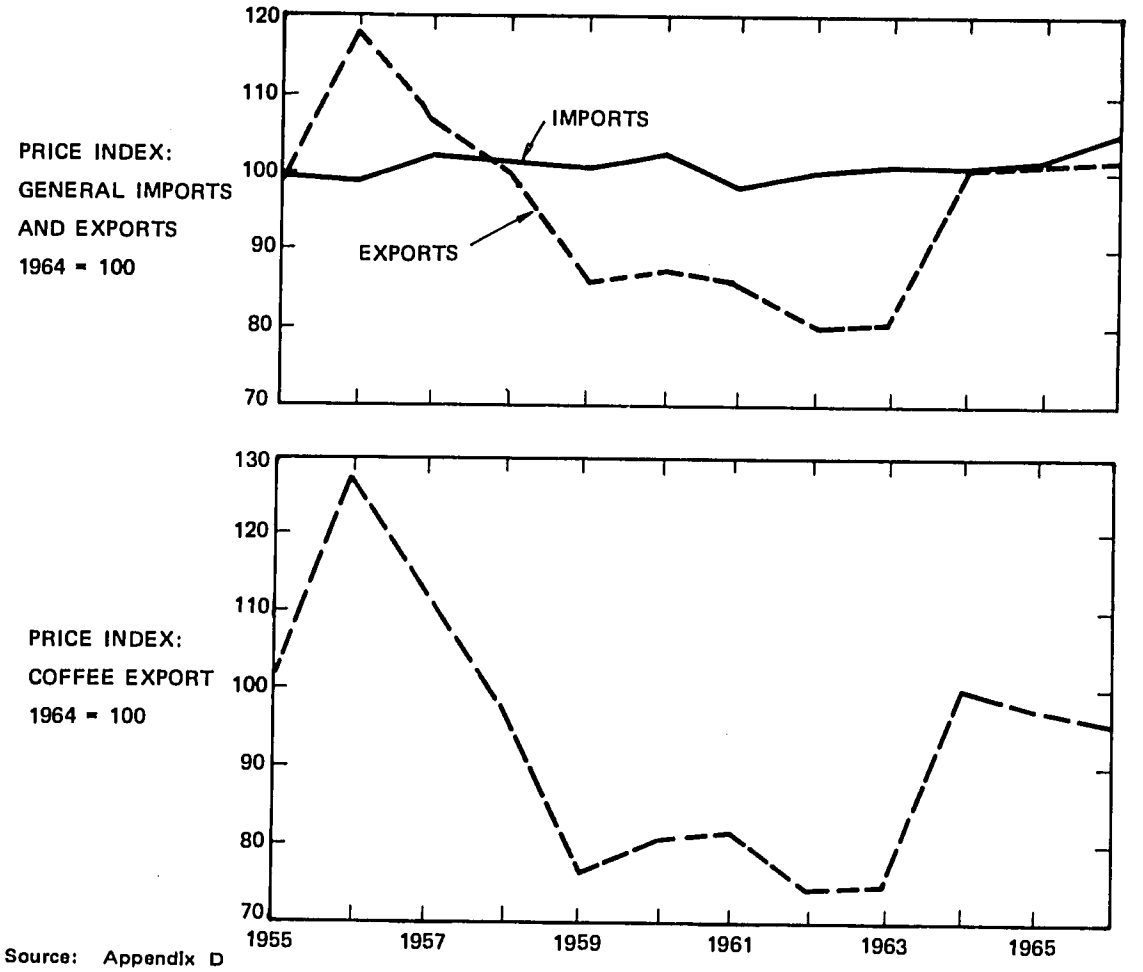
Major Trading Partners

Ethiopia's major trading partners and the value of Ethiopia's trade with them in 1960 and 1966 are shown in Table 6. The period 1960-66 was selected for study not only because it is a long enough interval for



Source: Appendix C

FIG. 1 VALUE OF IMPORTS AND EXPORTS, 1945-66



Source: Appendix D

FIG. 2 ADDIS ABABA WHOLESALE PRICE INDEXES, 1955-66

Table 6

ETHIOPIA'S MAJOR TRADING PARTNERS, 1960 AND 1966
(Values in Millions of Ethiopian Dollars)

Country	Ethiopia Exported				Ethiopia Imported				Balance in Value	
	1960		1966		1960		1966			
	Value	Percent	Value	Percent	Value	Percent	Value	Percent	1960	1966
U.S.A.	74	38 %	120	43 %	33	15 %	33	8 %	41	87
Italy	17	9	25	9	35	16	78	19	-18	- 53
Japan	5	3	12	4	29	13	52	13	-24	- 40
West Germany	3	2	14	5	20	9	44	11	-17	- 30
United Kingdom	12	6	12	5	19	9	37	9	- 7	- 25
Netherlands	5	3	7	3	6	3	38	9	- 1	- 31
France	5	3	9	3	5	2	14	3	0	- 5
Saudi Arabia	10	5	14	5	17	8	3	1	- 7	11
Iran	~		~		1	~	15	4	- 1	- 15
U.S.S.R.	~	~	6	2	4	2	7	2	- 4	- 1
Total	131	69 %	219	79 %	169	77 %	321	79 %	-38	-102
Total Trade All Countries	193	100 %	278	100 %	219	100 %	404	100 %	-26	-126

~ = less than Eth$ 1 million or less than 1%.

Source: Appendix E.

trends to be discernible but also because it is a period when worldwide economic activity increased.

As Table 6 shows, only ten countries accounted for well over three-quarters of Ethiopia's exports and imports in 1966, and for 80 percent of its trade deficit. Between 1960 and 1966, Ethiopia's exports to these ten countries increased by 67 percent while imports from the same countries increased by 90 percent. The exploration of reasonable possibilities for expanding Ethiopia's export trade to other countries would be desirable to make the economy less dependent upon relatively few countries. Also desirable is the concentration of export promotion on those countries, such as Italy or Japan, with which Ethiopia has had a continuing negative balance of trade.

The United States is Ethiopia's largest trading partner. During the 1960-66 period, exports to the United States increased by 62 percent, while imports from the United States were not increased. Ethiopia's major exports to the United States are coffee, hides and skins, and oilseeds. Coffee alone accounted for 94 percent of the value of Ethiopian exports to the United States in 1966. Ethiopia's major imports from the United States are machinery, transport equipment, cotton, foods, and fuels and oil. In 1966 these items accounted for 79 percent of Ethiopia's imports from the United States.

Italy is Ethiopia's second largest trading partner. During 1960-66, exports to Italy increased by 47 percent and imports from Italy increased by 123 percent. Ethiopia's major exports to Italy are coffee, oilseeds, hides and skins, and fruits. In 1966, these items accounted for 75 percent of Ethiopia's exports to Italy; hides and skins were the largest single export commodity group, accounting for 41 percent of the total exports. Ethiopia's major imports from Italy are machinery, transport

equipment, cotton and other textiles, construction materials, chemical products, and food. In 1966, these items accounted for 77 percent of Ethiopia's imports from Italy.

Exports to Japan (3)

From 1960 to 1966, Ethiopia increased its exports to its third largest trading partner, Japan, by 140 percent, and its imports from Japan by 79 percent. In 1966, Oilseeds, coffee, pulses, and salt accounted for 96 percent of Ethiopia's exports to Japan; oilseeds and coffee are the largest export items, accounting for 76 percent of total exports. Ethiopia's major imports from Japan are cotton and other textiles, construction materials, rubber manufactures, machinery, and transport equipment.

Exports to West Germany (4)

West Germany is Ethiopia's fourth largest trading partner. During the 1960-66 period, exports to West Germany increased by 367 percent and imports from it increased by 120 percent. Ethiopia's major exports to Germany are coffee, hides and skins, pulses, and oilseeds, which together accounted for 93 percent of Ethiopia's exports to West Germany in 1966. Ethiopia's main imports from West Germany are transport equipment, machinery, chemical products, cotton and fibres, textiles, construction equipment, and food--transport equipment and machinery being the most significant import items.

Exports to United Kingdom (5)

Exports to the United Kingdom, Ethiopia's fifth largest trading partner, did not change but imports increased by 95 percent from 1960-66. The major Ethiopian exports to the United Kingdom are hides and skins, coffee, oilseeds, and pulses. In 1966, these items accounted for 96 percent of Ethiopia's total exports to the United Kingdom, with hides and skins accounting for 58 percent of the total. Ethiopia's major imports from the United Kingdom are machinery, chemical products, transport equipment, food, textiles, and construction materials; of these, machinery and transport equipment are the most important.

During 1960-66, exports to the Netherlands increased by 40 percent and imports by 533 percent. Much of this large increase in imports was due to the purchase of ships between 1964 and 1966. Transport equipment, along with machinery, food, and chemicals, are Ethiopia's major imports from the Netherlands. Ethiopia's major exports to the Netherlands are oilcake and oilseeds, coffee, pulses, vegetables, and hides and skins. In 1966 these items constituted 88 percent of Ethiopia's total exports to the Netherlands; oilcake is the largest single export item, representing 52 percent of the total.

During the 1960-66 period, exports to France increased by 80 percent and imports by 180 percent. Ethiopia's major exports to France are hides and skins, and coffee. These items, along with oilseeds, constituted 81 percent of Ethiopia's 1966 exports to France. Ethiopia's major imports from France are machinery, transport equipment, construction equipment, chemical products, textiles, and food.

In 1966, Ethiopia had a favorable trade balance with Saudi Arabia of Eth$ 11 million, compared with an unfavorable balance of Eth$ 7 million in 1960. Ethiopia's major exports to Saudi Arabia are coffee, fruits, live animals, pulses, and oilseeds. In 1966, these items represented 91 percent of Ethiopia's exports to Saudi Arabia; coffee and fresh fruit were the largest export items, accounting for 58 percent of total exports to Saudi Arabia. Ethiopia's only major import from Saudi Arabia is petroleum.

In contrast to its favorable balance of trade with Saudi Arabia, Ethiopia's balance with Iran became increasingly unfavorable from 1960 to 1966, mainly as a result of increased imports of petroleum from Iran. Ethiopian exports to Iran have been insignificant.

From 1960 to 1966, Ethiopian exports to the U.S.S.R. grew from only Eth$ 12,000 to more than Eth$ 5.5 million. Imports increased by 75 percent to over Eth$ 6.5 million. In 1966, hides and skins, coffee, and oilseeds accounted for almost all of Ethiopia's exports to the U.S.S.R., with hides and skins accounting for 84 percent of the total. Ethiopia's major imports from the U.S.S.R. are machinery, chemical products, transport equipment, food, fuel, and construction materials.

Other Trading Partners

Some of Ethiopia's other trading partners are shown in Table 7. In 1966, the value of Ethiopian exports to the countries listed there totalled nearly Eth$ 30 million (representing 11 percent of all Ethiopia's exports), and imports nearly totalled Eth$ 60 million (or about 15 percent ot the total imports). In 1966 negative trade balance with these countries of Eth$ 29 million represents over 20 percent of the total deficit trade balance in that year.

Projected World Demand for Agricultural Products

Since much of Ethiopia's export earnings potential lies in foodstuffs, it is important to view the projected world demand for food. World demand for food is expected to increase by 31 percent between 1965 and 1975,* with the fastest rate of growth and the largest absolute increase expected to occur in the developing countries, and possibly in the centrally planned economies of Asia. The increase in demand for food is expected to be determined mainly by increases in the population and by increases in consumer incomes. In the developing countries, demand for food on a

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* Agricultural Commodities: Projections for 1975 and 1985, Vol. I, FAO, Rome.

Table 7

OTHER IMPORTANT ETHIOPIAN TRADING PARTNERS, 1966
(Millions of Ethiopian Dollars)

Country	Ethiopia Exported	Ethiopia Imported	Balance
Afars and Issas	9.3	.6	8.7
Israel	3.5	5.5	-2.0
Aden	6.3	2.5	3.8
Mainland China	1.1	6.4	-5.3
Belgium-Luxenbourg	.7	6.4	-5.7
Czechoslovakia	.1	6.9	-6.8
Ceylon	4.2	2.5	1.7
India	--	5.2	-5.2
Switzerland	1.2	4.0	-2.8
Sweden	1.2	3.7	-2.5
Austria	--	4.8	-4.8
Yugoslavia	1.2	3.2	-2.0
Denmark	1.1	3.3	-2.2
Hong Kong	--	4.3	-4.3
Total	29.9	59.3	-29.4

Source: Annual Import and Export Trade Statistics 1966, IEG.

per capita basis is expected to grow most rapidly for livestock products, pulses, fats and oils, and sugar. In the more developed countries, the rate of growth of food production is expected generally to be faster than the rate of increase in demand for food. Thus, the developed countries may be expected to export more foodstuffs to the rest of the world than in the past, possibly tending to increase the competition of their products with the agricultural products from some of the developing countries. Increased application of new technology will also serve to maintain or to augment the competitive advantages that some of the developed countries presently have over countries that are less developed.

Projections for the developing countries indicate that a decline in the rate of growth of net export earnings from agricultural trade could occur, thus reducing their ability to finance capital imports needed for further development. Also, foreign exchange shortages among the developing countries could reduce their ability to trade with each other. On the other hand, the amount of trade on a commodity-for-commodity basis within particular geographic regions may be expected to increase.

Strategy for Expanding Exports

For all Ethiopian export commodities, the traditional markets should receive first emphasis. In this, a concerted effort should be applied toward maintaining and possibly expanding these markets. Nevertheless, the development of new export markets would tend to strengthen the structure of Ethiopia's exports and facilitate export expansion. Such development should also be vigorously pursued.

Particular attention should be given, in the short term, to the possibilities for reducing Ethiopia's large, unfavorable balance of trade by bilateral and multilateral trade agreements, and by strenuous export promotion to expand both the sale of particular commodities and the markets

for all Ethiopian export commodities. In particular, there should be more vigorous exploitation of the country's favorable geographical position in relation to the Middle Eastern and Asian markets.

The consumer preferences and other characteristics of major market areas provide the guidelines for developing Ethiopia's export drive.

Characteristics of Western European Markets

Unprocessed agricultural products constitute the bulk of Ethiopia's exports to Western Europe, where markets are characterized by relatively uniform market practices and by competition.

In each of the Western European countries, Ethiopia's exports must compete with the products of many similar exporting countries. Thus, the British importer compares Ethiopian oilseeds with supplies from alternative sources in terms of quality, price, and delivery, as does the West German or Dutch importer. Occasionally, political considerations supervene, as in the case of preferential treatment by France for the products from its former colonies, or the Commonwealth preference (usually in the form of tariff concessions) for many commodities in the United Kingdom.

One evidence of the general market uniformity in Western Europe is the brokerage system, centered mainly in London, Amsterdam, and Hamburg. Brokers who purchase for European customers must be certain of the product's acceptability throughout a wide market area.

The rising standard of living that has characterized almost all of Western Europe since World War II has not only increased the per capita consumption of basic commodities, but also the demand for new and different foods. There have been marked changes in the buying patterns of Europeans in recent years. Concommitantly, there has been a

strengthened consumer preference for products of higher quality; in many cases price is a secondary though still important consideration.

Consumer buying standards associated with health and sanitation are high, requiring suppliers to enforce increasingly rigid restrictions. For example, the regulations affecting the import of meat in European countries which now offer good market prices for higher quality products, may represent a technical obstacle to the growth of certain Ethiopian exports to Europe, such as frozen meats. Regulations are likely to become more stringent as the living standards of Europe continue to rise. At present, Italy is one of the few countries that will accept Ethiopian frozen meat, but even this market is a tenuous one and may change its standards. The standards for canned meat, however, are somewhat easier to meet.

Unlike the Middle East, Western Europe has fewer cultural and religious practices that tend to restrict Ethiopian imports. Small ethnic enclaves or a scattering of individuals may observe such requirements as kosher killing of livestock and preparation of foods, but the mass market is unencumbered by the need for specialized practices.

Thus, to increase Ethiopian exports to Western Europe, primary emphasis must be given to improving the standardization and quality of exports, to reliable delivery, and to consistently dependable business practices. Such efforts will, in the long run, be rewarded with higher relative prices and an increased volume of trade.

Characteristics of Eastern European Markets

Eastern Europe, which imports some products from Ethiopia, tends to be conscious of both price and quality. Purchases are usually made through government procurement organizations and may often be based on political as well as economic grounds. The irregularity and large size

of many purchases for the Eastern bloc countries can cause sudden and dramatic price fluctuations in the exporting countries. In general, supply and demand trends are more difficult to forecast for the centrally-planned economies than for the Western European countries.

Characteristics of Middle Eastern Markets

The Middle Eastern markets tend to be governed more by price considerations than do the European markets. Usually, price is a more important factor than quality.

In these countries, a number of other forces are at work. Religion and politics affect consumer preferences and help establish import patterns. While religious and political considerations are usually not so strong as to prohibit trade, there is a natural tendency on the part of the Arab Moslem countries to prefer to do business with countries whose populations are predominantly co-religionist (for example, the Sudan and Iran). In this respect, Ethiopia's large Moslem minority is usually considered a favorable factor. Fortunately, Ethiopia's proximity and, in some cases, the demonstrable superiority of its products over local ones, help to overcome any adverse factors in trading with Moslem countries. The observance of religious customs, for example in the slaughter of livestock, is an important characteristic of the Middle East's livestock and meat markets, although religious restrictions are in fact not always as rigid as might be expected.

For a number of social, economic, and cultural reasons, the basic diet of the majority of the people in the Middle East is less varied than in Western Europe, and the preparation of foods tends to depend more on the basic staples and unprocessed food stuffs. Health standards appear to be generally less rigid than in Europe, thus creating fewer problems of processing and standardization for exporting countries.

While religious and cultural requirements must ordinarily be catered to in the Middle East, Ethiopia has opportunities for increasing its exports with less need to adapt its products to suit consumer preferences than is required for the European markets. Ethiopia's favorable geographical location, and the religious affinity of part of its population, are factors that should be exploited. For those countries, such as Iran, with which there is a significantly unfavorable balance of trade, Ethiopia should examine ways of correcting the imbalance, such as concentration on exporting products with special market development opportunities and on developing trade promotion agreements.

Promotion of Particular Commodities

Trade channels are already established for almost every commodity exported by Ethiopia. In most cases, the difficult task of breaking into the highly competitive world market in primary agricultural products has already been accomplished. There remains, however, the significantly important tasks of serving these basic markets efficiently and carefully, and of gradually upgrading the quality of the products sold in these markets. Other major tasks are the increase of production for export and the improvement of those services for producers as well as consumers associated with ordinary marketing activities such as processing, transportation, storage, inspection, arbitration procedures, and trade relations.

For most Ethiopian agricultural commodities, a rapidly growing domestic demand has been the major constraint in expanding exports. The commodities with limited domestic markets--such as coffee, and hides and skins--have provided the largest surpluses for marketing abroad. Exports

of most of the other major agricultural products, such as pulses and oilseeds, are of supplies marginally exceeding the domestic demand.* Consequently, a small change in output can be converted into a substantial change in the level of exports of particular commodities. Such behavior is evident in the wide year-to-year fluctuations in the exported quantities of many Ethiopian products.

Export expansion efforts should be centered on those commodities for which world demand (as imports) is growing faster than average and for which Ethiopia is in a strong competitive supply position. Highest on such a list among the major traditional exports are pulses and oilseeds, especially groundnuts (peanuts). Among the less traditional exports, the prospects for processed (canned) meat, sugar, rice, and fruits and vegetables appear to be the most realizable.

Both pulses and oilseeds have moderate to high income elasticities of demand, particularly in developing countries.† The prospective world supply-demand relationship indicates that a substantial increase in foreign trade is likely, especially in groundnuts and soybeans, but generally for all pulses and oilseeds. However, the quality of Ethiopian exports must first be effectively standardized and then improved if they are to compete successfully.

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* For example, for pulses as group, exports constituted about 12 percent of total pulse production in 1966. By crop, however, the share varied from 1 percent for dried green peas to about 30 percent for haricot beans.

† For example, the estimated income elasticity of demand in developing countries is 0.35 for pulses and nuts and 0.75 for vegetable oils. This compares with world averages of 0.34 and 0.55 respectively. See Agricultural Commodities - Projections for 1975 and 1985, Vol. II, FAO, Rome, p. 108, p. 153.

If the stringent sanitary regulations of European importing countries can be met, the market for Ethiopian processed meats, especially processed beef, should be favorable. A G.A.T.T. expert considers the United Kingdom and West Germany are the prime markets for African canned beef.* However, the smaller and less demanding markets in such regions as the Mediterranean, the West Indies, and the Far East may be easier to break into. Ethiopia already exports processed meats to Israel, Italy, and Malta.

The year-round growing climate at the lower elevations, when the land is irrigated, makes Ethiopia a potential supplier of fruits and vegetables to the higher-priced and less competitive off-season markets in Europe and the Middle East. However, fresh fruits and vegetables face strong competition in these markets from the processed (canned) and frozen forms. The export of perennial crops, such as citrus fruits, should be timed for off-season delivery, with investments being based on long-range market projections.

If the output of rice and sugar can be expanded at competitive world prices to the point of consistent surplus over domestic requirements, then relatively favorable markets could likely be forged for them. Almost all the rice currently consumed within Ethiopia is imported, but producing conditions appear favorable and a reversal of this flow is possible. Sugar is produced within Ethiopia, but it is not at present competitive at world prices.

