

AGRICULTURAL POLICY ANALYSIS PROJECT, PHASE II

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Assisting AID Bureaus, Missions and Developing Country Governments
to Improve Food and Agricultural Policies

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THE EUROPEAN MARKET & NEAR EAST AGRICULTURAL EXPORTS: TRENDS, TRADE BARRIERS, AND COMPETITION

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EXECUTIVE SUMMARY

With the creation of the European Single Market on January 1, 1993, barriers to the flow of goods, services and people among the 12 member countries of the European Community (EC) are to be gradually phased out. For exporters to the EC, this will mean that access to one country will provide potential access to the 350 million consumers throughout the Community. Plans to create an even larger market, eventually including members of the European Free Trade Agreement (EFTA) and former Eastern Bloc countries of Central and Eastern Europe, will make the Common Market even larger by the end of the century. For the Near East (NE) countries of Egypt, Jordan, Morocco and Tunisia, the EC is already a market for \$1.5 billion in agricultural exports. The enlarged European market presents even greater potential as an outlet for exports.

A number of current and planned support activities of the U.S. Agency for International Development (USAID) are aimed at developing agribusiness exports of these countries to the EC. Abt Associates was retained to conduct research aimed at understanding the implications of the Single Market, EC enlargement and Association Agreements with the former Eastern Bloc for market development prospects for selected near east agricultural exports.

This report presents findings of the first phase analysis of current and historical trade flows, and the competitive situation in European markets for specific products and commodities. The second phase of the project will examine implications of the single market, and more precise constraints and competition issues on the basis of fieldwork in specific country markets. Potential implications for competition with U.S. agricultural exports will also be addressed.

European Markets for Near East Agricultural Products

Agricultural exports to the EC are especially important to Tunisia and Morocco, accounting for about three-fourths of their exports. The EC is a market for one fourth of Egypt's agricultural exports, but only accounted for 6 percent of Jordan's exports until the Gulf War seriously eroded Jordan's exports to other countries, raising the EC share to 37 percent of total exports in 1990, despite a slight decline in value.

Near East (NE) agricultural exports are extremely diverse and important contributors to the national incomes of the countries involved. At the same time, imports from each of the four NE countries is a small share of total EC agricultural imports, with the four providing 2.5 percent of supplies from outside the EC.

The EC's Common Agricultural Policy (CAP) provides protection for European producers through import tariffs, seasonal reference prices that function as price floors, import quotas and bans as well as production and export subsidies. The move toward a single market will affect the national administration of some of these barriers. An eventual agreement in the on-going negotiations under the General Agreement on Tariffs and Trade (GATT) may also have important impacts on market success for Near East products.

When Spain and Portugal joined the European Community in 1986, a ten year adjustment period was put in place for opening markets of the other ten EC countries to their horticultural products. As this period nears its end, Near East producers will face greater competition from Spanish and Portuguese producers of numerous products. In preparation for the Single Market, the two countries have also attracted important agribusiness investment from other countries in Europe and other parts of the world.

The potential share of trade in agricultural products among EC members (intra-EC trade), as opposed to imports from outside the EC (extra-EC trade), will continue to grow, and with it the competitive pressures on Near East suppliers. Additionally, as a result of Spain's relationship with the Canary Islands, the Canaries began a transition to the CAP in 1991. This too will cut the share of total trade coming from outside the EC.

USAID Trade and Agribusiness Support Activities

USAID missions in the Near East countries are targeting agribusiness development and export promotion to support income and employment generation, with the EC as a major target market. However, the level of these efforts varies greatly among countries.

- In Egypt, USAID/Cairo does not currently have a large, active agribusiness project, although it supports export promotion through the efforts of the Trade Development Center and its participation at food and agriculture-related trade shows.
- In Jordan, USAID/Amman currently has the Agricultural Market Development Project, which was recently extended. The project targets high value horticultural products for export to the EC and Eastern Europe, working through Jordan's Agricultural Marketing Organization.
- In Morocco, USAID/Rabat began a five year Agribusiness Trade and Investment Promotion project (MAP) in September 1992, focusing on eight subsectors in which Morocco already exports significant volumes to Europe.
- In Tunisia, USAID/Tunis recently completed a five year Agricultural Policy Implementation Project (APIP), which focused on policy and technical constraints to agribusiness and export development, targeting, among others, wine, olive oil, specialty citrus, dates, cut flowers, and seafood products. A planned agribusiness support project is currently on hold.

European Market Growth and Prospects

NE agribusiness accomplished significant export growth to the EC between 1986 and 1990.¹ Based on past export performance and apparent USAID priorities, a number of products merit further examination during the second phase, including:

- Egypt - potatoes, beans, dried onions, cane molasses, seafood and citrus products;
- Jordan - beans, eggplant, cucumbers, sweet and other peppers;
- Morocco - fresh tomatoes (November to May), beans, peppers, frozen vegetables, clementines and other citrus, frozen octopus, olives and olive

¹ Because of disruptions in trade flows from Near East countries that resulted from the Gulf War, much of this analysis is based on trade data through 1990. Historical time series analysis is based on UN trade data, while 1991 EC import data were obtained from Eurostat.

oil, canned anchovies and sardines, and cane molasses;

Tunisia - shrimp, octopus, cuttlefish and other ocean products, olive oil, dates, wine and grapes and specialty citrus.

Commodity and Product Specific Trade

The following section summarizes findings of our analysis of EC markets for specific products, including vegetables, fruit, ocean products, olive products and other products. Import values, by country of origin, are summarized in appendix A.

Vegetables

The EC is a large market for a variety of vegetable imports, with fresh vegetable imports from outside the EC more important than frozen. Fresh vegetables, primarily cucumbers, eggplant, asparagus, and sweet peppers, make up a large share of Jordan's exports to the EC. Also, although fresh bean imports from outside the EC are relatively small, they account for a significant portion of agricultural exports to the EC from Egypt, Morocco, and Jordan.

In the category of "other fresh vegetables," which excludes tomatoes and potatoes, EC imports, excluding intra-EC trade, grew at a 29 percent annual rate for the five years up to 1990, creating a \$476 million market.

Seasonal Tomato Markets

Fresh tomato imports grew sharply during 1986-90. Morocco contributed over a third of EC imports during the period from November 1 to May 14 in both 1990 and 1991, averaging about \$130 million annually. Morocco faces the least restrictive import policies for tomatoes of all extra-EC exporters to Belgium and France and in the EC overall benefits from special tariff reductions on tomato imports up to 31,556 tons during the period from January 1 to February 28.

Tunisia receives the same favorable tariff rates in Belgium and France. However, the overall scope for growth in EC imports from the Near East is limited due to the reference price system, the high import tariffs, and import bans in France and Belgium during the prime marketing season.

Frozen vegetables

EC frozen vegetable imports grew at 47 percent annually for the five years leading up to 1990, when they reached \$272 million.

Frozen beans make up a significant portion of Morocco's exports to the EC. In 1990, Morocco exported \$16 million in frozen beans to the EC, 61 percent of the EC's external imports. Poland and Hungary are strong competitors for this market, and are likely to become increasingly so as agribusiness develops in Eastern Europe. The 18 percent tariff on frozen beans from Eastern Europe may gradually be reduced as part of closer association with the EC.

Potatoes

Another area of high growth in EC imports of important Near East export commodities has been potatoes. While only 20 percent of EC potato trade originated from outside the EC in 1990, this was up from 17 percent in 1986. In 1990, when the total trade amounted to \$1.1 billion, the market for extra-EC imports was worth \$210 million and had a five year average annual growth rate of 25 percent in U.S. dollars.

The largest period for extra-EC potato imports is during the off-peak and lowest tariff months from January 1 to May 15, when EC imports were valued at \$139 million in 1990. Egypt and Morocco each supplied about one fourth of this, while Tunisia supplied 6 percent. From January 1 to March 31, 1990, Egypt and Morocco were given special trade concession on imports of new potatoes, providing for imports up to 39,000 tons from Morocco and 98,000 tons from Egypt to enter at 5.6 percent duty rates. In 1991, Egypt's exports to the EC during this period grew 64 percent and Morocco's 51 percent, while Tunisia's share of imports declined further, by about 25 percent.

Dried Onions

Dried onion exports from Egypt to the EC were valued at \$10.5 million in 1991. Egyptian exports of whole, cut or sliced dried onions up to 4,900 tons have benefitted from reduced duties of 3.7 percent, compared to conventional 16 percent duties. Their value grew 58 percent in 1991. The primary markets for EC imports of dried onions are the U.K., Germany, and the Netherlands.

Fruit

Oranges and Clementines

The growth potential for EC orange imports is limited by increased internal supplies resulting from the integration of Spain and Portugal into the Common Market. The external EC import market for oranges, which are important Near East exports to the EC, grew 8 percent annually in dollars (2 percent in ECU) over the five years from 1986 to 1990. Morocco, the largest external supplier during all seasonal tariff periods, saw its exports to the EC grow by about half (in U.S. dollars) from 1990 to 1991 in three of the four tariff periods and by 9 percent in the fourth. Morocco, Egypt, and Tunisia have all benefitted from special tariff reductions on specific import quotas from January 1 to May 31 and been subject to specific reference quantities for monitoring imports during other periods.

Morocco has been almost the sole external supplier of Clementines to the EC, capturing 98 percent of the external market, primarily trading with France. Spain is the largest supplier and thoroughly dominates the EC market. Moroccan exports to the EC grew 38 percent from 1990 to 1991.

Grapes

EC imports of table grapes grew 24 percent annually during 1986-90. Much of this may be attributed to counter seasonal southern hemisphere supplies from Chile and South Africa. Table grapes make up only 1 percent of Jordanian exports to the EC and are not significant for the other three NE countries. High tariffs and a reference price system for imports of table grapes during the EC harvesting season limit Near East sales of table grapes to the EC. The prime possibility for export growth would be during the November - July window.

Dates

Tunisia exported dates valued at almost \$50 million to the EC in 1990, primarily to France. However, this grew only 1 percent in U.S. dollars in 1991. While dates have been identified as a commodity with considerable export potential from Morocco, in 1990 and 1991 Morocco did not export dates in significant quantities to the EC.

Ocean Products

Fish and seafood products are important large export products from Morocco, Egypt, and Tunisia to the EC. Much of the NE countries' fish exports fall in the "other" fresh fish tariff category. Italy is the largest EC importer overall and Morocco is the largest external source, with 29 percent of the EC import market. Morocco's exports remained almost static in 1991 while Egyptian exports grew over 20 percent. NE agribusinesses are also important suppliers of shrimp, cuttle fish, squid, octopus, and canned fish products.

Shrimp

The EC market for shrimp and prawns is worth \$907 million annually with many different exporters from outside the EC. Spain is the largest EC importer. Three percent of EC imports came from Tunisia and 2 percent from Morocco in 1990. The value of exports of shrimp and prawns from these two countries declined in 1991.

Cuttle fish

EC frozen cuttle fish imports were valued at \$117 million in 1990, 21 percent of which originated in Morocco and Tunisia. This share declined significantly in 1991. Italy and Spain were the primary importing countries.

Squid

Morocco dominates the EC market for squid, supplying 18 percent of the total. Spain and Italy are the primary import markets. Moroccan exports were flat during 1990-91.

Octopus

Morocco and Tunisia retain a significant share of the \$145 million market for imported frozen octopus in the EC. In 1990, Morocco supplied 25 percent, primarily into Italy and Spain, while Tunisia was the third largest supplier, with \$23 million in exports. In 1991, Moroccan exports grew 89 percent while Tunisian exports declined 32 percent.

Canned Fish

Canned and prepared fish from Near East countries find a large market in the EC. In 1990, the EC imported \$54 million in sardines from outside the Community, 89 percent of which originated in Morocco and was shipped primarily to France and the U.K. Moroccan exports grew 13 percent in 1991. The \$26 million EC market for canned and prepared anchovies is 59 percent supplied from outside the EC. Fifteen million dollars of this was provided by Morocco in 1990, growing to \$18.5 million in 1991. Morocco exported primarily to France, although most of the EC countries trade fairly heavily in anchovies.

Olive Products

Olive Oil

Foreign suppliers of lampante virgin olive oil contribute 31 percent of the entire EC market for a total of \$119 million in 1990. This lower quality oil is generally refined prior to sale. Tunisia supplied two-thirds of this, entirely to Italy, while Morocco supplied almost one third for a total of \$39 million, exported to both France and Italy. Tunisian exports to the EC more than doubled in 1991, while Moroccan exports fell to only 6 percent of 1990 levels. While the EC still remains a strong market for Near East exports of lampante virgin olive oil, the future of quotas under special trade agreements requires additional analysis.

Olives

In 1990, the EC was a market for \$58 million in imported olives packed in vinegar coming from extra-EC sources. Morocco contributed 89 percent of this for total imports worth \$51 million, primarily sent to France. Moroccan exports remained nearly static in 1991.

Other Products

Spices

Mixed spices, crushed or ground, are a small but growing export from Tunisia to the EC, primarily to France. A full 59 percent of the EC's \$2.3 million imports originated in Tunisia. This grew by 20 percent in 1991. Other strong import markets in the EC for mixed spices are Germany and Belgium/Luxembourg.

The EC market for "other" crushed or ground spices which do not fit into other categories, worth \$16 million, is 80 percent dominated by internal trade. However, in 1990 Tunisia supplied 63 percent of the external imports, although this declined 22 percent to \$1.6 million in 1991. Despite the small size of the market and the decline of Tunisia's exports to the EC in 1991, the potential for niche market opportunities in spices requires further investigation.

Molasses

The EC is a large importer of cane molasses, a by-product of sugar refining, importing \$253 million in 1990. The Near East countries have a small but growing share of the market. In 1990, Egypt contributed 2.6 percent of the external supplies for a total of \$6.6 million, growing by two thirds in 1991. Morocco contributed 1.2 percent of external supplies in 1990, growing by 19 percent to \$3.6 million in 1991. The primary markets are Italy, Spain, and France.

Miscellaneous plants

The EC traded \$221 million in plants, grains, and fruits for use in perfume, medicine, and insecticides and similar compounds in 1990, 64 percent of which, or \$142 million, originated from outside of the EC. Together Morocco, Tunisia, and Egypt accounted for 15 percent of the EC external imports, with Morocco alone contributing 9.8 percent. Germany and France are largest importers of these compound ingredients.

Conclusions

This preliminary analysis provides an overview of EC markets and competition at a level of statistical disaggregation that will be valuable in targeting field interviews with European importers. The full report provides a picture of recent trends in NE agricultural exports to the EC. Preliminary analysis of trade policy issues indicates that the future of special agreements, including market access quotas, and tariff reductions, as well as potential shifts in the relative tariff treatment of other countries currently outside the EC will be important to future market opportunities for NE exporters. The second phase of the project will examine these issues as well as the potential impact of Europe's single market on regulations affecting market access, transportation, packaging, financial arrangements, and health and safety requirements.

1. Introduction

The creation of the European Single Market on January 1, 1993 is intended to promote trade among the 12 member countries of the European Community (EC) to supply their 350 million consumers. Plans to create an even larger market, eventually including members of the European Free Trade Agreement (EFTA) and former Eastern Bloc countries of Central and Eastern Europe will make the Common Market even larger by the end of the Century. For the Near East (NE) countries of Egypt, Jordan, Morocco and Tunisia, the EC market is currently an important outlet for exports, and the enlarged market presents even greater potential for growth. It also offers the possibility that market access will become more difficult as competition with suppliers with the Community strengthens.

A number of current and planned support activities of the U.S. Agency for International Development (USAID) are aimed at developing agribusiness exports of Near East (NE) countries to the EC in order to increase employment and income in the countries. Abt Associates was retained to conduct research aimed at understanding the implications of the Single Market, EC enlargement and Association Agreements with the Former Eastern Bloc for market development prospects for selected near east agricultural exports. The project is also examining potential implications of support for NE countries on U.S. exports.

Specific project objectives are to:

- provide a commodity and product-specific descriptive analysis of the importance of European markets for Near East agribusiness, competitiveness issues, and the particular requirements affecting access to markets;
- describe the policy environment and regulatory requirements of European food and agricultural product markets and anticipated changes from the establishment of the European Single Market;
- identify key issues likely to influence agribusiness market opportunities and constraints and affect export oriented trade and investment in the Near East countries.

This report focuses on the first objective. It presents an overview of historical and current exports of the four target countries, including seasonal flows for selected products. It also addresses the priorities of A.I.D. for export promotion; and examines specific EC commodity/product markets and current competition and trade barriers facing specific countries' exports.

This is to provide a baseline for the second phase of the project, which will address policy, regulatory and commercial factors related to regional integration and the single market that are likely to affect market access and trade flows for Near East agribusiness and USAID agribusiness promotion activities.

Chapter 2 presents an overview of Near East agricultural exports, including major products exported, major markets, and USAID agribusiness support priorities in each of the four countries. Chapter 3 provides a commodity and product specific overview of EC markets and competition as well as trade barriers and agreements. Chapter 4 presents preliminary conclusions and issues for further analysis during phase two of the project.

2. NEAR EAST AGRICULTURAL EXPORTS: AN OVERVIEW

Agricultural exports contribute an important share of the total exports from the Near East countries of Egypt, Jordan, Morocco, and Tunisia. For all except Jordan, the EC has been an historically important market. With the Gulf War, the relative importance of exports to the EC also rose for Jordan.

The European Community is a \$60 billion market for agricultural products from outside the Community, with about \$1.5 billion from the four NE countries. Total imports by the 12 EC member states, including imports from other EC members amounted to \$155 billion in 1990. The EC market is the most important for Morocco and Tunisia and Egypt and increasingly so for Jordan. This chapter provides an overview of the commodity composition and market destinations of agricultural exports from each of the four countries. It also highlights USAID priorities in agriculture and agribusiness support activities in the NE countries.

2.1 Major NE Agricultural Exports

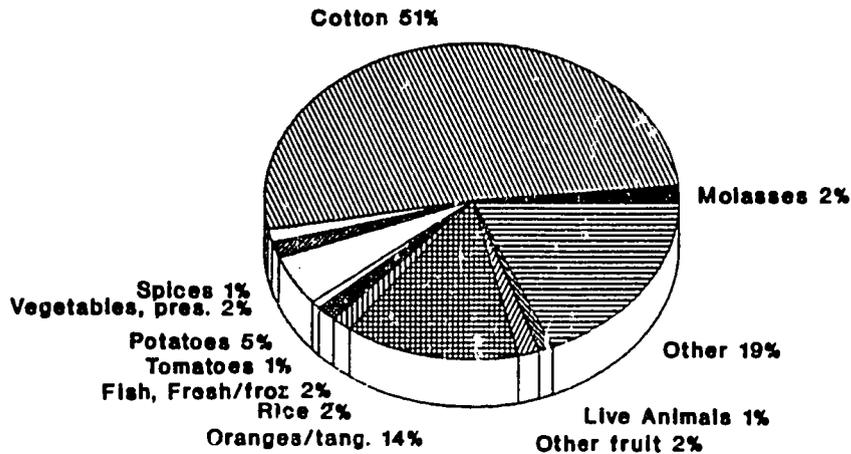
2.1.1 Egypt

Egypt currently imports half of its food needs, having gone from being self-sufficient in food and a net exporter of agricultural commodities in the early 1970s to running an annual net deficit of \$3 billion in agricultural trade in the early 1980s. With an annual agricultural growth rate of 2 percent in 1989, agricultural production has not kept pace with the 2.7 percent population growth rate. In 1990, Egyptian agriculture contributed \$6.5 billion to GDP, about 20 percent of the total.

Egypt's agricultural exports worth \$535 million made up 23 percent of its total merchandise exports in 1989. Major agricultural exports include cotton, and oranges, which account for almost two-thirds of the total, and potatoes, rice and preserved vegetables.

Composition of Egypt's Agricultural Exports 1989

\$535 million



Source: U.N. & Abt Associates

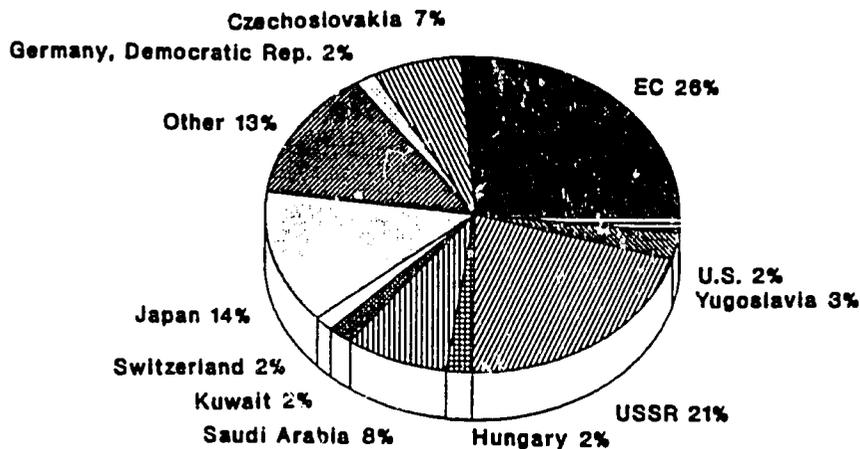
Egyptian agricultural exports, valued at \$535 million in 1989, make up a quarter of total exports. The EC is a market for 26 percent of Egypt's agricultural exports. Former Eastern Bloc countries, including the former Soviet Union, purchased 35 percent of agricultural exports.

