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**OPPORTUNITIES FOR
COMMERCIAL RELATIONSHIPS
BETWEEN
JORDAN AND ISRAEL
IN
THE FRESH PRODUCE SECTOR**

Prepared for

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I. EXECUTIVE SUMMARY

This brief report seeks to describe a recent visit to Israel in the company of a 4-person USDA team. The purpose of the team was to study the ways and means to help Jordan and Israel accelerate useful business relationships in the fresh produce sector as the result of the peace agreement between the two countries.

Meetings were held with more than 40 people in Israel as well as in Gaza. Included in these meetings were both private and public entities related to the production and export of fresh produce.

In the discussion section, this report attempts to relate the findings to a preliminary set of seventeen proposals drafted by the Jordanians in their negotiations with Israel.

In the recommendations it is pointed out that many things are already happening to confirm the idea that, if we can help at all, it is now. Later, we (the governmental sector) should simply get out of the way. Six recommendations are made including some that the Agricultural Marketing Development Project (AMDP) could undertake, and others of a more general nature.

The conclusion describes the establishment of peace between Jordan and Israel as an opportunity. A cold peace is not sufficient. Finally, I attempt to clarify my view that King Hussein's strategy in development of a separate peace between Jordan and Israel should also be followed in the development of commercial relationships.

II. INTRODUCTION

I traveled to Tel Aviv on Sunday, January 22, 1995, to join the USDA group. The purpose of this visit was to develop insight into the issues of agricultural trade between Israel and Jordan. In particular, this trip was proposed as a reaction to the Israeli proposal to the Jordanians that marketing centers be created in Israel and in Jordan to provide marketing opportunities for the two countries.

I missed the first two meetings of the group because a double suicide bombing killed 18 Israeli soldiers near Nathania. As a result, the border crossing between Jericho and Israel was closed, briefly, while I was in transit from Jericho to Israel.



Dr. Tully Friedgut, Agricultural Specialist, Office of Agricultural Affairs, US Embassy, Israel, was responsible for scheduling the USDA visit to Israel. In that capacity, he accompanied the team in all visits, and endeared himself to all concerned for his insight and helpfulness.

III. OBSERVATIONS

Our first meeting was with Mehadrin. We spent more than an hour with Menashe Davidson, Managing Director of OR; and, Yoram Weinberg, Managing Director of Jaffa OR. Mehadrin was originally started in 1952. Today, they export citrus and persimmons. Key to their success is the maintenance of control from production to the consumer.

Our meeting with the Ministry of Agriculture's Director General, Yonaton Bassi was not very productive. Bassi himself was unable to attend the meeting because his son was injured in the blast that killed 18 people on January 21 (Ultimately, the death toll rose to at least 21). It appeared that the people we did meet at the Ministry were themselves not clear on the intent of the proposal. My impression was that the Ministry of Agriculture proposal to create two trading centers was a sort of "off the cuff" proposal that had not been thought through. We contacted Mr. Bassi by telephone later in the week, and he promised to fax us his current version of his ideas, and that information was received on February 7, 1995. The entire document is incorporated as Annex II in this report. Later conversations with the private sector, and particularly with AGREXCO, indicated they did not believe such centers were needed for trade between Jordan and Israel. We learned that the Israelis have signed or are about to sign a trade agreement with Jordan. The Israelis in the meeting were not able to provide us with a copy of the proposed agreement.

Our meeting with the Citrus Marketing Board, and particularly with Critchman, were very useful. They made the following comments:

1. Maybe Israel can help Jordan export (citrus) to Europe;
2. Israel can help through their ports as well as packing know-how;
3. Maybe it would be possible to use trademarks of Jaffa, etc.
4. Citrus could be a starting point;
5. Phytosanitary conditions must be taken into consideration, and Critchman proposed a joint Israeli/Jordanian management of this issue;
6. Suggested common projects to deal with biological control;
7. Regional eradication of med-fly;
8. Suggested that US might help in regional program;

9. Jordanians most welcome for training;
10. Willing to sell citrus trees.

"Ministry of Agriculture people are left wing. We are right wing. If we are for relationships with Jordan the Ministry people most certainly are. But it is not a matter of left-right, it's a matter of profits." This was Critchman's comment with regard to the various political views on development of commercial relations between Jordan and Israel.