Coffee will likely remain the core of Ethiopia's export trade for the forseeable future, although its present predominance will probably decrease. The International Coffee Council sets the limit on Ethiopia's

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* Bjorn Olsen, "Can Africa Export More Canned Beef?" International Trade Forum, Supplement, May 1968, pp. 8-10.

sales to quota countries, with export quotas adjusted mainly on the basis of dire need. Ethiopia cannot expect its relative quota to be substantially changed in the foreseeable future. However, the value of its coffee exports could be increased by improving quality and by increasing exports to non-quota countries.

Hides and skins face formidable competition from synthetic products with the result that their market is diminishing. Improved quality, possibly combined with limited processing, is one way that Ethiopia can more effectively exploit foreign markets for hides and skins.

The following sections of this report describe in detail past and potential markets for Ethiopia's major traditional export commodities, and suggest particular improvements that could be made to expand these exports.

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IV COFFEE

The International Coffee Council recently increased Ethiopia's annual coffee export quota from 70,500 tons to 73,800 tons. The percentage share represented by Ethiopian coffee in the total quota will be increased to 2.64 percent from the previous share of 2.56 percent. In 1965-66 Ethiopia exported less than 70,000 tons of coffee--about 65,000 tons to quota countries and 5,000 tons to non-quota countries. Thus in 1965-66, Ethiopia did not export up to the limit of its quota. While seeking ways of reducing its dependence on coffee, Ethiopia must also develop a flexible policy for the production and marketing of coffee. Every effort should be made to maintain maximum sales to quota countries through the encouragement of quality production and the storage of any excess production that can be used to fulfill the quota in subsequent years. Exports to non-quota countries should be encouraged through an adaptable pricing policy and increased sales activities, as well as through promotion of quality production. These factors are discussed in more detail below.

Past and Present Markets

Ethiopian exports of coffee to the leading quota and non-quota countries in 1963-64, 1964-65 and 1965-66 are shown in Table 8.* The United States is by far the most important market for Ethiopian coffee.

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* These are one year periods and not averages of two years; they represent years in the Ethiopian calendar, which correspond more closely than the Gregorian year with the coffee growing, harvesting, and marketing seasons. The data for 1966-67 are not yet available. Full details of coffee imports by country for selected years are given in Appendix F.

Table 8

ETHIOPIA'S COFFEE EXPORTS TO SELECTED COUNTRIES,
1963-64 TO 1965-66
(Metric Tons)

Quota Country	1963-64	1964-65	1965-66
U.S.A.	56,676	55,844	50,601
West Germany	1,831	1,979	2,568
Italy	3,383	2,204	2,697
Afars and Issas	1,467	805	1,884*
France	1,069	802	1,416
Norway	1,076	935	1,283
United Kingdom	656	399	1,001
Sweden	586	760	732
Aden	2,029	362	689
Israel	441	182	614
Spain	--	880	440
Greece	174	142	259
Netherlands	475	112	204
Switzerland	251	149	148
Finland	30	81	137
Lebanon†	45	40	80
Belgium	12	109	28
Australia	29	60	23
Yugoslavia	950	--	--
Other	30	62	70
Total Quota	71,210	65,907	64,874

Non Quota Country	1963-64	1964-65	1965-66
Saudi Arabia	1,200	2,233	1,708
Japan	1,133	988	1,614
Mainland China	--	580	400
Sudan	1,664	1,897	394
U.S.S.R.	250	1,578	260
Hungary	29	647	250
Iraq	132	361	53
Jordan	16	287	11
Kuwait	--	81	--
Iran	--	62	--
Other	6	--	26
Total Non-Quota	4,430	8,714	4,716
Total Quota and Non-Quota	75,640	74,621	69,590

Note: Year ending September 30.

* A substantial quantity is for re-export.

† Lebanon has signed but not yet acceded to the International Coffee Agreement.

Source: Statistical Abstract - 1966, Central Statistical Office, IEG.

Ethiopa's coffee exports to quota countries declined by over 6,000 tons between 1963-64 and 1965-66. Major decreases occurred in exports to the United States, Italy, Aden, and Yugoslavia but there was an increase in coffee exports to other quota countries--particularly West Germany, the French Territory of Afars and Issas, France, and the United Kingdom. During 1964-65 and 1965-66, Ethiopia coffee exports fell short of its quota by some 4,000 to 5,000 tons. Export earnings could have been approximately Eth$ 10 million more during these two years if the entire quota had been filled. The quota has since been increased to 73,800 tons for 1967-68 period, allowing Ethiopia to increase its coffee exports to quota countries by up to 9,000 tons--14 percent--over the 1965-66 level.

The increase in coffee exports to non-quota countries between 1963-64 and 1964-65 was accounted for mainly by increased sales to the U.S.S.R., Saudi Arabia, Mainland China, and Hungary. These same countries, together with the Sudan, accounted for much of the decrease in non-quota coffee exports that Ethiopia experienced in the following year.

Present Problems

Ethiopia exports mostly arabica coffee. The best quality consistently has a high demand because of its strong flavor and ability to maintain flavor in blends. The IEG recognizes the necessity of ensuring a consistently high quality of coffee in order to continue to enjoy substantial preference in the world coffee market, and has established the National Coffee Board to supervise and control the trade in Ethiopian coffee. While the Board has had considerable success in improving the standards and in raising the quality of coffee exported, there is some criticism in foreign markets that too much of the lower grade coffee is allowed to be exported. Particular criticism by some foreign importers is apparently aimed at the export of ground dried coffee, although regulations governing this type of export exist.

Another major problem troubling importers of Ethiopian coffee is the bagging used. Handling of the bagged coffee at such ports as Jeddah is extremely rough. There, ship cargo is unloaded in the roadstead onto lighters under frequently rough conditions, resulting in an excessive amount of bag breakage. It is considered necessary when shipping bagged goods to Jeddah to use double bags to avoid this excessive breakage. Instead, many Ethiopian exporters customarily use single bags that may also be second hand and sometimes poorly sewn, so that holes develop unless handled with extreme care.

Another frequent complaint by coffee importers is that expected and agreed delivery dates are undependable. This complaint is largely the result of the irregularity of ships stopping at Ethiopian ports consequent to the closure of the Suez canal, and is therefore largely beyond Ethiopia's control at the present time.

Potential Markets

The demand for coffee is projected to increase between the 1961/63 average and 1975 by 26 to 30 percent in the developed countries and by 50 to 57 percent in developing countries.* At present, developing countries account for little more than one-fourth of the world's coffee consumption; by 1975, they are expected to account for a little less than one-third. Table 9 presents the 1961/63 average and 1975 projected coffee balances by region and country.

Both the projections of coffee consumption and the information gathered from interviews with coffee importers suggest that Ethiopia's best hope for expanding coffee exports is by increasing sales to non-quota markets. Such sales, however, are likely to be discounted

* Projections in this section are from Agricultural Commodities; Projections for 1975 and 1985, Vol. I. FAO, Rome.

Table 9

NET IMPORTS OF COFFEE BY REGION AND COUNTRY,
1961/63 AVERAGE AND 1975 PROJECTION
(Thousands of Metric Tons)

Regions & Countries	1961/63 Average	1975 Projection High GDP Assumption
Africa	-683	-1,213
North West Africa	39	62
Algeria	26	43
West Africa	-193	-297
Central Africa	-255	-375
Angola	-137	-221
East Africa	-273	-603
Middle East	22	35
Asia	-87	-130
South Asia	-26	-35
India	-26	-35
East and South East Asia	-61	-95
Indonesia	-67	-102
Philippines	1	1
North America	1,457	-1,745
United States	1,382	1,646
Canada	73	99
West & South Europe	1,059	1,439
EEC	620	909
Belgium-Luxembourg	56	68
West Germany	227	304
France	208	282
Italy	111	167
Netherlands	67	88
North European Countries	318	377
Denmark	47	56
Finland	40	48
Norway	31	37
Sweden	83	96
Switzerland	32	42
United Kingdom	70	96
South European Countries	71	133
Spain	29	54
Other Developed Countries	38	65
U.S.S.R. & East Europe	82	199
Eastern Europe	56	110
Latin America	-1,892	-2,351
Mexico, Central America, Caribbean	-440	-300
Mexico	-82	-108
CAIS Countries	-276	-422
Caribbean Islands	-57	-62
Cuba	-4	1
Others	-24	-8
Venezuela	-23	-9
Western South America	-425	-529
Colombia	-367	-453
Eastern South America	-1,028	-1,222
Argentina	31	44
Brazil	-1,057	-1,257

Note: Countries are grouped and classified according to the FAO system.

Source: Agricultural Commodities - Projections for 1975 and 1985, Vol. I. FAO., Rome, 1967.

substantially from the price received for coffee exports to quota countries: in 1968, coffee sold to non-quota countries is priced at about 40 percent below coffee sold to quota countries. This return should be compared with returns from alternative land uses. Further, care must be taken to see that these exports are carried out within the provisions of the International Coffee Agreement and that the coffee is not re-exported to quota countries at less than the world market price, thus adversely affecting Ethiopia's quota sales.

Meanwhile, Ethiopia should not, if possible, allow the annual export quota to go unfilled, since its quota markets are specially protected under the International Coffee Agreement. If there is a surplus of coffee above domestic and quota requirements that can be disposed of without disruption of world pricing arrangements established by the Agreement, the significant question should be whether such sales would be more economical than establishing more storage facilities and closer regulation of production and export.

Table 10 identifies the countries considered to be major potential importers for Ethiopian coffee. These are described below, by region.

Africa

Ethiopia exports coffee to only one African country - the French Territory of Afars and Issas - and most of the amount exported is destined for re-export. Algeria is the only other African country that offers a significant potential market for Ethiopia. Algeria, on an average, imported 30,000 metric tons annually during the 1960-65 period, and the FAO projects a 1975 requirement of 43,000 metric tons. Ethiopia does not, at present, export coffee to Algeria.

Table 10

PRESENT AND POTENTIAL MARKETS FOR ETHIOPIAN COFFEE

Developing Countries	Ethiopia's Present Customers	High Potential Customers
Africa		
Algeria		x
Fr. Afars and Issas	x	x*
Kenya		
Libya		
Madagascar		
Malami		
Morocco		
Mozambique		
Rhodesia		
Somalia		
Tanzania		
Tunisia		
Uganda		
Zambia		
Middle East		
Aden	x	x
Afghanistan		
Iran		
Iraq	x	x
Jordan	x	x
Kuwait		
Lebanon	x	x
Saudi Arabia	x	x
Sudan	x	x
Syria		x
U.A.R.		x
Yemen	x	
Asia		
Burma		
Cambodia		
Ceylon		
Hong Kong		x
India		
Indonesia		
Korea		
Laos		
Malaysia-Singapore		
Nepal		
Pakistan		
Philippines		
Thailand		x
Taiwan		
Vietnam		

Developed Countries	Ethiopia's Present Customers	High Potential Customers
North America		
Canada	x	x
Mexico		
U.S.A.	x	x
E. E. C.		
Belgium-Luxembourg	x	x
France	x	x
Italy	x	x
Netherlands	x	x
West Germany	x	x
Other Europe		
Austria		x
Cyprus	x	
Denmark	x	x
Eire		
Finland	x	x
Gibraltar-Malta		
Greece	x	x
Iceland		x
Israel	x	x
Norway	x	x
Portugal		
Spain	x	x
Sweden	x	x
Switzerland	x	x
Turkey		
U.K.	x	x
Yugoslavia	x	x
Other Developed		
Australia	x	x
Japan	x	x
New Zealand		
South Africa		
Central Planned		
Albania		
Bulgaria		
Czechoslovakia		x
East Germany		x
Hungary	x	x
Mainland China	x	
Poland		x
Romania		
U.S.S.R.	x	x

Source: Stanford Research Institute.
* Most is re-exported.

Middle East

Ethiopia exported more than 3,000 tons of coffee annually to the Middle East during the 1964-66 period. The FAO estimates that net imports (total imports less exports) of coffee into this region were an average of 22,000 tons annually during 1961/63, and projects an annual net import requirement of 35,000 tons by 1975.

The results of interviews with importers in certain of these countries indicate that the Middle East offers one of the best opportunities for Ethiopia to increase its coffee exports, provided the problems of quality control, pricing, and shipping can be solved. While the major coffee-producing and coffee-consuming nations of the world are members of the International Coffee Agreement, several nations of the Middle East in close proximity to Ethiopia are large importers of coffee but are not, at present, members of the Agreement. Among these countries, Saudi Arabia offers particularly good potential for expanding Ethiopian coffee exports; in 1966, it imported 5,800 tons of which less than one-third came from Ethiopia. Several other Middle Eastern countries offer potentially good markets, as indicated in Table 10.

Much of the coffee presently consumed in Saudi Arabia and other Middle Eastern countries comes from Brazil. It is shipped to the port of Beirut in Lebanon. Brazil maintains an office in Beirut for import promotion and sales. The coffee is sold upon receipt of a certificate of "end-use" by the receiving government at a special low price which is consistent with its general grade and quality. The purpose of the "end-use" certificate is to prevent re-export of the coffee to other countries at a higher price or in violation of the International Coffee Agreement.

It is believed the Ethiopian high quality coffee would have some difficulty competing in price with the low quality coffee from Brazil on a

market where consumers are generally more conscious of price than quality. The Middle East may, however, represent a market for disposing of more of Ethiopia's low-grade coffee that can compete in price and conditions of sale with Brazilian coffee and also avoid conflict with the terms of the International Coffee Agreement.

There is also substantial competition in the Middle East from other coffee-producing countries in Africa, particularly Kenya and Tanzania. Although it is commonly agreed that Ethiopian coffee is superior in quality to either Kenyan or Tanzanian coffee, the price of Ethiopian coffee normally is substantially higher. While precise figures in Saudi Arabia are not available (there was a wide variation in the prices quoted by the various merchants interviewed), the price ranges (c.i.f. Jeddah) were reported as follows: Kenyan and Tanzanian coffee, US$ 300-500 per metric ton; Brazilian coffee, US$ 500-600 per metric ton; Ethiopian coffee, US$ 800-900 per metric ton. The price of Kenyan coffee has risen recently. This is attributed to the effects of devaluation, to the cessation of its coffee export subsidy, and to an agreement to supply Eastern bloc countries with a large quantity of coffee. If such a market situation continues, Ethiopia will have a particular advantage in increasing its non-quota exports of lower grade coffees to the Middle East.

Asia

Ethiopia exports coffee to Japan and Mainland China, but almost none to other Asian countries. Hong Kong and Thailand offer relatively large markets - Hong Kong imported a total of 14,000 tons from all sources in 1965 and Thailand imported 4,600 tons in the same year.

North America

Three-quarters of Ethiopia's 1966 coffee exports went to the United States. The value of these exports to the United States alone made up 40 percent of the total value of Ethiopia's exports in 1966 (Eth$ 113 million out of Eth$ 278 million). Ethiopia's share of the U.S. coffee import market is approximately 4.4 percent. The FAO projects that U.S. annual requirements for coffee imports will reach 1,646,000 tons by 1975, compared with annual average imports of 1,382,000 tons for 1961/63. If Ethiopia can keep its 4.4 percent share, coffee exports to the United States could thus be expected to reach 66,000 tons by 1975.

Canada offers a large market of which Ethiopia has not taken advantage. Ethiopia exported to Canada only 5 tons of coffee annually in the 1964-66 period, although in 1965 Canada imported a total of 76,600 tons from all countries. The FAO projects a 1975 requirement of 99,000 tons. The popularity of Ethiopian coffee at the "Expo 67" world fair is an indication of the high potential of this market.

European Economic Community (EEC)

In 1966, the EEC countries imported 7,000 tons of Ethiopian coffee, or about 10 percent of total Ethiopian coffee exports. This region imported 764,000 tons of coffee from all sources in 1965. FAO projects requirements of 909,000 tons for the EEC by 1975. This market is second only to the U.S. in size and is expected to grow at about 2.4 percent annually. West Germany and France are the largest consumers in this market, with Italy, the Netherlands, and Belgium-Luxembourg also importing significant amounts. Ethiopia's present share of the total EEC market is less than 1 percent.

Other European Countries

The northern European countries consume about one-half the quantity of coffee consumed by the EEC countries, and the FAO projects a similar rate of growth to 1975 for the northern European market as it does for the EEC market. Ethiopia's share of the northern European market is less than 1 percent. Austria, Denmark, Switzerland, and the United Kingdom offer markets which Ethiopia has barely begun to approach.

The southern European countries consume about one-sixth of the quantity of coffee imported by the EEC countries. Ethiopia's share of this regional market is about 1.6 percent. Possibilities for expansion of this market should be found in Greece, Spain, and Yugoslavia. FAO projections indicate that a 5 percent annual growth in this market to 1975 may be expected, this growth rate being significantly higher than that for the rest of Europe and the United States. Spain alone accounts for one-half of the total increased potential.

Other Developed Countries

Ethiopia has 9 percent of the Japanese coffee import market, but only a very small share of the Australian and New Zealand markets. FAO projections indicate that a 4.2 percent annual growth rate for this region's coffee imports is possible through 1975.

Centrally Planned Economies

The countries with centrally planned economies constitute a relatively large market, importing 106,000 tons of coffee in 1965 from all sources. In 1966, Ethiopia exported only 580 tons to that market. FAO projections indicate that a 4 percent annual rate growth may be expected to 1975. Most of the countries in this region are non-quota countries. This large and growing market is perhaps one of Ethiopia's highest potential areas for expansion of coffee exports.

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V OILSEEDS AND OILCAKES

Oilseeds

Past and Present Markets

The value of Ethiopian oilseed exports increased from Eth$ 18.2 million in 1955 to Eth$ 21.8 million in 1966. Most of the increase in value occurred in 1963 when oilseed exports reached a high of Eth$ 28 million. Since that time, the value of oilseed exports has gradually decreased to the present level of about Eth$ 22 million.

The kinds and quantities of oilseeds exported by Ethiopia are shown in Table 11.

Table 11

ETHIOPIAN OILSEED EXPORTS BY TYPE OF SEED,
1964 and 1966
(Thousands of Metric Tons)

	1964	1966
Sesame seed	14.3	20.3
Linseed	31.0	12.5
Cottonseed	4.9	7.9
Niger seed	9.3	6.8
Castor seed	6.8	5.2
Groundnuts, unshelled	7.0	2.0
Rape and mustard seed	1.9	1.0
Total	75.3	55.5*

* Does not add because of rounding.

Source: Appendix G

In the 1964-66 period, the quantity of oilseed exports decreased by almost 29 percent, largely because of the significant reduction in linseed exports and, to a much lesser extent, to a reduction in export of unshelled groundnuts. Increased volumes of sesame seed and cotton-seed were realized during the same period. Full details of Ethiopia's 1964-66 exports of different types of oilseeds, by country of destination, are shown in Appendixes H through M.

The Ethiopian Grain Board Proclamation (No. 113 of 1950) require that all oilseed exports be accompanied by a certificate issued for the Board by the Ministry of Commerce and Industry that they do not contain more than the amount of impurities permitted under the law (Legal Notice No. 158 of 1951). These regulations forbid the export of oilseed whose weight is composed of more than 3 percent impurities; the impurities in castor seed cannot exceed 1 percent.

The world trade in oilseeds is regulated largely by a series of standard contracts that determine the quality, delivery, and arbitration procedures in force between buyer and seller. The largest percentage of Ethiopian oilseeds are traded under contracts of the Incorporated Oil Seed Association of Great Britain. These contracts are clear in specifying the acceptable amounts of impurities, how samples for testing shall be taken, and what methods of arbitration shall be used in case of dispute.

Despite the existence of both these sets of regulations, importers have many complaints about the quality of Ethiopian oilseed shipments, as described below.

Present Problems

The complaints by importers of Ethiopian oilseeds in both Europe and the Middle East centered on violations of contractual terms. The most common complaint was that, in spite of the regulations fixing 3 percent as the maximum level of impurities, shipments of oilseeds arrived in Europe with as much as 15 percent impurities, even though the shipments were accompanied by the required certificate stating that the seed had been cleaned and that it contained less than the 3 percent maximum. This kind of complaint was heard from so many sources in different countries where oilseed importers were interviewed that there appeared to be little doubt of its validity. Exporters of oilseeds in Ethiopia also mentioned this problem; they were often obligated to pay damages when complaints were made by importers. Some reputable Ethiopian exporters are now establishing their own cleaning plants to assure that they can deliver a quality product.

The cost in Europe of re-cleaning seed is relatively high and, in some cases, it was claimed that impurities such as stones have damaged valuable machinery. Some exporters in Ethiopia have, rightly or wrongly, gained a reputation for refusing to honor their contractual obligations or delaying repayments.

Other importing problems are concerned with undependable methods of arbitration. The standard contracts call for certain reimbursement to be made to the importer when the oilseeds do not meet acceptable quality standards stated in the contract and customarily used in the market, or when the delivered weight is less than the amount agreed upon. However, many awards made under the arbitration agreement are inadequate to meet the losses incurred by the importer because he in turn must meet his obligation to deliver to his customers a certain amount of seed of a certain quality, often by a certain date.

Such complaints are damaging to the reputation of even the most conscientious Ethiopian exporters. To protect them, there is an immediate need for rigorous enforcement of existing regulations in order to obtain compliance. In addition, further regulations may be required to provide more effective arbitration and restitution.