Primary Egyptian agricultural exports to the EC in 1991 included:

- potatoes (1/1 to 5/15)
- fish and seafood products
- cane molasses
- dried onions
- oil seeds
- beans (10/1 to 6/30)
- animal products
- beet pulp
- oranges (10/16 to 3/31)

Major Markets for Egypt's Agricultural Exports 1989

\$535 million



Source: U.N. & Abt Associates

A.I.D. Agribusiness Support Priorities in Egypt

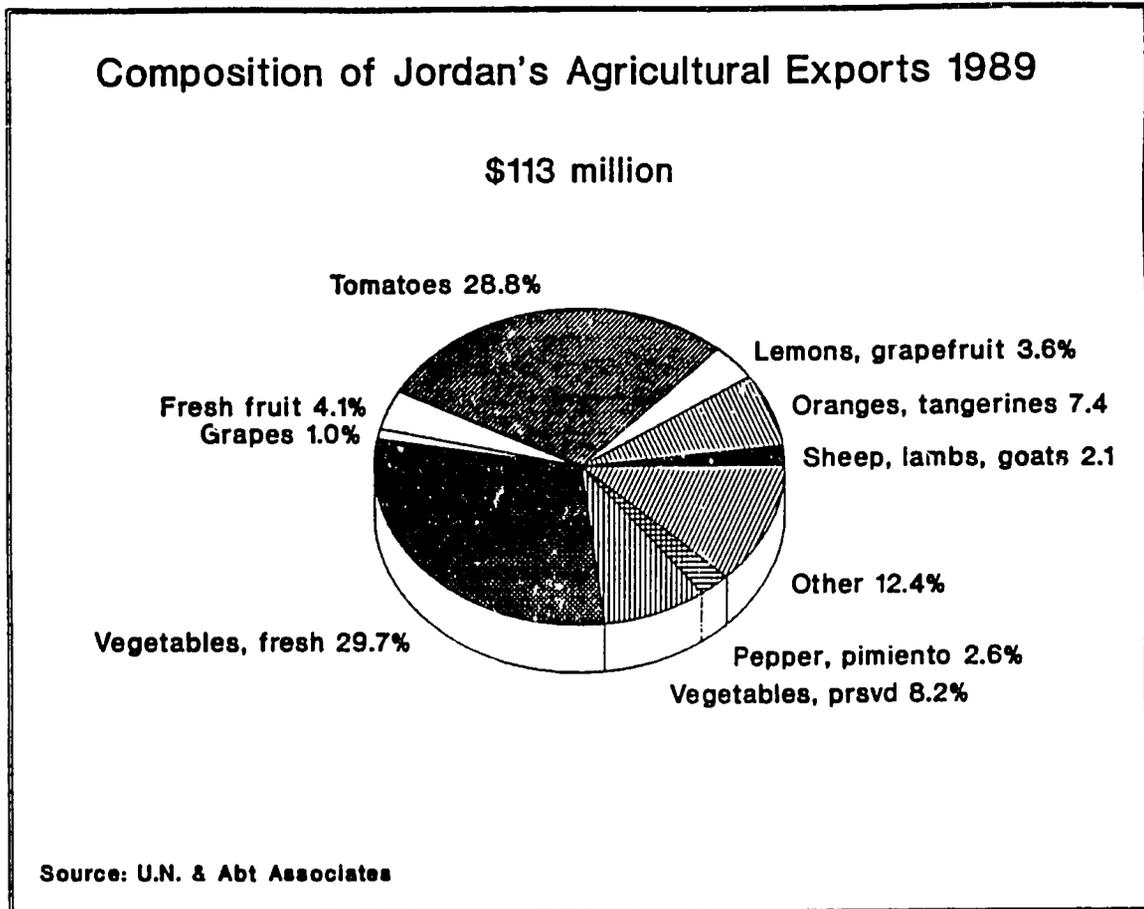
While USAID does not currently have a large agribusiness project in Egypt, it actively supports agribusiness export promotion through the efforts of the Trade Development Center (TDC-Egypt). Among the products exhibited at the TDC sponsored pavilion at the 1992 Paris SIAL produce show were:

- fresh vegetables (green peppers, pear tomatoes, small cucumbers, green beans, asparagus, and potatoes);
- melons and mangoes;
- jams;
- canned juices (mango, apple, guava, pineapple, and orange); and
- in-shell peanuts.

2.1.2 Jordan

Jordan is a small country with limited natural resources to sustain a population of 3.5 million people which is growing at an estimated 3.6 percent per year. Twenty percent of its population is dependent upon agriculture as a major source of income. Jordan's agriculture accounted for only 10 percent or \$113 million of total exports, with most directed at other Middle Eastern Countries. While the share of Jordan's agricultural exports to the EC grew from 6 percent to one third during the Gulf War, total agricultural exports dropped by 85 percent.

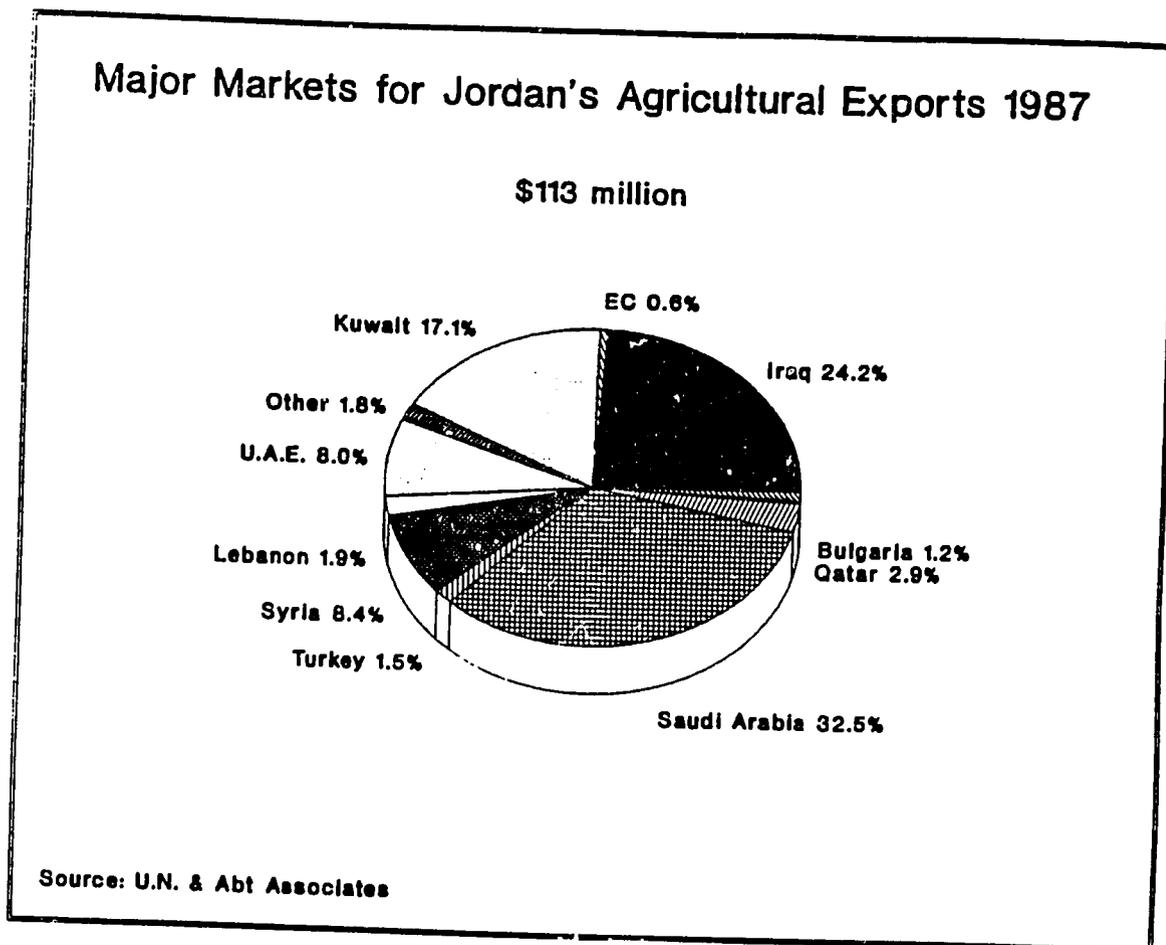
Jordan's agricultural exports are primarily horticultural products, including tomatoes, cucumbers, green peppers, eggplant, and squash, preserved vegetables, citrus and forestry products.



The EC was a market for only 6 percent of Jordan's exports until the Gulf War seriously eroded Jordan's exports to other countries, raising the EC share to 37 percent of total exports. Jordan's agricultural exports to Europe are historically very small, amounting to \$5.1 million in 1990. Jordan's primary agricultural export markets have historically been its Arab neighbors, with more than 90 percent of agricultural exports going to Saudi Arabia, Iraq, Kuwait, Syria and the United Arab Emirates in 1987. However, in 1991, Jordan's exports of fruits and vegetables to its traditional Gulf markets were halted completely as a result of politics during the Gulf Crisis. In early 1992 Jordan's exports to Saudi Arabia and the Gulf countries resumed.

Jordan's primary agricultural exports to the EC in 1991 were:

- sweet peppers
- beans (10/1 to 6/30)
- capsicum or pimentos
- fresh grapes (not table grapes)
- cucumber
- eggplant



A.I.D. Agribusiness Priorities in Jordan

USAID/Amman's current portfolio includes the Agricultural Market Development Project, which was recently extended. The project targets high value horticultural products for export to the EC and Eastern Europe, working through Jordan's Agricultural Marketing Organization.

Recent trade missions by Jordanian exporters have targeted EC and Eastern and Central European markets for fresh fruit and vegetables, including tomatoes, table grapes, plums, apples, asparagus and turkish peppers.

A.I.D. activities are providing support in addressing issues of transportation, quality control, phytosanitary concerns, and macroeconomic policies affecting inflation, exchange rates, and the competitiveness of Jordanian exports.

2.1.3 Morocco

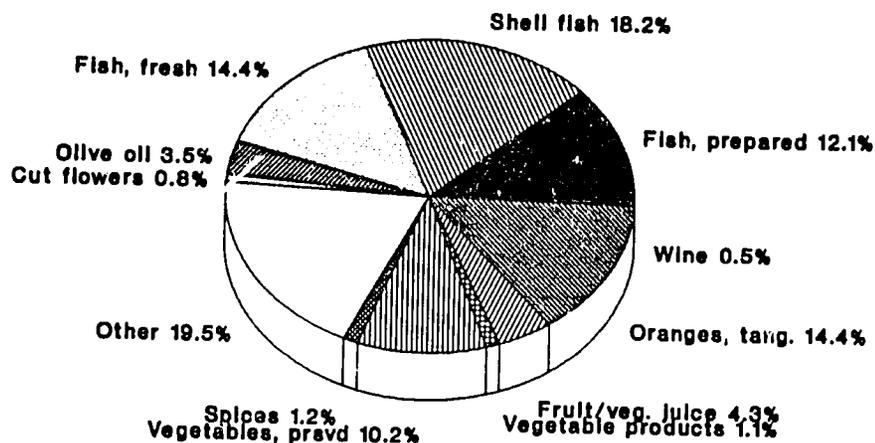
Separated from the enlarged EC by only the Straits of Gibraltar, the EC is Morocco's most important trading partner. Agricultural exports valued at almost \$1.7 billion made up 28 percent of Morocco's total exports in 1990.

Seafood products made up about 45 percent of agricultural exports from Morocco in 1990, followed by citrus, vegetable and fruit products, olive oil, spices, cut flowers and wine.

With the accession of Spain and Portugal to the EC, special trade agreements were made to limit the negative impacts on EC imports from Morocco. The 1986 Cooperation Agreement initiated the EC Mediterranean Policy, covering trade and aid for an indeterminate period and providing nonreciprocal trade concessions. While Moroccan industrial products have free access to the EC, agricultural (raw or processed) products have restricted access, as do textile products. In November 1989, the Renovated Mediterranean Policy was implemented to contribute to the development of Mediterranean Third Countries (MTC), conserve the environment around the Mediterranean sea, and maintain a "balance" between the EC and countries in the European Free Trade Area (EFTA), Eastern Europe, and the MTC.

Composition of Morocco's Agricultural Exports 1990

\$1697 million



Source: UN & Abt Associates

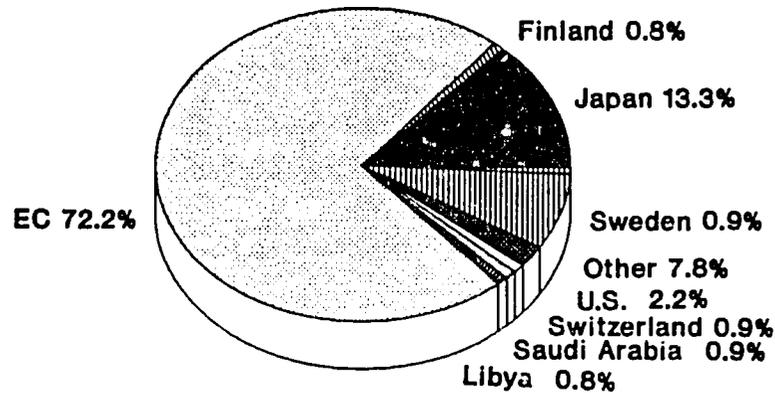
Almost three quarters of Morocco's agricultural exports, worth \$1.2 billion, went to the EC in 1990, with Japan, other European countries, the U.S. and North African and Middle Eastern countries making up the balance.

The major EC agricultural imports from Morocco in 1991, in order of importance, included:

- tomatoes (November - May)
- clementines
- fish and seafood products
- potatoes (January - May)
- processed meat and seafood
- olives
- oranges

Major Markets for Morocco's Agricultural Exports 1990

\$1697 million



Source: U.N. & Abt Associates

A.I.D. Agribusiness Priorities in Morocco

USAID/Rabat began the five year Morocco Agribusiness Promotion Project (MAP) in September 1992, focusing on eight agricultural subsectors. To coordinate its donor support efforts, the Government of Morocco created an Agribusiness Coordinating Committee including representatives of USAID and the World Bank, which is at the initial stages of developing an agribusiness project.

The USAID financed MAP Project will initially focus on:

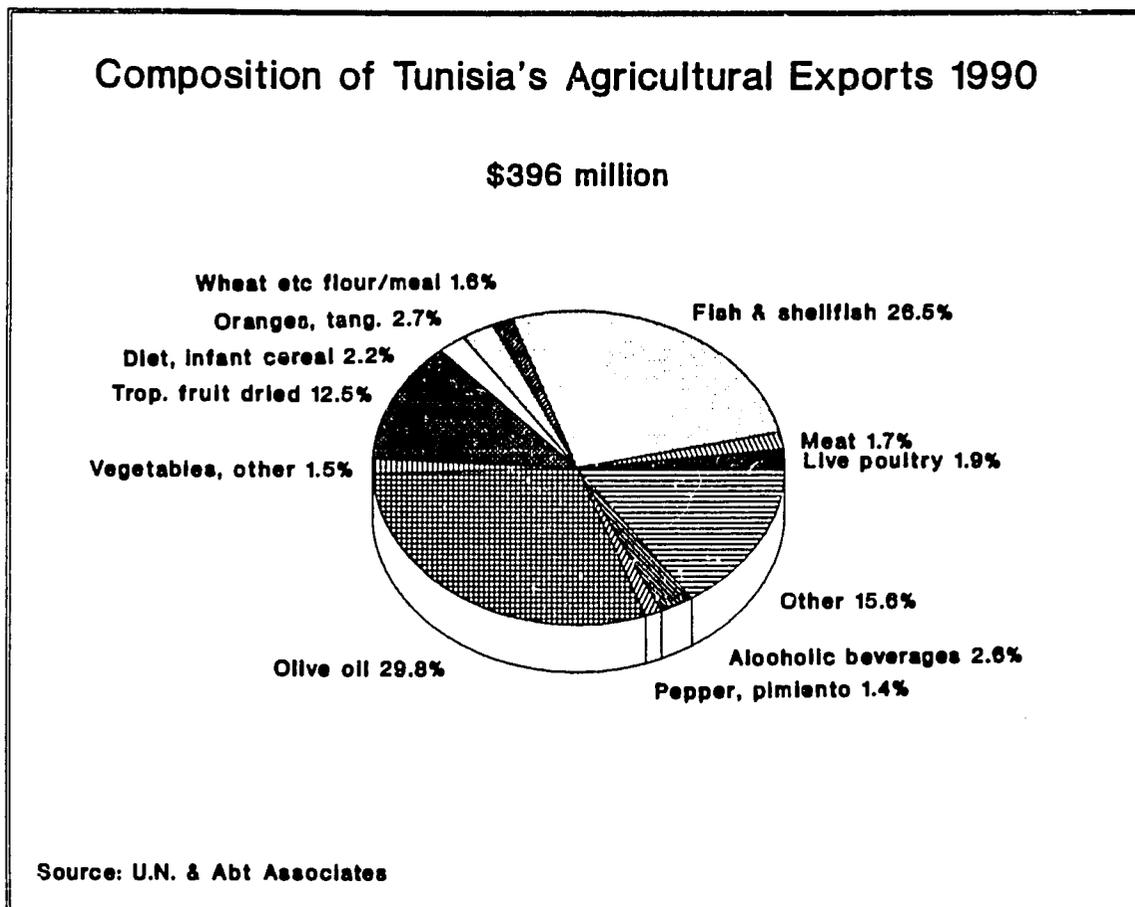
- fresh vegetables (particularly winter vegetables or primeurs);
- fresh fruit;
- processed fruits and vegetables;
- cut flowers;
- olives;
- spices and essential oils;

- grapes, raisins, and wine; and
- grain legumes.

At the 1992 Paris SIAL show, the Moroccan Center for Export Promotion (CMPE) had a pavilion with 22 small stands, featuring companies which currently export. Although there was a heavy emphasis on traditional exports, such as canned fish and olives and olive oil, other products included canned apricots and green beans. Exhibits of citrus and citrus products and of cut flowers were absent.

2.1.4 Tunisia

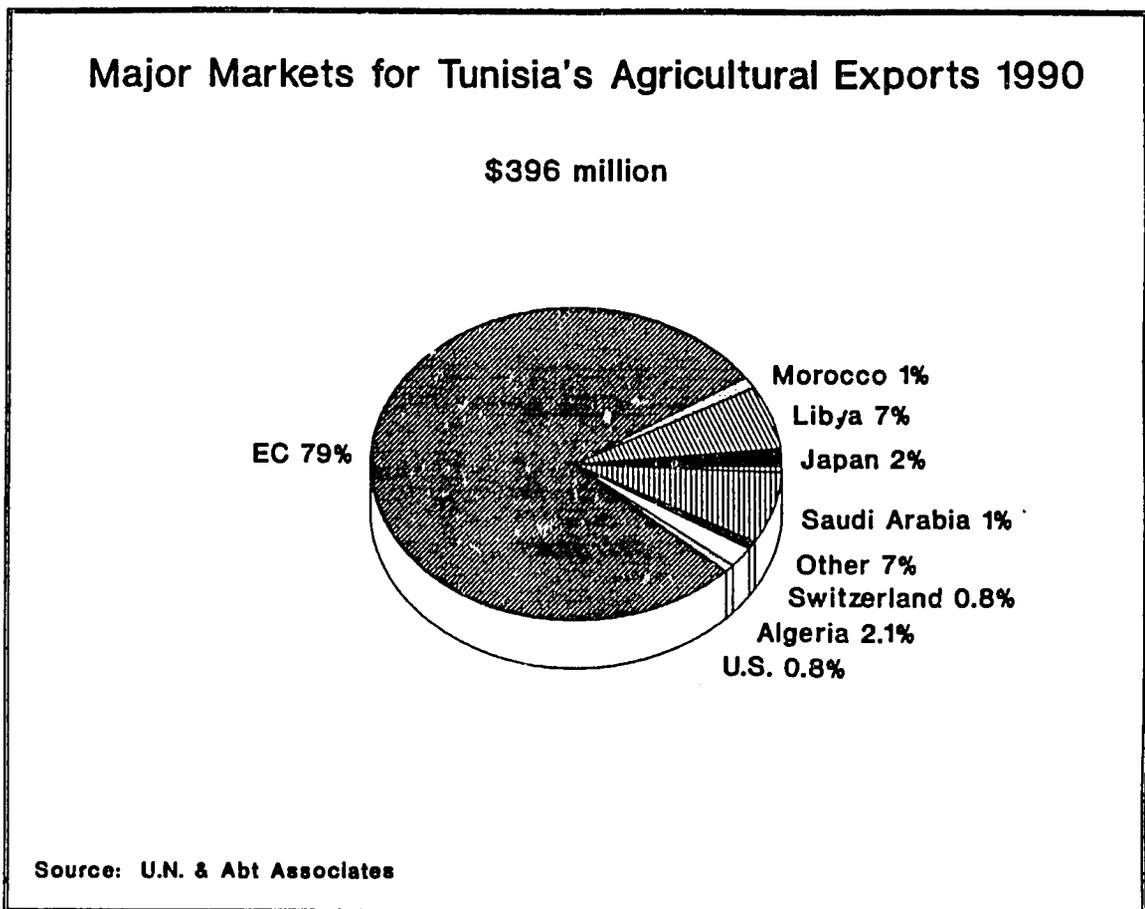
Tunisia's agricultural exports totaled \$396 million in 1990, 11 percent of its total exports. Tunisia's primary agricultural exports include olive oil, fish & shellfish, dates, citrus, and wine. Other agribusiness products which Tunisia successfully produces in large volume are tomato paste and harissa (hot sauce), and capers.



The European Community is Tunisia's largest agricultural export market, accounting for 79 percent of the total in 1990. Other North African countries were markets for about 10 percent of the total.

In 1991, Tunisia's primary agricultural exports to the EC consisted of:

- virgin olive oil
- dates
- fish and processed fish products
- winter citrus fruits (October - March)



A.I.D. Agribusiness Priorities in Tunisia

Under Tunisia's Agricultural Policy Implementation Project (APIP) 1987-92, one focus was on opportunities and constraints to agribusiness exports to the world. Commodity export studies conducted under the project addressed markets for wine, olive oil, specialty citrus, dates, cut flowers and seafood products. A planned agribusiness support project intended to build on the foundation of APIP is currently on hold.

Other potential EC export opportunities identified by A.I.D. include:

winter vegetables, including peppers, tomatoes (currently exported to Sweden), asparagus and baby corn.

processed foods: tomato paste, canned whole peeled tomatoes, canned apricots, and fruit purees and pulps.

At the 1992 Paris SIAL show, Tunisia had a small stand presenting processed and dried food products including dates, canned seafood products, dry cereals, canned apricots, chile peppers, tomato paste, figs, apricot jam, spices and raisins.

3. European Community Markets: Commodity and Product Specific Trade and Competition

An understanding of market potential in the European Community for NE products, and the potential impact of the Single Market requires analysis of: 1) current and historical trade in specific commodities and products, 2) regulations affecting market access, and 3) the competitive situation in specific markets. This chapter addresses commodity and product specific trade in vegetables, fruit, ocean products, olive products and other specialty products. Individual product sections include discussion of trends in EC imports, seasonal variation, and preliminary findings on competition and trade barriers.