The need for information was again emphasized.

Elhannon, head of Israel's Plant Protection Program, mentioned an encounter with Khasawneh of Jordan's plant protection. Apparently, they met at one of the negotiation meetings. One chemical, endosulfan, is not permitted in Jordan. This could become an issue in the Israeli agricultural community that is in the Jordan part of the Wadi Araba area.

Four themes were mentioned by Elhannon:

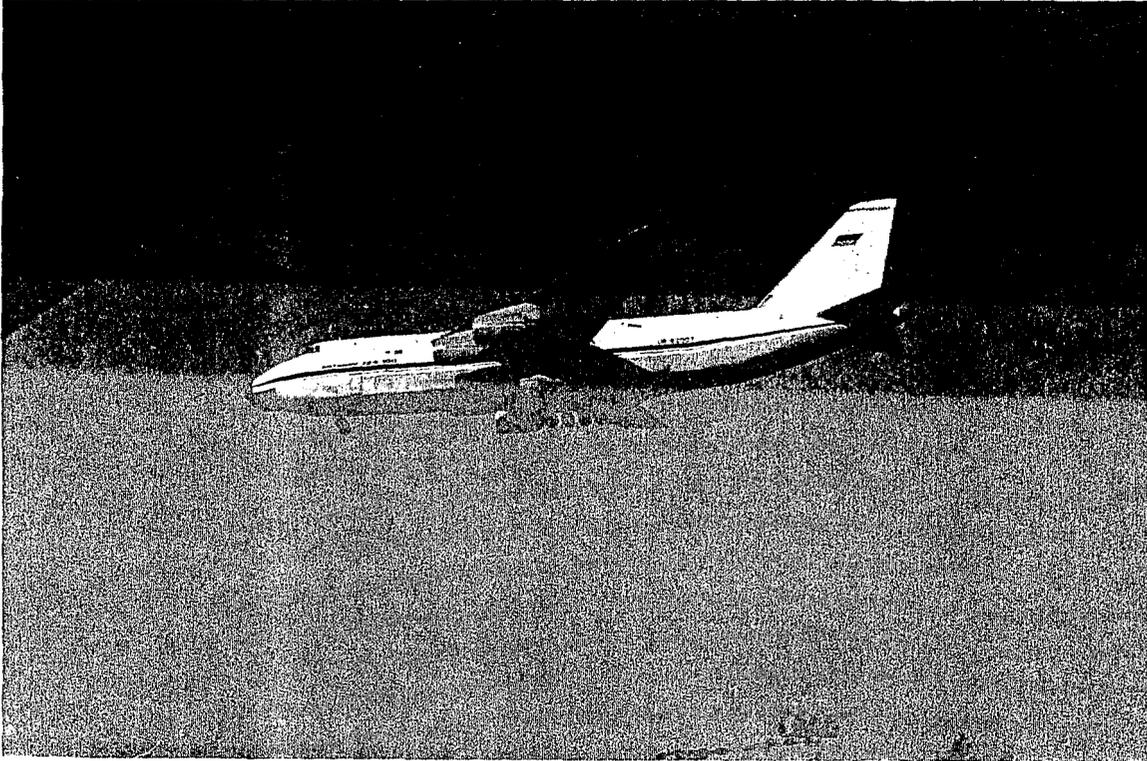
1. Med fly control program.
2. Tobacco white fly problem.
3. Leaf miner problem (*phyllocnistis cecrella*).
4. Potential locust problem.