Quite often, businessmen interviewed in Europe who reported satisfaction with their imports from Ethiopia either had their own office or agent in Ethiopia or had established, over a number of years, a close personal working relationship with a particular exporter whom they could trust to take responsibility for his shipments. The importance of personal trust in the international trade cannot be overemphasized.

Further problems were found to affect the trade in oilseeds. Transportation costs appear to be excessively high for certain producing areas. Further, the use of the railroad between Asmara and Massawa frequently requires handling the bags a number of times in transferring loads from truck to warehouse to railcar. This handling adds to the cost of transportation and hence tends to lower the price exporters can profitably pay for oilseed supplies. Bulk cargo rail wagons for both Ethiopian railways, and appropriate station facilities for storing, separating, grading, loading, and unloading of rail wagons and trucks are all needed to substantially reduce costs of bulk commodity movements.

In addition to Ethiopian transportation costs, the devaluation of the pound sterling and the closure of the Suez Canal have both had a strong impact on the costs of exporting Ethiopian products. The Ethiopian Shipping Agents Conference, which sets the rates for most shipping lines serving Ethiopia, is presently using the same rate tables as before devaluation but adds 16.67 percent to cover the devaluation and a further 50 percent to cover extra costs of shipping via the Cape.

One reported problem that also creates some difficulties between exporters and importers of oilseeds concerns the method of payment. Oilseeds are considered to be a low profit, high volume commodity. The increased freight costs around the Cape tend to reduce profit margins because of less frequent turnover of capital and longer credit periods. Further, some Ethiopian exporters request payment for their exports through a letter of credit that may be discounted at a bank for immediate payment. This method, however, is rather expensive for the purchaser of commodities such as oilseeds characterized by low margins; and, if the full amount of the contract is collected by the exporter, the method has the additional disadvantage of giving the purchaser little control over the final payment if terms of quality and weight are not satisfactorily met by the exporter. The most common method and time of payment is by cash-against-documents, wherein payment is made when the shipping documents are delivered to the buyer. Some countries partially solve this problem by advancing credit to exporters, thus allowing them to continue their operations while awaiting partial or full payment from the purchaser.

At some time in the near future, when the quantity of oilseeds and other bulk products warrants it, the question of installation of bulk handling equipment will warrant consideration (see SRI Report No. 5, "Improving Ethiopian Ports"). Bulk facilities could result in large savings in the costs of transportation and shipping if operated on an economical basis. Importers now prefer to deal in bulk shipments of most commodities. The cost of stevedorage and port labor, in Europe particularly, is so high as to add considerably to the cost of some products when they are shipped in bags. Anything that adds to the costs of marketing may be reflected in lower prices for the Ethiopian exports.

As with coffee, there were some complaints concerning the bags used for oilseeds; the excessive breakage of bags places Ethiopian exporters

at a serious disadvantage in developing export markets for Ethiopian products. The payment for a shipment is based upon the delivered weight. Therefore, losses of bags and leakage of the commodities in transit must be sustained by the exporter. Many of the exporters who were interviewed complained about the high cost of new bags and the fact that, since some competitors used secondhand bags, they had to use them also to compete on price. Many countries, including the Sudan, however, have laws requiring all export shipment to be in new bags. This is a matter where it is believed that direct government intervention could be of benefit to the entire industry.

Groundnuts of Ethiopia

Complaints about groundnuts deserve special attention. The export of groundnuts from Ethiopia has been greatly reduced over the past decade because of the high incidence of aflatoxin, a mold that infests the crop and is encouraged by the improper drying of the groundnuts. The mold can be easily prevented if proper methods of drying are used. However, new regulations may have to be established and enforced, and information provided to encourage growers to adopt improved practices if Ethiopia is to regain its lost market for this product. It is reported that there is no laboratory in Ethiopia capable of analyzing the amount of aflatoxin. Groundnuts have been shipped to foreign markets, but rejected at the port of discharge, resulting in considerable cost to the shipper. Shipments under contract call for less than 5 parts per million of aflatoxin; last year's crop commonly contained over 1,000 ppm.

Potential Markets

Countries that show high potential for Ethiopian oilseed exports are listed in Table 12 and described by region below. (Although several African countries at present import Ethiopian oilseeds, none are considered to have a high potential for increasing these imports.)

Table 12

PRESENT AND POTENTIAL MARKETS FOR ETHIOPIAN OILSEEDS

Developing Countries	Ethiopia's Present Customers	High Potential Customers
Africa		
Algeria		
Fr. Afars and Issas	x	
Kenya	x	
Libya	x	
Madagascar		
Malami		
Morocco		
Mozambique		
Rhodesia	x	
Somalia	x	
Tanzania	x	
Tunisia		
Uganda		
Zambia		
Middle East		
Aden	x	
Afghanistan		
Iran		
Iraq		x
Jordan	x	x
Kuwait	x	
Lebanon	x	x
Saudi Arabia	x	x
Sudan	x	
Syria		x
U.A.R.		x
Yemen	x	
Asia		
Burma		
Cambodia		
Ceylon	x	
Hong Kong	x	x
India		x
Indonesia		
Korea		
Laos		
Malaysia-Singapore	x	x
Nepal		
Pakistan		x
Philippines		
Thailand		
Taiwan		
Vietnam		

Developed Countries	Ethiopia's Present Customers	High Potential Customers
North America		
Canada		
Mexico		
U.S.A.	x	x
E. E. C.		
Belgium-Luxembourg	x	x
France	x	x
Italy	x	x
Netherlands	x	x
West Germany	x	x
Other Europe		
Austria		
Cyprus	x	
Denmark		x
Eire		
Finland		x
Gibraltar-Malta		
Greece	x	x
Iceland		
Israel	x	x
Norway		x
Portugal		x
Spain	x	x
Sweden	x	
Switzerland	x	x
Turkey		
U.K.	x	x
Yugoslavia	x	x
Other Developed		
Australia	x	
Japan	x	x
New Zealand		
South Africa		
Central Planned		
Albania		
Bulgaria		
Czechoslovakia	x	x
East Germany		
Hungary		x
Mainland China	x	x
Poland		x
Romania		
U.S.S.R.	x	x

Source: Stanford Research Institute.

Middle East. The increase in Ethiopia's oilseed exports to the Middle East from 5,900 tons in 1964 to 9,000 tons in 1966 was mainly due to increased exports in linseed and sesame seed. FAO projections indicate that a possible threefold increase in oilseed imports by this region may be expected from the 1961-63 period to 1975.

Iraq is a particularly important potential market for groundnuts, although there are no Ethiopian exports to Iraq at present. There are also no Ethiopian oilseed exports to Syria at present, yet it is a good market for linseed and sesame seed. No Ethiopian exports of seed are being made to the United Arab Republic at present, but it is an important market for linseed and sesame seed. Ethiopia at present provides a small share of the Lebanese imports of cottonseed and sesame seed; although the blockage of the Suez Canal has severely affected sales in this market, the market should expand when the Canal reopens or new shipping patterns are established. Ethiopia already exports small quantities of sesame seed to Jordan, which will continue to be an important market for this seed. Similarly, the Saudi Arabian market for sesame seed will continue to be an important one; Ethiopia is already providing most of the sesame seed for this market.

Asia. Ethiopia exports very little oilseed to Asia. The most important potential markets there are:

(1) Hong Kong, for groundnuts and sesame seed;

(2) Pakistan, for cottonseed and rape seed;

(3) India;

(4) Malaysia-Singapore, for groundnuts and sesame seed. At present, Ethiopian exports of oilseeds to Asia are limited to small quantities of sesame seed to Malaysia-Singapore.

North America. Exports of almost all of the oilseeds to the North American region go to the United States. Ethiopian oilseed exports to the United States (mainly sesame) were 3,000 tons in 1964 and 6,000 tons in 1966. In 1965, the United States imported 26,000 tons of oilseeds - mainly sesame, rape, and mustard seeds - from world suppliers. Ethiopia's share in the U.S. sesame seed market is of significance, but its share in the rape and mustard seed markets is small.

EEC Countries. Ethiopian exports of all oilseeds to the EEC decreased from 19,000 tons in 1964 to 12,000 tons in 1966, owing to decreases in the export of groundnuts, linseed, castor seed, and sesame seed. In the period 1960-65, increases in EEC imports were reported for castor, rape, and mustard seed.

West Germany is the second largest importer of oilseeds in the world, yet Ethiopia exports only small quantities of linseed, rape, and mustard seed to it at present. West Germany offers a potentially large market for all oilseeds except sesame.

Ethiopia exports large quantities of castor seed to France and small quantities of sesame seed, but no other kinds are exported. France offers an important potential market for all seeds except cottonseed.

Ethiopia exports large quantities of groundnuts and castor seed to Italy, but only small quantities of linseed, sesame, rape, and mustard seed. Italy is an importer of all oilseeds.

The Netherlands has now replaced the United Kingdom as the third largest importer of oilseeds in the world, yet Ethiopia has exported only small quantities to it. The Netherlands is a particularly important potential market for groundnuts (unshelled) and linseed.

Ethiopia exports small quantities of rape and mustard seed to Belgium and Luxembourg, but no linseed. These countries are potential markets for all three types of seed.

Other European Countries. Among the countries of northern Europe, the United Kingdom, Switzerland, and -- except for Sweden -- the Scandinavian countries, are all considered markets of high potential.

Ethiopia's total oilseed exports to southern Europe decreased from 32,000 to 5,500 tons in the 1964-66 period, as a result of decreases in linseed and, to some extent, in groundnut and cottonseed shipments. South Europe's total oilseed imports increased slightly during the 1960-65 period, with groundnut and sesame seed imports decreasing and linseed and cottonseed imports increasing.

Greece is an important potential market for both linseed and cottonseed; Ethiopia exported large quantities of linseed but no cottonseed to Greece. Ethiopia exported large quantities of linseed to Yugoslavia in 1964 (21,000 tons), but in 1966 almost completely lost this market (down to 1,400 tons); Yugoslavia remains an important market for linseed. Ethiopia does not export seeds to Portugal, which is nevertheless an important potential market particularly for linseed, cottonseed, and sesame seed. Similarly, Ethiopia does not export oilseeds to Spain, which could also be an important potential market, particularly for linseed. Israel is an important market for sesame seed; of which Ethiopia already exports large amounts to Israel.

Other Developed Countries. In 1966, Japan was by far the largest importer of oilseeds in the world, two-thirds of its imports being soybeans. Ethiopia exported 7,500 tons of oilseeds to Japan in 1964, and 14,300 tons in 1966, with the increases mainly in linseed and cottonseed. Japanese imports of oilseeds from all world suppliers amounted to

3.2 million tons in 1966.* FAO projections indicate a doubling in the size of this market from the 1961-63 average to 1975. Ethiopia provides only a marginal share of the total Japanese imports of linseed and cottonseed, and an even smaller share of castor bean and rape seed imports. However, it does provide a more significant portion (10 to 20 percent) of total Japanese sesame seed imports.

Centrally Planned Economies. Ethiopian seed exports to the centrally planned economies increased from 3,300 in 1964 to 5,100 tons in 1966. Most of the increase was in linseed. The centrally planned economies imported substantially increased quantities of linseed, sesame, and rape seed between 1960 and 1965. FAO projections indicate a possible doubling in the size of this market from the 1961-63 average to 1975.

Ethiopia already exports a small, but significant, quantity of linseed to the U.S.S.R., but no sesame seed; the U.S.S.R. offers a large potential market for both types of seed. Czechoslovakia is an important market for all kinds of oilseeds, yet Ethiopia at present exports no seeds to that country. Similarly, Ethiopia exports no seeds to Poland, which is an important potential market for linseed, sesame, rape, and mustard seeds. Hungary also imports no oilseeds from Ethiopia, yet is an important market particularly for cottonseed. Ethiopia exports small quantities of sesame seeds and linseed to Mainland China, which should continue to offer an important market for these seeds.

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* The Market for Cottonseed Oil in Five European Countries and Japan, G.A.T.T. International Trade Center, Geneva, 1967, p.10.

Oilcakes

Present and Potential Markets

The average value of Ethiopia's oilcake exports increased from Eth$ 0.9 million to Eth$ 3.3 million between 1955/56 and 1965/66. Almost all Ethiopian oilcake exports go to EEC countries and countries in northern Europe. In 1966, as shown in Table 13, the EEC countries took about 23,000 tons of Ethiopia's oilcake exports. The projected annual growth rate of demand in certain EEC and other countries, as given in the table, indicate areas where there are potentially important future markets for Ethiopian exports. (Full details of oilcake exports, by country of destination, are given in Appendix N.)

Most of the oilcake exported to Europe is neug (Niger) seed cake, although large amounts of rape seed, linseed, and cottonseed cake are also exported. Neug seed cake is the cheapest in price; linseed cake is the highest in price and second in quantity; and rape seed cake is of intermediate price and lowest in quantity.

Present Problems

In order for linseed and rape seed oil to be usable for domestic consumption, it must undergo further processing after crushing. Linseed and rape seed cake are usually sold by larger-scale processors whose primary source of revenue is the oil produced, the quantity of which they attempt to maximize. The residual cake is low in oil and usually of good quality.

Neug seed oil, however, can be marketed without refining after crushing. Neug oil is produced for the domestic market not only by large plants but also by large numbers of small "back-room" shops that have relatively inefficient hand-operated presses. The small shops sell

Table 13

IMPORTS OF OILCAKE,
IN SELECTED COUNTRIES, AND EXPECTED DEMAND GROWTH

	Total Imports (thousands of tons)		
	From World (1965)	From Ethiopia (1966)	Expected Annual Growth Rate (Percent)
EEC			
West Germany	1,872	1	10
France	947	--	8
Netherlands	563	22	--
Belgium-Luxembourg	352	--	8-10
Italy	146	--	--
Northern Europe			
United Kingdom	1,161	--	4
Denmark	868	1	3-4
Sweden	380	--	10
Norway	140	--	--
Eire	90	--	--
Austria	86	--	--
Finland	38	--	--
Southern Europe			
Yugoslavia	138	--	--
Other Developed Countries			
Japan	152	--	--
Centrally Planned Economies			
Hungary	184	--	--
Czechoslovakia	168	--	--
East Germany	121	--	--

Sources: Stanford Research Institute, using: U.N. Yearbook of International Trade Statistics and, Annual Import and Export Trade Statistics, Customs Office, IEG.

the cake through brokers. This cake frequently carries a high percentage of residual oil, substantial amounts of moisture, and impurities.

As might be expected, there are few complaints about the linseed and rape seed cake that Ethiopia exports. However, the neug seed cake has been the subject of considerable discussion. Particularly when it is packed tightly into the hold of a ship, the neug seed cake is frequently the source of spontaneous combustion. There have been several cases of fire resulting in substantial damage and, for this reason, it is now extremely difficult to obtain cargo space for exports of neug seed cake at rates charged for other cake. For example, the rate book of the Ethiopian Shipping Agents Conference specifies that the rate to North European ports of neug seed cake on deck is Eth$ 68.25 per ton, whereas for other oilcake it is only Eth$ 57.75 per ton, with "on deck" transport not required. In addition, the insurance rates are very high. It is recommended that in order to protect the trade, the IEG should establish and enforce standards of quality, oil content, moisture, and impurities, as well as standards for packing and shipping neug seed cake.

Solvent extraction of oil is the most efficient method and leaves the cake uniform in oil content. Most of the cake from Argentina and other competing countries is produced by this method. The solvent extraction method, however, requires a substantial throughput in order to justify the investment in equipment. This method is now being considered in Ethiopia in those cases where preliminary investigation indicates sufficient potential utilization of capacity to make the investment economically feasible. (See the forthcoming SRI report on a solvent extraction plant for oil.)

In addition to complaints made by importers about the quality of Ethiopian products delivered to their markets, there were frequent complaints about the refusal of Ethiopian exporters to meet their financial

obligations where there was an adverse arbitration judgment against them. These complaints were made in regard to several commodities; in the case of oilseed cake, it was reported that financial adjustments were usually granted because of shipping of short weights.

Argentina, one of the major competitors in the export of oilcake, guarantees the quality of the products and makes shipments to Europe in bulk, thus reducing costs and assuring the buyers of regular supplies at low cost. One company in the Netherlands buys substantial quantities from Ethiopia; however, the company is now reducing its purchases of Ethiopian oilcake because of the recurrent problem of fires on ships, irregularity of supply, and difficulty of securing payment of arbitration awards. Effective government regulation of the trade in oilcake could possibly restore some of this trade to Ethiopia.

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VI PULSES

Past and Present Markets

Ethiopia's exports of pulses have increased in value from approximately Eth$ 9 million in 1955 to Eth$ 21 million in 1966. Most of the increase was realized in the early 1960s. The major importers of Ethiopian pulses are shown in Table 14. (Appendix O gives fuller details of Ethiopian pulse exports by country of destination.)

Table 14

MAJOR IMPORTERS OF ETHIOPIAN PULSES
(Thousands of Metric Tons)

Country	1964	1966
Ceylon	16.4	12.7
West Germany	5.4	9.3
Japan	5.6	6.7
Saudi Arabia	5.5	6.2
United Kingdom	2.5	4.2
Sudan	2.6	3.4
Aden	4.1	2.8
Netherlands	3.1	2.8
Lebanon	1.9	3.0
United Arab Republic	0.4	3.1
France	--	2.4
Other	12.4	12.6
Total to all countries	59.9	69.2

Source: Appendix O

These major importers accounted for 82 percent of Ethiopia's total exports of pulses in 1966.

The types and quantities of pulses exported by Ethiopia are shown in Table 15.

Table 15

TYPES AND QUANTITIES OF PULSES
EXPORTED FROM ETHIOPIA
(Thousands of Metric Tons)

	1964	1966
Horse beans	19.9	22.4
Haricot beans	10.7	19.5
Chickpeas	15.3	10.9
Lentils	10.5	14.9
Dried peas	2.4	0.4
Mixed peas	1.2	1.1
Total	59.9*	69.2

* Does not add because of rounding.

Source: Appendix P.

The 1966 exports of haricot beans and lentils showed sharp increases over 1964, while chickpea exports diminished sharply.

Ethiopian Grain Board Regulations (Legal Notice No. 158 of 1951) require that, prior to export, all beans must be cleaned by a licensed cleaner and examined by inspectors from the Ministry of Commerce and

Industry. All export shipments of pulses must be accompanied by a certificate from the Ethiopian Grain Board* and must not contain more than 3 percent of impurities; haricot beans must not contain more than 1 percent.

While most of Ethiopia's pulses are purchased through London and come under London Corn Trade Association contracts, the ultimate destination is frequently Asia. The Asian market is characterized by a high degree of price consciousness, with quality taking secondary position. There appears to be less difficulty in accepting irregularly sized commodities, a higher percentage of impurities, and poorer shipping practices in Asian markets than in the European or U.S. markets. However, it should be noted that most of the competing countries in East Africa hand-pick the beans to increase their quality.

Present Problems

Interviews with importers of Ethiopian products indicate that major problems encountered with Ethiopian pulses, as with oilseeds, are impurities in excess of those certified or allowed under the terms of contracts. Another common criticism made of Ethiopian pulses was the lack of grade and size uniformity, particularly in shipments of haricot beans. For example, small-sized beans produced in the vicinity of Dire Dawa are mixed with the medium-sized beans grown around Nazareth. The exporter must sell the haricot beans at little, if any, more than the price he would receive for the small beans - thus discounting the Nazareth beans even though they were produced at higher grade and quality. A further disadvantage of mixed sizes occurs in canning. If the mixed beans are cooked long enough for the larger beans to be completely cooked, then the smaller beans

* Now the Ethiopian Grain Corporation.

become mushy. If they are cooked so that the smaller beans are not mushy, the larger beans are undercooked. Neither the Ethiopian exporter nor the importer obtain the prices that they could if the beans were properly separated into size groups. Another aspect of this problem is the large numbers of discolored and malformed beans that occur in shipments. This problem could be largely solved by establishment and enforcement of a system of commodity grading.

Weevils are also a problem. Whereas many countries require fumigation of stocks prior to export, the practice is apparently not followed or not done thoroughly in Ethiopia. Although not as great a problem as dirt and mixed sizes, weevils are apparently found frequently enough for importers, particularly in Europe, to be wary. The need of shipping export products on long voyages around the Cape with considerable fluctuations in temperature has tended to aggravate this problem. If quality at the market place is to be improved, correct fumigation practices should be enforced for export commodities.

Ethiopia could exploit its advantage in seasonality. Its pulse harvest selling and shipping season (December-March) coincides with the period when the U.S. and Canadian Great Lakes ports--the main ports for competing pulse shipments--are closed because of winter weather. The United States begins shipping again in May for June delivery in Europe. Thus, Ethiopia could send shipments to Europe in January through March. which is otherwise a slow season for European pulse canners.

Ceylon imports a total of around 69,000 tons of pulses annually, of which chickpeas are the majority. Its consumers prefer chickpeas that have been split. However, Ethiopia has no plant to undertake this operation. In 1966, Ethiopia exported 8,000 tons of chickpeas to Ceylon. Inasmuch as the splitting adds considerably to the value of the product (estimated at 25 to 30 percent by one importer) and is a relatively simple

operation, it is suggested that a study be made to determine the feasibility of establishing a factory for this purpose.