Protecting the EC Internal Market: The Reference Price System and Imports

One key to the EC market is understanding of EC protection of agriculture under the Common Agricultural Policy (CAP). The CAP is directed at protecting EC agricultural producers through a system composed of import tariffs, production subsidies, export subsidies, price floors, and import quotas and bans aimed at assuring a preference for EC sources of products.

One of the EC protection mechanisms for fresh fruits and vegetables is the reference price system. Reference prices become effective price floors for fresh fruits and vegetables during the specified periods in which they are applicable. The importer is charged a duty equal to the difference between the reference price and the import price when either (1) the import price remains at least 0.6 ECU per 100 kg below the reference price for two consecutive days, or (2) the import price stays below the reference price for two out of seven days.

Import prices (net of import duties and levies) of products from third countries are determined at the importer-wholesaler stage. The levels of reference prices are set during the yearly price negotiations in the EC Council of Ministers. Prices are determined at certain representative markets in the EC. The difference between the reference price and the import price which the importer must pay when applicable is a variable duty or levy, which the EC calls a *countervailing duty*. It is designed to put a floor on prices of the protected commodities. Table 1 presents a list of commodities subject to the reference price system. The results of on-going negotiations in the Uruguay Round of the General Agreement on Tariffs and Trade (GATT) are likely to affect the future of the reference price

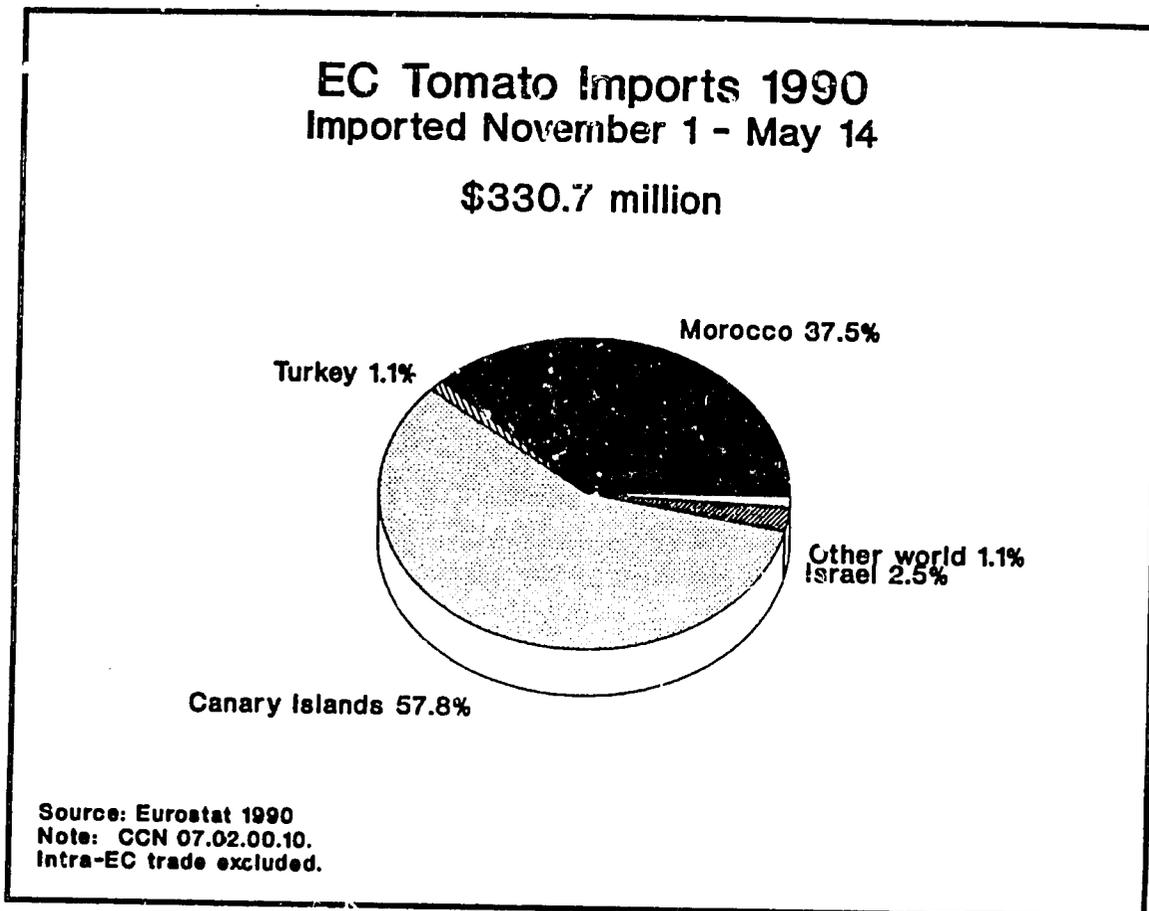
3.1 Fresh Tomatoes - The Overall EC Market

EC members are a \$1.4 billion annual market for fresh tomatoes with 89 percent supplied by trade among EC member countries. The market grew at a 12 percent annual rate 1986-90. Suppliers from outside the EC are only important during the off-season period from November 1 to May 14 when the EC imported tomatoes valued at \$330.7 million during 1990².

Seasonal Imports and Competition

November 1 - May 14

Morocco is very important in the EC fresh tomato imports between November 1 and May 14. The Canary Islands, until their integration into the CAP on July 1, 1991, were the largest competitor from outside the EC, providing



² As these are 1990 trade statistics this number actually represents imports January 1-May 14, 1990 and November 1-December 30, 1990.

\$191 million, or 58 percent, of tomatoes from external suppliers during 1990. Morocco's tomato exports to the EC during this period in 1990 were valued at \$123.9 million, or 38 percent of the external supply, 89 percent of which went to France. In 1991, Morocco's exports to the EC grew 11 percent to \$138 million. With the integration of the Canaries into the CAP, Morocco is likely to become the largest extra-EC competitor for tomato imports into the EC.

Intra-EC trade accounted for 59 percent of the total in 1990, with Dutch exports, including transshipments, valued at \$289.3 million; 57 percent went to Germany and 21 percent went to the U.K. Spain sold \$104.3 million of tomatoes within the EC during the November 1 to May 14 time period, with approximately a quarter going to each Germany and France, and 18 percent to the U.K.

May 15 to October 31

During May 15 to October 31, almost no imports of tomatoes from outside the EC were imported by the 12 EC members. EC members Holland and Belgium/Luxembourg are the largest internal suppliers, with Dutch shipments to other EC countries valued at \$367.4 million in 1990. In 1991, Morocco's exports to the EC were \$1.5 million during this period.

Trade Barriers and Agreements

The normal tariff on imports of fresh or chilled tomatoes from November 1 to May 14 into the EC is 11 percent ad valorem, with a minimum levy of 2 ECU per 100 kg net weight when import prices fall below the reference price. Tomatoes are subject to the reference price system from April 1 to December 20. From May 15 to October 31, the normal tariff is 18 percent, with a potential minimum 3.5 ECU per 100 kg net weight levy. In the cooperation agreement with the EC, Morocco negotiated reductions on tariffs from January 1 to February 28, 1990 on up to 31,536 tons, bringing duties to a minimum 1.9 ECU per 100 kg net weight for all of the EC excluding Portugal.

In addition to the general EC restrictions on tomato imports, individual member countries have special restrictions on tomato imports which provide more protection, as outlined in Table 2. The EC Single Market is supposed to eventually eliminate such restrictions. In recent years, Belgium and France have given Tunisia and Morocco the most preferential access to their markets for

tomatoes for non-industrial uses. In Belgium, Algeria and Cyprus receive the same preferential access as Tunisia and Morocco with Egypt and Jordan following with only slightly more restrictive access. In France, Algeria receives the same preferential access as do Tunisia and Morocco.

NATIONAL IMPORT RESTRICTIONS ON EC TOMATO IMPORTS

MEMBER COUNTRY	PRODUCT	ORIGIN	RESTRICTION	PERIOD OF APPLICATION
Belgium	Tomatoes (for non-industrial use)	Algeria	Import ban	5/16-11/14
		Tunisia	"	5/16-11/14
		Morocco	"	5/16-11/14
		Cyprus	"	5/16-11/14
		Egypt	"	5/16-11/30
		Jordan	"	5/16-11/30
		Others	"	5/16-12/31
Denmark	Tomatoes	All	Special auth. req'd. w/lic.	6/1-10/31
France	Tomatoes	Algeria	Import ban	5/15 - 5/31
		Morocco	Minimum price ¹	6/1-10/31
		Tunisia		
		Israel	Import ban	5/15-10/31
			Minimum price ¹	11/1-12/31
		Bulgaria	Import ban	5/15-8/15
			Minimum price ¹	8/15-Oct. (within 700 t)
			Minimum price ¹	11/1-12/31 (within quota of 300 tonnes)
		Romania	Import ban	5/20-10/15
			Minimum price ¹	5/15-20 10/15 - Dec. (within quota of 6,000 tonnes & 200 t from 10/15-31)
Spain	Minimum price ¹	5/15-11/20 12/31		
	Import ban	5/20-10/31		
Others	Import ban	5/15-12/31		
Greece	Tomatoes	All	Import ban	5/15-12/31
Ireland	Tomatoes	All	License required	5/15-6/15
United Kingdom	Tomatoes	Bulgaria	400 tonne quota	5/15-10/31
		Romania	1 980 tonne quota	5/31-10/31

Source: CAP Monitor, Abt Associates

¹ Imports suspended when market price of French tomatoes falls below minimum below.

During the second phase of the project, the future of preferential access to the EC will be examined further. The full integration of Spain, Portugal and the Canary Islands into EC markets will also be addressed as it affects the future competitive position of NE exporters.

3.2 Fresh Vegetables

The EC is a \$3.7 billion market for a variety of vegetable imports. During 1986-1990, trade in vegetables other than tomatoes grew 18 percent annually. In the category of other fresh vegetables, which excludes tomatoes. Countries outside the EC supplied only 13 percent of the market, or \$476 million in 1990. However extra-EC imports have been growing faster than the total market, at 29 percent annually over the same five year period.

3.2.1 Cucumbers - The Overall EC Market

European Community trade in cucumbers was valued at \$512.1 million in trade in 1990, 92 percent of which is supplied by EC member countries. Suppliers from outside the EC only make up 7.5 percent of the total, most of which is during the off-season period between November 1 and May 15, the period when reference prices are applicable only part of the time.

Seasonal Imports and Competition

November 1 - May 15

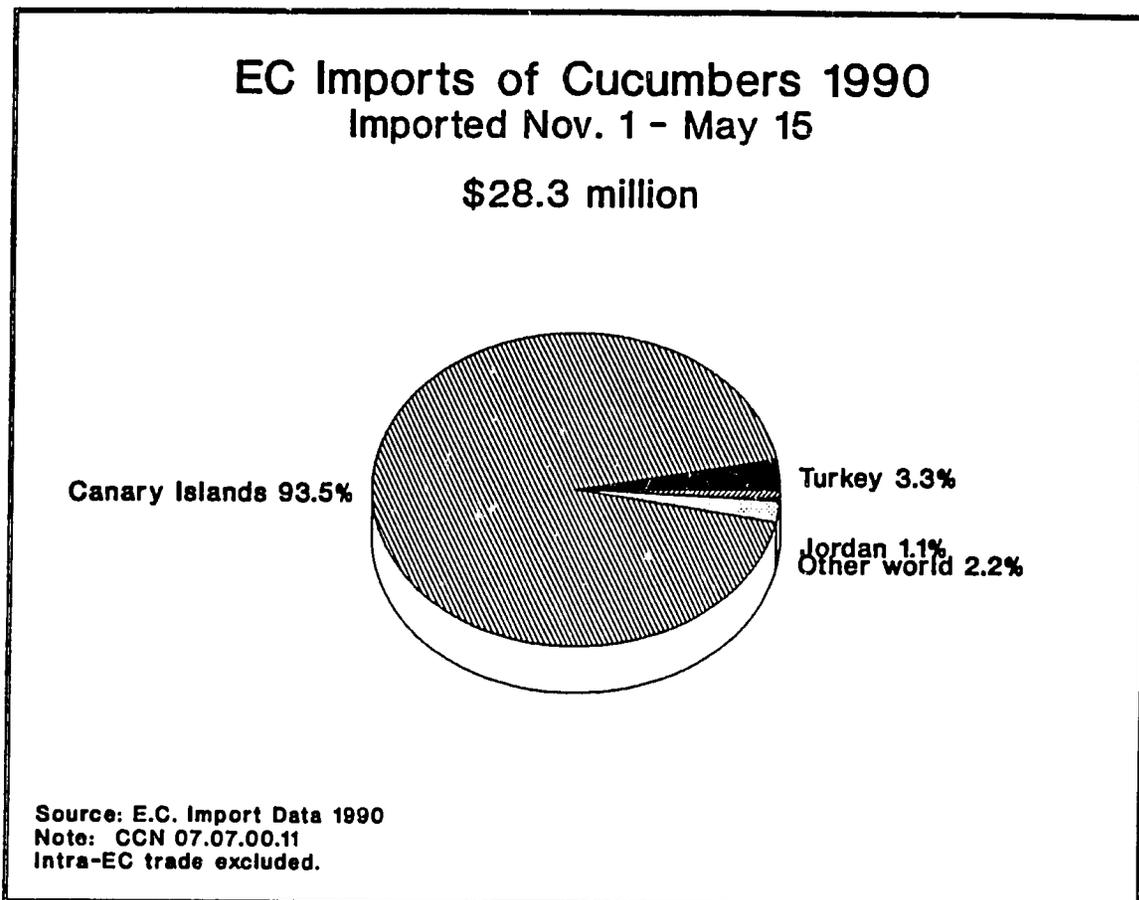
Extra-EC trade worth \$28.3 million made up only 9.4 percent of the total \$300.4 million EC cucumber trade during the 1990 November 1 to May 15 winter period. With the Canary Islands the largest extra-EC competitor with 93.5 percent of the market for external imports and with Turkey the second with \$947,000 in trade, Jordan's cucumber exports to the EC, based on 1991 data, would have yielded about 1 percent of the market.

Intra-EC trade in winter cucumbers in 1990 was dominated by the Netherlands with 58 percent of the market; three fourths of this was exported to Germany and 10 percent to the U.K. Spain accounted for one fourth of intra-EC trade, exporting 37 percent to Germany, 24 percent to the Netherlands, and 21 percent to the U.K. Greece made up 14.6 percent, or \$39.6 million, primarily

exporting to Germany.

May 16 - October 31

During May 16 to October 31, extra-EC trade contributed only \$10.4 million or 4.9 percent of the \$211.7 million of the total EC cucumber trade in 1990, originating primarily in Turkey, Hungary, and Bulgaria.



The Netherlands is the largest supplier at 80.7 percent of both the intra- and extra-EC import market, 75 percent of which is directed towards Germany. Belgium and Luxembourg, with the second greatest volume in trade during this period, export less than one tenth of the Netherlands's cucumber exports. The potential on Hungarian and Rumanian exports of association agreements between the EC and former Eastern Bloc countries merits attention during the second phase of the project.

Trade Barriers and Agreements

Little of the large volume of cucumber trade within the EC is supplied from extra-EC sources. In July 1991, the primary external supplier, the Canary Islands, began a transition to the CAP and its \$26 million in cucumber exports during the off-season period become intra-EC trade. This will likely reduce considerably the amount of extra-EC imports of cucumbers, as reference prices will continue to restrict import price decreases.

Duties on imports of cucumbers from November 1 to May 15 are 16 percent and from May 16 to October 31 are 20 percent, with provisions for countervailing charges. Countervailing charges are applied when cucumber prices fall below the reference prices, imposed on imports from outside of the EC from February 11 to November 10. However, exceptions to this exist for Egypt and Jordan, for which tariffs are being reduced at the same time as they are being reduced for Spain and Portugal on a reference quantity of 100 tons each.

3.2.2 Fresh Beans: The Overall EC Market

Fresh or refrigerated beans³ valued at more than \$120 million were traded with the EC members in 1990, 63 percent of which was supplied by EC member countries. Countries outside of the EC contribute a significant part of that trade during the off-season, lower tariff period between October 1 and June 30.

³Vigna spp. and Phaseolus spp, generally in the category of common beans, includes kidney, navy, pea, mung, black, lima, pinto, and other white beans.

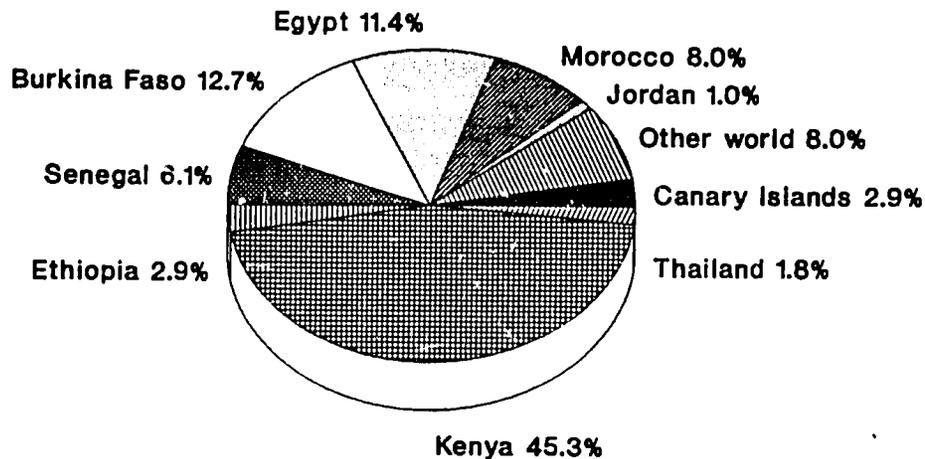
Seasonal Imports and Competition

October 1 - June 30

The EC import market for fresh beans from October 1 to June 30 was valued at \$63.8 million in 1990, over half of the total market. Kenya provided 45 percent of import supplies, with over half of Kenyan imports going to France. Morocco, Egypt, and Jordan together accounted for 20 percent of EC imports. France received 95 percent of Morocco's \$5 million in exports to the EC, the Netherlands received 83 percent of Egypt's \$7.4 million in exports, and Belgium/Luxembourg received 61 percent of Jordan's exports. The other major extra-EC competitors, Burkina Faso and Senegal, both export primarily to France.

EC Imports of Fresh Common Beans 1990 October 1 - June 30

\$63.8 million



Source: EC & Abt Associates. Note: CCN 07.08.20.10 includes vigna spp and phaseolus spp. including kidney, navy, pea, mung, black, lima, pinto, and other white beans.

In 1991, Jordan's exports of beans to the EC grew 69 percent to \$1.1 million, Morocco's exports grew 9 percent to \$5.5 million, while Egypt's exports decreased 7 percent to \$6.6 million. Apparently, Jordan's bean exports were likely displaced from their traditional markets as a result of the Gulf Crisis and were directed instead to the EC.

Intra-EC trade accounted for almost 50 percent of the total 1990 trade during October 1 to June 30, with Spain contributing 58 percent of intra-EC bean exports, 46 percent of which went to France and 18 percent went to each the Netherlands and Germany. Italy contributed 18 percent of intra-EC bean exports during this period, 46 percent going to Germany and 30 percent going to France.

July 1 - September 30

During July 1 to September 30, the combined intra- and extra-EC trade only equaled \$24.7 million in 1990, 21 percent of the total, 72 percent being intra-EC trade, over one third of which originated in the Netherlands. Kenya supplied 88 percent, or \$6.1 million, of the extra-EC imports, almost half to France and 39 percent to the U.K.

Trade Barriers and Agreements

With duties on imports of beans from October 1 to June 30 of 12 percent and a potential minimum countervailing charge of 2 Ecu/100 kg/net under the reference price system, Kenya, with \$28.2 million in exports to the EC, nevertheless exports nearly the same value to the EC as does Spain, with \$34.2 million. From July 1 to September 30, EC bean imports face duties of 17 percent, also with the potential countervailing duty.

In 1988, Morocco negotiated duty reductions on 8,700 tons of green peas and beans, down to the highest of the level of Spain and Portugal. Morocco's 1990 bean exports to the EC equalled 2.8 million tons.

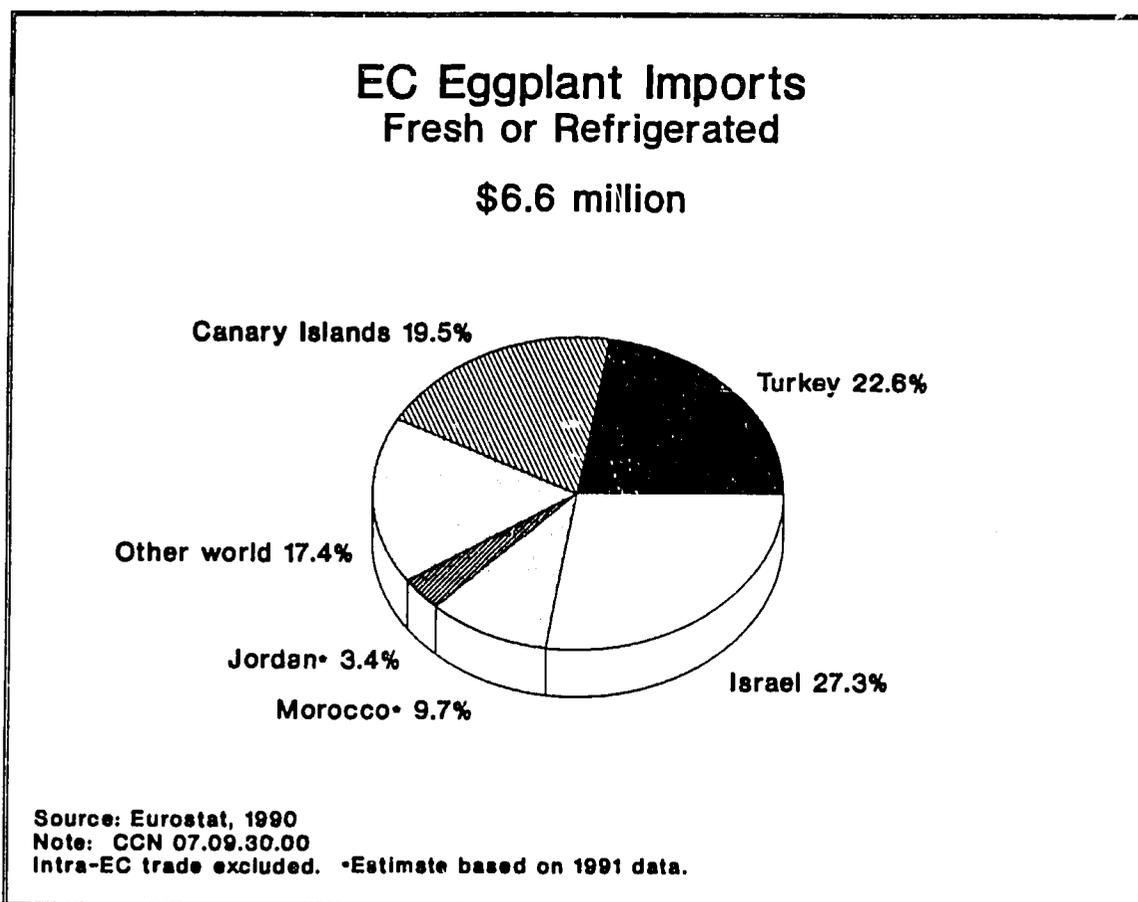
However, in bilateral trade, Morocco, Algeria, and Tunisia face a minimum price restriction on green bean imports into France from June 1 to September 30, while all other countries face import bans. In Greece, all countries face an import ban on green beans from June 1 to September 30.