A high point of our second day was a visit to Israel's Ben Gurion Airport at Lod, and, specifically, to the AGREXCO-CARMEL terminal. This terminal, currently, is handling 80,000 metric tons of fresh produce per year. This includes all variations of AGREXCO products which number in the several thousands and include both flowers, vegetables and fruit.

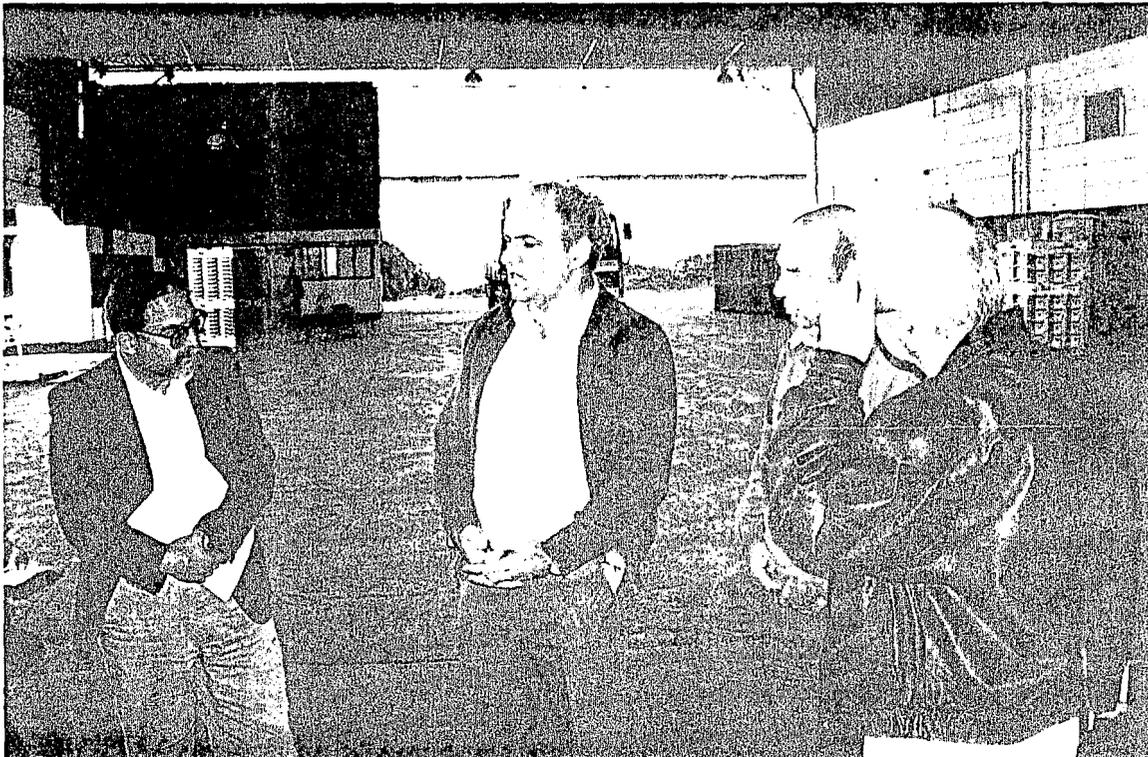
This huge, automated and refrigerated warehouse can hold pallets for 7-747 planes. Palletized product arrives via truck and is assembled on airline pallets within the refrigerated area. This facility could easily handle the Jordanian produce if arrangements could be made.

AGREXCO executives indicated a willingness to develop commercial activities with the Jordanians. They have already shipped some produce to the Arab Gulf through "third parties" (in other words this means change of certificate of origin through neighboring countries).

AGREXCO has already developed discussions (relationships) with one Jordanian trucking firm, with shipments to Gulf customers in mind. They did not consider the Saudi border as a serious obstacle. They said their contacts with Jordanians indicated a strong desire among Jordanians to deal with Israel and with AGREXCO.



The world's largest airplane, a Russian aircraft (Anatoli Nicolai 124S100 with a load capacity of 120 metric tons), prepares to land at the Ben Gurion Airport where it will discharge cargo.