An excellent trade exists in the export of canned beans from Asmara to Saudi Arabia. Some 20,000 cartons are exported annually, and a larger market demand exists that could be supplied from Ethiopia were production expanded. This market was formerly supplied by Egypt. There is a duty of 15 percent on Ethiopian canned beans, while there is no duty on the products from Arab League countries. Nonetheless, the Ethiopian exporter is presently able to sell beans at a lower price (including duty) than the Egyptian beans. One general comment applying to canned beans and other Ethiopian products is that Ethiopia needs to improve the appearance of its export products through better packaging and labeling.

Another problem that affects the export of pulses and of other products is continuity of supply. Importers reported many attempts to establish mutually profitable long term contracts that were then frustrated by the inability of the Ethiopian supplier to guarantee continuity of delivery or to meet forward planned delivery dates. In a number of cases, contracts have been signed for future delivery, then the exporter has reneged because of inability to meet his obligations or, more reprehensibly, because of a disadvantageous price change. This complaint was frequently voiced in both Europe and the Middle East.

Again, with pulses as with oilseeds, the poor quality of the bags used in the shipping to certain markets was a frequent cause for complaint. In one case cited from Saudia Arabia, 4 tons out of a 400-ton shipment were lost through the breakage of bags. Handling at Asseb and Djibouti also causes frequent loss. Inasmuch as, in Europe, the payment for commodities is based on delivered weights, poor bags can be a cause of major losses to the exporter and to Ethiopia, as well as dissension in contract implementation.

Potential Markets

Table 16 indicates present and potential importers of Ethiopian pulses, described below by region.

Africa

East Africa imported about 5 percent of Ethiopia's total 1966 pulse exports of 69,000 tons. Ethiopia's share of the Mauritius and French Territory of the Afars and Issas pulse markets is about 20 to 25 percent, while its share of the Kenyan and Tanzanian markets is smaller. Rhodesia, Zambia, and Uganda are other important pulse importers. Attempts to increase Ethiopian pulse sales in African countries will likely meet intense competition from other African suppliers such as Malawi. In addition, many of the major importing countries, such as Uganda and Zambia, plan to increase significantly their own pulse production.

Middle East

Middle East imports of Ethiopian pulses account for 25 to 30 percent of Ethiopia's total pulse exports. Products traded are mostly lentils and horsebeans; exports of both items to the Middle East increased during the 1964-66 period. Of the major Middle East importers of Ethiopian pulses--Saudia Arabia, the Sudan, the United Arab Republic, Lebanon, Aden, and Jordan--only Aden showed a decrease in quantities imported during the 1964-66 period. Countries importing significantly increased amounts were: Jordan (from 150 tons in 1964 to 1,800 in 1966: mostly horsebeans); Lebanon (from 1,900 tons in 1964 to 3,000 in 1966: mostly horsebeans); and the United Arab Republic (from 350 tons in 1964 to 3,100 tons in 1966: lentils and horsebeans). The Middle East accounts for a moderate portion of the world's pulse imports (111,000 tons in 1965), but this market is growing rapidly. Major importers of pulse from all sources in 1965 were

Table 16

PRESENT AND POTENTIAL MARKETS FOR ETHIOPIAN PULSES

Developing Countries	Ethiopia's Present Customers	High Potential Customers
Africa		
Algeria		
Fr. Afars and Issas	x	x
Kenya	x	x
Libya		
Madagascar		
Mauritius	x	x
Morocco		
Mozambique		
Rhodesia		x
Somalia	x	
Tanzania	x	x
Tunisia		
Uganda		
Zambia		x
Middle East		
Aden	x	x
Afghanistan		
Iran		
Iraq	x	x
Jordan	x	x
Kuwait	x	x
Lebanon	x	x
Saudi Arabia	x	x
Sudan	x	x
Syria		
U.A.R.	x	x
Yemen	x	
Asia		
Burma		
Cambodia		
Ceylon	x	x
Hong Kong		x
India		
Indonesia		
Korea		
Laos		
Malaysia-Singapore	x	x
Nepal		
Pakistan		
Philippines		x
Thailand		
Taiwan		x
Vietnam		

Developed Countries	Ethiopia's Present Customers	High Potential Customers
North America		
Canada		x
Mexico		x
U.S.A.	x	x
E. E. C.		
Belgium-Luxembourg	x	x
France	x	x
Italy	x	x
Netherlands		
West Germany	x	x
Other Europe		
Austria		x
Cyprus		x
Denmark		
Eire		
Finland		x
Gibraltar-Malta	x	x
Greece	x	x
Ireland		x
Israel	x	x
Norway		x
Portugal		x
Spain	x	x
Sweden		x
Switzerland	x	x
Turkey		
U.K.	x	x
Yugoslavia	x	x
Other Developed		
Australia	x	x
Japan	x	x
New Zealand	x	x
South Africa		
Central Planned		
Albania		
Bulgaria		x
Czechoslovakia	x	x
East Germany		x
Hungary		x
Mainland China	x	x
Poland		x
Romania		
U.S.S.R.		x

Source: Stanford Research Institute.

Lebanon (75,000 tons), Iraq (16,000 tons), the United Arab Republic (6,000 tons), Aden (5,000 tons), and Jordan (5,000 tons).

Asia

Among the countries of South Asia, Ceylon is the only major pulse importer. It imported about 13,000 tons of Ethiopia's 1966 pulse exports of 69,000 tons - a drop of 3,000 tons from the 1964 level caused mainly by a lack of Ethiopian chickpeas available for export in 1966. Although Ceylon mostly imports chickpeas from Ethiopia, lentil exports increased substantially between 1964 and 1966. India and Pakistan import very small quantities of pulses.

Although Southeast Asia imported 136,000 tons of pulses in 1965 from all countries, making it a significant regional pulse market, Ethiopia has only a small pulse trade in the area, and in 1965 that was limited to Malaysia-Singapore. Major importers are Hong Kong, Malaysia, the Phillippines, and Taiwan. An opportunity exists here for increased exports of Ethiopian pulses.

North America

Ethiopia pulse exports have been very small and limited to the United States. However, both the U.S. and Canadian pulse markets appear to warrant investigation.

EEC Countries

The EEC countries imported 18,000 tons of pulses from Ethiopia in 1966 - mostly haricot beans. This region increased its imports of haricot beans from 5,800 to 14,000 tons between 1964 and 1966. Most of the business was conducted with West Germany, France, and the Netherlands; but

Italy, Belgium, and Luxembourg are also considered major potential importers of Ethiopian pulses. The EEC countries as a whole imported a total of 712,000 tons of pulses in 1965.

Other European Countries

The United Kingdom accounted for all 1966 Ethiopian pulse exports (mostly lentils and haricot beans) to non EEC countries in Northern Europe in 1966, although Ethiopia had also exported to Switzerland in 1964. Northern European countries imported 208,000 tons of pulses in 1965 from all world suppliers, and the trend appears to be upward. It is thus a high potential market region that should be investigated.

Southern European countries import 1,900 tons of pulses from Ethiopia in 1966, all in lentils, haricot beans, and horsebeans. During the 1964-66 period, Israel increased its imports of lentils from 200 to 700 tons, while its other pulse imports decreased in volume. Southern European countries as a whole imported 119,000 tons of pulses from all world suppliers in 1965, and the trend is toward increasing their imports. Much of the increase is due to larger quantities being taken by Spain. While Ethiopia's share of the market in Israel is important, possibilities appear to exist for increasing its share of other pulse markets in this area.

Other Developed Countries

Among other developed countries, Japan is the major importer of pulses. It imported 6,700 tons (mainly horsebeans) from Ethiopia in 1966. The "other developed countries" imported a total of 213,000 tons of pulses from all world sources in 1965, of which 206,000 tons were purchased by Japan. Ethiopia thus supplies about 3 percent of all Japanese pulse imports, a share which could be substantially increased. Australia

offers another good market possibility (importing 6,000 tons from world suppliers of pulses in 1965) provided that the quality of Ethiopian pulse exports can be improved.

Centrally Planned Economies

Ethiopia exports only very small quantities of pulses to the Eastern Bloc countries, having initiated exports to Czechoslovakia in 1964 and to Mainland China in 1966. The countries with centrally planned economies imported a total of 98,000* tons of pulses in 1965. The trend in total pulse imports to these countries is moderately upward, with the exception of Hungary whose pulse imports have been growing rapidly. Ethiopia has a very small share of the markets in this group; however, Czechoslovakia, East Germany, Hungary, and Poland offer good potential markets.

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* Excluding imports by Mainland China, figures on which are not available.

VII HIDES AND SKINS

Past and Present Markets

Ethiopia derives substantial foreign exchange (Eth$ 35.6 million in 1966) from the export of hides and skins. The value of these exports from 1955/56 to 1965/66 is shown in Table 17. From these data, it can be seen that the value of Ethiopia's hide exports increased about 6 percent annually from 1955/56 to 1965/66; sheepskin exports increased in value about 10 percent annually; and goatskin export values rose about 2 percent annually.

Table 17

ETHIOPIA'S HIDE AND SKIN EXPORTS, 1955/56 TO 1965/66
(Millions of Ethiopian Dollars)

	1955/56 Avg.	1960/61 Avg.	1965/66 Avg.	1960	1961	1962	1963	1964	1965	1966
Hides	3.9	8.0	6.9	7.7	8.3	7.2	6.8	4.1	4.4	9.4
Sheepskins	4.7	8.8	12.2	6.7	11.0	11.1	10.0	11.5	11.1	13.4
Goatskins	7.3	4.5	9.9	4.1	4.9	5.4	5.2	5.9	7.3	12.4

Source: Annual Import and Export Trade Statistics, Customs Office, IEG.

Cattle hides are classified into two main types in Ethiopia. They are butchery hides and ordinary (caravan) hides. Most hides exported are ordinary (caravan) hides. Butchery hides are produced as a result

of abattoir slaughter, mainly in Addis Ababa and Asmara. These hides command a premium over ordinary hides because the quality of the flaying is better and they are stretched on racks and air dryed. The ordinary hides are from small slaughter houses or from farms, and are less well-flayed and cured than the butchery hides.

Three types of sheepskins are exported--ordinary, butchery, and pickled. Most of those exported are butchery skins. Four types of goatskins are exported--bati, genuine bati, ordinary, and pickled. Most of the exports are genuine bati.

Appendix Q gives full details of 1964 and 1966 exports of these types of hides and skins by country of destination.

At the present time, the international market for cattle hides is poor. In common with the markets for sheepskins and goatskins, it is subject to sudden and violent fluctuations. Goatskins are the most unstable of all three items in terms of price fluctuations and market conditions: prices may fluctuate as much as 300 percent over a two-year period. While all hides and skins reflect the impact of fashions, the changes in popularity of suede and kidskin from year to year is the largest determinant in the price. Another factor in the world market is the sporadic nature of purchases of hides and skins by the U.S.S.R. and other Eastern Bloc countries. Mainland China is the major producer of goatskins and, as such, tends to set the market each year at the Canton Trade Fair. The large quantity that China sells, combined with the decrees of fashion in many countries, cause wide and sometimes violent fluctuations in price.

Sheepskins from Ethiopia are generally in good demand in Europe. They are used for the manufacture of gloves and other wearing apparel.

While most of the sheepskins are shipped dry, a few are semi-processed for the United States' market. Poorer quality sheepskins are used for shoe linings.

Present Problems

It is with respect to ordinary (caravan) hides that a major criticism is made by both exporters and importers. Frequently as a result of careless curing, usually in the sun, these hides are subject to "sun burning" which dries the outer layers of the hide while the inside remains green and eventually rots, a defect that is often not apparent until the hide is being processed. Thus, there is an element of risk in purchasing these hides, a fact that tends to reduce the price paid to exporters by importers and to producers by exporters.

Attempts in the past years have been made by the IEG, in cooperation with private export firms, to establish training programs in the proper curing of hides, but these training programs have not been very successful. Most of the small plant operators and peasant farmers have not yet received the necessary information for improving the flaying and curing of hides. It is suggested that the IEG give special consideration to establishing a more vigorous training program, backed by an industry-sponsored quality purchasing scheme. The advantage of the purchasing scheme would be to illustrate directly to the small plant operator and the farmer the practical monetary benefits of improving their practices.

The overall quality of Ethiopian cattle hides is not exceptionally good. This is attributed to a number of causes including disease or insect damage to hides, poor health conditions and nutrition of the animals, numerous cuts in the hides which occur on the range, and frequently careless flaying. The hides exported are used mainly for shoe soles--in most cases the quality is too poor and coarse for shoe uppers

or for fine leather uses. Most of the hides for the local shoe industry are processed in Ethiopia. Only a small amount of the Ethiopian hides are exported as "semi-processed," most going as dry hides. SRI has prepared a report on the economic feasibility of dry-salting treatment of cattle hides.

Recently some complaints have been made about infestations of beetles in some shipments of sheepskins. This problem is aggravated by the trip that the skins must take around the Cape to northern European and eastern U.S. ports, a much longer journey than the former route through the Suez Canal. Proper chemical treatment could eliminate the beetle problem. This is a standard practice with many other countries exporting hides and skins. Some importers have also criticized the classification of skins as prime, seconds, and thirds. In some cases, the sheepskins are shipped under contracts calling for 40 percent primes, 50 percent seconds and 10 percent thirds, but the actual shipments do not always meet these contractual standards.

Ethiopian goatskins appear to be subject to considerable thorn and insect damage as well as poor flaying and curing, making them usually unsuitable for tanning as "glossy kid." They are mainly used for suede and other types of kidskin.

As with most Ethiopian export products, the uncertainty of shipping space can result in long delays at the ports with consequent slow return of investment. However, the major problems for all types of Ethiopian hides and skins centers on the quality of exports. With improved methods of flaying and curing, butchery hides could be exported at the premium they should enjoy. Gradual elimination of disease following other livestock development programs will also improve the demand for Ethiopian hides and skins over the long run. At some point in the future, value added through an increased amount of processing may be a good possibility for increasing Ethiopia's earnings.

Potential Markets

High potential export markets for Ethiopian hides and skins are shown in Table 18 and described below by region (only the Middle Eastern and "Developed Countries" are considered to offer high potential export markets).

Middle East

The metric tons of Ethiopian hides exported to the Middle Eastern countries were as follows:

	1964	1966
Syria	181	239
Lebanon	58	132
Iran	91	87
Jordan	41	47
Aden	21	33
Saudi Arabia	--	9
U.A.R.	425	--

All these countries are considered to be potentially high export markets for hides but not for skins, only very few of which Ethiopia has sold in the past to Middle Eastern countries.

North America

All Ethiopian hides and skins exported to North America go to the United States. However, very small quantities of hides were exported to the United States in 1964, and none were exported in 1966. Large quantities of goatskins are exported to the United States, although the number decreased between 1964 and 1966 from 1,181,000 to 713,000. Exports of sheepskins to the United States also showed a decrease, from 715,000 to 206,000 skins. Nevertheless, the United States remains a large and potentially valuable market for skins.

Table 18

PRESENT AND POTENTIAL MARKETS FOR ETHIOPIAN HIDES AND SKINS

Developing Countries	Ethiopia's Present Customers	High Potential Customers
Africa		
Algeria		
Fr. Afars and Issas	x	
Kenya	x	
Libya		
Madagascar		
Malami		
Morocco		
Mozambique		
Rhodesia		
Somalia	x	
Tanzania		
Tunisia		
Uganda		
Zambia		
Middle East		
Aden	x	x
Afghanistan		
Iran	x	x
Iraq		
Jordan	x	x
Kuwait		
Lebanon	x	x
Saudi Arabia	x	x
Sudan		
Syria	x	x
U.A.R.	x	x
Yemen		
Asia		
Burma		
Cambodia		
Ceylon		
Hong Kong		
India	x	
Indonesia		
Korea		
Laos		
Malaysia-Singapore		
Nepal		
Pakistan		
Philippines		
Thailand		
Taiwan		
Vietnam		

Developed Countries	Ethiopia's Present Customers	High Potential Customers
North America		
Canada		
Mexico		
U.S.A.	x	x
E. E. C.		
Belgium-Luxembourg	x	x
France	x	x
Italy	x	x
Netherlands	x	x
West Germany	x	x
Other Europe		
Austria		x
Cyprus		
Denmark		x
Eire		
Finland	x	x
Gibraltar-Malta		
Greece	x	x
Eire		x
Israel	x	x
Norway		x
Portugal		x
Spain	x	x
Sweden	x	x
Switzerland	x	x
Turkey	x	x
U.K.	x	x
Yugoslavia	x	x
Other Developed		
Australia	x	
Japan	x	
New Zealand		
South Africa		
Central Planned		
Albania		
Bulgaria	x	x
Czechoslovakia	x	x
East Germany		
Hungary		
Mainland China	x	
Poland	x	x
Romania		
U.S.S.R.	x	x

Source: Stanford Research Institute.

EEC Countries

Ethiopia exported no hides or skins to Belgium or Luxembourg in 1966, but had exported 883,000 goatskins and 43,000 sheepskins to them in 1964. In 1966, these countries imported 18,000 tons of hides (a small portion of these being dry and of the type Ethiopia exports) and 5,000 tons of dry sheepskins from all sources. They therefore are significant importers offering high potential markets.

West Germany is a high potential market for Ethiopian hides and skins. Ethiopia exported 30 tons of hides, 379,000 goatskins, and 681,000 sheepskins to West Germany in 1966, although in 1964 lesser quantities were shipped there. In 1966, West Germany imported a total of 2,000 tons of dry hides, 6,900 tons of goatskins, and 1,000 tons of dry sheepskins from world suppliers. Thus it appears that Ethiopia has so far provided a relatively substantial share of the West German wooled sheepskin market, but only a marginal share of its goatskin market, and a small share of its hide market.

Ethiopia exported 435 tons of hides, 280,000 goatskins, and 770,000 sheepskins to France in 1966, compared with 60 tons of hides, 526,000 goatskins, and 658,000 sheepskins in 1964. In 1966, France's total imports from world suppliers were 5,000 tons of dry hides, 4,600 tons of goatskins and 1,600 tons of dry sheepskins. Ethiopia's share of the French dry hide market was small, of the goatskin market was marginal, but of the sheepskin market excellent.

Ethiopia exported 5,800 tons of hides, well over 1 million goatskins, and a little over 1 million sheepskins to Italy in 1966, all quantities much greater than shipped in 1964. In 1966, Italy imported from all world suppliers 31,000 tons of dry hides, 11,800 tons of goatskins and 1,100 tons of dry sheepskins. Ethiopia's position in the Italian dry hide market is excellent, in the goatskin market good,

and in the dry sheepskin market, marginal. Italy has been and appears likely to remain among Ethiopia's highest markets for hides and skins.

Ethiopia exported 200 tons of hides, 299,000 goatskins, and 12,000 sheepskins to the Netherlands in 1966, compared with 3 tons of hides, 410,000 goatskins, and 28,000 sheepskins in 1964. In 1966 the Netherlands imported a total of 30,000 tons of dry hides and 5,500 tons of dry sheepskins from all world suppliers. Ethiopia's position in the Netherlands' dry-cured hide market appears to be marginal, in the goatskin market good, and in the dry sheepskin market, very poor.

Other European Countries

In 1966, Austria imported 8,000 tons of hides from all world's suppliers. Denmark, Finland, Ireland, and Norway imported about 5,000 tons each. These countries imported small quantities of sheepskins and goatskins, of which Ethiopia's only share was 21,000 sheepskins to Finland. These countries represent relatively small markets for Ethiopia's skins, but appear to be high potential markets for Ethiopia's dry-cured hides.

Ethiopia exported 20 tons of hides, 24,000 goatskins, and 15,000 sheepskins to Sweden in 1966, in comparison with only 8,000 sheepskins in 1964; in 1966, Sweden's imported 10,000 tons of hides (a small portion of which were dry), 1,500 tons of goatskins, and 300 tons of dry sheepskins. Ethiopia exported 20 tons of hides and 134,000 skins to Switzerland in 1966; in some years, Switzerland has imported a total of 6,000 tons of hides, a small portion of which were dry, and small quantities of goatskins and sheepskins. Thus, both Sweden and Switzerland appear to offer small but likely markets for Ethiopian hides and skins.

A much larger market is the United Kingdom, to which Ethiopia exported 1,300 tons of hides, 409,000 goatskins and 1,835,000 sheepskins

in 1966--all larger quantities than in 1964. In 1966, the United Kingdom imported a total of 8,000 tons of dry hides, 2,500 tons of goatskins, and 12,700 tons of dry sheepskins. Ethiopia's share of the U.K.'s dry hide and sheepskin markets was good in 1966, but its share of the goatskin market was poor.

Among the countries of southern Europe, Greece imported 10,000 tons of hides, Spain 8,000 tons, and Portugal 28,000 tons from world suppliers in 1966. A small portion of these imports are dried hides of the type Ethiopia exports. Of these total, Ethiopia exported 280 tons of hides to Greece, 350 tons of hides to Spain, and none to Portugal. Ethiopia also sent 50 tons of hides to Israel and 20 tons of hides to Turkey. That same year, Ethiopia exported 29,000 goatskins to Greece and 47,000 goatskins to Yugoslavia. These countries, like many in northern Europe, form a market region of high potential.

Centrally Planned Economies

Bulgaria and the U.S.S.R. are importers of Ethiopian hides. Bulgaria imported 207 tons of hides from Ethiopia in 1966. Ethiopia also exported 1,329,000 goatskins to the U.S.S.R. in 1966. Together with Czechoslovakia and Poland, Bulgaria and the U.S.S.R. are considered to be high potential markets.