3.2.3 Eggplant - The Overall EC Market

The EC fresh and refrigerated eggplant market was worth \$65 million in 1990. However, extra-EC imports account for only \$6.6 million, or a 10 percent share of total trade.

Imports and Competition

Israel was the largest extra-EC competitor among eggplant suppliers with more than a quarter of extra-EC trade, primarily directed to France. Jordan supplied \$225,862 of eggplant to the EC in 1991, and Morocco's exports to the EC were valued at \$636,633. Based on 1990 data, the other main competitors were Turkey, with almost a quarter of the extra-EC import market, 88 percent of which went to Germany, and the Canary Islands, with 20 percent of the market, 71 percent exported to the U.K. and 27 percent to the Netherlands.



Intra-EC trade in eggplant worth \$57 million in 1990 was dominated by the Netherlands, with nearly one half of intra-EC trade including transshipment; over half went to Germany and most of the rest to the U.K. and to France. Spain came second with a quarter of intra-EC exports, worth \$14.4 million; 65 percent went to France and 16 percent went to Germany. Italy had nearly 15 percent of the intra-EC export market, sending 53 percent to Germany and 37 percent to France.

Trade Barriers and Agreements

Duties on EC eggplant imports are 16 percent, with a potential countervailing duty applicable under the reference price conditions from April 1 to October 31. Wilcock, et. al. suggest a potential window for Morocco to export eggplant to the EC between December 1 and April 30. However, eggplants are subject to reference price conditions during April.

3.2.4 Sweet Peppers - The Overall EC Market

Extra-EC imports made up only 8.4 percent of total EC trade in fresh and refrigerated sweet peppers worth \$506.9 million.

Imports and Competition

Sweet pepper exports to the EC from Jordan and Morocco made up only 9.5 percent of the 1990 extra-EC import market of \$42.5 million. The greatest extra-EC competitor was Turkey, with one third of the market, exporting almost solely to Germany. The Canary Islands followed with almost a quarter of the market, sending 64 percent to the U.K. and 36 percent to the Netherlands, while Hungary supplied 22 percent, almost entirely to Germany. Morocco's 5.6 percent share of imports went mostly to France, while Jordan's estimated 3.9 percent share was divided primarily between Belgium/Luxembourg, France, and the U.K. In 1991, Morocco's exports grew 56 percent to \$3.7 million from \$2.4 million in 1990.

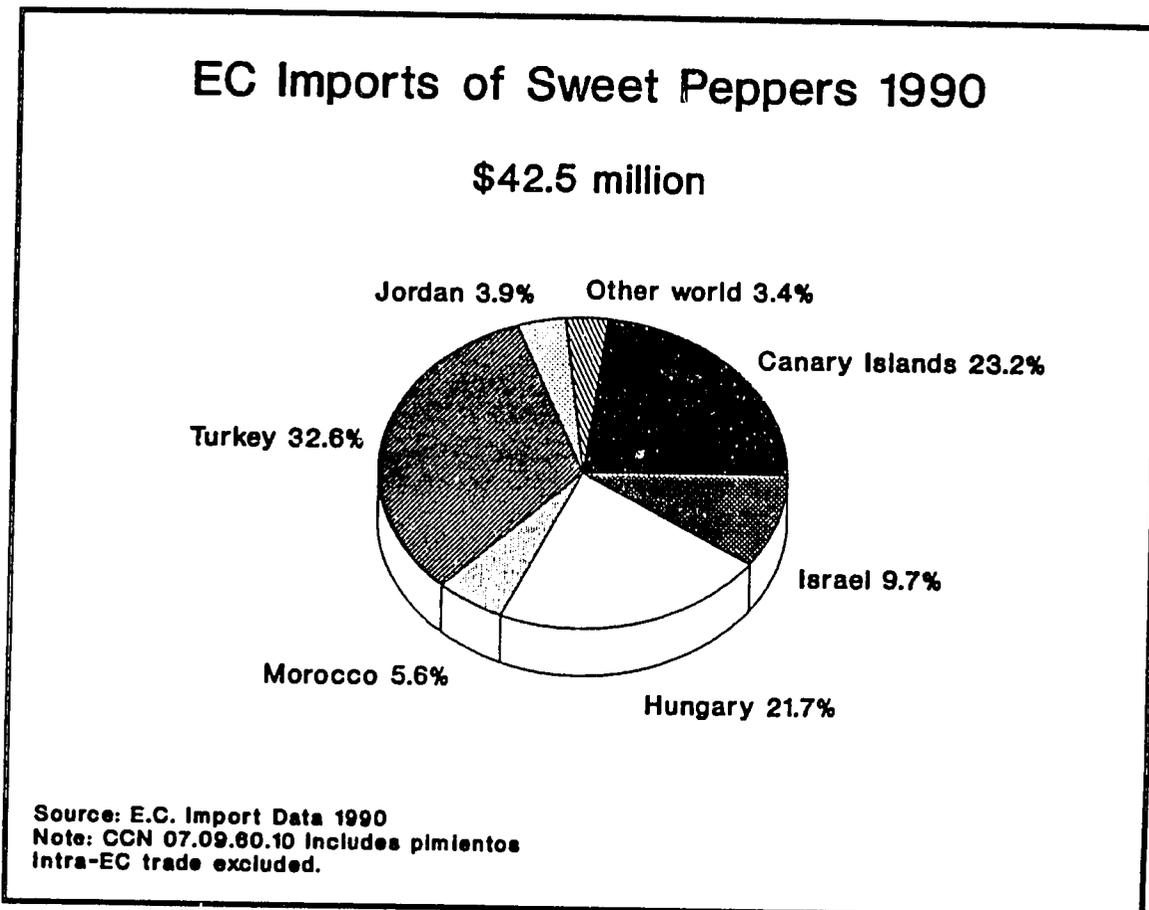
Intra-EC trade worth \$464.6 million was dominated in 1990 by Spain, with almost half of intra-EC exports; 42 percent went to Germany, 27 percent to France, 12 percent to the Netherlands, and 9 percent to the U.K. The Netherlands followed with 43 percent of intra-EC exports; 56 percent to Germany and 27

percent to the U.K. Italy was a distant third with 9.2 percent of the market, although this amount still represents millions more than the imports from the largest external source; 81 percent of Italy's exports went to Germany.

Trade Barriers and Agreements

The small volume of sweet peppers which is actually imported into the EC faces a conventional duty of 9 percent and as of October 1991, were not subject to the reference price system. Imports from Morocco are subject to a reference quantity of 1,000 tons for the gradual phase out of tariffs agreed to under the Cooperation Agreement.

With the Canary Islands' integration into the CAP, almost a quarter of the external trade will become internal trade.

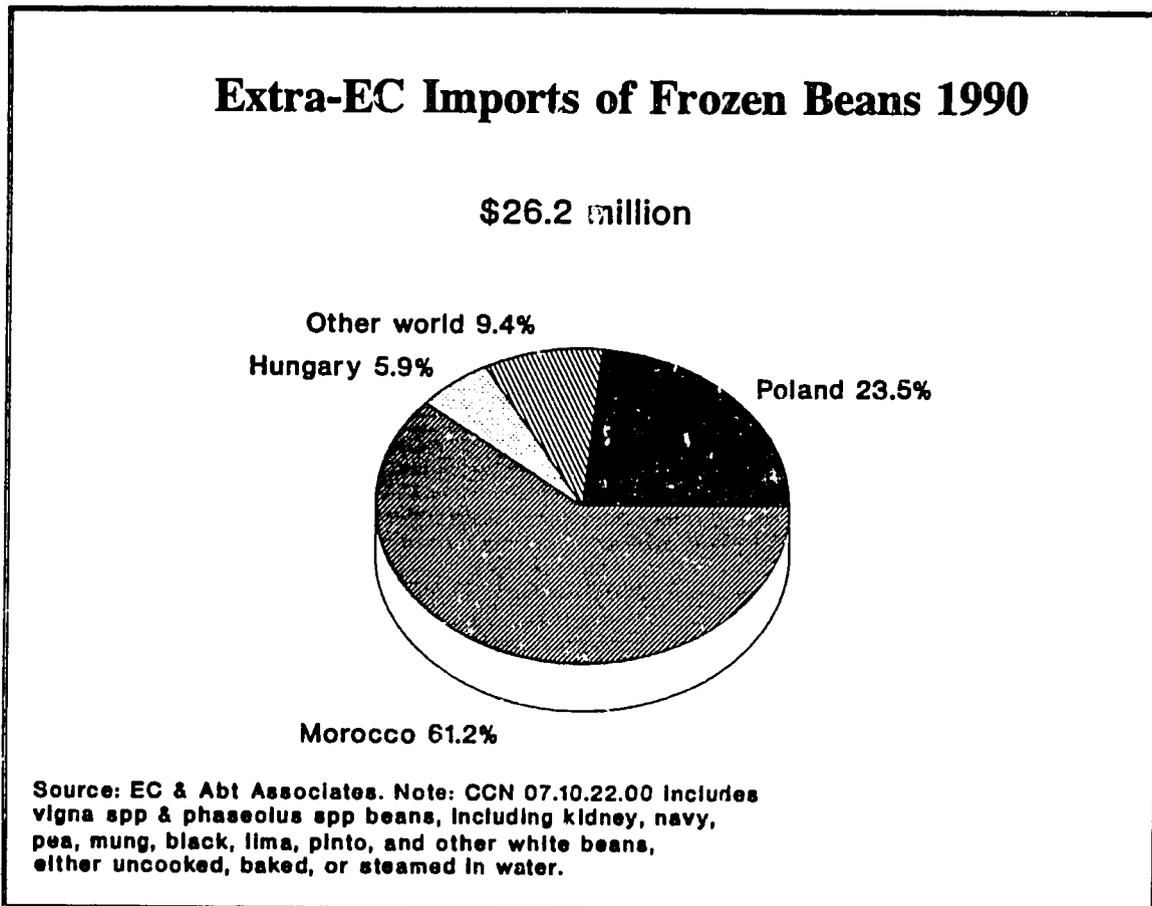


3.3 Frozen Vegetables

The EC imported \$2.2 billion in frozen vegetables in 1990 following five years of 48 percent annual growth. While the external import share remained steady at 12 percent of the market for five years, the average annual growth rate was 47 percent and imports from outside the EC were worth \$272 million by 1990. While there is a large, growing market for frozen vegetables in the EC, NE suppliers are only important in the market for frozen beans.

3.3.1 Frozen Beans - The Overall EC Market

In 1990 the EC-12 imported \$83.3 million in frozen common beans, including uncooked, boiled and steamed in water. Extra-EC trade provided one third of these imports.



Competition

Morocco dominates extra-EC imports of frozen beans, with 61 percent of the \$26.2 million in outside imports in 1990, where Poland, with almost a quarter, and Hungary are the other major competitors. Moroccan exports are shipped almost entirely to France. Poland shipped over half of its EC exports of frozen beans directly to Germany and a quarter to Belgium/Luxembourg. Hungary's relatively small amount of exports were spread across the Community. In 1991, Morocco's exports of frozen beans decreased 2 percent to \$15.6 million.

Intra-EC trade worth \$56.2 million in 1990 was dominated by Belgium/Luxembourg, with 37 percent of the EC market, and by France, with a quarter of the market, including transshipments. In 1990, Belgium/Luxembourg exports went one third to France, 19 percent to the U.K., 19 percent to the Netherlands, and 12 percent to Germany. French exports were split between Germany with one third of French exports, the U.K. with 37 percent, and Belgium/Luxembourg with 16 percent.

Trade Barriers and Agreements

Extra-EC imports of frozen beans are subject to a duty of 18 percent.

Imports of frozen beans from Eastern Europe could provide increasing competition for Morocco, in particular if more favorable trade agreements are made.

3.4 Potatoes - The Overall EC Market

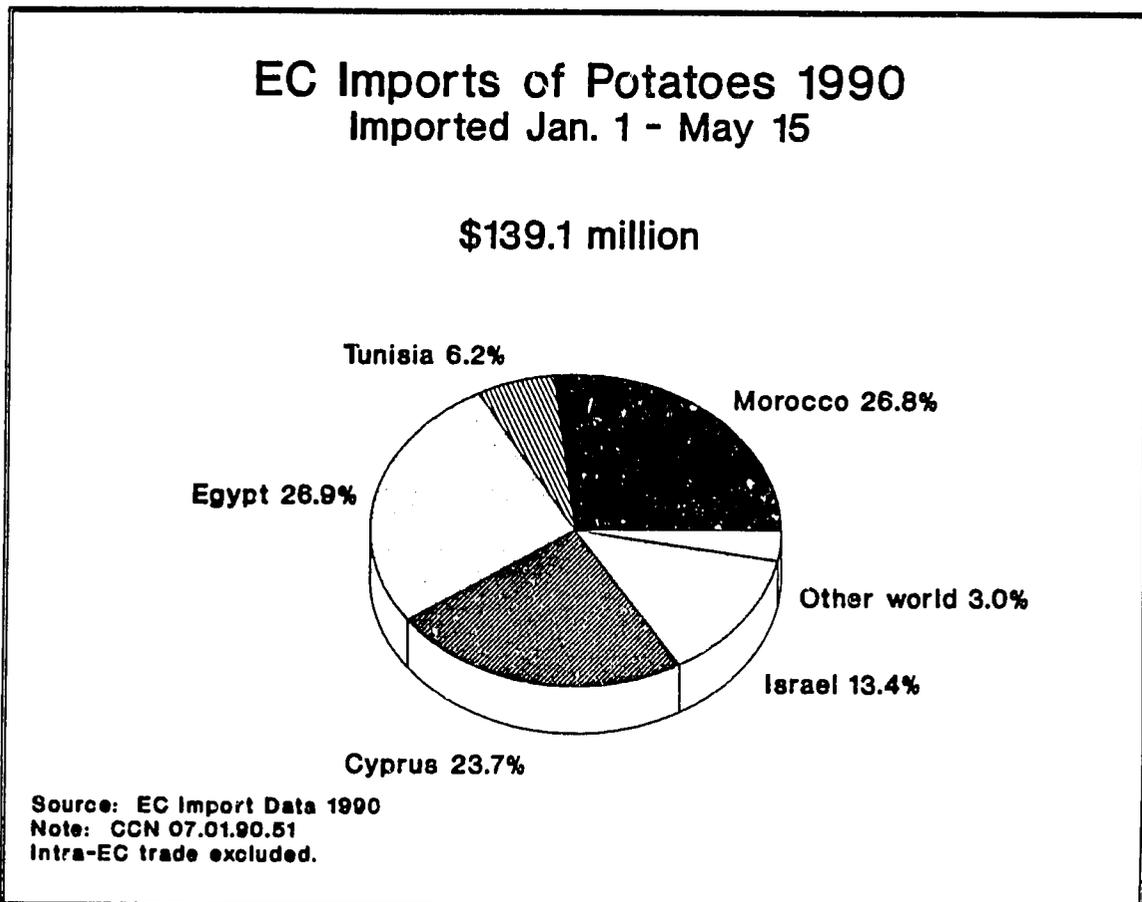
Total EC potato imports, including seed potatoes, frozen products and potatoes for starch were valued at over \$1 billion in 1990, growing 18 percent annually during 1986 - 90. While only 20 percent of this was imported from outside of the EC, up from 17 percent in 1986, this market was worth \$210 million and grew 25 percent annually during the same period.

Most potatoes imported from outside the EC are either "new" potatoes, fresh or refrigerated, for which the twelve EC members were an \$833.1 million annual market in 1990. Suppliers from outside the EC are only important during the off-season window from January 1 to May 15.

Seasonal Imports and Competition

January 1 to May 15

Three Near East countries, Egypt, Tunisia, and Morocco, provided almost 60 percent of the \$139.1 million of extra-EC winter imports of potatoes in 1990 during the off-peak months from January 1 to May 14. Morocco and Egypt each supplied about one-fourth of the market, worth \$37 million each, with most Moroccan exports going to France and most Egyptian exports going to the U.K. The other two largest competitors outside of the EC are Cyprus, with 24 percent of the market, and Israel, with 13 percent of the 1990 market. In 1991, Moroccan potato exports to the EC grew 51 percent to total \$55.7 million and Egypt's grew 64 percent to equal \$59.2 million. Tunisia's exports dropped to 25 percent of 1990 exports, to \$553,486 in 1991.



Intra-EC trade in potatoes accounted for 44.6 percent of the total, including transshipments, with Italian exports valued at \$50.7 million and comprising 20.2 percent of total EC imports in 1990; 70.6 percent went to Germany. Spain made a distant second in EC exports, at \$19 million, of which 47.9 percent went to France and 41.9 percent to the U.K.

May 16 - June 30

During the late spring period of 1990, only one quarter of the EC \$145.9 million in imports was sourced externally. Cyprus supplied 93 percent of the external supplies, while 2.9 percent originated in Malta. EC member Italy was the largest overall supplier of potatoes, with 48 percent of the total EC market, while France had a distant 9.2 percent of the market.

Other Potato Imports

EC trade in fresh or refrigerated potatoes during the remainder of the year, July 1 to December 31, is \$435.8 million, only 2.4 percent of which originates from suppliers outside of the EC. The largest competitor from outside the EC, Cyprus, supplied \$4.7 million of potatoes, while Egypt supplied only \$1.7 million. The Netherlands accounted for \$187 million, 43 percent of the total EC potato trade; almost 40 percent of the Netherlands's exports went to Germany. Belgium/Luxembourg supplied 22 percent of total exports and France 15 percent. In 1991, Egypt's exports of potatoes grew 4 percent to \$1.8 million.

Trade Barriers and Agreements

The rate of duty on fresh or refrigerated potatoes, other than for seed or starch, from outside the EC from January 1 to May 15 is 15 percent, from May 16 to June 30 is 21 percent, and at all other times is 18 percent, showing that January 1 to May 15, the period with the greatest amount of external potato imports, was the period subject to the most favorable duty rate. An exception to the EC import duty rate existed for Morocco and Egypt for 1990, revealing why imports of potatoes from those two countries were so strong. From January 1 to March 31, 1990, Moroccan exports of new potatoes up to 39,000 tons and Egyptian exports up to 98,000 tons were allowed to be imported into the EC at a 5.6 percent rate of duty. Also from January 1 to March 31, imports of new potatoes from Tunisia benefit from reduced tariffs in line with tariff reductions on

imports from Spain and Portugal on a reference quantity of 2,600 tons.

3.5 Dried Onions - The Overall EC Market

The EC was a \$58.2 million dollar market in 1990 for dried onion imports, of which almost three quarters, or \$41.6 million, originated outside of the EC member countries.

Competition

The United States was the largest external supplier, supplying 45 percent of those imports; 38 percent went to the U.K., 30 percent to Germany, 11 percent to the Netherlands, and 8 percent to Spain. Hungary, with 17 percent of the extra-EC imports, was the second largest supplier, with Germany the market for two thirds of its sales. Egypt, with \$6.6 million in sales, mostly split between the U.K., Germany, and the Netherlands, was the third largest supplier providing 16 percent of the external imports.

Other extra-EC competition came from several Eastern European countries: \$1.3 million from the former U.S.S.R., one million dollars from Poland, and \$840,000 from Yugoslavia. Egypt's exports of dried onions grew 58 percent in 1991 to equal \$10.4 million.

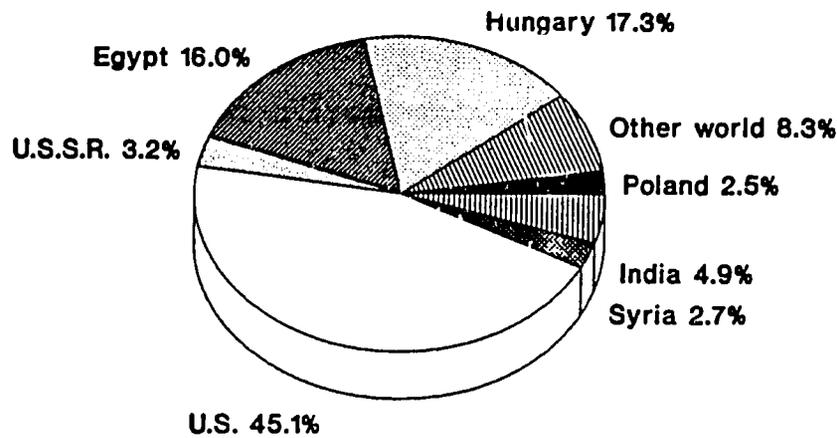
Intra-EC trade in dried onions worth \$16.6 million was also conducted in 1990, with France dominating the market with 44 percent of the intra-EC exports; the U.K at 46 percent and Germany at 35 percent were the primary recipients. Germany was the second largest EC exporter of dried onions, with 27 percent of the market, almost a third of which went to France.

Trade Barriers and Agreements

Imports of dried onions into the EC face conventional duties of 16 percent, although Egypt was subject to a reduced duty of 3.7 percent in 1990 on up to 4,900 tons. An exception from during 1990 existed for Egypt, which was allowed to export dried onions up to 4,900 tons at a 3.7 percent duty rate. However, the strength of the extra-EC competition indicates that external EC imports still remain quite competitive and can find satisfactory markets in the Community.