Ariel Shapiro, Manager of CARMEL-KOR's Export Terminal at Ashdod, Israel describes the capabilities of the terminal to Mr. Michael Kurtzig, Head, North Africa/Middle East Section for the Economic Research Service of USDA.

AGREXCO could use more information about production, etc. in Jordan. More specifically, they are interested in learning about various trucking companies, etc.

On Tuesday morning, we met with Gideon Bickel, President of Bickel Flowers Ltd. He broke the AGREXCO monopoly in flower exports. He has about 4%, or \$10 million worth of today's flower exports. He described his struggle with AGREXCO and Israel's Ministry of Agriculture which ultimately resulted in several High Court decisions to allow him to produce more than the limited number of dunnums and market without using AGREXCO marketing channels. He has an inspiring story of developing a flower business. He has his own consulting firm, and has sold services to Sri Lanka, India and other countries. He says he has been approached by several Jordanians. He said, "the problem is not Jordanian, it is the Israeli Government!" One of the Jordanians who has approached him is someone who came from Joppa in 1924 who wants to develop production in Wadi Araba.

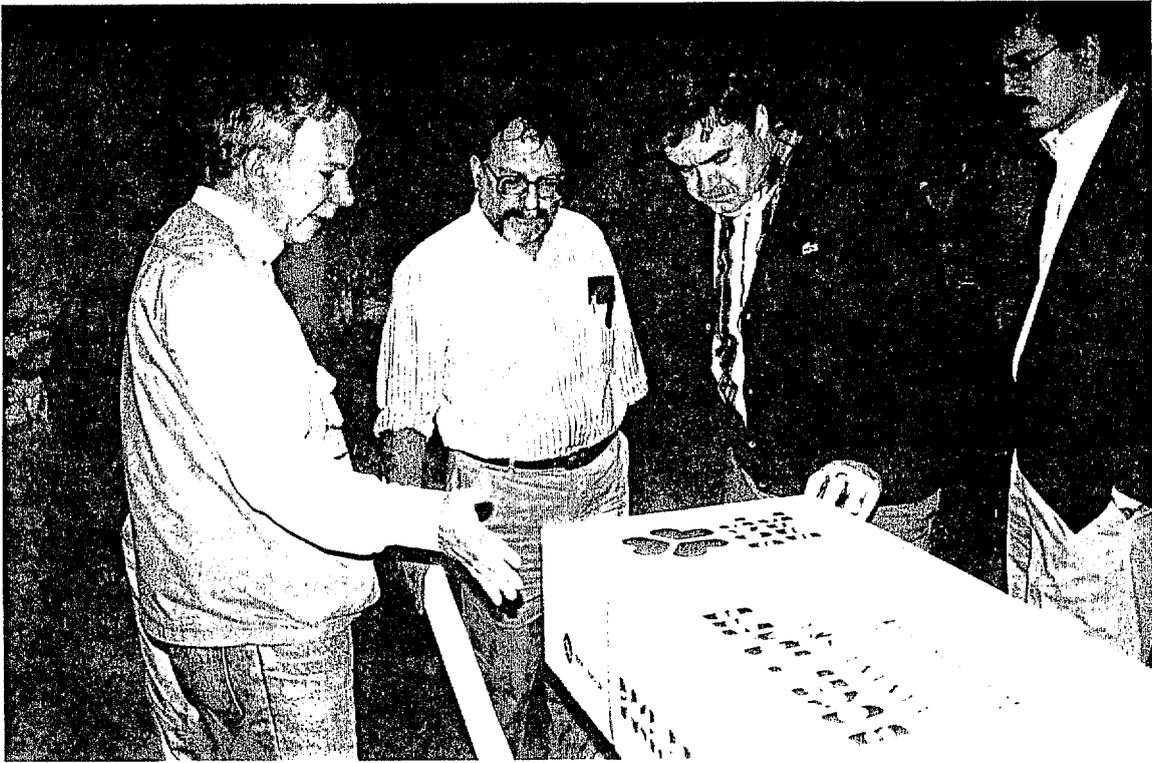
Giora Gutman is a strawberry producer north of Tel Aviv. He also is growing a type of miniature gladioli. He is producing strawberries in multi-spans. Most of his production is an Israeli variety. He was conducting a trial with Oso Grande in peat moss beds mounted on tables so that workers would not have to bend over to harvest and do other work with the strawberries.