VIII MEAT AND LIVE ANIMALS

Past and Present Markets

The value of Ethiopia's exports of live animals, fresh and frozen meat, and processed meats increased from an average of Eth$ 6.2 million in 1955/56 to Eth$ 10.1 million in 1965/66, or by an average of 5 percent annually. Ethiopia produced about 13,000 tons of frozen and processed meat in the year 1965-66. Most of the frozen meat and approximately 25 percent of the canned meat were exported.

The major importers of Ethiopian meats in 1964 and 1966 are summarized in Table 19 (full details are given in Appendix R for fresh and frozen meat, and in Appendix S for processed or canned meat). Taking 1964 and 1966 together, Italy imported by far the largest amount of Ethiopian meat, followed by Malta, and then by Cyprus. Middle Eastern countries have consistently imported substantial quantities of Ethiopian meat but some of them, particularly Saudi Arabia, import a significant number of live animals from Ethiopia.

Much of the processed meat that Ethiopia exports originates in the province of Eritrea. Some of the companies there serve specialty markets such as the kosher markets in Israel. Other companies export mainly to Europe. Most of the processed meat exported to Italy, Bulgaria, and Israel is the produce of slaughter houses and processing plants in the Asmara area that are owned by nationals of the importing countries. Some Ethiopian processed meat, particularly corned beef, has had an appeal to consumers because meat extracts are not removed. The market for processed meats in the Middle East is limited by religious restrictions of various kinds.

Table 19

ETHIOPIAN MEAT AND ANIMAL EXPORTS
BY COUNTRY OF DESTINATION, 1964 AND 1966

Region and Country	Fresh & Frozen (Metric Tons) 1964	1966	Processed (Metric Tons) 1964	1966	Live Animals (Number) 1964	1966
East Africa						
Afars and Issas	160	300	--	--	15,310	26,900
Middle East						
U.A.R.	1,080	~	--	--	400	--
Saudi Arabia	190	~	--	--	77,450*	49,200†
Lebanon	100	--	--	--	400	--
Aden	30	~	--	50	--	--
Kuwait	--	--	--		1,600	--
Sudan	20	~	--	--	80	--
Yemen	10	~	--	--	40	300
Jordan	--	--	--	--	480	--
Somalia	--	--	--	--	50	--
EEC						
Italy	530	1,600	1,250	1,020	--	700
Netherlands	350	350	--	--	--	--
S. Europe						
Gibraltar and Malta	1,440	620	800	--	--	--
Israel	160	240	510	550	--	--
Cyprus	210	--	--	--	--	--
Greece	--	40	--	50	--	--
Centrally Planned, Bulgaria	--	1,000	--	--	--	--
Total	4,280	4,150	2,560	1,670	95,810	77,100

~ = less than 5 tons
* Includes 40,730 chickens
† Includes 24,540 chickens

Source: Annual Import and Export Trade Statistics, Customs Office, IEG

For the export of frozen meat, several companies maintain cold storage facilities at Massawa, the bulk of their export going to Italy, and to several southern European countries. Some frozen meat has been exported to the Middle East, particularly to Saudi Arabia and Iran. However, Ethiopia has not successfully penetrated these markets, which are major importers of meat from Europe (particularly Denmark). The closure of the Suez Canal caused the European exports to be transshipped from Beirut to Aqaba but did not result in a price increase for the importers.

The market for live animals in Europe is small and dependent on quality; Italy is the only country importing Ethiopian animals. However there is a large demand for live animals in the neighboring Moslem countries, especially during the pilgrimage season.

Present Problems

A major complaint among the exporters of processed meat in Asmara is that, as with other products, processed meat is required to be shipped to Massawa by rail (frozen and chilled meat are exempt, owing to lack of refrigerated rail cars). This, they state, adds to the cost of transportation and requires extra handling.

Another complaint is that the slaughter houses are required to pay taxes of Eth$ 2.50 per head of cattle, regardless of the size, type, or condition of the animal. This tax is reported to impose a heavy burden on the meat canners, since their margins of operation are small. Of the Eth$ 2.50, Eth$ 1.75 is municipal tax and $ 0.75 goes to the Livestock and Meat Board.

The major problem that occurs in the export of frozen meat is the inability of Ethiopia to meet the sanitary and health regulations of many of the potential customers in world markets. This is a problem of major

proportion. (See the forthcoming SRI report on producing, processing, and marketing of livestock.)

The marketing of live animals also encounters problems, mainly centered on transportation. One is the lack of adequate transportation to ports in the Middle East, the most promising region for expanding exports of live animals. Saudi importers maintain that, if it were possible to make regular shipments to Jeddah, the export of animals to Saudi Arabia could increase by some 20 to 50 percent. The sheep from the Dire Dawa and Jimma areas are apparently ideal for meeting the Saudi Arabian preference for fat sheep, but current transportation facilities are inadequate and costly for shipping them. The export of live animals in large quantity requires special holding pens and feeding and watering facilities that are not available at Ethiopian ports and not usually available in vessels calling at these ports. The possibility of developing such facilities and solving other transportation inadequacies are worthy of study by the government in cooperation with meat exporters.

A ruling of the Livestock and Meat Board (under Proclamation #212 of 14 May 1964) against the export of female animals may also be discouraging the development of exporting. The regulation warrants review in the light of these possible adverse effects.

Potential Markets

Ethiopia's ability to expand meat exports is dependent not only upon the technical aspects of production, distribution, the condition of the animals, sanitation, and markets, but also--as with most other exports that are also consumed domestically--upon the ability to generate a large and regular surplus for export.

Table 20

PRESENT AND POTENTIAL MARKETS FOR ETHIOPIAN MEATS AND LIVE ANIMALS

Developing Countries	Ethiopia's Present Customers	High Potential: Canned Meat	High Potential: Fresh and Frozen	High Potential: Live Animals
Africa				
Algeria		x	x	x
Fr. Afars and Issas	x		x	x
Kenya				
Libya				
Madagascar				
Malami				
Morocco				
Mozambique		x		
Rhodesia				
Somalia	x			
Tanzania				
Tunisia				
Uganda				
West Africa		x	x	x
Zambia		x	x	
Middle East				
Aden	x	x	x	x
Afghanistan				
Iran				
Iraq				
Jordan	x	x		x
Kuwait	x			
Lebanon	x	x	x	x
Saudi Arabia	x		x	x
Sudan	x		x	
Syria		x		x
U.A.R.	x	x	x	x
Yemen	x		x	
Asia				
Burma				
Cambodia				
Ceylon				
Hong Kong		x	x	
India				
Indonesia				
Korea				
Laos				
Malaysia-Singapore		x	x	
Nepal				
Pakistan				
Philippines		x		
Thailand				
Taiwan				
Vietnam				

Developed Countries	Ethiopia's Present Customers	High Potential: Canned Meat	High Potential: Fresh and Frozen	High Potential: Live Animals
North America				
Canada		x		
Mexico				
U.S.A.		x		
E. E. C.				
Belgium-Luxembourg		x		
France		x		
Italy	x	x	x	x
Netherlands	x	x		
West Germany		x	x	
Other Europe				
Austria				
Cyprus	x	x	x	
Denmark				
Eire				
Finland				
Gibraltar-Malta	x	x		
Greece	x	x	x	x
Iceland				
Israel	x	x	x	
Norway		x		
Portugal			x	
Spain		x	x	x
Sweden		x		
Switzerland		x		
Turkey				
U.K.		x	x	
Yugoslavia				
Other Developed				
Australia				
Japan			x	
New Zealand				
South Africa				
Central Planned				
Albania				
Bulgaria	x		x	
Czechoslovakia		x	x	
East Germany		x	x	
Hungary		x	x	
Mainland China				
Poland		x	x	
Romania			x	
U.S.S.R.		x	x	

Source: Stanford Research Institute.

FAO projections of current production and consumption trends indicate that Ethiopia could become an importer of meat before 1975. However, if production can be kept ahead of domestic demand, Ethiopia will continue as a meat exporter. All possible efforts must be exerted in this direction.

Table 20 identifies the countries considered to be markets with high potential for Ethiopian livestock and livestock products.

Africa

Meat presently is sold only to the French Territory of Afars and Issas. Present import levels and trends indicate a high potential for exports to such other countries as Algeria, Mozambique, Zambia, Congo (K), and Ghana.

Middle East

Ethiopia's external trade in meat products is carried on with six countries in the Middle East--Aden, Lebanon, Saudi Arabia, Sudan, the United Arab Republic, and Yemen. Although the volume was very small, Ethiopia nevertheless provided a significant portion of meat for Middle Eastern countries in 1964, but by 1966 this trade had decreased greatly in spite of the fact that the Middle East began increasing its total imports of meat. Using current domestic production and consumption trends, the FAO indicates that increased quantities of meat may be needed annually from foreign sources in the immediate future. During the 1961-63 period, the Middle East imported 72,000 tons annually.

Ethiopia already provides Middle Eastern markets with substantial numbers of sheep as well as goats, cattle, and chickens. There is considerable opportunity for increasing the trade in live animals, especially with Saudi Arabia. Much of this trade is from Eritrea, although

there are excellent opportunities for increasing the export of live animals from southern Ethiopia as well. Sudan and Somalia are also major exporters to other Moslem countries; it is reported that many of the livestock exports from the latter country are actually from Ethiopia, being driven across the border where they are sold and shipped from Somali ports. There appears to be a potentially large market for Ethiopian poultry if deliveries could be arranged on a regular basis and the quality of the product could compete with European produce. One importer brings into Saudi Arabia over 100 tons per month from Denmark. Poultry prices in Saudi Arabia average between Eth$ 1.25 and Eth$ 1.50 per kilo.

Asia

Meat is not being traded between Ethiopia and Asian countries. Based on their present levels of imports from other countries, Ceylon, Hong Kong, and Malaysia-Singapore all appear to have high potential. FAO projects the annual meat deficit at 325,000 tons by 1975 for south Asia, whereas in the 1961-63 period there was a surplus. In southeast Asia, imports of meat averaged 94,000 tons annually during the 1961-63 period, and are expected to increase to 450,000 tons by 1975.

Europe

Ethiopia exports meat to five European countries--Italy, the Netherlands, Greece, Israel, and Malta. Trade with Italy, Israel, and Malta is the most significant. Based on the present total import levels and trends, there is a high potential demand for meat in West Germany, Italy, the United Kingdom, Greece, Israel, and Spain. The countries expected to show the highest import demand increases through 1975 are West Germany, Italy, Greece, and Spain.

Other Developed Countries

According to present trade patterns and trends, Japan represents the market with highest potential.

Centrally Planned Economies

Ethiopian meat is presently exported to Bulgaria. Other countries with high potentials for imports of Ethiopian meat are the U.S.S.R. and Czechoslovakia.

IX FRUITS AND VEGETABLES

Past and Present Markets

Ethiopia's total exports of fruits and vegetables have increased steadily for the last 20 years. For example, in 1955 their value was Eth$ 1.6 million, in 1962 it was Eth$ 4 million, and by 1966 it was Eth$ 7.7 million. Most of these exports are fruit, and most of the increase was accounted for by banana exports. Although the percentage increase in citrus fruit exports is large, the quantities remain small (Appendix T shows Ethiopia's exports, and world imports, of selected citrus fruits for 1964 and 1966). Few statistics on vegetables are available or complete enough to allow analysis. The discussion below, therefore, centers on fruits.

Table 21 shows the quantities and destinations of Ethiopia's fruit exports in 1964 and 1966. Ethiopia's principal importers are located in Europe and the Middle East, but the French Territory of Afars and Issas is also an important fresh fruit market. Most of the Middle East imports from Ethiopia were imports of bananas into Saudi Arabia. European imports were also largely bananas.

Table 22 shows the major exporters of oranges and tangerines in the Mediterranean and African areas by quarters for the year 1965. Total European imports of oranges and tangerines are also shown. This table illustrates the fact that Europe accounts for the bulk of these fruits exported by the Mediterranean and African areas.

Table 21

ETHIOPIAN FRESH FRUIT EXPORTS, 1964 AND 1966
(Metric Tons)

Region and Country	Oranges		Tangerines		Lemons		Bananas		Other		TOTAL	
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
East Africa												
Afar and Issas						1	74	6	1,110	724	1,184	731
Middle East												
Saudi Arabia			233	283	243	266	8,385	13,219	103	49	8,964	13,817
Kuwait	34	4	10				395	99			439	103
Jordan			44		96		286				426	
Iran			4				44		1		49	
Aden					1				18	1	19	1
Lebanon							17				17	
Sudan									7		7	
Yemen									1		1	
Europe												
Italy	139	63	227	146	247	387	2,951	1,989	17	50	3,581	2,635
Switzerland									5	9	5	9
West Germany										4		4
Total	173	67	518	429	587	654	12,152	15,313	1,262	837	14,692	17,300

Source: Statistical Abstract - 1966, Central Statistical Office, IEG.

Table 22

EXPORTS AND IMPORTS OF ORANGES AND TANGERINES, 1965
BY REGION AND SEASON
(Thousands of Metric Tons)

Exporters	Jan.-March	April-June	July-Sept.	Oct.-Dec.	Total
Europe					
Grceece	44.3	4.9	--	28.5	77.7
Italy	138.6	49.9	.4	35.9	224.8
Spain	512.5	161.3	1.3	480.4	1,155.5
Total	695.4	216.1	1.7	544.8	1,458.0
Asia					
Cyprus	36.2	18.9	--	8.5	63.6
Isarael	303.7	104.4	--	45.8	453.9
Total	339.9	123.3	--	54.3	517.5
Africa					
Algeria	110.0	125.0	--	65.0	300.0
Morocco	151.2	165.0	4,5	89.2	409.9
South Africa	.1	84.7	161.7	24.3	270.8
Tunisia	13.3	15.5	4.2	9.2	42.2
Total	274.6	390.2	170.4	187.7	1,022.9
Total Exports of Listed Countries	1,309.9	729.6	172.1	786.8	2,998.4
Importers					
Europe	1,177.4	636.7	256.3	723.0	2,793.4

Source: "Fruit Intelligence," Commonwealth Secretariat, Commodities Branch, Commonwealth Economic Committee, London, 1965-66 issues.

Ethiopia's long growing season offers special possibilities for the export of fresh citrus and other fruits and vegetables to the European markets during those seasons when imports from other sources are down and prices are high. In the Middle East, particularly in Saudi Arabia where the natural limitations on agriculture are combined with relatively high per capita incomes, there also exist substantial markets for fresh fruits and vegetables. Ethiopia is currently supplying only a small portion of these potential markets.

Present Problems

Fresh produce for the European winter market is being shipped from Ethiopia by air during the months from October to June. The supply is provided by the exporter's own farms and by contract producers to whom the exporter frequently provides seed and technical advice, and selects only the finest quality for air shipment. Ethiopia's present exports of fresh produce are limited by the amount of air cargo space that can be obtained at an economically feasible freight note. Shipping by air freight demands careful integration of the various factors of production and marketing, and there has been increased demand for air freight space since closure of the Suez Canal. An alternative to air freight for Ethiopian exporters has been to ship by way of Aqaba and Beirut to Europe. However, shipping space between Ethiopian and other Red Sea ports is uncertain, making it difficult to comply with delivery schedules. Thus, transportation is a major problem in the export of fruits and vegetables, as with other Ethiopian products.

Potential Markets

Table 23 shows the 1965 banana imports and the projected 1975 demand of the major banana importing countries of the world; the latter figures indicate markets with high potential for Ethiopian bananas. Table 24

Table 23

MAJOR IMPORTERS OF BANANAS, 1965 and 1975 ESTIMATES BY REGION*
(Thousands of Metric Tons)

Countries & Regions	Total Imports in 1965	Estimated Import Demand: High Assumption, 1975†
North Africa & Middle East	65	133
European Economic Community		
Belgium & Luxembourg	75	102
France	430	597
Germany	580	771
Italy	275	417
Netherlands	81	111
United Kingdom	400	527
Scandinavia		
Denmark	35	50
Finland	16	25
Norway	30	42
Sweden	60‡	62
Austria	44	59
Switzerland	55	75
Rest of Western Europe	291	418
North America	2,010‡	2,468
South America	236	328
Japan	370	844
Rest of World	60§	85
World Total	5,113	7,114

* Excludes U.S.S.R., Eastern Europe, and a number of minor importing countries for which data were not available.

† Estimates based on semi-logarithmic relationships.

‡ Converted on stem basis.

§ Mainly New Zealand and Hong Kong.

Source: Agricultural Commodities--Projections for 1975 and 1985, Vol. 1, FOA, Rome, 1967.

Table 24

PRESENT AND POTENTIAL MARKETS FOR ETHIOPIAN CITRUS FRUIT

Developing Countries	Ethiopia's Present Customers	High Potential Customers
Africa		
Algeria		
Fr. Afars and Issas	x	
Kenya		
Libya		
Madagascar		
Malami		
Morocco		
Mozambique		
Rhodesia		
Somalia		
Tanzania		
Tunisia		
Uganda		
Zambia		
Middle East		
Aden	x	
Afghanistan		
Iran	x	x
Iraq		
Jordan	x	x
Kuwait	x	
Lebanon		
Saudi Arabia	x	x
Sudan	x	
Syria		x
U.A.R.		x
Yemen	x	
Asia		
Burma		
Cambodia		
Ceylon		
Hong Kong		
India		
Indonesia		
Korea		
Laos		
Malaysia-Singapore		
Nepal		
Pakistan		
Philippines		
Thailand		
Taiwan		
Vietnam		

Developed Countries	Ethiopia's Present Customers	High Potential Customers
North America		
Canada		
Mexico		
U.S.A.		
E. E. C.		
Belgium-Luxembourg		x
France		x
Italy	x	x
Netherlands		x
West Germany	x	x
Other Europe		
Austria		x
Cyprus		
Denmark		x
Eire		
Finland		x
Gibraltar-Malta		
Greece		
Iceland		
Israel		
Norway		x
Portugal		
Spain		
Sweden		x
Switzerland	x	x
Turkey		
U.K.		x
Yugoslavia		
Other Developed		
Australia		
Japan		
New Zealand		
South Africa		
Central Planned		
Albania		
Bulgaria		
Czechoslovakia		x
East Germany		x
Hungary		x
Mainland China		
Poland		x
Romania		
U.S.S.R.		x

Source: Stanford Research Institute.

indicates the countries that have imported and show a high potential for future imports of Ethiopian citrus fruits. These potential markets for (1) bananas and (2) citrus fruits are described briefly by region below.

Africa

FAO projections indicate that North Africa is a region where demand for bananas is expected to increase; it is therefore considered a potentially high market for Ethiopian bananas. Ethiopia has not exported citrus fruit to countries in Africa, except to the French Territory of the Afars and Issas, and is unlikely to find high potential markets there in the future.

Middle East

This region also is expected to show increasing demand for bananas. As far as citrus fruits are concerned, Saudi Arabia has been the only substantial Middle Eastern importer of Ethiopian produce in recent years, although both Kuwait and Jordan previously imported small quantities. Figures on present imports from all sources, and FAO projections, indicate that Iran, Jordan, Syria, the United Arab Republic and Saudi Arabia could all be potentially large importers of Ethiopian citrus fruits.

Asia, North America

Neither Asia nor North America are considered to offer potential markets for Ethiopian exports of fresh fruits and vegetables.

Europe

FAO projections of banana consumption, based on present trends and projected changes in the income elasticity of demand, indicate that the countries of the EEC and northern Europe will be importing increased

quantities of bananas by 1975. The FAO also projects a possible increase in citrus fruit imports by these countries from the 1961/63 average of 2,878,000 tons to 3,989,000 tons in 1975. Thus, these countries offer high potential markets for Ethiopian fresh fruits, but they also are likely to display even stronger competition in the future from other fresh fruit exporters and from frozen and processed fruits. The re-opening of the Suez Canal will be a major factor in Ethiopia's ability to compete in Europe with these products.

Centrally Planned Economies

The Eastern Bloc countries, like others in Europe, are expected to show some increase in demand for bananas by 1975. For citrus fruits, the U.S.S.R., Czechoslovakia, East Germany, Hungary, and Poland are already major importers, but they do not import from Ethiopia. FAO projects substantial increases in import demand for this region. If the transportation problems could be solved, they would offer a market for Ethiopian exports.

X OTHER PRODUCTS

In addition to the major agricultural commodities discussed in the preceding sections, Ethiopia has an export trade in several other commodities. This trade is at present not large enough to justify full analysis but it was sometimes commented on by importers of other Ethiopian products. Their comments are briefly summarized below.

A small but significant trade in ghee (clarified butter) exists between Eritrea and Saudi Arabia. The experience of Saudi Arabian importers has been varied. In some instances it has been difficult to acquire stocks during certain times of the year; there have been wide fluctuations in price; and some Ethiopian ghee appears to have been packed in used and rusty tins, resulting in contamination.

Some bottled and pasteurized milk is exported to Saudi Arabia from Eritrea. It is carefully controlled in its quality and enjoys an excellent reputation in Jeddah. There are opportunities for an increase in this trade, based on high quality and reputable practice.

Reference was made by one importer of bottled mineral water from Ethiopia who pointed out that the bottles and labels were unattractive, and the market was now dominated by imported waters from other countries. It should not be difficult to determine, from study of the packaging and marketing of competing products, what changes could be made in bottling of Ethiopian mineral water to regain a portion of this market.