EC Imports of Dried Onions 1990

\$41.6 million



Source: E.C. Import Data 1990
Note: CCN: 07.12.20.00
Intra-EC trade excluded.

3.6 Fruit

3.6.1 Fresh or Chilled Oranges - The Overall EC Market

The EC was a \$1,058.3 million market for oranges⁴ in 1990. Suppliers outside the EC provided 41 percent of these imports valued at \$434 million. Extra EC suppliers control the majority of the market except during the primary internal production season, October 16 to March 31. This is the highest volume period and the period during which the reference price system may be activated. The highest volume period for imports from outside the EC is May 16 - October 15. The official EC marketing season, which does not completely coincide with the reference price period, is from October 1 to July 15.

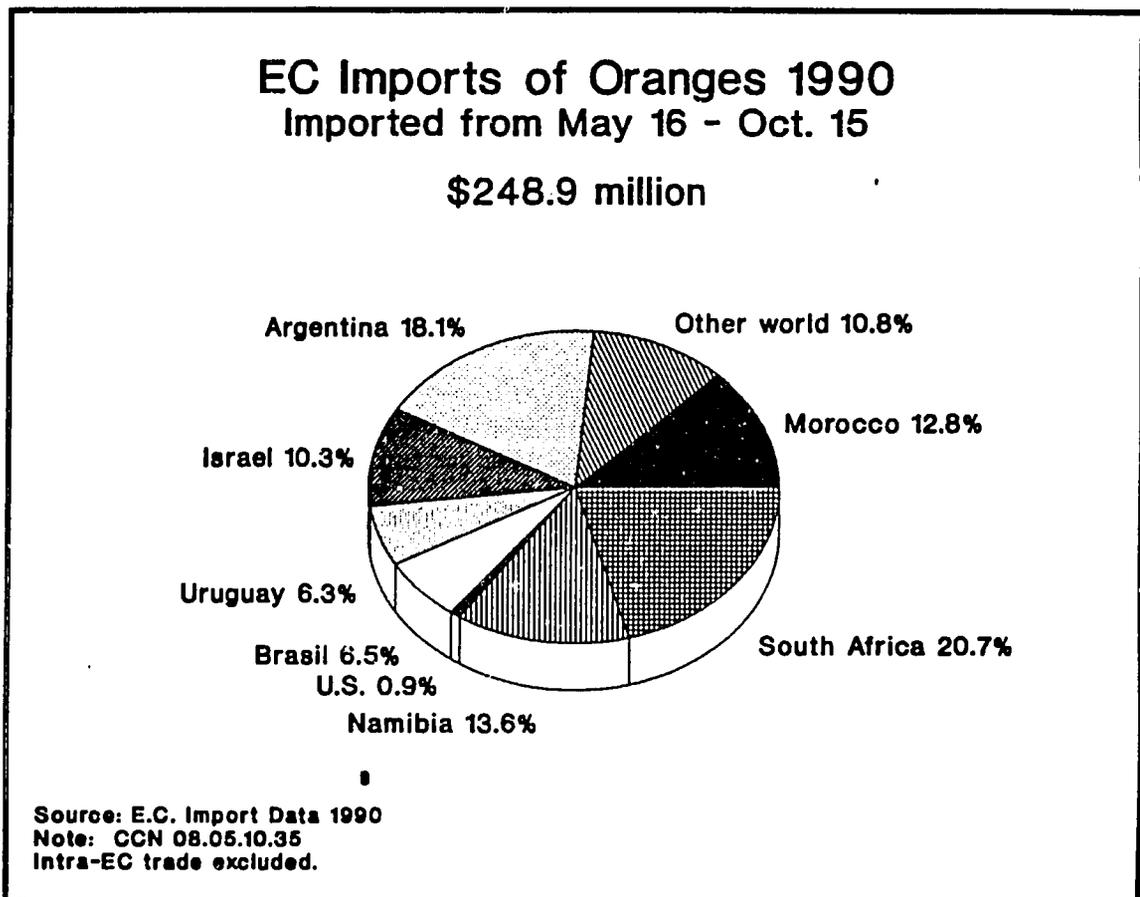
⁴ This includes navels, navelines, navelates, saulstianas, vernas, valencia lates, maltese, shamoutis ovalis, trovita, and hamlin oranges.

Seasonal Imports and Competition

May 16 - October 15

The May 16 to October 15 EC market for oranges is worth \$311.4 million. Extra-EC imports of oranges amounted to \$248.9 million in 1990, with Morocco the fourth largest competitor, exporting \$32 million or 13 percent of the extra-EC imports during that period; 39 percent went to France while another third was split between the U.K. and the Netherlands.

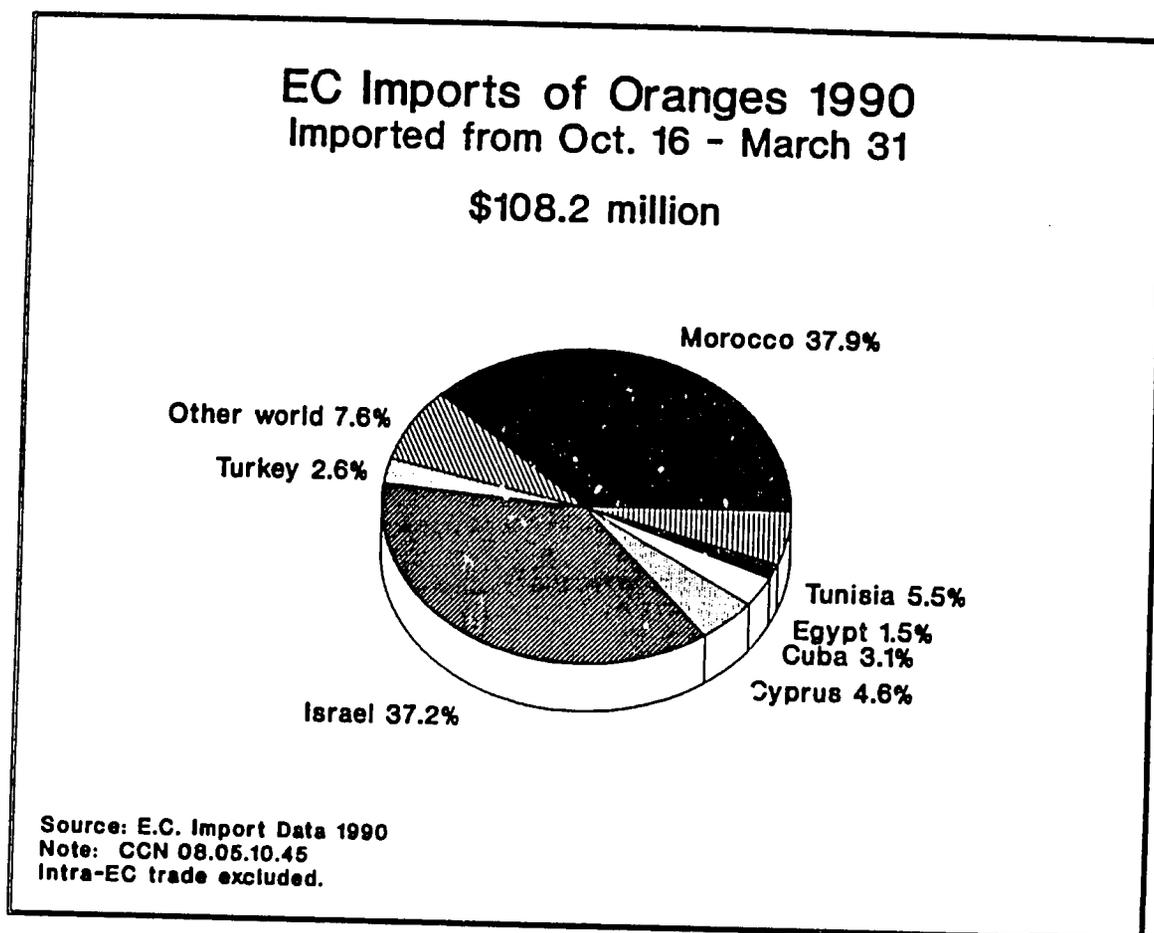
The largest suppliers during this period are Southern Hemisphere suppliers, including South Africa, Argentina and Namibia, which together account for more than half of supplies. Forty three of South Africa's exports went to France, while two thirds of Argentina's went to the Netherlands. The U.S. only has 0.9 percent of the EC market for external imports, shipping almost exclusively to the Netherlands. Morocco's exports of oranges during May 16 to October 15 grew 56 percent in 1991 reaching \$49.8 million.



Intra-EC trade in oranges amounted to only \$70.5 million, a little over a fourth that of extra-EC trade. The Netherlands is the largest EC competitor, with 48 percent of the 1990 market, including transshipments; the Netherlands's three top EC markets, Belgium/Luxembourg, Germany, and France, receive 80 percent of its orange exports. Spain is the second largest, with 27 percent of extra-EC exports; Spain's three top markets, France, the Netherlands, and Belgium/Luxembourg, receive almost two thirds of its orange exports.

October 16 - March 31

The EC traded \$597.5 million in oranges in 1990 between October 16 and March 31, when imports from outside the EC make up only 18 percent of the trade volume, worth \$108.2 million. Morocco makes up 38 percent of the extra-EC imports market, sending over a third of its \$41 million in exports to the EC to France and over a quarter to the U.K. Israel is the second greatest external



competitor, providing 37 percent of extra-EC imports. Together, Tunisia and Egypt provided less than 10 percent of external imports. Tunisia shipped almost exclusively to France and Egypt shipped two-thirds to the U.K. and one third to the Netherlands. Morocco's exports grew 9 percent in 1991 to \$44.6 million while Egypt's grew 101 percent, from \$1.6 to \$3.2 million.

Intra-EC trade amounted to \$489.3 million in 1990, 84 percent of which was supplied by Spain. Spain shipped 36 percent of its exports each to Germany and France and 11 percent to the Netherlands. Greece was the second largest internal supplier, exporting 11 percent of the total intra-EC supply; 39 percent went to Germany and another 30 percent to the Netherlands. The Netherlands served as a transshipment point, conducting 3 percent of the intra-EC trade.

April 1 - April 30

The EC traded \$95.0 million of oranges in April 1990, over 50 percent of which, a total of \$50 million, originated outside of the EC. Morocco supplied over half of the external supplies, worth \$26 million, more than 50 percent of which went to France, while Israel supplied over one third. Morocco's exports in April grew 48 percent in 1991 to equal \$38 million.

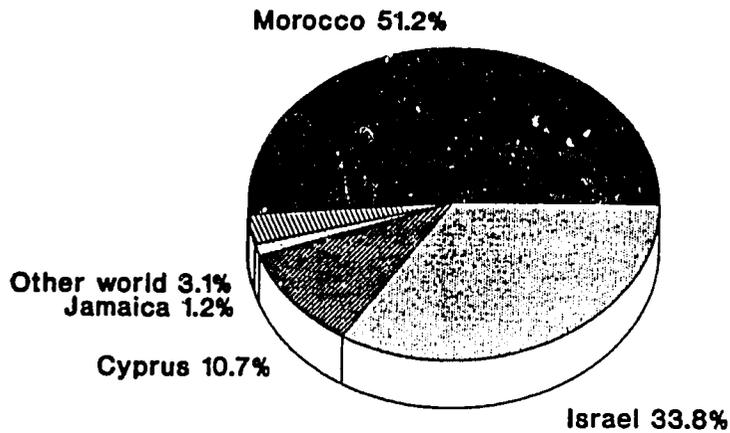
Intra-EC trade in April 1990 amounted to \$45 million, almost three quarters of which originated in Spain; almost a third of Spanish exports went to each France and Germany. Greece came in a distant second supplying 12 percent of the internal EC orange trade in April; 39 percent went to Germany and 38 percent to the Netherlands.

May 1 - May 15

External sources supplied almost two thirds of the EC orange trade, worth \$46.4 million, from May 1 to May 15, 1990. Morocco dominated the external imports with almost 58 percent of the market, for \$17.6 million in exports; 40 percent was shipped to France with almost another quarter to the U.K. Israel supplied another quarter of the external market, over a third to the U.K. In 1991, Morocco's exports of oranges in May grew 54 percent to \$25 million.

EC Imports of Oranges 1990
Imported from April 1 - April 30

\$50.1 million



Source: E.C. Import Data 1990
Note: CCN 08.05.10.15
Intra-EC trade excluded.

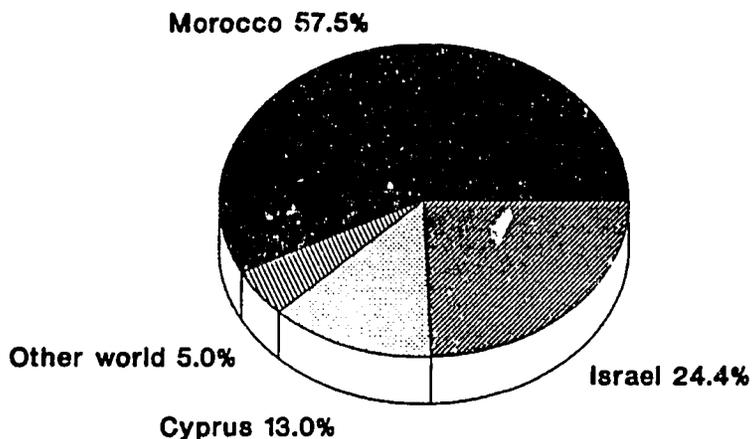
Intra-EC trade in oranges in the first half of May 1990 amounted to \$17 million. Spain supplied 62 percent across the EC while Greece supplied another 13 percent, two thirds of which were sent to the Netherlands.

Trade Barriers and Agreements

- From May 16 to October 15, the period during which the greatest amount of oranges are imported from outside the EC, import duties are 4 percent, with reference prices only applicable during May.

**EC Imports of Oranges 1990
Imported from May 1 - May 15**

\$29.8 million



Source: E.C. Import Data 1990
Note: CCN 08.05.10.25
Intra-EC trade excluded.

- During the October 16 to March 31 period, imports from outside the EC made up only 18 percent of trade volume. Two duty levels are applied during this period. From February 1 to March 31 duties are 10 percent for high-quality sweet oranges within the limits of a tariff quota of 20,000 tons. For imports above the quota and during other periods, imports are subject to 20 percent tariffs and to the reference price system.
- From April 1 to 30, the 10 percent duty rate is also applicable, under the 20,000+ tariff quota. Otherwise, the levy is 13 percent and subject to the reference price system.
- From May 1 to May 15, imports of oranges are subject to 6 percent levies and the reference price system.

3.6.2 Clementines - The Overall Market

The EC conducted \$576.2 million in trade in Clementines in 1990, 89 percent of which, a total of \$513.8 million, was supplied internally.

Competition

The EC imported a total of \$62.4 million of Clementines from sources external to the EC, with Morocco dominating the trade with 98 percent of the market. Morocco exported 56 percent of this to France and another 10 percent to Germany. In 1991, Moroccan exports of Clementines grew 38 percent to \$84.5 million.

The EC market for Clementines is dominated by intra-EC trade, primarily supplied by Spain, which supplies 94 percent of the internal exports, worth \$482 million in 1990; 41 percent is exported to France and 38 percent to Germany. France, the second largest exporter, supplied less than 3 percent of the internal trade.

Trade Barriers and Agreements

EC imports of Clementines are subject to a 20 percent duty, plus potential countervailing charges due to the reference price system during the period from November 1 to the end of February. However, Morocco has been subject to various special agreements on tariff levels and quotas and reference quotas which have changed from year to year, sometimes with more favorable tariff rates from January 1 to February 28.

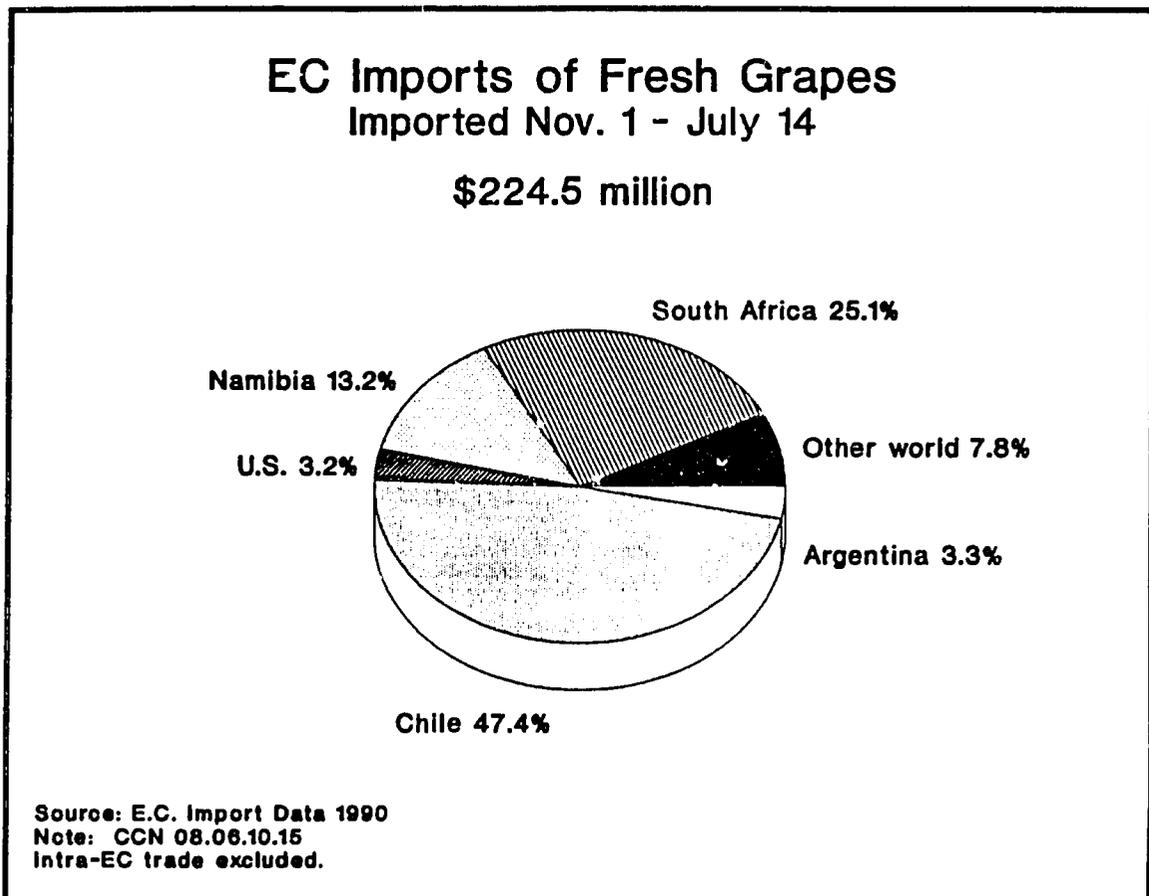
3.6.3 Fresh Table Grapes - The Overall Market

The EC was a \$909.3 million market for fresh table grapes in 1990, with 73 percent supplied by trade among EC member countries. Suppliers from outside the EC are only significant from November 1 to July 14, when they provide 52 percent of total trade and are not subject to the reference price system.

Seasonal Imports and Competition

November 1 - July 14

In 1990 imports of table grapes from outside the EC between November 1 and July 14 (excluding Emperor grapes from December 1 to January 31) amounted to \$224.5 million, almost 50 percent of which originated in Chile; almost 50 percent of these went to the Netherlands and almost a quarter to the U.K. South Africa followed supplying one quarter of the grapes from outside the EC, two thirds of which were exported to Germany. The United States supplied only 3.2 percent for a total of \$7.2 million, three quarters of which went to the U.K. In 1991, exports of fresh grapes to the EC during November 1 to July 4 from Tunisia amounted to \$866 thousand and from Egypt \$667 thousand.



Internal-EC trade in winter and spring table grapes amounted to \$208 million in 1990, 35 percent supplied by the Netherlands; 41 percent went to Germany and one third to the U.K. Greece supplied another 31 percent, exporting primarily to Germany, France, and the U.K. One quarter of the grapes traded within the EC during this period originated in Italy; 45 percent were exported to Germany and one third to France.

December 1 - January 31: Emperor Grapes

Emperor grapes traded from December 1 to January 31 amounted to \$1.9 in 1990; 81 percent was supplied by EC member countries. Italy supplied 68 percent of the total internal trade, or almost one half of the entire trade in Emperor grapes during that period.

July 15 to October 31

Suppliers from outside the EC accounted for only 5 percent of the trade in table grapes between July 15 and October 31 in 1990, during which time the reference price system is applicable. Cyprus supplied 37 percent, or \$8.7 million, of the external supplies while the United States provided \$3.7 million worth, or 16 percent, primarily to the U.K.

Italy dominated the internal EC trade in table grapes between July 15 and October 31 in 1990, exporting \$308 million, or 68 percent of the internal trade; almost half went to Germany and almost one third to France. With 17 percent of internal trade, Spain was the second largest exporter, sending one third each to the U.K. and Germany.

Trade Barriers and Agreements

Imports of Emperor grapes from December 1 to January 31 are subject to a conventional duty of 10 percent, applicable to all GATT signatories. Imports of other table grapes from November 1 to July 14 are subject to 18 percent duties, while from July 15 to October 31 all table grapes are subject to 22 percent duties. However, all table grapes are covered by the reference price system from July 21 to November 20 and therefore potentially subject to a countervailing duty.

Special restrictions exist for imports of table grapes into Greece and France, shown in Table 3. In France, among various restrictions for other countries, Morocco and Tunisia receive preferential treatment for their exports of table grapes. In Greece, all extra-EC imports are banned from July 1 to January 31.