We visited Gaza briefly. We met the Mayor of Gaza, Aown S. Shawa together with representatives of exporting entities, producers and USAID technical assistance. We also visited a cold storage facility owned by the Cooperative which is engaged in strawberry production. They ship around 800 MT of strawberries via AGREXCO. They had hoped to ship 1,500 MT of strawberries, but technical difficulties prevented that. The USAID financed technical assistance team is attempting to help develop alternative marketing outlets, but AGREXCO forced the more than 800 growers to sign exclusive contracts.

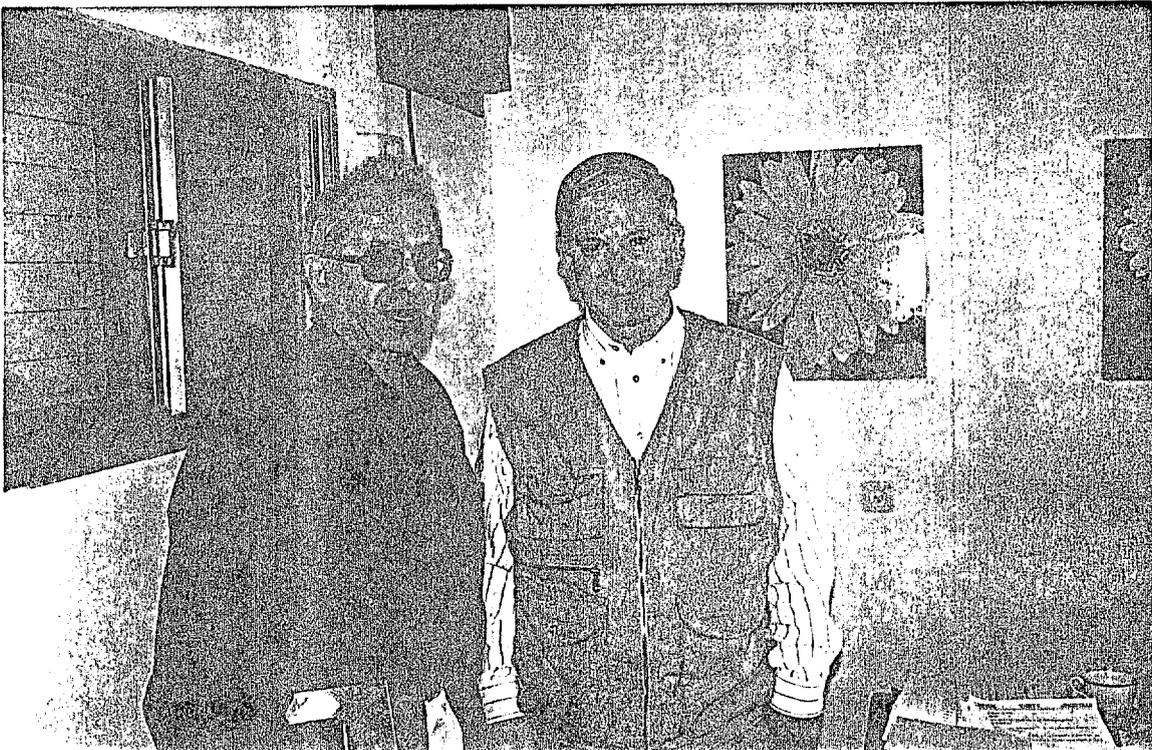
We visited the CARMEL-KOR, Export Terminal at the port of Ashdod. The manager, Ariel Shapiro, described the function of this terminal. More than 3 thousand pallets can be held in cold storage awaiting loading onto a reefer ship. They have vacuum cooling capacity as well as a modified forced air system for pre-cooling of citrus over a 3-4 day period to 4 degrees. They are planning, soon, to add a forced air capability to pre-cool grapes to 1 degree. Shapiro thought it would be feasible to ship RUM Farm grapes out of this port if they were pre-cooled in Aqaba. Presumably, the same would be true for grapes out of the Jordan Valley.