Several persons interviewed in the Middle Eastern countries made inquiries concerning the availability of various products in Ethiopia. In all cases, importers showed great interest in the trade possibilities with Ethiopia. Among the products discussed were cardamon, ginger,

onions, chili, tomato sauce, and tomato paste, all of which are frequently used in the local cuisine. However, the development of export trade in such products, as in major agricultural products, will first require solution of the several basic exporting problems described in the next section of this report.

XI GENERAL EXPORTING PROBLEMS

This section of the report is devoted to outlining the difficulties that exist in the export of a number of Ethiopian agricultural commodities. In many cases these problems are of such a nature that it appears that ways and means could be formulated by the IEG and the exporters themselves to solve them.

The discussion is largely based on the results of interviews with importers and exporters in Ethiopia, with European importers (in London, Rotterdam, Hamburg, Copenhagen, and Geneva), and with Middle Eastern importers (in Jeddah, Beirut, Tehran, and Kuwait). The possible subjectivity of their responses should be borne in mind but should not be assumed to invalidate the results. The frequency and consistency of their opinions exposed the fact that there are certain important difficulties requiring early remedial action if Ethiopia is to improve and expand its exports. These are described below.

Quality and Standardization

The greatest number of comments from all sources concerned the lack of cleanliness--that is, the high degree of impurities--in bagged products, and the failure on the part of some Ethiopian exporters to live up to contractual specifications of quality. In cases where importers subsequently won a settlement under arbitration, they often found difficulty in obtaining the awards. The lack of an effectively enforced arbitration system in Ethiopia, particularly on matters of quality, was frequently cited as a hazard of doing business with some Ethiopian exporters.

Although the exporters place much of the blame for impurities upon farmers and local traders for deliberately adding dirt and stones to increase the weight, the exporters themselves are entirely responsible for the presence of impurities when the products are shipped. For example, they are required under existing regulations to clean all export shipments of grains, pulses, and oilseeds which must be accompanied by a certificate issued by the Ministry of Commerce and Industry on behalf of the Ethiopian Grain Board showing the maximum percent of impurities. It is the discrepancy between the certified and actual percent of impurities that is mostly the subject of complaint by importers.

Sellers of oilcake have been known to wet the bags before sale, to increase the weight. This practice is not only fraudulent but adds to the risk of fire by spontaneous combustion when the cake is shipped.

The practice of mixing deteriorated grains or held-over crops with new yields, as has been reported in several instances, may not only damage Ethiopia's foreign trade reputation but also tends to depress the price offered for the new crop. The holding over of a portion of a crop for sale in future years is generally practicable only when the costs of storage facilities are low and good fumigation and drying practices are in effect. They usually are not, in Ethiopia.

Although minimum standards have already been officially defined for most commodities, efforts to obtain conformity are particularly weak. Enforcement of existing regulations must be vigorously pursued so as to eliminate dishonest and faulty practices and to win for Ethiopia a reputation as a reliable exporter. Violations of basic regulations should be punishable in the first instance by levy of substantial fines, and in later violations by cancellation of export licenses. It is obviously necessary for inspectors to be able to examine cargos and to make suitable tests at frequent intervals. Importers in other countries should

be made aware that there is a mechanism for prompt and fair consideration of their complaints.

The contracts that are currently used in world trade should be examined for their applicability and fairness to Ethiopian exporters. This examination could be done in cooperation with the exporters who should, in any case, be consulted before major regulatory steps are taken. If necessary, consultations should also be held with producers and other groups. The exporters themselves should be encouraged to form a group for advising on the standardization and regulation policies for each commodity. From this group, members could be selected for participation in government marketing or export boards or agencies. This would encourage the government board or agency to be more responsive to the legitimate needs of the exporters, and would also open a channel of direct contact between the two groups.

The possible need for additional legislation and regulations to control exports better should be studied, particularly the need for commodity grades and for compulsory fumigation. The establishment of effective regulatory services at an early date will avoid the very real danger of Ethiopia losing a substantial portion of its export trade through the carelessness and dishonesty of a small minority of its exporters.

In the past, Ethiopian producers and trade circles have, perhaps, been indifferent to the reputation of Ethiopian products and individual business practices throughout the world. The world's coffee markets, however, are becoming increasingly patterned in their business practices. As other world markets become more and more sophisticated, and competition increases, it is essential that uniform, consistent, and increasingly high standards are used for Ethiopian exports in specific world markets to assure their continued acceptability and preference by the buyers.

Packaging and Bagging

Inadequate packaging for shipment was another problem frequently mentioned. While this results in greater loss to the exporter, the importer also suffers to the extent that he is consequently unable to meet commitments to his clients. If he also must enter arbitration and wait for its award, his profits are reduced and he may thereafter negotiate with Ethiopian exporters on more stringent terms.

Exporters also complain about the high cost of new bags and the fact that there is a duty levied on the import of bags and bagging materials even though they may be used for export. The tariff on both new and used gunny bags of flax, hemp or jute is Eth$ 50 per 100 kilograms. It is suggested that this tariff be reviewed to determine its impact on the cost of exports, and that adjustments be considered. Bags for the packing of salt and sugar produced within the Empire and exported abroad are imported duty free.

There are three bag manufacturing companies in Ethiopia, one in Asmara and two in Addis Ababa. One of the plants has recently been extensively modernized with a consequent increase in capacity, and another is also expanding. It was estimated that, by the end of 1968, total output from all three factories would be about 12,000 tons of bags per year. The present consumption of Ethiopia is about 7,000 tons. The manufacturers are seeking ways to limit the issuance of further bag manufacturing licenses, and to increase consumption. The possibility that bulk handling facilities may be developed (see SRI's report on improving Ethiopia's ports) is another good reason for discouraging further expansion of the bag making industry.

The bags produced in Ethiopia, whether made of local fibers such as Dum or Musa Ensete, or sisal, or of imported fibers such as jute, have been found to be of adequate quality for export when new. However,

INTENTIONALLY

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Duties and Taxes on Exports

Export duties on certain products, such as sheepskins and goatskins, and the 2 percent transaction tax on all exports add to the cost of Ethiopian exports. It is believed desirable to consider whether these taxes and duties could be shifted or removed from agricultural exports, with the possible exception of coffee exported to International Coffee Agreement countries where special marketing and price circumstances exist.

The National Bank and Exchange Transactions

It is suggested that the role of the National Bank of Ethiopia in handling export trade transactions should be studied to determine whether its methods of protecting Ethiopia's foreign exchange are unnecessarily discouraging foreign trade. Criticism of the Bank's methods has been levied by both Ethiopian exporters and foreign importers, on two counts.

One contention is that the Bank sometimes refuses to allow an export transaction if the price shown on supporting documentation appears to be significantly below the world price. This may be done if the Bank feels that there is a possibility of a secret price having been arranged that would allow exporters to keep some of their funds abroad in foreign currency. For such cases, it is believed that some other mechanism might be found as effective in protecting the Ethiopian foreign exchange position and at the same time not discouraging export transactions. There are many reasons why the price on a particular transaction might vary significantly from the current world price, including differences in quality, delivery times or conditions, or quantities available. Price fluctuations in some commodities are so rapid

that, unless the Bank had a large group exclusively devoted to monitoring world prices on a day-to-day basis, this method of assuring honesty in export pricing might easily hamper foreign trade transactions.

The second contention is that, when European importers have been awarded claims against Ethiopian exporters as a result of contract arbitration, the exporters have sometimes not been able to pay because they have been refused the necessary foreign exchange by the Bank. If this condition exists, it deserves close study since Ethiopia's reputation for financial probity and soundness would be affected. In such cases of award, the foreign importer should be assisted as much as possible by the National Bank as an agency of the IEG in order to demonstrate the desire of the government to deal fairly with foreign and local businessmen.

Credit for Commercial Transactions

At the present time, trade of all kinds, including foreign trade, appears to be limited in Ethiopia by the difficulty of obtaining sufficient credit. Traders now work on very slim margins and with limited capital; trading opportunities frequently may be lost because of the alleged shortage of working capital. While the lack of credit is serious for many sectors of the economy, special attention should be given to the problems of supplying credit to exporters if foreign exchange earnings are to grow.

Crop Information and Statistics

Another general comment that deserves consideration pertains to the lack of information in Ethiopia on estimated annual production of crops. No reliable statistics are available that would enable merchants,

as well as exporters, to obtain a realistic estimate of the size of the crop. This lack makes it difficult to establish fair prices and to finance exports.

Land and Sea Transportation

Another major complaint by a significant number of the exporters interviewed was the cost of transportation within Ethiopia. Although railway rates are not excessive, the exporters showed particular concern over the requirement that all exports through Massawa be shipped to the port by the railroad unless special permission to ship by truck (as in the case of frozen meat) is granted. Consideration should be given to all possible ways of reducing transport costs so that Ethiopia's exports can be kept competitively priced in the world market.

Numerous problems were reported in shipping by sea. The port of Djibouti has a reputation among the foreign trading community for delays and pilferage. Similar although less serious problems at Assab have been reported. In addition, the lack of regularity in calls by ships at Ethiopian ports creates great difficulty in serving markets such as Kuwait that are extremely critical of irregularity of delivery.

Shipping service frequency has diminished substantially since the Suez Canal was closed. Before closure, the many ships going to the Orient, Australia, and South Africa, from the Mediterranean, Northern Europe, and the Americas, provided a very frequent service (even for small cargo lots) not available elsewhere in the world. The number of ships now calling at Ethiopia, whose destinations are outside the Red Sea area, has been cut to about one-fifth of the number calling before the Suez closed, and each ship must handle much more cargo per call, and also call at more ports in the Red Sea and Gulf of Aden, to make economic the long diversion into the Red Sea. Within the Red Sea, coasters and

dhows operate on irregular schedules and contract voyages. Hostilities in the Middle East have reduced the willingness of these small ships to venture into some areas and have increased costs of operations. The problem is not lack of sea transport, but lack of attractivenss of the cargo sizes and rates for the ship owners to provide the desired service. The number of idle ships of the size appropriate for runs to nearby ports (1,000 to 5,000 deadweight tons) is now larger than ever before. The purchase prices of used general cargo ships are now relatively low, because containerized shipping is reducing the demand for conventional ships.

If infrequency and uncertainty of shipping continue to be problems, it is recommended that the IEG consider ways of encouraging the Ethiopian shipping industry to develop services to those ports in the Middle East and other nearby regions that import a substantial quantity of Ethiopia's products.

Export Promotion

The limited number of commercial attachés or officers assigned abroad and the lack of an effective export promotion organization are serious weaknesses in Ethiopia's foreign trade drive. Trade officials, if well trained, can be of great assistance in promoting trade and in serving as a point of contact for foreign importers of Ethiopian goods. A former Ethiopian Airlines' representative in Beirut has estimated that he handled at least five inquiries a week concerning trade with Ethiopia, which would normally fall within the sphere of a commercial officer. It is recommended that the government consider assigning commercial attachés to major Ethiopian embassies, or commercial officers to cities in those countries where Ethiopia already or may in the future conduct substantial trade.

Countries with which Ethiopia has an unfavorable balance of trade (some of which are in the Middle East) should be the subject of particular attention. For example, Iran supplies almost all of Ethiopia's oil requirements, yet imports almost no Ethiopian agricultural commodities. Special product promotion programs, possibly backed by bilateral and multilateral trade agreements, could help to ameliorate or eliminate these trade imbalances.

In addition to assigning official personnel and offices in support of exporting, the establishment of an Export Promotion Council should be considered. Such a Council would be generally concerned in export of all Ethiopian commodities. However, for the most part, it would conduct market research and sales promotion for specific commodities or industries. These services might include trade missions; pilot marketing programs to develop new uses and outlets for products; preparation of information for exporters on export opportunities and the related quality, variety, grades and standards, packaging, sales promotion, and transportation requirements of such opportunities; provision of information to potential foreign importers about Ethiopian products; and, in cooperation with IEG officers, appeals to foreign governments over unfair and detrimental import regulations and practices.

Such a Council would not engage directly in trade itself and would have no legal powers over exporting. It would fulfill a promotion and advisory role only. Once established, the Council could be self-supporting from funds provided by the industry groups that it specifically represents. The IEG could support nontraditional exporting industries by providing funds for the Council to use in promoting their products. Each contributing industry group could have representatives on the Board of Directors of the Council. The possibility of coordinating the present relevant activities of the Chamber of Commerce with those proposed for the Council should be explored.

STATISTICAL APPENDIXES

NOTE

In most cases, the following tables represent the amalgamation of two or more sources of information that have been published by the Imperial Ethiopian Government or by semi-official bodies. Precise correspondence between sources is frequently not possible. Thus, an occasional discrepancy between detailed figures and totals or between individual tables may occur. Wherever possible, such discrepancies have been resolved through reference to other sources or government agencies.

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Appendix A

VALUE OF ETHIOPIAN EXPORTS BY COMMODITY, 1955-66*
(Thousands of Ethiopian Dollars)

Commodity	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Coffee	90,202	80,099	123,029	97,401†	97,397†	104,899†	93,874	107,198	110,935	158,932	188,347	156,044
Cattle Hides	4,086	3,614	2,785	3,460	8,782	7,653	8,312	7,168	6,753	4,090	4,351	9,444
Sheep Skins	4,416	4,952	4,907	4,157	6,564	6,668	11,001	11,105	9,968	11,515	11,107	13,382
Goat Skins	7,394	7,183	7,258	7,421	8,870	4,096	4,866	5,408	5,216	5,926	7,334	12,446
Other Skins	101	143	276	404	603	921	955	1,083	1,517	414	736	375
Leather and Leather Manufacture	41	66	28	9	12	14	50	--	21	3	--	1
Cereals and Pulses	9,654	8,094	10,528	6,917	15,559	22,483	18,027	16,849	16,389	13,982	15,117	21,264
Flour	29	--	177	7	--	230	758	258	421	375	135	222
Oilseed Cakes	1,014	848	762	1,053	1,783	1,583	2,323	4,107	3,521	3,517	3,401	4,833
Oilseeds	18,213	17,754	17,921	11,637	10,417	16,477	15,051	19,581	28,280	26,613	24,930	21,778
Vegetable Oils	10	13	15	29	23	90	62	52	37	7	17	11
Chat	6,557	6,995	4,446	5,082	7,619	7,063	10,844	10,444	12,541	5,052	1,839	2,170
Beeswax	723	1,074	1,335	1,015	1,170	1,543	1,208	1,104	1,296	1,088	1,415	1,337
Civet	426	553	467	507	552	529	603	475	536	743	766	848
Honey	5	5	3	2	2	9	6	3	9	13	47	18
Sugar	--	--	--	--	--	--	--	--	3,889	4,497	87	4
Animals and Chickens (live)	3,818	2,215	430	126	179	303	456	408	1,119	2,349	3,139	2,255
Clarified Butter	280	552	512	485	827	429	442	100	466	393	444	440
Raw Cotton	1,278	1,058	1,128	399	43	86	17	--	--	--	--	2
Eggs, Fresh, Liquid or Dry	833	853	803	913	858	684	645	493	841	743	645	1,078
Spices, Chillies, Peppers	31	56	271	204	273	885	1,600	354	1,187	2,057	817	545
Fruits and Vegetables	1,588	2,057	2,693	2,842	3,616	3,188	4,070	4,413	6,424	6,479	5,392	7,674
Cement	118	133	491	364	130	--	--	--	--	3	33	1
Metal Scrap	396	259	319	326	294	73	96	--	649	234	260	293
Button Blanks, Pearl Button and Sea Shells	1,169	642	694	245	100	204	62	163	305	399	90	87
Fish and Fish Meal	821	1,045	1,016	927	1,212	554	897	549	671	819	990	1,048
Meat, Canned and Frozen	3,393	2,924	2,187	2,219	3,399	4,740	3,213	1,489	2,503	5,846	7,405	7,329
Beer	103	61	88	51	69	55	16	41	7	--	--	--
Salt	--	80	429	426	606	310	614	1,195	1,301	747	670	1,211
Other Products	2,384	3,226	3,054	4,149	4,807	3,655	3,430	2,157	2,652	2,317	3,531	2,663
Re-exports	3,142	4,070	3,927	3,979	3,421	3,326	5,125	3,353	3,961	3,377	6,788	8,418
Total	162,225	150,624	191,979	156,756	179,187	192,750	188,623	199,550	223,410	262,530	289,833	277,521

* For the years prior to 1962, the figures refer to 12-month periods ending December 9. From 1962 onward, the figures refer to 12-month periods ending January 10th of following year.
† Amended to reflect revised returns.

Source: Trade Returns of the Customs Administration, IEG.

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Appendix B

VALUE OF ETHIOPIAN IMPORTS BY COMMODITY GROUPS, 1953-66
(Thousands of Ethiopian Dollars)

Commodity Group	1953	1954	1955	1956	1957	1958	1959
Food, drink, tobacco	15,895	14,578	12,620	13,620	11,556	16,234	21,709
Crude materials and mineral fuels	17,610	20,059	23,261	21,210	26,682	24,234	27,306
Manufactures	104,734	125,439	132,104	122,225	140,163	153,134	159,847
Other, not classified	179	15	--	--	--	--	--
Total value of imports	138,418	160,091	167,985	157,055	178,401	193,602	208,862
Major Subgroups (included in above total)							
Textile goods (including raw cotton)	56,516	59,397	53,000	52,552	59,841	59,859	48,533
Metal and engineering products	28,005	42,857	52,189	43,176	49,705	63,860	74,671
Rubber and petroleum products	17,361	20,035	21,035	20,663	25,902	25,842	28,872

Commodity Group	1960	1961	1962	1963	1964	1965	1966
Food, drink, tobacco	22,278	14,443	16,912	14,829	18,411	25,491	36,975
Crude materials and mineral fuels	33,002	31,285	29,920	26,617	40,946	42,025	47,783
Manufactures	163,984	189,503	210,170	234,811	245,280	305,388	315,221
Other, not classified	--	399	--	400	2,996	2,767	4,339
Total value of imports	219,264	235,630	257,002	276,657	307,633	375,671	404,318
Major Subgroups (included in above total)							
Textile goods (including raw cotton)	60,173	64,865	62,927	55,105	n.a.	n.a.	n.a.
Metal and engineering products	69,284	74,621	97,316	107,501	n.a.	n.a.	n.a.
Rubber and petroleum products	30,375	32,571	31,176	27,090	n.a.	n.a.	n.a.

n.a. = not available.

Source: Statistical Abstracts - 1964 and 1966, Central Statistical Office, IEG (data for 1964-66 were compiled by the author from the reorganized Statistical Abstract - 1966).

Appendix C

ETHIOPIA'S EXTERNAL TRADE, 1945-66
(Millions of Ethiopian Dollars)

Year	Exports & Re-Exports	Imports	Visible Balance of Trade
1945	63	67	-4
1946	76	95	-19
1947	99	121	-22
1948	97	124	-27
1949	94	119	-25
1950	91	106	-15
1951	152	147	5
1952	131	162	-31
1953	169	138	31
1954	160	160	--
1955	162	168	-6
1956	151	157	-6
1957	192	178	14
1958	157	194	-37
1959	179	209	-30
1960	193	219	-26
1961	189	236	-47
1962	200	257	-57
1963	223	277	-54
1964	263	308	-45
1965	290	376	-86
1966	278	404	-126

Source: Annual Import and Export Trade Statistics, Customs Head Office, IEG.

Statistical Abstracts - 1963, Central Statistical Office, IEG.

Trade Returns of the Customs Administration, IEG.