NATIONAL IMPORT RESTRICTIONS ON EC TABLE GRAPE IMPORTS

MEMBER COUNTRY	PRODUCT	ORIGIN	RESTRICTION	PERIOD OF APPLICATION
France	Table grapes	Algeria	Minimum price ¹	8/1 - 10/15
		Morocco	Import ban	July
		Tunisia		
		Spain	Minimum price ¹	7/20-8/15(possibly to 8/31 within quota of 700 tonnes) 7/20 - 8/15 and 35mm FF from 11/15 to 12/31
			Import ban	7/1-20 and 8/15 or 9/1 - 12/31
		Israel	Minimum price ¹	July (within quota of 562 000FF)
			Import ban	8/1 - 1/31
		Bulgaria	Minimum price ¹	11/15 - 12/31 within quota of 1m FF
			Import ban	7/1 - 11/14 and January
		Turkey	Minimum price ¹	7/1 - 15 & 11/15 - 12/31 (within quota of 1 500 000 FF from 11/15 to December)
	Import ban	7/15 - 11/15		
	Others	Import ban	7/1 - 1/31	
Greece	Table grapes	All	Import ban	7/1 - 1/31

Source: CAP Monitor, Abt Associates

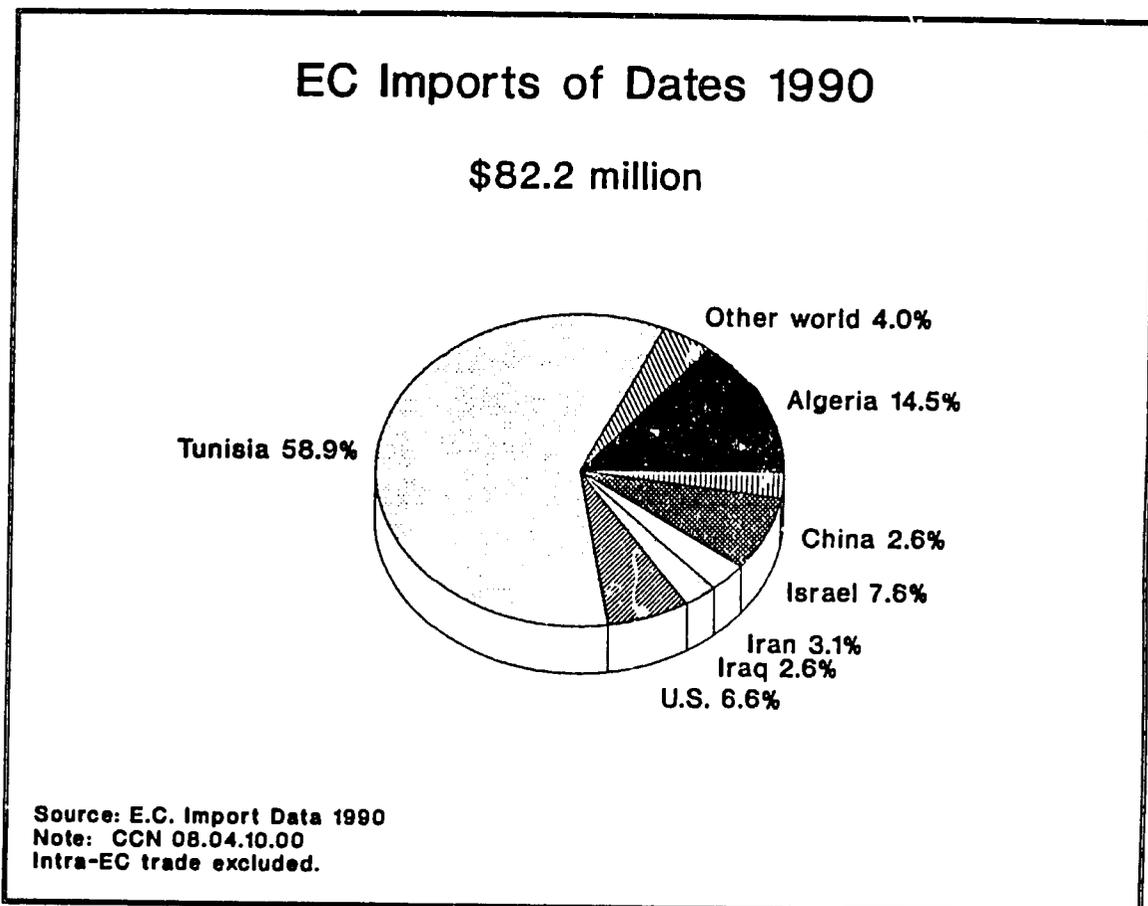
¹ Imports suspended when market price of French tomatoes falls below minimum price.

3.6.4 Dates - The Overall Market

EC members are a \$103 million annual market for fresh or dried dates, with 80 percent supplied by countries from outside the EC.

Competition

Countries outside of the EC supplied \$82.2 million in dates to the EC in 1990, with Tunisia supplying almost 60 percent with 50 percent of that amount going to France and more than one fourth to Italy. Algeria was the second largest source, exporting almost entirely to France. The United States exported 7 percent of the external supplies of dates to the EC. In 1990 Iraq supplied 2.6 percent of the imported dates, primarily to the U.K. and France, but most likely that was interrupted during the Gulf blockade, war, and subsequent embargo. While Morocco is currently an importer of dates, it was identified by USAID as an export crop with a potential growth market in the EC. Tunisian exports of dates to the EC grew only 1 percent in 1991, to \$49 million.



The 20 percent of trade in dates conducted internally in the EC in 1990 was dominated by France, with 84 percent, or \$17.1 million worth, of the market; one third went to each Germany and the U.K. Some of this may represent transshipments. Belgium/Luxembourg, the Netherlands, and the United Kingdom each traded approximately three quarters of a million dollars worth of dates in 1990.

Trade Barriers and Agreements

Imports of dates into the EC are subject to duties of 12 percent.

3.7 Fish and Ocean Products

3.7.1 Selected Fresh Fish - The Overall Market

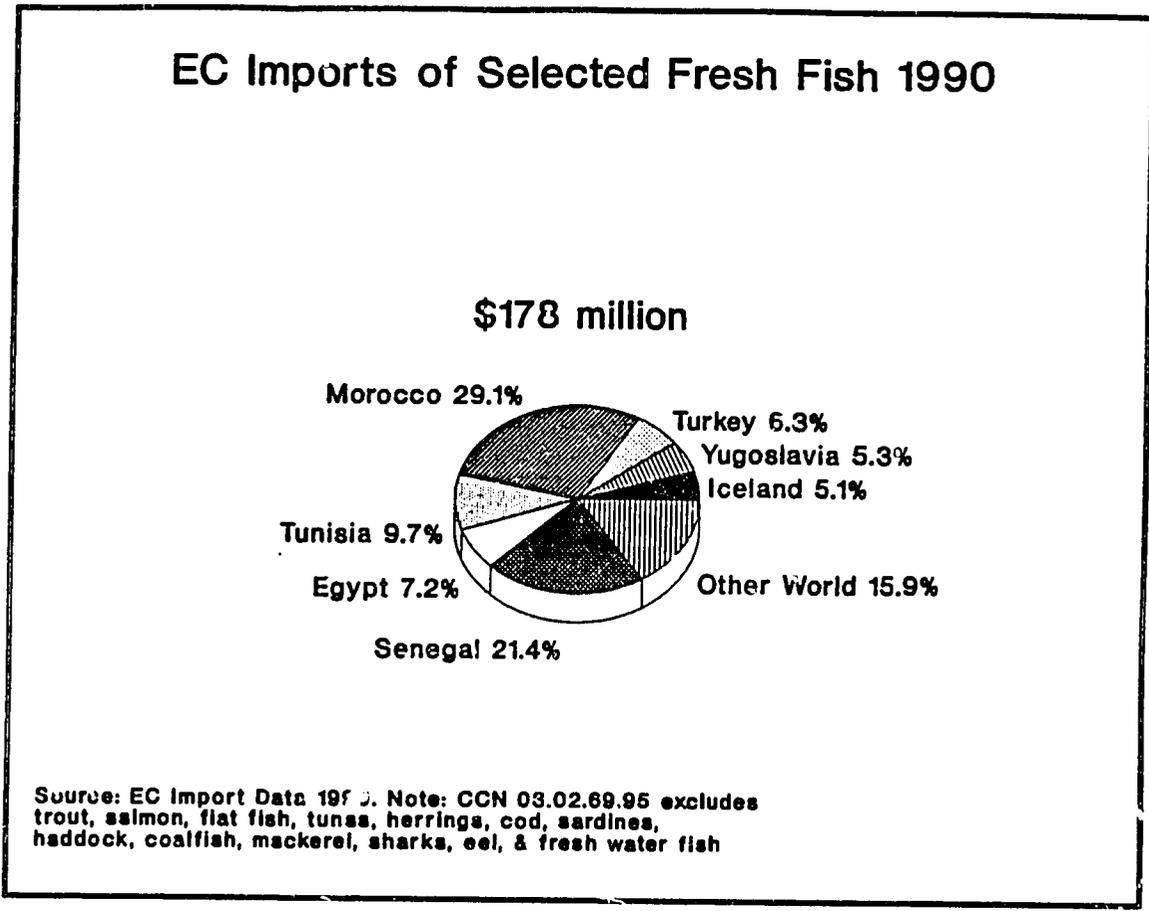
The EC was a \$615 million market in 1990 for fresh or refrigerated saltwater fish, referred to in the tariff schedule as "other Fresh fish"⁵, primarily whitefish. Intra-EC trade accounted for 71 percent of these exports in 1990, with France exporting almost 36 percent of the total internal trade.

Competition

Imports of "other" fresh fish into the EC from external sources amounted to \$178 million in 1990, with Morocco, Tunisia, and Egypt combining to supply almost 50 percent of the imports from outside of the EC. Morocco dominated the trade with 29 percent of the market; 56 percent went to Italy and 20 percent to France. Senegal followed with \$37 million in exports to the EC, over 50 percent of which went to France. Tunisia exported two thirds of its product to Italy and over a quarter to France, which primarily included sea bass, grouper, rouget, and some sea breams and other white fish. Egypt shipped 90 percent of its EC exports to Italy. In 1991, Moroccan exports of "other" fresh fish to the EC remained

⁵ "Other fresh fish," includes primarily white fish, excluding livers and roes, and also excludes fish that fall into the following categories: Salmonidae (trout, salmon, and others), flat fish, tunas, herrings, cod, sardines, haddock, coalfish, mackerel, dogfish and other sharks, eels, Euthynnus, redfish, Boreogadus saida, whiting, ling, Alaska pollack, anchovies, sea bream, hake, Ray's bream, monkfish, and blue whiting.

almost static, while Tunisian exports grew 4 percent to \$17.7 million and Egyptian exports grew 21 percent to \$15.3 million.



Intra-EC trade in "other" fresh fish amounted to \$436 million in 1990, with France exporting \$155 million; 50 percent went to Italy and 20 percent to Spain. Denmark was the second largest EC exporter with \$74 million in sales in 1990, 89 percent going to Italy. Spain followed close behind with \$66 million in exports, almost three quarters of which also went to Italy.

Trade Barriers and Agreements

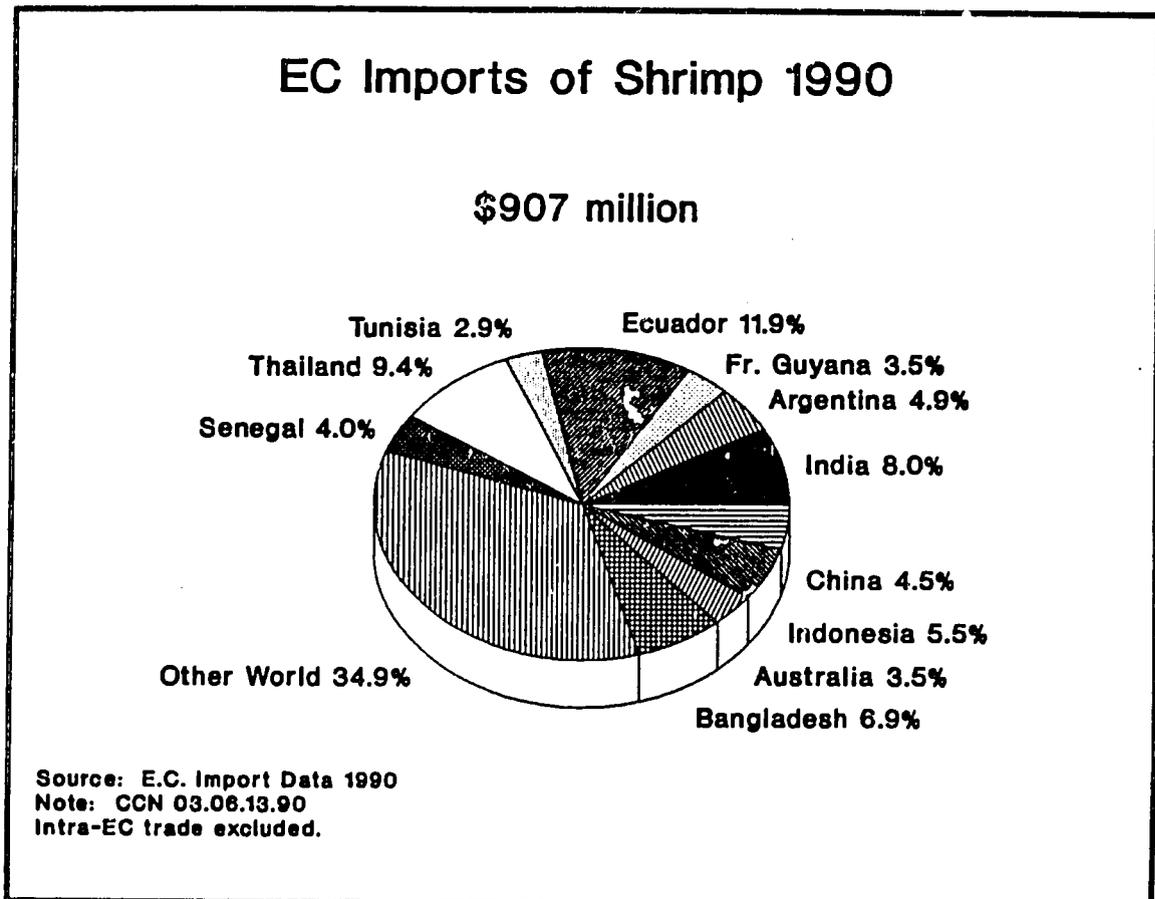
EC imports of fresh or refrigerated fish which fall into the "other" category are subject to 15 percent import duties.

3.7.2 Shrimp and Prawns - The Overall Market

EC nations imported \$1,079 million worth of shrimp and prawns, not including pandalidae and Crangon, in 1990, 84 percent of which were imported from outside the EC.

Competition

The EC imported \$907 million in shrimp from dozens of suppliers outside the EC in 1990. Ecuador was the single largest supplier, exporting \$108 million to the EC, to make 12 percent of the external imports. Ecuador exported 70 percent of its product to Spain and 20 percent to France. Tunisian exports made up only 3 percent of external EC imports in 1990; 62 percent went to Spain and one third to Italy. Morocco supplied only 2 percent, almost entirely shipped to Spain. In 1991, Tunisian exports to the EC decreased 10 percent, while Moroccan exports remained almost static.



Internal EC trade in shrimp, worth \$164 million, accounted for only 15 percent of the total in 1990 and was dominated by France with a quarter of the internal trade, 28 percent going to the U.K. and 18 percent to Portugal. The United Kingdom followed with 19 percent of the internal EC trade, 38 percent going to Spain and 28 percent to Italy. The Netherlands was close behind with 17 percent of the market, one quarter directed to Germany.

Trade Barriers and Agreements

Imports of shrimp and prawns, outside of the family pandalidae or genus Crangon, into the EC face a duty of 18 percent.

3.7.3 Cephalopods

3.7.3.1 Frozen Cuttle Fish - The Overall Market

The EC market for frozen cuttle fish other than the genus *Sepiola* was worth \$159 million in 1990, three quarters of which were imported from countries outside of the EC.

Competition

The EC imported \$117 million of frozen cuttle fish from non-EC sources in 1990. Morocco and Tunisia together accounted for 21 percent of these imports, with Morocco exporting \$14 million, almost entirely to Italy and Spain, and Tunisia exporting \$9.8 million (81 percent to Italy). Thailand was the largest competitor, with almost a quarter of the imports from non-EC countries; 68 percent went to Italy. India followed closely with 23 percent of the external market, 71 percent sent to Spain.

In 1991, Moroccan exports of frozen cuttle fish to the EC declined 59 percent from 1990 to \$8.5 million, while Tunisian exports declined 16 percent to \$8.2 million.

In 1990, internal EC trade in frozen cuttle fish was dominated by France, with 80 percent of the internal market for a total of \$33 million. Italy was the recipient of over two thirds of France's exports and Spain of over one quarter.

Trade Barriers and Agreements

Frozen cuttle fish imports into the EC are subject to 8 percent tariffs.

3.7.3.2 Squid - The Overall Market

The EC was a market for \$76.8 million in trade in squid (*Logligo vulgaris*) in 1990, 78 percent of which originated from sources outside of the EC.

Competition

Imports of squid from outside the EC amounted to \$60.2 million in 1990. Morocco dominated the trade, exporting \$14 million worth, or 24 percent of the external market in 1990; 64 percent went to Spain and 36 percent to Italy. The Canary Islands came second with 23 percent of the external imports, almost entirely exported to Spain. India followed with \$11.5 million in exports to the EC. The United States only exported \$974,000 to the EC. In 1991, EC imports of squid from Morocco stayed the same.

Spain dominated the intra-EC trade with 38 percent of the \$16 million traded in 1990; 46 percent was sent to Italy. France followed with 29 percent of the internal trade, over half of which went to Spain.

Trade Barriers and Agreements

Imports of squid into the EC from GATT signatories are subject to a 6 percent tariff. Imports from outside the GATT are subject to 8 percent tariffs.

3.7.3.3 Frozen Octopus - The Overall Market

The EC traded \$157 million in frozen octopus in 1990, 93 percent of which originated outside of the EC.

Competition

Morocco dominated the \$146 million market for imports of frozen octopus from outside the EC by supplying 25 percent of the market in 1990; almost half went to Italy and 44 percent to Spain. The Canary Islands followed with 17

percent of the market; 84 percent was directed to Spain. Tunisia was the third largest supplier, exporting \$23 million to the EC; almost three quarters were exported to Italy. In 1991, Moroccan exports of frozen octopus to the EC grew 89 percent to \$68 million. At the same time, EC imports from Tunisia declined by 32 percent to \$15.6 million.

The internal trade in frozen octopus within the EC is very small, amounting to only \$11 million in 1990. Spain dominated this trade with over half of the internal market. France and Italy provided approximately 15 percent each.

Trade Barriers and Agreements

Imports of octopus into the EC are subject to 8 percent duties.

3.7.4 Canned or Prepared Sardines - The Overall Market

The EC was a \$120 million market for canned and prepared sardines in 1990, 45 percent of which originated outside of EC member countries.

Competition

Countries outside of the EC exported \$54.1 million in canned and prepared sardines to EC member countries. Morocco supplied 89 percent of this, 30 percent of which were exported to France and 23 percent to the U.K. The Canary Islands supplied another 7 percent of the external imports, primarily to Spain, while Yugoslavia supplied another 1.5 percent, two thirds to the U.K. and one third to Greece. In 1991, Moroccan exports of canned sardines to the EC grew by 13 percent.

EC member countries conducted \$66 million in internal trade in sardines in 1990, 60 percent of which was supplied by Portugal, distributed across the EC. Another quarter was supplied by Italy.

3.7.5 Canned or Prepared Anchovies - The Overall Market

The EC traded \$25.8 million worth of canned and prepared anchovies in 1990, 59 percent of which was imported from outside the EC member countries.

Competition

Morocco provided 85 percent of the 1990 EC external imports of canned anchovies, valued at \$15 million, two thirds of Moroccan exports were exported to France. Turkey supplied 13 percent of the external imports, 80 percent of which went to Belgium/Luxembourg. In 1991, Moroccan exports of canned anchovies to the EC grew by 43 percent to \$18.5 million.

The EC conducted \$10.8 million in trade among its member countries, 39 percent of which was exported from Italy; over half of Italy's exports went to Germany and one third to the U.K. Spain conducted 35 percent of the intra-EC trade, worth \$3.8 million; two thirds was exported to Italy and almost a quarter to the U.K.

3.8 Olive Products

3.8.1 Olive Oil - The Overall Market

The EC was a \$1.1 billion market for unrefined olive oil in 1990, 85.5 percent of which was supplied by EC member countries. Sources from outside the EC had a significant share of the market only for Lampante virgin olive oil, where they contributed almost one third of the total. Lampante oil is generally refined prior to sale to consumers.

Competition

Lampante Virgin Olive Oil

Countries outside of the EC supplied 31 percent of the Lampante virgin olive oil traded in the EC in 1990 for a total trade worth \$119 million. Tunisia supplied two thirds of this, worth \$78.5 million, all of which went to Italy. Morocco supplied almost one third for a total of \$38.5 million, 61 percent going to France and 39 percent to Italy. In 1991, Tunisia's exports to the EC more than doubled to \$162 million, while at the same time Morocco's declined to only 6 percent of the 1990 value for a total of \$2.2 million.

Spain had 62 percent of the internal market worth \$256 million in 1990; Spanish exports went almost entirely to Italy. France followed with 18 percent of

the internal market, 88 percent of which was sent to Italy.

Other Virgin Olive Oil

Countries outside of the EC supplied \$40 million, 6 percent of the extra-EC supply, in virgin olive oil (other than Lampante) to the EC in 1990, 91 percent of which was supplied by Tunisia; two thirds of Tunisia's exports went to Italy. Morocco supplied 8 percent of the extra-EC imports, a total of \$3.3 million in 1990, one half of which went to Spain. In 1991, Tunisia's exports of virgin olive oil increased by 133 percent to \$85 million. At the same time, Morocco's exports to the EC declined by 43 percent to \$1.4 million.

EC member countries accounted for 94 percent of the virgin olive oil trade in 1990 for a total of \$683.7 million, 56 percent of which was supplied by Spain. Three quarters of Spanish exports to the EC went to Italy with another 16 percent to France. Greece supplied another 31 percent of the internal trade to EC member countries, exporting almost exclusively to Italy.

Trade Barriers and Agreements

Imports of olive oil into the EC are subject under GATT to a 20 percent ad valorem customs duty. However, because most olive oil is imported under preferential trading arrangements, only the levy system is relevant. All imports and exports of olive oil to and from the Community require licenses.