I met Micha Fruchter, Head of Research and Development for the Flower Board of Israel. He received me together with Tully Friedgut at 1700 hours on Wednesday afternoon. The Flower Board of Israel was created in 1976. Funds are provided through a tax on flower exports. An amount of 2.6% of Israel's flower income is allocated to operation of the Flower Board. Another 1.25% is dedicated to the use of financing research and extension.

Fruchter suggests that a "push of the wheel" will help develop Jordan's flower industry in a relationship with Israel. He said the best way would be to develop a relationship between an



Gideon Bickel, President, Bickel Flowers Limited, Growers and Exporters of Flowers, Ornamental Plants, Fruits and Vegetables, describes his flower packaging to Michael Kurtzig, David Priester, International Standards Coordinator, Agricultural Marketing Service, Fruit and Vegetable Division, USDA; and, to Dennis Priester, Agricultural Economist, Economic Research Service, Fruit Analysis Section, USDA.



Tully told us of some of Gideon Bickel's accomplishments with respect to advancing Israel's private sector. Furthermore, he described Bickel's accomplishments in development of a seedless tomato. Finally, we learned that Bickel is now working on a PhD in Political Science.

Israeli nursery and a Jordanian grower. According to Tully Friedgut, Israeli nurseries can only export through the AGREXCO Plant Propagation Department. The person responsible is Amos Orr at Tel: 972-3-971-5269. He said that a nursery could sell plants and provide technical assistance along with the plants. Fruchter asked if there is a "Breeders Law" in Jordan to protect an investment of patented plants. Fruchter volunteered to provide linkage with Orr.

I remained an extra day in Tel Aviv to meet Davidi Hyman, Manager of Grape Production, and Yegal Bareket, Export Manager, both of the Fruit Marketing Board and to visit with Arieh Danon, of Danon Agricultural Supplies, that specializes in supplies to grape producers. Before discussing grapes with Mr. Hyman, we talked a little about the organization of the Fruit Marketing Board. This board responds to producer problems in terms of production as well as marketing. The various marketing boards in Israel own AGREXCO.