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Appendix D

ADDIS ABABA WHOLESALE PRICE INDEXES OF MAJOR EXPORTED AND IMPORTED COMMODITIES
(1964 = 100)

Export Commodity	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Coffee	101.4	126.8	111.9	97.2	76.0	80.4	81.2	74.2	74.8	100.0	97.5	95.6
Oilseeds	93.3	98.9	93.1	100.8	94.8	99.4	93.1	90.0	87.7	100.0	111.4	92.3
Hides	105.0	94.6	100.8	105.0	141.5	140.5	119.1	116.1	115.9	100.0	80.5	133.6
Sheepskins	79.0	79.7	78.9	68.0	79.1	83.8	107.0	102.3	92.1	100.0	100.3	109.0
Goatskins	134.4	117.3	107.2	135.9	151.0	116.7	76.6	92.8	105.2	100.0	119.4	187.6
Hides & Skins	103.8	95.3	93.4	100.8	121.6	190.1	98.7	101.9	102.1	100.0	101.9	135.7
Cereals	87.9	103.5	99.3	113.1	94.3	78.3	80.0	96.6	92.0	100.0	117.1	119.6
Pulses	55.5	71.4	74.5	120.5	121.1	111.6	81.7	80.1	90.0	100.0	120.8	99.4
Beeswax	125.1	133.6	125.8	112.0	102.0	95.3	98.9	98.9	99.3	100.0	98.2	107.3
Civet	81.6	79.4	92.4	101.6	93.6	98.0	112.4	101.5	98.5	100.0	102.1	107.0
Oilseed Cakes	--	--	--	--	--	--	--	--	--	100.0	99.9	94.7
Meat, Fresh Frozen, Canned	--	--	--	--	--	--	--	--	--	100.0	100.0	99.4
Sugar	--	--	--	--	--	--	--	--	--	100.0	99.3	99.3
Salt	--	--	--	--	--	--	--	--	--	100.0	99.1	93.4
Chillies or Peppers	--	--	--	--	--	--	--	--	--	100.0	112.8	186.7
Incense	--	--	--	--	--	--	--	--	--	100.0	96.0	107.0
General Index (Exports)	99.3	118.0	106.3	99.1	85.1	86.9	84.7	79.9	80.5	100.0	101.0	101.1

Appendix D (Concluded)

Import Commodity	1955	1956	1957	1958	1959	1960	1961	1962	1963	1964	1965	1966
Food, Drinks, Tobacco	85.2	89.2	94.0	90.4	87.2	100.0	96.0	94.9	97.3	100.0	101.5	101.7
Textiles (inc. raw cotton)	92.4	89.0	92.0	93.6	95.3	96.1	94.6	96.9	100.1	100.0	99.1	104.6
Petroleum Products	108.2	108.3	110.8	112.0	112.0	109.5	100.0	100.0	100.0	100.0	99.6	99.6
Tires & Tubes	96.4	101.8	107.6	110.3	107.0	106.4	107.7	107.0	101.1	100.0	101.2	96.9
Pharmaceutical	153.6	147.0	145.2	137.7	133.1	117.1	112.5	106.8	104.1	100.0	102.2	103.4
Soap	89.3	89.6	88.4	98.6	88.3	105.2	89.4	100.4	100.5	100.0	102.4	108.9
Building Materials	110.6	111.5	112.7	108.2	97.5	100.9	99.7	106.5	106.1	100.0	102.1	101.3
Paper	105.0	118.0	128.4	121.5	117.6	116.2	115.1	108.1	101.6	100.1	105.2	113.2
Footwear	--	--	--	--	--	--	--	--	--	100.0	109.1	163.5
Transport Equipment	--	--	--	--	--	--	--	--	--	100.0	102.8	105.7
Paints	--	--	--	--	--	--	--	--	--	100.0	98.8	95.7
Dyeing	--	--	--	--	--	--	--	--	--	100.0	98.6	98.0
Insecticides & Disinfectants	--	--	--	--	--	--	--	--	--	100.0	98.5	95.2
Domestic Electric Equipment	--	--	--	--	--	--	--	--	--	100.0	111.2	115.8
General Index (Imports)	99.4	98.7	102.0	101.7	100.5	102.0	97.9	99.4	100.3	100.0	101.0	104.8

Appendix E

ETHIOPIA'S EXTERNAL TRADE BY COUNTRY OF ORIGIN OR DESTINATION, 1960-66
(Thousands of Ethiopian Dollars)

Country	Import or Export	1960	1961	1962	1963	1964	1965	1966
East Asia and North Africa								
Cyprus	Imports (from Cyprus)	89	110	157	161	196	135	197
	Exports (to Cyprus)	106	246	13	257	313	151	53
Iran	Imports	1,406	5,836	9,058	7,401	14,066	14,232	15,289
	Exports	269	61	410	249	553	38	70
Iraq	Imports	214	279	713	413	155	261	460
	Exports	100	371	486	515	430	325	244
Israel	Imports	2,486	2,378	3,618	3,169	3,262	3,645	5,502
	Exports	3,980	3,826	2,697	2,706	2,900	2,817	3,510
Jordan	Imports	--	--	4	36	--	--	--
	Exports	160	282	407	1,005	496	518	581
Lebanon	Imports	326	255	423	638	769	1,340	1,639
	Exports	3,816	3,321	2,065	1,553	1,341	1,511	1,823
Syria	Imports	28	42	16	22	46	475	317
	Exports	311	318	908	430	170	373	332
Turkey	Imports	39	22	108	50	2	18	7
	Exports	92	13	88	19	14	18	22
Algeria	Imports	4	8	2	2	6	3	7
	Exports	100	--	--	--	8	20	51
Libya	Imports	1	7	--	7	27	2	57
	Exports	13	10	27	91	158	209	713
Morocco	Imports	81	14	37	35	87	117	141
	Exports	64	35	6	3	--	--	--
Sudan	Imports	2,422	3,209	1,627	1,104	1,595	2,540	622
	Exports	722	2,094	2,274	4,471	1,968	1,937	2,760
Tunisia	Imports	3	--	--	--	--	--	2
	Exports	--	2	12	205	61	24	--
United Arab Republic	Imports	578	417	1,803	232	123	129	138
	Exports	3,287	1,117	778	1,261	1,646	723	959
Aden	Imports	968	2,048	2,441	665	607	2,169	2,519
	Exports	15,496	9,322	12,365	13,370	12,438	7,301	6,300
Saudi Arabia	Imports	17,488	12,144	5,665	6,041	4,354	3,320	3,020
	Exports	10,139	9,506	8,498	11,338	11,018	13,660	13,646
Yemen	Imports	60	137	111	25	61	29	60
	Exports	41	106	91	162	172	131	141

Appendix E (Continued)

Country	Import or Export	1960	1961	1962	1963	1964	1965	1966
Kuwait	Imports	--	--	31	--	--	--	--
	Exports	82	91	191	285	321	155	116
Europe								
Netherlands	Imports	5,587	11,498	8,607	7,984	10,486	10,267	38,127
	Exports	4,936	4,977	7,636	6,367	7,925	7,448	6,759
Belgium-Luxembourg	Imports	3,120	3,971	3,390	3,762	5,172	5,088	6,410
	Exports	489	431	846	1,629	1,078	1,381	738
France	Imports	4,799	5,137	5,482	7,956	11,111	18,218	13,902
	Exports	4,586	5,768	7,035	5,132	6,459	7,900	8,776
West Germany	Imports	20,421	22,930	23,452	30,320	38,218	29,677	44,485
	Exports	3,490	4,611	5,993	8,150	9,555	12,632	14,430
Italy	Imports	34,603	35,627	40,053	44,415	55,449	67,454	77,619
	Exports	17,178	20,499	19,849	19,742	18,593	18,647	25,322
United Kingdom	Imports	19,030	21,884	18,176	25,037	26,462	34,306	36,693
	Exports	12,153	10,790	10,215	9,772	10,625	10,442	12,462
Portugal	Imports	222	289	243	--	--	2	--
	Exports	4	--	--	--	--	--	--
Austria	Imports	2,043	3,474	4,589	3,897	2,933	6,684	4,806
	Exports	22	30	8	417	--	4	1
Denmark	Imports	731	1,289	1,497	1,988	2,436	3,771	3,261
	Exports	33	29	41	22	23	203	1,053
Switzerland	Imports	1,208	3,559	2,185	3,508	3,985	3,539	3,993
	Exports	1,183	1,618	1,841	967	1,164	437	1,240
Sweden	Imports	2,408	1,885	1,278	2,293	4,705	6,311	3,735
	Exports	2,388	1,286	1,470	1,510	1,358	2,324	1,187
Norway	Imports	915	676	873	1,145	1,449	1,105	1,166
	Exports	2,638	1,299	2,326	2,641	1,722	2,244	2,823
Finland	Imports	90	95	121	223	371	228	156
	Exports	--	33	179	71	92	194	375
Greece	Imports	299	365	326	778	967	997	1,171
	Exports	2,213	2,202	3,947	5,088	3,528	3,618	2,909
Eire	Imports	--	--	51	--	--	11	7
	Exports	--	--	1	--	--	--	--
Spain	Imports	42	125	184	98	335	371	584
	Exports	104	58	71	64	932	1,051	1,379
Gibraltar-Malta	Imports	--	--	3	1	--	6	9
	Exports	29	704	--	107	810	73	849
Yugoslavia	Imports	3,295	2,794	1,831	6,536	3,966	2,671	3,188
	Exports	4,757	2,155	4,510	8,814	9,676	4,741	1,207
Czechoslovakia	Imports	5,828	4,262	4,930	5,943	7,065	6,956	6,933
	Exports	1,226	1,611	1,075	259	1,211	963	52

Country	Import or Export	1960	1961	1962	1963	1964	1965	1966
Hungary	Imports	955	2,075	2,290	2,778	2,129	2,805	2,347
	Exports	--	157	162	154	199	--	274
Poland	Imports	147	401	900	1,255	1,385	1,765	2,146
	Exports	--	--	--	3	1	--	3
Romania	Imports	--	--	18	93	147	320	283
	Exports	--	--	2	--	--	181	--
U.S.S.R.	Imports	3,775	2,788	2,592	2,855	2,887	4,217	6,517
	Exports	12	1,263	1,997	7,035	1,639	3,067	5,513
Africa								
French Territory of Afars and Issas	Imports	422	243	474	269	319	307	618
	Exports	6,934	9,047	7,449	7,820	10,681	8,260	9,383
Somalia	Imports	100	120	105	131	49	16	--
	Exports	1,156	2,630	2,965	3,642	514	52	--
Kenya	Imports	1,020	955	1,020	1,738	1,732	1,199	1,685
	Exports	519	726	323	539	338	952	655
Uganda	Imports	--	104	--	1	6	--	24
	Exports	--	--	1	2	6	6	12
Tanzania	Imports	172	84	32	31	87	119	471
	Exports	4	12	10	67	7	43	39
Congo	Imports	--	--	5	150	1	--	--
	Exports	2	--	101	19	--	--	--
Zambia	Imports	--	201	182	225	187	308	51
	Exports	--	10	--	28	1	--	--
Mozambique	Imports	--	69	6	--	--	--	--
	Exports	2	10	--	--	--	--	--
Rhodesia	Imports	12	17	22	14	14	88	--
	Exports	16	1	10	128	6	26	--
Malagasy Republic	Imports	1	120	36	22	40	19	28
	Exports	--	--	--	--	--	--	--
South Africa	Imports	189	226	--	--	--	--	--
	Exports	26	1	2	--	--	--	--
Ghana	Imports	7	--	3	--	--	--	--
	Exports	--	2	5	2	--	7	1
Liberia	Imports	4	--	1	--	--	--	--
	Exports	--	2	--	--	2	--	--
Senegal	Imports	--	--	2	176	3	13	28
	Exports	--	--	--	--	--	15	--
Asia, Oceania, Americas								
Ceylon	Imports	1,419	1,031	1,498	1,503	1,844	1,454	2,463
	Exports	8,719	8,144	4,312	3,439	3,910	2,072	4,152

Country	Import or Export	1960	1961	1962	1963	1964	1965	1966
Hong Kong	Imports	2,152	2,756	3,497	4,142	4,136	4,218	4,347
	Exports	2	3	2	4	45	2	6
Indonesia	Imports	14	6	1	--	37	22	--
	Exports	20	--	2	4	45	2	--
India	Imports	14,463	14,368	11,516	10,856	8,183	7,472	5,229
	Exports	191	44	101	10	6	4	26
Japan	Imports	28,780	35,860	35,725	35,464	45,830	56,740	52,277
	Exports	5,106	4,338	3,878	8,268	6,017	7,013	11,730
Malaya	Imports	538	578	132	98	83	103	135
	Exports	92	63	37	21	52	187	101
Pakistan	Imports	--	--	751	1,466	1,491	2,386	1,636
	Exports	--	--	2	9	--	--	--
Singapore	Imports	--	--	762	911	939	1,276	1,770
	Exports	--	--	--	1,180	41	159	367
Mainland China	Imports	525	1,054	2,841	3,750	4,556	6,100	6,429
	Exports	136	10	26	--	136	237	1,117
Australia	Imports	209	936	218	203	584	628	1,073
	Exports	193	127	253	74	71	112	63
New Zealand	Imports	13	3	18	2	7	14	11
	Exports	93	67	289	164	39	129	121
United States	Imports	32,993	20,078	46,400	34,372	26,508	43,821	33,174
	Exports	73,929	73,056	78,054	84,447	129,362	158,226	120,234
Canada	Imports	23	58	59	107	48	147	295
	Exports	65	13	19	26	16	6	10
Panama	Imports	38	130	--	13	15	84	10
	Exports	--	--	--	--	--	--	--
Mexico	Imports	--	--	--	--	--	--	21
	Exports	15	6	7	13	10	176	19

Source: Annual Import and Export Trade Statistics - 1966, Customs Head Office, IEG.

Appendix F

COFFEE: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1963-64	Imported from Ethiopia 1965-66	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			29,298
Fr. Afars and Issas	1,467†	1,884†	32
Libya			535
Morocco			8,940
Somalia			1,196
Tunisia			2,465
Middle East			
Aden	2,029	689	4,072
Iraq	132	53	797
Jordan	16	11	1,540
Lebanon	45	80	3,003
Saudi Arabia	1,200	1,708	3,974
Sudan	1,664	394	9,378
Syria			2,895
U.A.R.			3,433
Yemen	3		n.a.
Asia			
Cambodia			512
Hong Kong			8,[illegible]0
Malaysia-Singapore			37,817
Philippines			692
Thailand			4,712
Developed Countries			
North America			
Canada	6	4	72,320
U.S.A.	56,676	50,601	1,371,945
E. E. C.			
Belgium-Luxembourg	12	28	62,827
France	1,069	1,416	212,202
Italy	3,383	2,697	112,273
Netherlands	475	204	71,987
West Germany	1,831	2,568	236,045

Appendix F (concluded)

Area and Country	Imported from Ethiopia 1963-64	Imported from Ethiopia 1965-66	Total Imported from World 1960-65 average
Other Europe			
Austria			14,652
Cyprus		29	985
Denmark		45	47,030
Finland	30	137	40,290
Greece	174	259	8,915
Iceland			1,818
Israel	441	614	5,107
Norway	1,076	1,283	30,595
Portugal			12,238
Spain		440	28,125
Sweden	586	732	84,248
Switzerland	251	148	34,600
Turkey			1,268
U.K.	656	1,001	66,003
Yugoslavia	950		13,357
Other Developed			
Australia	27	23	11,752
Japan	1,133	1,614	16,552
New Zealand	5		2,792
South Africa			12,342
Central Planned			
Bulgaria			10,582
East Germany			31,008
Hungary	29	250	7,120
Mainland China		400	100
Poland			8,417
Romania			1,073
U.S.S.R.	250	260	27,050
Others	36	96	

Note: Ethiopia exports--year ending September 30.

* Includes importers of Ethiopian product, and all other countries importing on average 500 or more tons annually during 1960-65.

† Much is re-exported.

Source: Ethiopian data from Annual Import and Export Trade Statistics--1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix G

ETHIOPIAN EXPORTS OF OILSEEDS, 1964 AND 1966
(Metric Tons)

Country and Region	Groundnut in Shell		Linseed		Cotton Seed		Castor Seed		Sesame Seed		Niger Seed		Rape and Mustard Seed		T o t a l	
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
North America	--	--	--	978	--	--	--	--	2,666	4,678	379	652	120	16	3,165	6,324
U.S.	--	--	--	978	--	--	--	--	2,666	4,678	379	652	120	16	3,165	6,324
Canada	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--
E.E.C.	3,617	543	1,500	525	--	--	6,500	4,437	1,078	528	5,592	5,095	817	865	19,104	11,993
Belgium-Luxembourg	50	--	--	--	--	--	--	--	--	--	470	477	10	10	530	487
West Germany	5	--	--	145	--	--	--	--	40	15	614	1,320	57	286	716	1,766
France	504	--	--	--	--	--	1,471	1,236	20	20	85	374	150	24	2,230	1,654
Italy	2,552	533	1,450	380	--	--	4,889	2,751	90	385	2,709	1,653	183	247	11,873	5,949
Netherlands	506	10	50	--	--	--	140	450	928	108	1,714	1,271	417	298	3,755	2,137
North Europe	1,498	1,322	220	99	997	844	140	235	--	456	975	289	30	--	3,860	3,245
Sweden	--	--	--	--	--	--	--	--	--	--	--	--	30	--	30	--
Switzerland	--	--	--	--	--	--	30	--	--	--	850	--	--	--	880	--
U.K.	1,498	1,322	220	99	997	844	110	235	--	456	125	289	--	--	2,950	3,245
South Europe	1,769	--	26,270	4,075	2,531	--	--	--	630	1,280	791	153	4	--	31,995	5,508
Cyprus	--	--	49	--	--	--	--	--	--	--	--	--	--	--	49	--
Greece	--	--	4,662	2,690	2,531	--	--	--	--	200	10	--	--	--	7,203	2,890
Israel	--	--	150	--	--	--	--	--	629	1,060	--	3	--	--	779	1,063
Spain	1,769	--	--	--	--	--	--	--	1	20	30	150	4	--	1,804	170
Yugoslavia	--	--	21,409	1,385	--	--	--	--	--	--	751	--	--	--	22,160	1,385
Other Developed	--	--	--	2,200	988	6,666	--	500	5,029	4,344	1,515	615	--	--	7,532	14,325
Japan	--	--	--	2,200	988	6,666	--	500	5,029	4,344	1,515	595	--	--	7,532	14,305
Australia	--	--	--	--	--	--	--	--	--	--	--	20	--	--	--	20

Appendix G (concluded)

Country and Region	Groundnut in Shell		Linseed		Cotton Seed		Castor Seed		Sesame Seed		Niger Seed		Rape and Mustard Seed		T o t a l	
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
Central Planned	83	--	2,400	2,599	--	--	--	--	--	300	--	--	773	--	3,256	2,899
U.S.S.R.		--	440	1,000	--	--	--	--	--	--	--	--	773	--	440	1,000
Czechoslovakia	83	--	1,960	--	--	--	--	--	--	--	--	--	--	--	2,816	--
Mainland China	--	--	--	1,599	--	--	--	--	--	300	--	--	--	--	--	1,899
N.W. Africa	--	--	--	--	--	--	--	--	--	1,103	--	--	--	--	--	1,103
Libya	--	--	--	--	--	--	--	--	--	1,103	--	--	--	--	--	1,103
E. Africa	6	3	80	966	--	--	107	--	2	5	--	--	20	60	215	1,034
Kenya	--	--	45	124	--	--	--	--	2	5	--	--	10	59	57	188
Tanzania	--	--	--	--	--	--	--	--	--	--	--	--	--	1	--	1
Rhodesia	--	--	10	--	--	--	--	--	--	--	--	--	--	--	10	--
Somalia	1	--	--	--	--	--	--	--	--	--	--	--	--	--	1	--
Fr. Somaliland	5	3	25	842	--	--	107	--	--	--	--	--	10	--	147	845
Middle East	15	87	573	1,000	404	350	43	--	4,852	7,524	8	--	39	2	5,934	8,963
Kuwait	--	18	--	--	--	--	--	--	52	50	--	--	--	--	52	68
Aden	12	67	--	1,000	--	--	43	--	2,829	4,495	6	--	39	2	2,929	5,564
Jordan	3	--	--	--	--	--	--	--	210	210	--	--	--	--	213	210
Lebanon	--	--	573	--	--	150	--	--	430	800	--	--	--	--	1,003	950
S. Arabia	--	2	--	--	--	--	--	--	1,280	1,934	2	--	--	--	1,282	1,936
Sudan	--	--	--	--	--	--	--	--	1	35	--	--	--	--	1	35
Yemen	--	--	--	--	404	200	--	--	50	--	--	--	--	--	454	200
S. Asia	--	--	--	20	--	--	--	--	--	40	--	--	90	--	90	60
Ceylon	--	--	--	20	--	--	--	--	--	40	--	--	90	--	90	60
S.E. Asia	--	--	--	--	--	--	--	--	90	50	--	--	26	42	116	92
Hong Kong	--	--	--	--	--	--	--	--	90	--	--	--	--	--	90	--
Malaysia-Singapore	--	--	--	--	--	--	--	--		50	--	--	26	42	26	92
Totals	6,988	1,955	31,043	12,462	4,920	7,860	6,790	5,172	14,347	20,308	9,260	6,804	1,919	985	75,267	55,546

Source: Annual Import and Export Trade Statistics--1964 and 1966, Customs Head Office, IEG.

Appendix H

GROUNDNUTS IN SHELL: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			6,585
Fr. Afars and Issas	5	3	n.a.
Morocco			132
Somalia	1		n.a.
Middle East			
Aden	12	67	n.a.
Iraq			2,438
Jordan	3		95
Kuwait		18	n.a.
Saudi Arabia		2	n.a.
U.A.R.			135
Asia			
Hong Kong			1,515
Malaysia-Singapore			6,258
Developed Countries			
North America			
U.S.A.			387
E. E. C.			
Belgium-Luxembourg	50		3,132
France	504		5,265
Italy	3,552	533	17,868
Netherlands	506	10	3,730
West Germany	5		4,365
Other Europe			
Denmark			1,053
Finland			257
Portugal			15,632
Spain	1,769		n.a.
Sweden			110
U.K.	1,498	1,322	3,008
Other Developed			
New Zealand			135
Central Planned			
Czechoslovakia	83		2,730
Hungary			467

n.a. = not available.

* Includes importers of Ethiopian product, and all other countries importing on average 100 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

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Appendix I

LINSEED: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Fr. Afars and Issas	25	842	n.a.
Kenya	45	124	26
Morocco			618
Rhodesia	10		
Middle East			
Aden		1,000	n.a.
Lebanon	573		n.a.
Syria			569
U.A.R.			378
Asia			
Ceylon		20	n.a.
India			414
Korea			851
Developed Countries			
North America			
Canada			364
U.S.A.		978	7
E. E. C.			
Belgium-Luxembourg			30,342
France			77,651
Italy	1,450	380	9,569
Netherlands	50		77,190
West Germany		145	22,588
Other Europe			
Austria			390
Cyprus	49		n.a.
Denmark			5,659
Eire			1,805
Finland			10,849
Greece	4,662	2,690	8,054
Israel	150		3,182

Appendix I (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Europe (continued)			
Norway			11,148
Portugal			4,027
Spain			11,984
Sweden			433
Switzerland			8,983
U.K.	220	99	133,075
Yugoslavia	21,409	1,385	17,051
Other Developed			
Japan		2,200	93,366
Central Planned			
Czechoslovakia	1,960		19,498
East Germany			1,565
Hungary			1,131
Mainland China		1,599	
Poland			10,020
U.S.S.R.	440	1,000	10,400

n.a. = not available.