Import levies are established by a weekly tendering system by which a trader submits a tender to the country stating the rate of import levy he is willing to pay. The bids are then passed to the Commission, which then examines the state of the EC and world market and the import requirements and then sets a minimum rate of levy. The successful bids are those which have quoted the same or a higher rate of levy. If less than 10 tons are to be imported, the previous minimum levy amount can be used. For refined olive oil, the levy is divided between a variable component, based on extraction rates in third countries, and a fixed component to allow for higher processing costs within the EC. The variable component must be adjusted to the world offer prices if these are higher than c.i.f. prices.⁶

⁶ The CAP Monitor, April 21, 1992, p. 11-05.

Special arrangements are applied to reduce the levies on virgin olive oil coming from Algeria, Morocco, and Turkey, with smaller reductions applicable to imports from Lebanon. The size of these reductions is fixed annually. The fixed portion of the levy on refined olive oil is not collected on imports from Algeria and Morocco and is reduced by 80 percent on imports from Turkey. For Tunisia, a special levy was created to encourage exports to the EC of up to 46,000 tons annually.

3.8.2 Olives, Prepared in Vinegar, or Acetic Acid - The Overall Market

The EC conducted \$209.8 million in trade in olives preserved in vinegar, or acetic acid, 72 percent of which was conducted internally between EC member countries.

Competition

The EC imported \$57.8 million of olives from outside the EC member countries in 1990, 89 percent of which originated in Morocco for total imports from Morocco of \$51 million; 84 percent were exported to France and 8 percent to Italy. Turkey exported the remaining 9.1 percent of the external supply to the EC, 88 percent of which went to Germany. In 1991, Morocco's exports of olives to the EC grew 2 percent to \$52 million.

A total of \$122.3 million in olives were traded among the EC member countries in 1990, 48 percent exported from Spain; almost half of Spanish olive exports were sent to Germany. Greece was the second largest intra-EC exporter in 1990 with 45 percent of the exports, 86 percent of which went to Italy.

Trade Barriers and Agreements

Imports of olives into the EC are subject to an import duty of 20 percent.

3.9 Miscellaneous Other Products

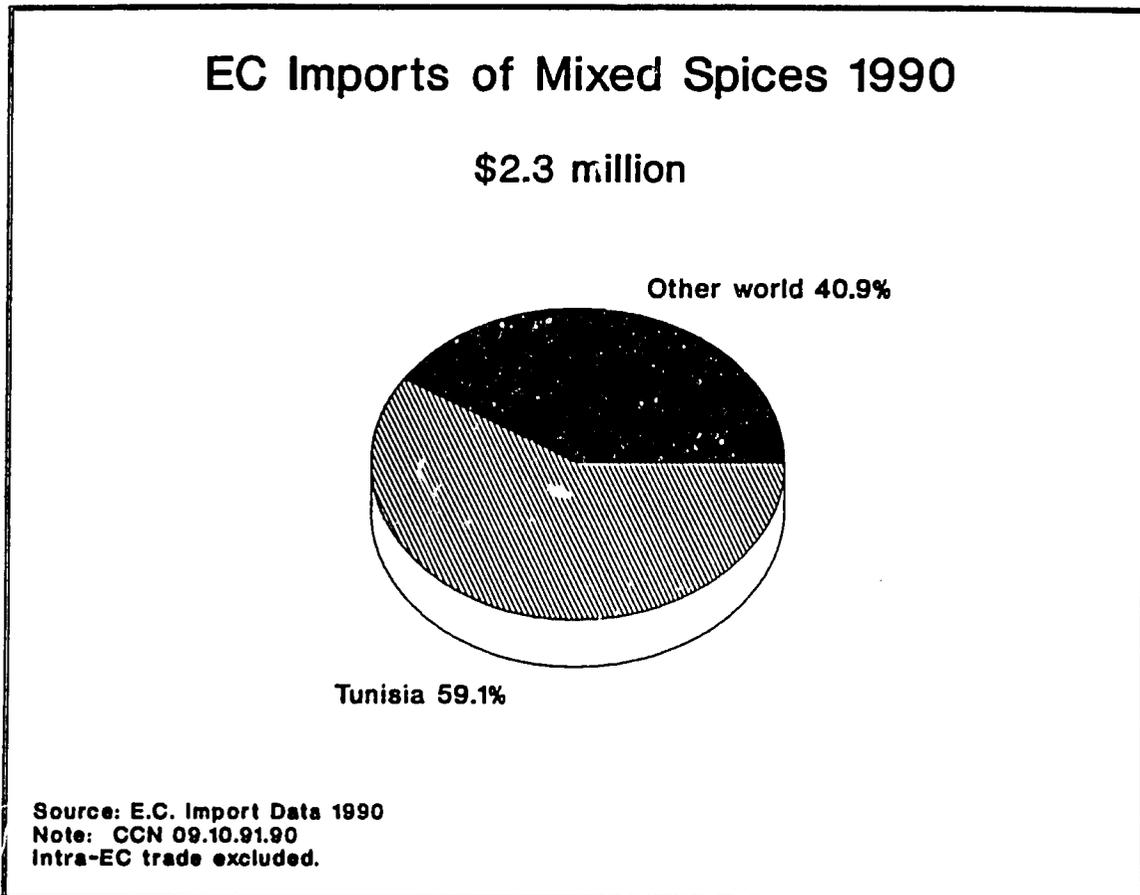
3.9.1 Mixed, Crushed or Ground Spices - The Overall Market

The EC conducted \$16 million in trade in 1990 in mixed spices, crushed or ground, 86 percent of which was purely internal trade.

Competition

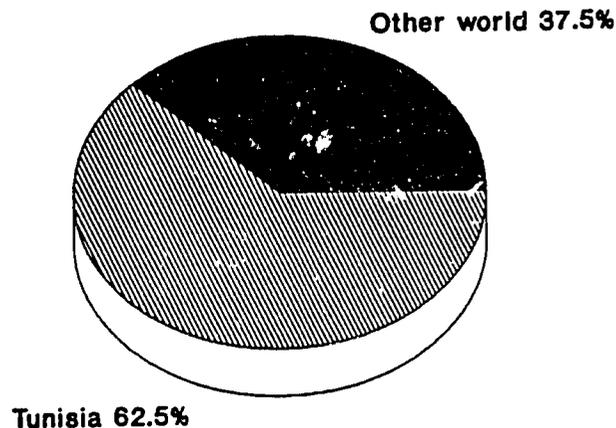
External imports of mixed, crushed spices into the EC in 1990 amounted to only \$2.3 million. However, 59 percent of that was imported from Tunisia, almost entirely by France. In 1991, Tunisia's exports of mixed, crushed spices grew 20 percent to \$1.6 million in 1991.

Intra-EC trade in mixed spices, crushed or ground, was dominated by the Netherlands with 36 percent of the market; 81 percent went to Belgium/Luxembourg. Germany followed with one third and France with 21 percent of the intra-EC market. Germany's exports were spread across the EC while French exports went almost exclusively to Germany.



EC Imports of Ground Spices 1990

\$3.3 million



Source: E.C. Import Data 1990
Note: CCN C9.10.99.99. Includes ground spices not included in other categories.

Trade Barriers and Agreements

Imports of mixed spices, crushed or ground, into the EC are subject to 12.5 percent duties.

3.9.2 Other Crushed or Ground Spices - The Overall Market

The EC is a \$16 million market for other crushed or ground spices not including the following (hereafter referred to as "other" spices): ginger, saffron, turmeric, thyme, bay leaves, curry, Fenugreek seed, fennel, juniper berries, caraway seed, cumin seed coriander seed, anise or badian seeds, nutmeg, mace, cardamon, cinnamon, vanilla, and pepper. Countries outside of the EC supply only 20 percent of the total.

Competition

Only \$3.3 million in "other" spices were imported from outside of the EC in 1990, 63 percent of which was supplied by Tunisia, almost entirely exported to France. In 1991, Tunisia's exports of "other" spices to the EC declined 22 percent to \$1.6 million.

In 1990, Germany was the greatest competitor in the internal EC market with a 45 percent share of the total; 28 percent went to the Netherlands and 23 percent to Denmark. France had 27 percent of the market, sending over half to Italy.

Trade Barriers and Agreements

Imports of "other" crushed or ground spices into the EC by GATT signatories are subject to a 12.5 percent duty.

3.9.3 Cane Molasses - The Overall Market

The EC was a \$288 million market in 1990 for cane molasses extracted by the refining of sugar, 88 percent of which was imported from countries outside of the EC.

Competition

The EC imported \$253 million in cane molasses from non-member countries in 1990, 31 percent of which originated in Pakistan. Pakistan exported one third of its EC imports of molasses to the Netherlands and another 19 percent to the U.K. Thailand was the second greatest external competitor with 16 percent of the external imports, worth \$41.3 million, 39 percent of which went to the U.K. Egypt exported \$6.6 million in cane molasses to the EC, contributing 2.6 percent of external imports; 55 percent went to Italy and 30 percent to France. Morocco exported 1.2 percent of the total EC external imports, sending 38 percent each to Spain and France. Egyptian exports of cane molasses to the EC grew by almost two thirds in 1991 to \$10.7 million, while Moroccan exports grew by 19 percent to \$3.6 million.

Trade Barriers and Agreements

Cane molasses duty rates are bound under the GATT at 65 percent. However, the tariff rate is broken down more under the levy system by type of molasses. The autonomous duty is:

- free for non-decolorized molasses for the manufacture of forage containing molasses,
- 9 percent for non-decolorized sugar cane molasses containing less than 63 percent by weight of sucrose in the dry matter, for the manufacture of coffee substitutes,
- 19 percent for non-decolorized molasses for the manufacture of citric acid,
- 67 percent for flavored or colored molasses.

3.9.4 Plants, Grains, and Fruits for Perfume, Medicine, Insecticide - The Overall Market

The EC trade in plants, grains, and fruits for use in perfume, medicine and insecticides and similar compounds (hereafter referred to as "compound ingredients"), with the exclusion of ginseng, licorice, pyrethium, tonka beans, and bark of quinine, totaled \$221 million in 1990, 64 percent of which originated from sources outside the EC member countries.

Competition

EC imported \$142 million of compound ingredients from non-member countries. India was the single largest exporter with 11 percent of the extra-EC imports, primarily exporting to Germany, the U.K., and France. Morocco, Tunisia, and Egypt together accounted for 15 percent of EC imports from non-member countries, with Morocco alone contributing 9.8 percent of the EC imports from external sources; 65 percent went to France. Argentina was the third largest supplier, exporting \$13 million worth, or 9.2 percent of the total; three quarters went to Germany. The United States contributed 7 percent of the external imports, 42 percent of which was exported to Germany.

Intra-EC trade in compound ingredients amounted to \$73 million in 1990, 40 percent of which was traded by Germany; 28 percent went to Spain and 15 percent to the U.K. France was the second greatest competitor, with over a quarter of the intra-EC trade in 1990.

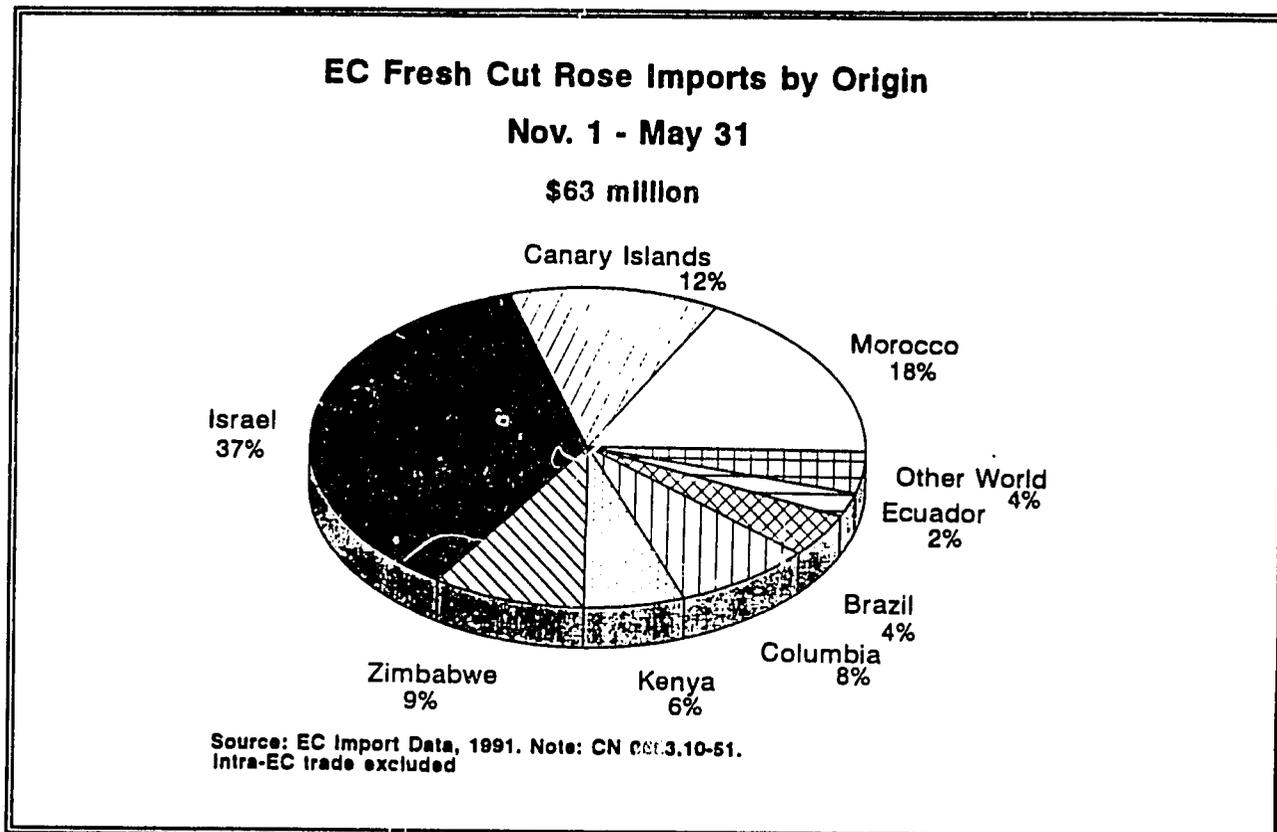
3.9.5 Cut Flowers

The EC imported 350 million ECUs worth of cut roses and carnations during the November 1 - May 31 period in 1990. Imports from outside the EC accounted for almost one-third of this amount, 110 million ECUs in 1990, rising to 140 million ECUs in 1991.

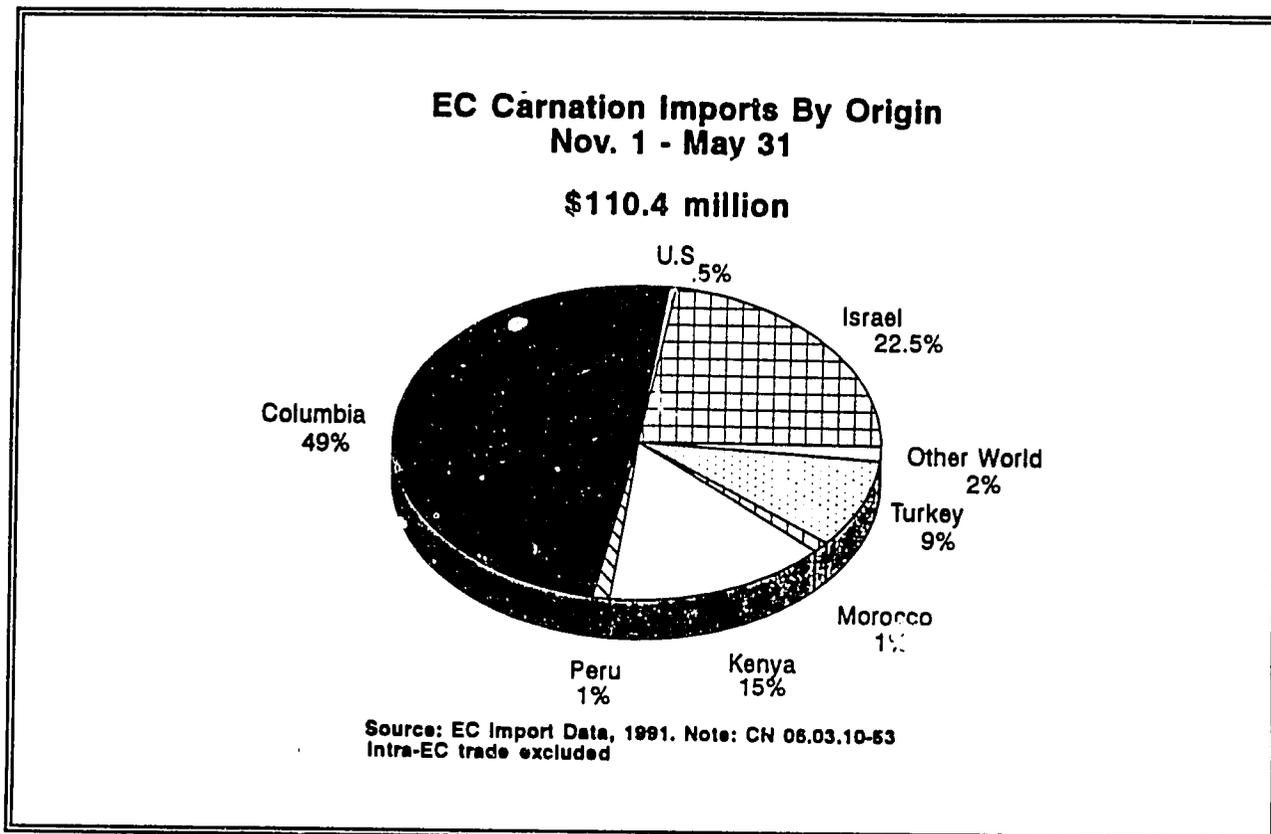
Competition

Morocco has been the primary Near East supplier of roses and carnations, with exports to the EC valued at 8.4 million ECUs in 1990 and 9.9 million ECUs in 1991 during the November 1 - May 31 seasonal window. Egypt, Tunisia and Jordan all supply small amounts of cut flowers as well.

In the seasonal market for roses, Morocco was the second largest EC supplier in 1991, trailing only by Israel. Suppliers from the Canary Islands, which is now treated as part of the EC, Sub-Saharan Africa and South America provide the major competition from outside the EC.



Morocco is a small supplier of carnations during November 1 - May 31, accounting for slightly less than one percent of the 89 million ECUs in total imports from outside the EC in 1991. Colombia, Israel, Kenya and Turkey were the largest suppliers. The U.S. is also a small supplier during this seasonal window.



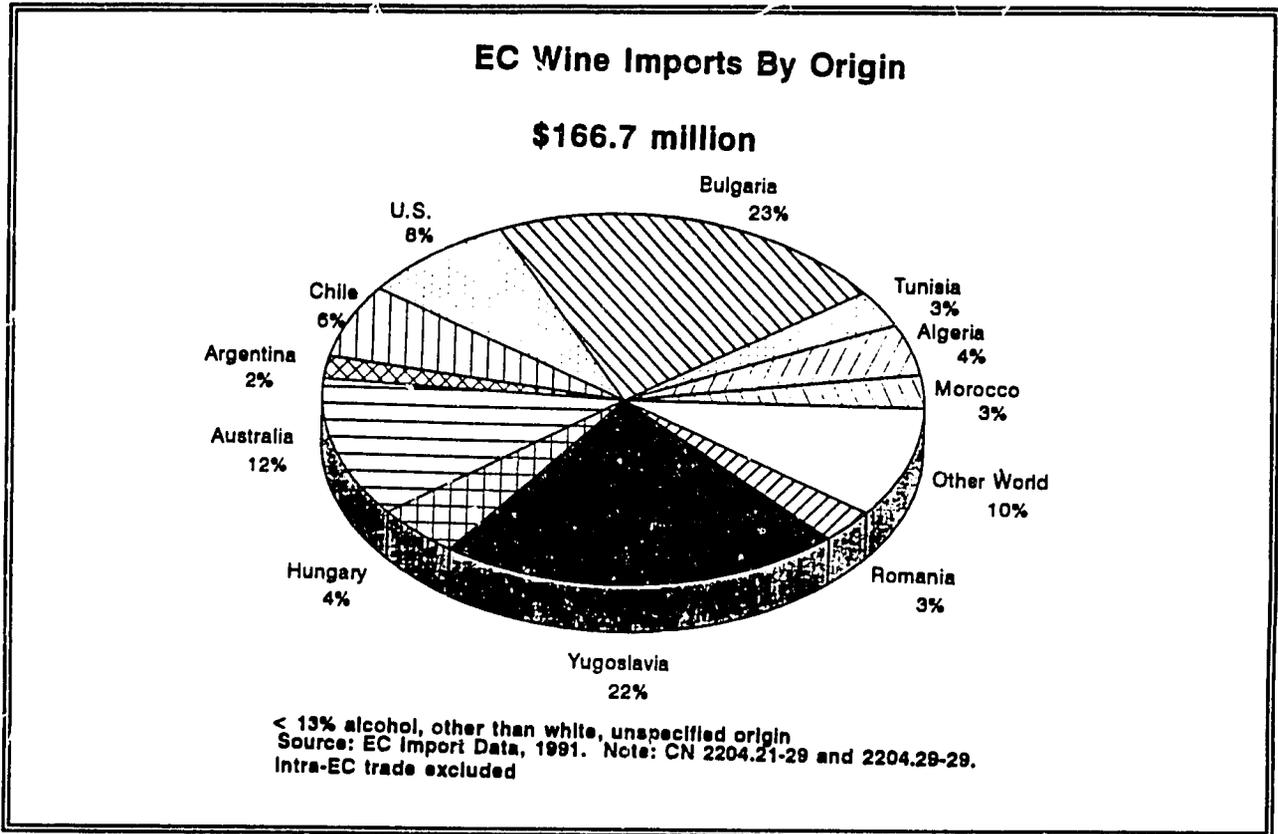
While Germany and the U.K. are the largest national import markets for roses and carnations, accounting for almost two-thirds of total imports from outside the EC, most Moroccan imports go to France. This may mean that the single European market will open up new opportunities for North African and Near East cut flowers in a much larger market.

3.9.6 Wine

North African countries have been traditional suppliers of bulk table wines to the European market. In recent years, there have been attempts to develop markets for some specified origin (A.O.C.) wines as well. Table wine imports from outside the EC, other than white wines, were valued at 106 million ECUs in 1990 and 135 million ECUs in 1991. Morocco and Tunisia accounted for almost

7 percent of the market in 1990 and 1991. Extremely small quantities of white wines are reported from Egypt, Morocco and Tunisia in EC import statistics.