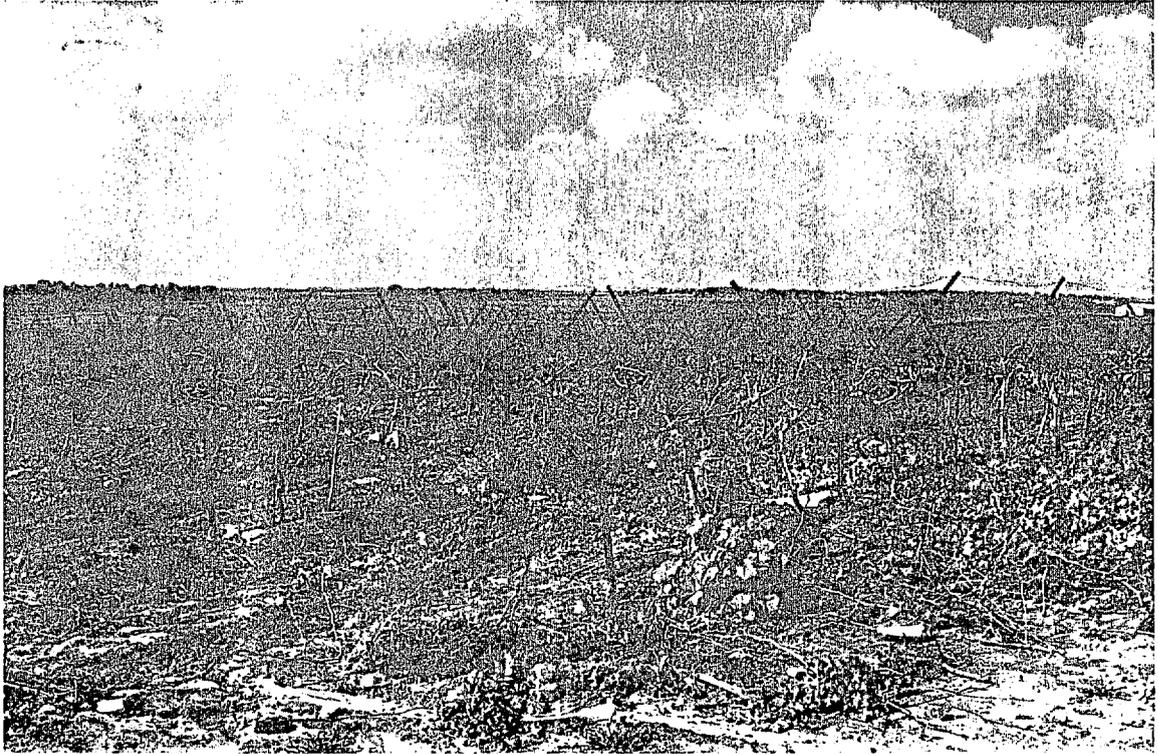
We discussed grapes and the question of patented products. They said that both White Superior and Red Globe are patented varieties. Royalties are supposed to be paid per ton marketed. They also said that Israel has five newly patented varieties of black and white seedless grapes.

The Israelis are eager to meet with such people as Iyad Abu Ali and others. They also agreed that it would be feasible to ship grapes from RUM to Ashdod (Two points surfaced later: 1) Grapes from RUM are too late to make the window in Europe, 2) Ashdod port is currently over-loaded, but if the product arrives in refrigerated containers for sea shipment the space problem might not be so critical.

Mr. Arieh Danon met me at the Fruit Marketing Board and then took me out to one of his Farm supply outlets. This outlet is located in grape growing areas called Pdyah and Ptajjah. The larger area is known as Sydun not far from Ramla. Danon provided me with a description of a pesticide they believe effective against white fly as well as ethereal. He has these chemicals in supply as well as Dormex and various chemicals to control mildew in grapes. Following our meeting, Mr. Danon took me to lunch at a Chinese restaurant. Mr. Danon studied Economics and Business Administration in Israel. His wife is interested in history and is working on her PhD. She is researching the attitude of the Palestinians in a certain time period.

On Friday morning in Jerusalem, I had a meeting with Dr. Menachem Dinar. He is the Director of the Vegetable Crops Division for Israel's Ministry of Agriculture. He drove up from Tel Aviv to see me after consulting with Director General Bassi to make sure it would be okay. Dinar obtained his PhD in vegetables in the University of California at Davis. He did his thesis on some aspect of tomato processing. He also spent a couple of weeks in Cornell, and he has done some work with the IFC on tomatoes in Thailand.

We discussed the purpose of our visit to Israel and the ways and means to establish relationships between Jordanians and Israelis. One interesting observation he made was the suggestion that Jordanians might be less overwhelmed if they could initiate relationships with smaller Israeli companies. He gave me two possible examples: ARAVA Company and of SAS. He promised to



Israel produces seedless grapes for domestic and export consumption. This vineyard is located southeast of Tel Aviv near Rehovot.



The USDA team spent nearly a week in Jordan. James Caron, Chief, International Transportation, Agricultural Marketing Service, USDA, listens to Zuhair Jweihan discuss export issues facing Jordanians. Nabil Rajibi listens. In the background note the multi-span greenhouses of Mazen Odeh where a field day had been organized.

fax me the details of these two companies, as well as other items discussed as follows.