Includes importers of Ethiopian product, and all other countries importing on average 100 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix J

COTTONSEED: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			negl.
Middle East			
Aden			3,534
Lebanon	150		41,244
Syria			224
U.A.R.			5,254
Yemen	404	200	n.a.
Asia			
Hong Kong			2,758
Pakistan			835
Developed Countries			
North America			
Mexico			1,200
E. E. C.			
Italy			537
West Germany			10,148
Other Europe			
Austria			121
Eire			796
Greece	2,531		15,605
Portugal			7,540
Spain			798
Turkey			219
U.K.	997	844	142,500
Other Developed			
Australia			173
Japan	988	6,666	152,000
Central Planned			
Czechoslovakia			21,712
Hungary			325

n.a. = not available.

negl. = negligible.

* Includes importers of Ethiopian product, and all other countries importing on average 100 or more tons annually during 1965.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

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Appendix K

CASTOR SEED: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Fr. Afars and Issas	107		n.a.
Middle East			
Aden	43		n.a.
U.A.R.			128
Asia			
Hong Kong			1,506
Developed Countries			
North America			
U.S.A.			2,533
E.E.C.			
Belgium-Luxembourg			4,094
France	1,471	1,236	22,178
Italy	4,889	2,751	9,269
Netherlands	140	450	2,643
West Germany			27,724
Other Europe			
Israel			219
Portugal			886
Spain			509
Switzerland	30		n.a.
U.K.	110	235	17,117
Other Developed			
Australia			431
Japan		500	28,210
Central Planned			
Czechoslovakia			2,820
Hungary			112
Poland			427
U.S.S.R.			2,867

n.a. = not available.

* Includes importers of Ethiopian product, and all other countries importing on average 100 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

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Appendix L

SESAME SEED: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			151
Kenya	2	5	n.a.
Libya		1,103	n.a.
Tunisia			900
Middle East			
Aden	2,829	4,495	n.a.
Jordan	210	210	3,764
Kuwait	52	50	n.a.
Lebanon	430	800	4,740
Saudi Arabia	1,280	1,934	1,213
Sudan	1	35	n.a.
Syria			2,888
U.A.R.			9,230
Yemen	50		n.a.
Asia			
Ceylon		40	138
Hong Kong	90		5,759
Malaysia-Singapore		50	3,347
Taiwan			732
Developed Countries			
North America			
U.S.A.	2,666	4,678	10,284
E. E. C.			
France	20	20	889
Italy	90	385	26,160
Netherlands	928	108	12
West Germany	40	15	n.a.
Other Europe			
Cyprus			513
Denmark			1,441
Greece		200	553
Israel	629	1,060	926
Portugal			2,599
Spain	1	20	4,568
Switzerland			736
U.K.		456	10
Yugoslavia			236

Appendix L (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Developed			
Japan	5,029	4,344	29,689
Central Planned			
Czechoslovakia			2,359
Hungary			100
Mainland China		300	1,817
Poland			2,325
U.S.S.R.			9,433

n.a. = not available.

* Includes importers of Ethiopian product, and all other countries importing on average 100 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966. Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix M

RAPE AND MUSTARD SEED: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			63,785
Fr. Afars and Issas	10		n.a.
Kenya	10	59	n.a.
Morocco			823
Tanzania		1	n.a.
Middle East			
Aden	39	2	n.a.
Asia			
Ceylon	90		451
India			4,606
Malaysia-Singapore	26	42	n.a.
Pakistan			1,105
Taiwan			939
Developed Countries			
North America			
U.S.A.	120	16	13,756
E.E.C.			
Belgium-Luxembourg	10	10	4,230
France	150	24	18,683
Italy	183	247	82,381
Netherlands	417	298	10,928
West Germany	57	286	46,814
Other Europe			
Austria			1,086
Denmark			211
Finland			4,084
Norway			2,072
Spain	4		n.a.
Sweden	30		539
Switzerland			1,115
U.K.			11,414

Appendix M (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Developed			
Australia			556
Japan			67,740
Central Planned			
Czechoslovakia			12,747
East Germany			667
Hungary			646
Poland			4,283
U.S.S.R.	773		750

n.a. = not available

* Includes importers of Ethiopian product, and all other countries importing on average 100 or more tons annually during 1960-65.

Sources: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix N

OILSEED CAKE AND MEAL: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Fr. Afars and Issas	119	1,035	n.a.
Rhodesia			11,645
Middle East			
Lebanon			13,948
Saudi Arabia	65	90	647
Asia			
Hong Kong			6,660
India			5,155
Malaysia-Singapore			65,065
Phillippines			10,103
Developed Countries			
North America			
Canada			213,390
Mexico			18,827
U.S.A.			52,802
E. E. C.			
Belgium-Luxembourg			269,967
France			676,543
Italy		210	94,097
Netherlands	21,656	22,366	520,448
West Germany		966	1,291,073
Other Europe			
Austria			56,415
Cyprus			7,482
Denmark		924	772,757
Eire			66,058
Finland			50,330
Gibraltar-Malta			16,833
Greece			7,155

Appendix N (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Europe (continued)			
Norway			124,583
Portugal			4,137
Spain			102,750
Sweden			279,647
Switzerland			50,013
U.K.	20		1,164,438
Yugoslavia			78,322
Other Developed			
Australia			4,195
Japan			71,605
Central Planned			
Bulgaria			20,103
Czechoslovakia			105,817
East Germany			65,350
Hungary			127,075
Poland			8,222

n.a. = not available.

* Includes importers of Ethiopian product, and all other countries importing on average 2,000 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix O

PULSES: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			20,900
Congo (Kinshasa)			3,212
Ghana			5,148
Fr. Afars and Issas	1,927	1,617	n.a.
Kenya	146	719	2,748
Libya			1,688
Mauritius	2,119	1,357	6,032
Mozambique			2,128
Reunion			6,667
Rhodesia			8,860
Somalia	484		22
Tanzania		114	2,540
Tunisia			1,132
Zambia			1,345
Middle East			
Aden	4,111	2,768	5,450
Iraq	191	48	8,968
Jordan	150	1,820	6,485
Kuwait	250	130	n.a.
Lebanon	1,876	2,965	38,155
Saudi Arabia	5,511	6,165	6,572
Sudan	2,627	3,407	3,092
U.A.R.	359	3,137	14,035
Yemen		3	n.a.
Asia			
Ceylon	16,394	12,739	68,948
Hong Kong			50,717
Malaysia-Singapore	20	862	38,177
Nepal			1,035
Philippines			6,213
Vietnam			3,067
Taiwan			9,898
Developed Countries			
North America			
Canada			10,353
Mexico			3,972
U.S.A.		86	8,927
E.E.C.			
Belgium-Luxembourg	2,904	1,729	32,110
France		2,359	95,137
Italy	1,537	1,710	65,672
Netherlands	3,119	2,754	94,125
West Germany	5,393	9,315	129,037

Appendix O (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Europe			
Austria			4,737
Cyprus			2,950
Denmark			2,340
Eire			2,398
Finland			5,875
Gibralter-Malta	250	50	19,490
Greece	339	279	5,938
Israel	1,119	1,297	7,177
Norway			7,223
Portugal			2,247
Spain		170	25,705
Sweden			6,180
Switzerland	1,120		9,288
U.K.	2,508	4,180	166,708
Yugoslavia		140	2,312
Other Developed			
Australia		16	6,560
Japan	5,601	6,743	129,510
New Zealand	75	300	1,253
South Africa			8,542
Central Planned			
Czechoslovakia	279		6,752
East Germany			10,787
Hungary			17,842
Mainland China		250	4,400
Poland			1,603
Romania			1,167
U.S.S.R.			11,233

n.a. = not available.

* Includes importers of Ethiopian product, and all other countries importing on average 1,000 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix P

ETHIOPIAN EXPORTS OF PULSES, 1964 AND 1966
(Metric Tons)

Country and Region	Lentils		Dried Peas		Horse Beans		Haricot Beans		Chickpeas		Peas Mixed		Total	
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
North America	--	30	--	--	--	23	--	--	--	33	--	--	--	86
U.S.A.	--	30	--	--	--	23	--	--	--	33	--	--	--	86
E.E.C.	75	390	1726	139	4241	2031	5751	14137	250	102	910	1068	12953	17867
Belgium-Luxembourg	75	340	980	--	275	--	1174	1389	125	--	275	--	2904	1729
West Germany	--	--	--	--	1632	225	3656	8927	--	--	105	163	5393	9315
France	--	--	--	--	--	--	--	2359	--	--	--	--	--	2359
Italy	--	--	131	99	1041	641	50	97	85	102	230	771	1537	1710
Netherlands	--	50	615	40	1293	1165	871	1365	40	--	300	134	3119	2754
North Europe	1674	1834	--	--	103	386	1851	1955	--	5	--	--	3628	4180
Switzerland	1100	--	--	--	--	--	20	--	--	--	--	--	1120	--
U.K.	574	1834	--	--	103	386	1831	1955	--	5	--	--	2508	180
South Europe	190	829	--	--	748	508	770	599	--	--	--	--	1708	1936
Greece	--	99	--	--	72	180	267	--	--	--	--	--	339	279
Israel	190	730	--	--	426	278	503	289	--	--	--	--	1119	1297
Malta	--	--	--	--	250	50	--	--	--	--	--	--	250	50
Spain	--	--	--	--	--	--	--	170	--	--	--	--	--	170
Yugoslavia	--	--	--	--	--	--	--	140	--	--	--	--	--	140
Other Developed	--	20	209	--	5272	6254	95	785	--	--	100	--	5676	7059
Japan	--	20	209	--	5272	6254	20	469	--	--	100	--	5601	6743
Australia	--	--	--	--	--	--	--	16	--	--	--	--	--	16
New Zealand	--	--	--	--	--	--	75	300	--	--	--	--	75	300
Central Planned	--	--	97	--	123	--	16	250	43	--	--	--	279	250
Czechoslovakia	--	--	97	--	123	--	16	--	43	--	--	--	279	--
Mainland China	--	--	--	--	--	--	--	250	--	--	--	--	--	250

Appendix P (Concluded)

Country and Region	Lentils		Dried Peas		Horse Beans		Haricot Beans		Chickpeas		Mixed Peas		Total	
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
East Africa	2006	1216	60	--	307	472	1560	1150	259	969	--	--	4192	3807
Kenya	21	--	--	--	--	--	--	65	125	654	--	--	146	719
Somalia	--	--	--	--	--	--	--	--	--	--	--	--	--	--
Fr.Somaliland	--	--	60	--	307	472	1560	1085	--	60	--	--	1927	1617
Tanzania	--	--	--	--	--	--	--	--	--	114	--	--	--	114
Mauritius	1985	1216	--	--	--	--	134	--	--	141	--	--	2119	1357
Middle East	3579	6242	322	233	9105	12742	650	532	1279	694	140	--	15075	20443
Kuwait	--	--	--	--	250	130	--	--	--	--	--	--	250	130
Aden	20	25	322	183	2011	1700	459	433	1159	427	140	--	4111	2768
Iraq	--	--	--	--	--	--	191	48	--	--	--	--	191	48
Jordan	--	--	--	--	150	1820	--	--	--	--	--	--	150	1820
Lebanon	--	400	--	50	1876	2444	--	50	--	21	--	--	1876	2965
Saudi Arabia	891	744	--	--	4500	5196	--	--	120	225	--	--	5511	6165
Sudan	2627	3386	--	--	--	--	--	--	--	21	--	--	2627	3407
U.A.R.	41	1687	--	--	318	1450	--	--	--	--	--	--	359	3137
Yemen	--	--	--	--	--	2	--	1	--	--	--	--	--	3
South Asia	2928	4287	--	--	--	13	--	10	13466	8429	--	--	16394	12739
Ceylon	2928	4287	--	--	--	13	--	10	13466	8429	--	--	16394	12739
S.E. Asia	--	90	--	--	--	--	--	55	20	717	--	--	20	862
Malaysia-Singapore	--	90	--	--	--	--	--	55	20	717	--	--	20	862
Other	--	--	15	--	--	10	--	--	--	--	--	--	15	10
TOTAL	10,452	14,938	2,429	372	19,899	22,439	10,693	19,473	15,317	10,949	1,150	1,068	59,940	69,239

Source: Annual Import and Export Trade Statistics--1964 and 1966, Customs Head Office, IEG.

Appendix Q

ETHIOPIAN EXPORTS OF HIDES AND SKINS, 1964 AND 1966

Country and Region	Hides (Metric Tons)						Goatskins (Thousands)					
	Ordinary		Butchery		Total		Bati-Type		Genuine		Ordinary	
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
North America	12		8		20		552	354	313	144	316	151
United States	12		8		20		55	354	313	144	316	151
E.E.C.	1,675	6,363	81	141	1,756	6,504	132	381	641	895	1,630	801
Bel.-Lux.							6		42		835	
West Germany		28	5		5	28	3	54	90	154	220	170
France	47	368	14	67	61	435	91	72	334	162	101	46
Italy	1,625	5,799	62	40	1,687	5,839	32	255	109	579	130	286
Netherlands	3	168		34	3	202			66		344	299
N. Europe	1,009	1,001	66	361	1,075	1,362	15	54	6	126	237	233
Finland												
Sweden		23				23						24
Switzerland		17				17						6
U.K.	1,009	961	66	361	1,075	1,322	15	54	6	126	237	203
S. Europe	623	633	45	68	668	701	13	12	2		209	64
Greece	609	238	43	43	652	281	13	12	2		190	17
Israel	9	52			9	52						
Spain		326	2	25	2	351						
Turkey	5	17			5	17						
Yugoslavia											19	47
Other Developed	34					34	2				2	
Japan	34					34						
Australia							2				2	
Central Planned	27	220			27	220		274	302	805	100	251
U.S.S.R.	11				11			274	302	805	100	250
Bulgaria		207				207						
Czechoslovakia												
Poland												1
Mainland China	16	13			16	13						
East Africa	22	42			22	42		38			9	29
Kenya	15	42			15	42		38			9	29
Somalia	7				7							
Middle East	730	525	87	22	817	547					80	
Aden	21	33			21	33						
Iran	91	87			91	87						
Jordan	41	47			41	47						
Lebanon	46	117	12	15	58	132					80	
S. Arabia		9				9						
Syria	176	232	5	7	181	239						
U.A.R.	355		70		425							
Asia	19	7			19	7						
India	19	7			19	7						
Total	4,117	8,825	287	592	4,404	9,417	714	1,113	1,264	1,970	2,583	1,529

Source: Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG.

Country and Region	Goatskins (Thousands)		Sheepskins (Thousands)						Total Skins (Thousands)	
	Pickled		Ordinary		Rutchery		Pickled			
	1964	1966	1964	1966	1964	1966	1964	1966	1964	1966
North America	64	44		623	120	48	86	1,896	919
United States	64	44		623	120	48	86	1,896	919
E.E.C.	15	286	257	1,432	2,082	68	130	4,189	4,561
Bel.-Lux.				9		34		926	
West Germany	1	164	13	447	666	26	2	950	1,060
France		19	51	631	631	8	88	1,184	1,050
Italy	14	91	193	329	773		40	691	2,140
Netherlands		12		16	12			438	311
N. Europe	26	207	216	1,590	1,649	1	134	2,056	2,438
Finland		2		12	21			14	21
Sweden				8	15			8	39
Switzerland							128		134
U.K.	26	205	216	1,570	1,613	1	6	2,034	2,244
S. Europe		5		7	4			236	80
Greece				1	2			206	31
Israel		5		2	2			7	2
Spain				1				1	
Turkey									
Yugoslavia				3				22	47
Other Developed	6							4	6
Japan	6								6
Australia								4	
Central Planned		10	2					412	1,332
U.S.S.R.								402	1,329
Bulgaria									
Czechoslovakia		10						10	
Poland			1						2
Mainland China			1						1
East Africa			23					9	90
Kenya			23					9	90
Somalia									
Middle East	4	6		1	7		48	87	59
Aden									
Iran									
Jordan									
Lebanon	4	6			7		48	86	59
S. Arabia									
Syria				1				1	
U.A.R.									
Asia									
India									
Total	115	558	498	3,653	3,862	117	398	8,889	9,485

Appendix R

FRESH AND FROZEN MEAT: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			13,153
Congo (Kinshasa)			9,270
Fr. Afars and Issas	160	301	n.a.
Ghana			2,872
Mauritius			1,398
Rhodesia			1,360
Zambia			1,390
Middle East			
Aden	27	3	885
Lebanon	100		1,005
Saudi Arabia	185	1	1,532
Sudan	19	1	n.a.
U.A.R.	1,082	2	7,808
Yemen	7	1	n.a.
Asia			
Hong Kong			27,338
Malaysia-Singapore			12,217
Philippines			1,723
Developed Countries			
North America			
Canada			49,992
Mexico			1,922
U.S.A.			369,353
E. E. C.			
Belgium-Luxembourg			49,368
France			135,523
Italy	528	1,604	216,050
Netherlands	350	350	43,045
West Germany			368,982
Other Europe			
Austria			19,115
Cyprus	210		2,515
Finland			4,002
Gibraltar-Malta	1,435	622	1,698
Greece		43	43,117

Appendix R (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Europe (continued)			
Israel	155	242	12,638
Norway			3,168
Portugal			11,322
Spain			49,295
Sweden			20,853
Switzerland			54,512
U.K.			845,602
Yugoslavia			1,225
Other Developed			
Australia			1,300
Japan			75,477
Central Planned			
Bulgaria	1,002		8,580
Czechoslovakia			82,072
East Germany			88,350
Hungary			30,207
Mainland China			1,233
Poland			2,288
Romania			2,320
U.S.S.R.			92,383

n.a. = not available.

* Includes importers of Ethiopian product, and all other countries importing on average 1,000 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix S

PROCESSED (CANNED) MEAT: IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			6,056
Congo (Kinshasa)			2,009
Ghana			2,544
Liberia			655
Mozambique			707
Nigeria			657
Reunion			580
Zambia			910
Middle East			
Aden		49	272
Jordan			739
Lebanon			2,293
Syria			1,167
U.A.R.			1,958
Asia			
Hong Kong			4,612
Malaysia-Singapore			5,258
Philippines			6,271
Developed Countries			
North America			
Canada			8,600
U.S.A.			119,816
E. E. C.			
Belgium-Luxembourg			3,966
France			5,507
Italy	1,251	1,023	8,338
Netherlands			5,481
West Germany			29,607
Other Europe			
Austria			582
Cyprus			1,795
Gibraltar-Malta	800		2,074
Greece		53	3,295

Appendix S (concluded)

Area and Country	Imported from Ethio; 1964	Imported from Ethio; 1966	Total Imported from World 1960-65 average
Other Europe (continued)			
Israel	512	550	884
Norway			873
Spain			3,553
Sweden			3,805
Switzerland			5,593
U.K.			188,093
Other Developed			
South Africa			710
Central Planned			
Czechoslovakia			8,504
East Germany			3,100
Hungary			1,060
Poland			3,390
U.S.S.R.			19,700

* Includes importers of Ethiopian product, and all other countries importing on average 500 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.

Appendix T

ORANGES, TANGERINES, AND CLEMENTINES:
IMPORTS FROM ETHIOPIA AND WORLD, BY SELECTED COUNTRY*
(Metric Tons)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Developing Countries			
Africa			
Algeria			1,138
Mauritius			1,093
Senegal			4,333
Middle East			
Aden			1,177
Iran	4		417
Jordan	44		5,740
Kuwait	44	4	n.a.
Saudi Arabia	233	283	12,975
Syria			48,497
Asia			
Hong Kong			45,855
Malaysia-Singapore			23,870
Philippines			1,763
Developed Countries			
North America			
Canada			172,648
U.S.A.			30,983
E.E.C.			
Belgium-Luxembourg			130,000
France			684,787
Italy	366	209	267
Netherlands			203,198
West Germany			651,120
Other Europe			
Austria			70,435
Denmark			39,985
Eire			17,630
Finland			32,483
Gibraltar-Malta			3,998
Iceland			1,817
Norway			51,683
Sweden			100,237
Switzerland			83,348
U.K.			409,903
Yugoslavia			29,558

Appendix T (concluded)

Area and Country	Imported from Ethiopia 1964	Imported from Ethiopia 1966	Total Imported from World 1960-65 average
Other Developed			
New Zealand			13,910
Central Planned			
Bulgaria			2,707
Czechoslovakia			20,642
East Germany			18,633
Hungary			11,443
Poland			11,815
Romania			6,717
U.S.S.R.			99,467

n.a. = not available

* Includes importers of Ethiopian product, and all other countries importing on average 1,000 or more tons annually during 1960-65.

Source: Ethiopian data from Annual Import and Export Trade Statistics - 1964 and 1966, Customs Head Office, IEG; world data from Trade Yearbook, Vol. 20, FAO, Rome, 1966.