Competition



In the EC market for table wines, the most important competition is from suppliers in Eastern and Central Europe, although Australia, South American suppliers, the U.S. and Algeria all sell in this market. Tunisia and Morocco are relatively more important suppliers of table wine in containers larger than two liters, which accounted for 75 percent of Tunisia's table wine exports and 64 percent of those from Morocco in 1991.

France is the primary destination for Moroccan table wine, while Tunisian table wine is sold in Belgium, Germany and France. Germany and the United Kingdom account for more than 70 percent of total EC non-white table wine imports from outside the EC.

Trade Barriers and Agreements

The EC has special arrangements for imports of wine from Morocco, Tunisia and a variety of other countries. For example, during 1992, there was a duty free quota of 50,00 hectoliters (hl) of specific wines from Morocco (Berkane, Sais, Beni, M'Tir, Guerrouane, Zemmour and Zenata). Reference prices also apply.

Tunisia also benefited from a duty free quota of 50,000 hl on wines imported in containers of less than 2 liters. Wines benefitting from the quota include Coteaux de Tebourba, Sidi-Salem, Kelibia, Thibar, Mornag and Grand Cru Mornag.

4. Conclusions

This report has presented an overview of EC markets and competition for a range of food and agricultural products at a level of statistical disaggregation that will be valuable in targeting field interviews with European importers. Markets for vegetables, fruit, fish and ocean products, olive products and other miscellaneous products were examined. Products were selected on the basis of historical trade patterns and priorities identified by USAID in preparatory analyses for the design of selected agribusiness support activities.

Many of the markets for products that are currently exported by NE agribusiness have experienced significant growth in recent years. An assessment of market potential for NE exports must consider the prospects for increasing the share of current markets as well as increasing the range of European markets targeted for specific commodities and products. Thus, while historical trade patterns are an important starting point for the analysis, they are insufficient as an indicator of future opportunities and constraints in the growing European Single Market. Thus, the second phase of the project will involve detailed discussions with importers and distributors of products in Europe, directed at obtaining a broad assessment of factors likely to affect European market potential for Near East agribusiness.

Preliminary analysis of trade policy issues indicates that the future of special agreements, including market access quotas, and tariff reductions, as well as potential shifts in the relative tariff treatment of other countries currently outside the EC will be important to future market opportunities for NE exporters. NE exporters have so far benefitted from market access quotas with duties reduced in tandem with duty reductions on exports from Spain and Portugal as the latter are assimilated into the EC and the Common Agricultural Policy. Long term access to this preferential market access is not assured. Second phase analysis will include interviews with EC officials to obtain an improved understanding of the forces likely to influence future market access and the terms of that access.

The second phase of the project will also further examine regulatory and policy issues, as well as the potential impacts of Europe's single market and eventual enlargement on market access, transportation, packaging, financial arrangements, and health and safety requirements.

Current markets in which these factors should be further examined for specific products are highlighted.

PRIMARY EC DESTINATIONS OF NEAR EAST COMMODITY EXPORTS

Commodity	France	U.K.	Germany	Italy	Nether.	Belg./Lux.
Vegetables						
Tomatoes	X					
Potatoes	X	X				
Cucumbers	X	X	X		X	
Eggplants	X		X			
Sweet Peppers	X	X	X			X
Common Beans	X				X	X
Frozen Beans	X					
Dried Onions			X		X	
Fruit						
Oranges	X					
Clementines	X		X			
Dates	X					
Table Grapes		X				
Shrimp & Prawns	X			X		
"Other" fresh fish				X		
Frozen cuttle fish				X		
Loligo vulgaris squid				X		
Frozen octopus				X		
Canned sardines	X	X				
Canned anchovies	X	X				
Olives	X					
Lampante virgin olive oil				X		
Cane molasses	X			X		
Mixed spices	X					
"Other" crushed/ground spices	X					
Compound ingredients	X					

APPENDIX A

Abt Associates, Inc.

European Community Imports of Selected Agricultural Products by Value and Origin, 1990

Export Country	EC 12	France	U.K.	Germany	Italy	Neth.	Bel/Lux
TOMATOES 07.02.00.10							
		Nov 1. - May	14				
Morocco	97,367	86,822	626	8,205	287	528	612
Total Extra EC	259,810	90,673	85,683	16,548	455	61,221	1,346
POTATOES 07.01.90.51 Jan 1 - May 15							
Morocco	29,224	27,489	102	1,073	40	200	316
Tunisia	6,738	6,627	0	62	5	0	11
Egypt	29,448	1,222	25,825	421	7	145	4
Total Extra EC	109,238	49,731	40,490	4,793	88	1,493	10,236
WEEET PEPPERS 07.09.60.01							
Morocco	1,873	1,737	7	71	0	0	58
Jordan	1,285	344	342	152	0	29	418
Total Extra EC	33,331	3,591	6,147	18,392	1	4,416	590
COMMON BEANS 07.08.20.10							
Morocco	4,023	3,808	0	18	58	78	36
Egypt	5,776	195	237	454	5	4,801	84
Jordan	523	59	73	73	0	3	315
Total Extra EC	50,176	26,585	8,285	2,018	442	9,184	3,408
ROZEN BEANS CN 07.10.22-0							
Morocco	12,567	12,526	0	0	0	37	0
Total Extra EC	20,572	12,836	248	3,387	83	954	1,889
DRIED ONIONS CN 07.12.20.00							
Egypt	5,189	87	1,914	10	0	1,312	8
Total Extra EC	32,722	739	9,697	14,317	285	4,788	313
ORANGES							
CN 08.05.10.35 May 16 - October 15							
Morocco	25,070	9,689	4,037	3,485	0	4,867	2,636
Total Extra EC	195,520	44,964	54,953	17,136	0	56,777	15,348
CN 08.05.10-45 October 16 - March 31							
Morocco	32,220	11,056	8,709	7,857	0	3,149	1,290
Tunisia	4,645	4,617	0	0	0	28	0
Egypt	1,292	13	939	0	0	318	22
Total Extra EC	85,007	18,309	30,613	18,802	0	10,822	2,372
CN 08.05.10-15 April 1 - April 30							
Morocco	20,185	10,685	1,694	3,487	0	3,032	1,102
Total Extra EC	39,331	13,937	9,966	8,470	0	4,880	1,455
CN 08.05.10-25 May 1 - May 15							
Morocco	13,850	5,575	3,229	1,857	0	1,996	1,174
Total Extra EC	23,391	6,412	7,325	3,536	0	3,888	1,873
LEMONS CN 08.05.20-10							
Morocco	48,048	27,047	4,823	9,521	0	4,326	2,104
Total Extra EC	49,034	27,137	5,376	9,696	0	4,471	2,119

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European Community Imports of Selected Agricultural Products by Value and Origin, 1990

NE Export Country	EC 12	France	U.K.	Germany	Italy	Neth.	Bel/Lux
DATES CN 08.04.10.00							
Tunisia	38,018	18,811	1,404	2,429	10,174	263	734
Total Extra EC	65,541	33,789	8,123	3,589	10,842	1,260	1,570
SHRIMP AND PRAWNS CN 03.06.13-90							
Morocco	15,244	0	0	0	120	0	0
Tunisia	20,470	395	0	0	7,328	21	0
Total Extra EC	713,132	170,649	76,625	41,994	84,593	23,890	47,587
OTHER FRESH FISH CN 03.02.69-95							
Morocco	40,804	8,288	4	658	22,428	316	259
Tunisia	13,591	3,919	10	12	9,101	4	3
Egypt	10,074	5	24	0	9,094	7	0
Total Extra EC	140,289	33,469	7,392	1,941	76,016	597	622
FROZEN CUTTLE FISH CN 03.07.49-19							
Morocco	11,354	92	0	0	5,679	0	0
Tunisia	7,707	116	0	174	6,276	0	0
Total Extra EC	92,610	9,117	0	1,094	42,953	53	164
LOLIGO VULGARIS SQUID CN 03.07.49-31							
Morocco	11,330	39	13	0	4,071	0	0
Total Extra EC	47,305	2,091	99	1,192	11,735	96	489
FROZEN OCTOPUS CN 03.07.59-10							
Morocco	28,275	184	0	12	13,853	48	687
Tunisia	17,939	948	0	52	13,132	76	261
Total Extra EC	14,175	2,834	7	810	58,977	453	1,334
LAMPANTE VIRGIN OLIVE OIL CN 15.09.10-10							
Morocco	30,202	18,297	0	0	11,905	0	0
Tunisia	61,617	0	0	0	61,617	0	0
Total Extra EC	93,265	18,297	10	0	74,955	3	0
CANNED SARDINES CN 16.04.16-00							
Morocco	37,579	11,182	8,796	9,599	2,226	4,592	715
Total Extra EC	42,471	11,323	9,550	9,632	2,251	5,007	792
CANNED ANCHOVIES CN 16.04.16-00							
Morocco	10,279	6,880	381	361	386	5	1,664
Total Extra EC	12,072	7,092	402	384	435	8	2,908
CANE MOLASSES CN 17.13.10-00							
Morocco	2,303	875	235	0	0	0	0
Egypt	5,172	1,558	324	0	2,844	0	0
Total Extra EC	198,514	27,138	47,371	13,121	16,473	48,359	13,214

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European Community Imports of Selected Agricultural Products by Value and Origin, 1990

Export Country	EC 12	France	U.K.	Germany	Italy	Neth.	Bel/Lux
LIVES CN 20.05.70-00							
Morocco	40,308	33,852	586	1,124	3,196	559	975
Total Extra EC	45,330	34,197	780	4,804	3,205	917	1,022
DRIED SPICES CN 09.10.91-10							
India	1,032	1,022	0	6	0	0	0
Total Extra EC	1,786	1,124	238	278	33	13	39
OTHER CRUSHED GROUND SPICES CN 09.10.99-99							
India	1,580	1,577	3	0	0	0	0
Total Extra EC	2,594	1,714	282	199	205	33	48
WILD FLOWERS CN 06.03.10-51 and CN 06.03.10-53							
Morocco	8,412	6,455	236	577	240	794	58
Total Extra EC	109,964	8,271	32,832	33,108	620	30,880	297
HERBS CN 2204.21-29 and CN 2204.29-29							
Morocco	3,330	3,085	0	2	0	0	233
India	3,810	881	0	983	3	0	1,943
Total Extra EC	105,545	11,663	34,746	40,198	242	5,104	6,527

Value in 1000 Ecu, 1990

1 ECU = 1.79 ECU

Source: Eurostat/Abt Associates Analysis

APPENDIX B

Abt Associates, Inc.

Major EC Agricultural Imports From Morocco, 1991

=====				
1991				
CN CODE	TITLE	1000 ECU	1000 kg	1000 US\$

07.02.0010	Tomatoes Nov 11 - May 14	111155	134603	137943.355
08.05.2010	Clementines	68076	86467	84482.316
03.07.5910	Octopus	54518	24946	67656.838
07.01.9051	Potatoes Jan 1 - May 15	44859	118942	55670.019
16.04.1310	Prepared Foods	42505	16992	52748.705
20.05.7000	Olives, preserved by vinegar	42165	44243	52326.765
03.02.6998	Other Fish	40855	7105	50701.055
08.05.1035	Navels, Valencia, Maltese, etc. May 16 - Oct 15	40143	103899	49817.463
08.05.1045	Navels, Valencia, Maltese, etc. Oct 16 - Mar 31	35916	91793	44571.756
08.05.1015	Navels, Valencia, Maltese, etc. Apr 1 - Apr 30	30732	74615	38138.412

\$1 = .81 ECU

Source: Eurostat/Abt Associates Analysis

Major EC Agricultural Imports From Jordan, 1991

=====				
1991				
CODE	TITLE	1000 ECU	1000 kg	1000 US\$

07.09.6010	Sweet peppers	1043	900	1294.363
07.08.2010	Beans Oct 1 - Jun 30	888	660	1102.008
07.09.6099	Other Fruits of Genus Capsicum or Pimenta	548	339	630.068
08.06.1015	Fresh grapes (other than table grapes)	279	206	346.239
07.07.0011	Cucumber Nov 1 - May 15	274	320	340.034
07.09.3000	Aubergines (egg-plant)	182	179	225.862

\$1 = .81 ECU

Source: Eurostat/Abt Associates Analysis

Major EC Agricultural Imports From Tunisia, 1991

=====				
		1991		
CODE	TITLE	1000 ECU	1000 kg	1000 US\$

15.09.1010	Lampante virgin olive oil	130494	93370	161943.054
15.09.1090	Other olive oil	68662	32603	85209.542
08.04.1000	Dates	39848	17962	49451.368
03.06.1390	Shrimp	18552	1751	23023.032
03.02.6998	Other Fish	14271	1600	17710.311
03.07.5910	Octopus	12585	4083	15617.985
03.07.4919	Cuttlefish	6599	2985	8189.359
03.07.6000	Snails	5474	926	6793.234
08.05.1045	Navels, Valencia, Maltese, etc. Oct 16 - Mar 31	5291	13512	6566.131
03.07.9100	Mussels and Other Mol	5240	1131	6502.840

\$1 = .81 ECU

Source: Eurostat/Abt Associates Analysis

Major EC Agricultural Imports From Egypt, 1991

=====				
1991				
CN CODE	TITLE	1000 ECU	1000 kg	1000 US\$

07.01.9051	Potatoes Jan 1 - May 15	47735	155623	59239.135
03.02.6998	Other Fish	12356	1914	15333.796
17.03.1000	Cane Molasses	8600	120244	10672.600
07.12.2000	Dried Onions	8411	5769	10438.051
12 11.9090	Oilseeds	6816	3360	8458.656
07.08.2010	Beans Oct 1 - Jun 30	5308	9672	6587.228
05.04.0000	Animal Products	5183	283	6432.103
23.03.2019	Beet Pulp Dry matter < 18% weight	2678	21878	3323.398
08.05.1045	Navels, Valencia, Maltese, etc. Oct 16 - Mar 31	2601	7630	3227.841
23.03.2011	Beet Pulp Dry matter > = 87% weight	2167	15939	2689.247

\$1 = .81 ECU

Source: Eurostat/Abt Associates Analysis

APPENDIX C

EC Agricultural Imports, 1986 - 1990

Commodity	Total EC Imports (\$1,000)					Intra-EC Imports (\$1,000)					Extra-EC Imports (\$1,000)					Extra-EC/Total (%)				
	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	86	87	88	89	90
FRESH FRUITS																				
Oranges, tangerines, etc.	1,217,654	1,436,509	1,521,743	1,496,678	1,956,961	754,125	924,312	993,543	1,010,798	1,307,254	463,529	512,197	528,200	485,880	649,707	38	36	35	32	33
Lemons, grapefruit, etc.	424,914	465,907	486,268	493,418	572,603	159,730	178,236	177,976	180,906	212,907	265,184	287,671	308,292	312,512	359,696	62	62	63	63	63
Apples	860,547	1,090,376	1,122,630	1,022,682	1,516,941	496,575	646,815	650,239	589,732	848,155	363,972	443,561	472,391	432,950	668,786	42	41	42	42	44
Fresh grapes	498,616	577,991	675,983	626,200	916,801	393,452	443,533	474,780	443,691	655,834	105,164	134,458	201,203	182,509	260,967	21	23	30	29	28
Pears, quinces	232,932	325,091	364,583	403,022	526,024	150,801	200,112	205,797	237,604	291,509	82,131	124,979	158,786	165,418	234,515	35	38	44	41	45
Stone fresh fruit	523,525	701,617	665,678	694,306	936,858	491,562	660,422	609,286	620,859	834,765	31,963	41,195	56,392	73,447	102,093	6	6	8	11	11
Berries	307,389	471,171	481,549	472,608	516,128	256,029	406,369	419,417	406,480	453,603	51,360	64,802	62,132	66,128	62,525	17	14	13	14	12
Other tropical fruit	292,583	377,115	370,388	356,799	436,883	33,551	57,553	84,439	79,560	114,208	259,032	319,562	285,949	277,239	322,675	89	85	77	78	74
Other fresh fruit	384,210	531,035	644,019	769,144	898,388	215,747	293,602	362,483	439,185	559,945	168,463	237,433	281,536	329,959	338,443	44	45	44	43	38

EC Agricultural Imports, 1986 - 1990

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Commodity	Total EC Imports (\$1,000)					Intra-EC Imports (\$1,000)					Extra-EC Imports (\$1,000)					Extra-EC/Total (%)				
	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	86	87	88	89	90
OTHER FRUITS																				
Dried figs	36,075	38,398	49,424	46,212	65,030	6,100	8,067	8,794	9,409	12,969	29,975	30,331	40,630	36,803	52,061	83	79	82	80	80
Raisins	308,779	361,394	364,231	342,880	426,440	130,095	131,224	108,923	114,933	144,055	178,684	230,170	255,308	227,947	282,385	58	64	70	66	66
Other dried fruit	122,627	150,489	161,255	162,759	201,224	42,274	48,970	54,133	49,162	54,107	80,353	101,519	107,122	113,597	147,117	66	67	66	70	73
Prepared/preserved fruit	2,648,368	3,385,899	4,027,811	4,028,675	5,046,043	1,469,435	1,851,176	2,033,680	2,063,038	2,685,450	1,178,933	1,534,723	1,994,131	1,965,637	2,360,593	45	45	50	49	47

EC Agricultural Imports, 1986 - 1990

Commodity	Total EC Imports (\$1,000)					Intra-EC Imports (\$1,000)					Extra-EC Imports (\$1,000)					Extra-EC/Total (%)				
	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	86	87	88	89	90
VEGETABLES																				
Potatoes, excl. sweet	559,218	801,409	735,447	844,401	1,074,492	464,804	673,070	620,530	706,824	864,277	94,414	128,339	114,917	137,577	210,215	17	16	16	16	20
Dry leguminous vegetables	849,190	1,087,201	1,054,737	1,084,419	1,316,919	365,500	464,909	536,388	556,035	725,138	483,690	622,292	518,349	528,384	591,781	57	57	49	48	45
Tomatoes	838,346	1,040,514	1,145,867	1,046,873	1,338,266	764,952	947,978	1,059,781	970,402	1,193,045	73,394	92,536	86,086	76,471	145,221	9	9	8	7	11
Other fresh vegetables	1,964,555	2,647,032	2,896,519	2,880,601	3,724,704	1,769,376	2,374,210	2,592,844	2,562,713	3,248,632	195,179	272,822	303,675	317,888	476,072	10	10	10	11	13
Frozen vegetables	656,053	859,203	1,689,382	1,767,655	2,214,205	574,888	768,110	1,473,553	1,531,736	1,942,694	81,165	91,093	215,829	235,919	271,511	12	11	13	13	12
Prsvd veg. unfrzn, untinnd	84,709	92,858	128,173	166,935	213,161	28,452	39,496	45,502	50,074	63,932	56,257	53,362	82,671	116,861	149,229	66	57	64	70	70
Dried veg. excl. legumes	183,418	221,725	241,327	261,082	290,816	78,426	95,709	93,705	97,117	120,403	104,992	126,016	147,622	163,965	170,413	57	57	61	63	59
Flour etc. of fruit/veg.	69,018	87,460	89,290	88,802	127,430	50,043	61,970	65,814	69,525	90,845	18,975	25,490	23,476	19,277	36,585	27	29	26	22	29
Other prepd/prsvd veg.	1,509,889	1,915,995	1,444,650	1,510,086	1,990,907	1,270,961	1,622,872	1,158,425	1,203,712	1,583,613	238,928	293,123	286,225	306,374	407,294	16	15	20	20	20

EC Agricultural Imports, 1986 – 1990

Commodity	Total EC Imports (\$1,000)					Intra-EC Imports (\$1,000)					Extra-EC Imports (\$1,000)					Extra-EC/Total (%)				
	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	1986	1987	1988	1989	1990	86	87	88	89	90
BEVERAGES																				
Wine	2,894,267	3,585,148	N.A.	N.A.	N.A.	2,770,502	3,414,050	N.A.	N.A.	N.A.	123,765	171,098	N.A.	N.A.	N.A.	4	5	NA	NA	NA
FISH, SEAFOOD PRODUCTS																				
Fish and preparations	7,148,896	9,801,184	10,785,642	11,126,455	14,323,553	3,044,984	4,033,669	4,366,195	4,587,027	5,929,319	4,103,912	5,767,515	6,419,447	6,539,428	8,394,234	57	59	60	59	59

Source: UN Trade Data/Abt Associates Analysis

EC Agricultural Imports: Average Annual Growth Rates, 1986 – 1990

Average Annual Growth Rates (%)

Commodity	Total	Intra-EC	Extra-EC
FRESH FRUITS			
Oranges, tangerines, etc.	12	15	8
Lemons, grapefruit, etc.	7	7	7
Apples	15	14	17
Fresh grapes	17	13	30
Pears, quinces	25	19	37
Stone fresh fruit	16	14	44
Berries	14	15	4
Other tropical fruit	10	48	5
Other fresh fruit	27	32	20

EC Agricultural Imports: Average Annual Growth Rates, 1986 – 1990

Average Annual Growth Rates (%)

Commodity	Total	Intra-EC	Extra-EC

OTHER FRUITS			
Dried figs	16	23	15
Raisins	8	2	12
Other dried fruit	13	6	17
Prepared/preserved fruit	18	17	20

EC Agricultural Imports: Average Annual Growth Rates, 1986 – 1990

Average Annual Growth Rates (%)

Commodity	Total	Intra-EC	Extra-EC
VEGETABLES			
Potatoes, excl. sweet	18	17	25
Dry leguminous vegetables	11	20	4
Tomatoes	12	11	20
Other fresh vegetables	18	17	29
Frozen vegetables	48	48	47
Prsvd veg. unfrzn, untiind	30	25	33
Dried veg. excl. legumes	12	11	12
Flour etc. of fruit/veg.	17	16	19
Other prepd/prsvd veg.	6	5	14

EC Agricultural Imports: Average Annual Growth Rates, 1986 – 1990

Commodity	Average Annual Growth Rates (%)		
	Total	Intra-EC	Extra-EC

BEVERAGES			
Wine	5	5	8
FISH, SEAFOOD PRODUCTS			
Fish and preparations	20	19	21

Source: UN Trade Data/Abt Associates Analysis