We discussed the possible interest in collaboration on greenhouse manufacture in Jordan. I told him that one Jordanian had already developed a relationship with an Israeli Greenhouse company. Menachem mentioned an Israeli Greenhouse Company, Orgil, which is owned by Togeman in Natania. He said that Togeman had already initiated contacts in Jordan.

Menachem said there are two major seed companies in Israel-namely Hazera and Zeraim Gedera. The second company is owned and operated by Mr. Arnon Zuckerman. Hazera is distributor of Daniela tomato seeds.

He also named several drip irrigation companies including Netafim, Naa'n and Plastrogvat.

Some of the largest nurseries for vegetable plants in Israel are Hishshtil and Shorashirm. Shorashirm is also involved with investment in Morocco.

Menachem has a farm in the Negev near Hatsor. They had a big field day there during our visit to Israel. That would have been an interesting opportunity for Jordanian observers. I believe Menachem owns his own farm there, and he conducts research for various models of greenhouses in order to determine production potential.

Menachem also said that the Export Institute, an Israeli Government entity, should have an English language listing of Israeli companies. They are based in Tel Aviv.

IV. DISCUSSION

One cannot ignore politics in discussing possible collaboration between Jordan and Israel. As a political officer at the US Embassy in Tel Aviv said, the role of this study represents a minute component of a larger discussion. Beyond that, I will only say that the inclusion of visits of our team to Gaza and to Jericho did not contribute to a clearer view of the main question which was what can be done to help develop a full, healthy trade between Jordan and Israel-two countries that have not had open commercial relationships in the past.

This team's efforts should not be separated from the negotiations that are continuing between the Jordanian and the Israeli Governments. I would like, at this point, to introduce articles from a proposed "General Frame of Agricultural Co-operation Agreement Between the Hashemite Kingdom of Jordan and the State of Israel". Following each article I will try to relate my discussions to the context of that article.

Article No. 1

The two countries will work on the development of the agricultural cooperation among them, and to facilitate the agricultural trade between the two countries according to the rules stated in this agreement, and the regulations of each country that does not impede the roles of this agreement.

Perhaps, the above article can be discussed in terms of two topics; namely agricultural cooperation and agricultural trade.

Agricultural Cooperation may be more fruitful, initially, than trade. Cooperation may appear to be one-sided because of the perception that Israel is so much more advanced than Jordan. This perception, though, may not be quite so strong once cooperation begins. Israeli technical assistance around the world has been highly touted, but that assistance like US assistance has often been directed at Government entities without regard to their weakness and similar to weaknesses of the Israeli Government itself in Israel. I say this because it became apparent during our visit that Agricultural Research and Extension in Israel are also subject to lack of direction when the private sector is not engaged. Fortunately, private sector representatives, including processors, are represented on the Research and Development subsector management committees which determine allocation of research funds. Most of the financing is from a checkoff on marketed produce..

Once it is understood that Israeli technical assistance is not necessarily a panacea, every effort should be made to engage in dialogue between Jordanian and Israeli private sector entities in order to develop commercially feasible ventures. Examples of such potential

industries are many, but only several will be suggested here. Seedless table grape production in Jordan has already been identified as a likely possibility with regard both to climatic considerations as well as to markets. Israeli collaboration with Jordan could provide both advanced, new and proven seedless varieties along with possible investment in the costly development of grape vineyards.

A second possible venture might be expansion of the production of Sharon (persimmon) fruit in Jordan. To my knowledge, there is one, small orchard of Sharon fruit in Jordan at the present time. The owner has expressed some concern with the marketing of this fruit in Jordan. Collaboration with Israel could, conceivably, result in expanded plantations of this fruit which could, initially, be marketed through Israeli marketing channels to Europe and elsewhere. Obviously, the Jordanian producers would want to maintain the right to market on their own as opportunities are presented.

A third possibility would be collaboration in further development of Jordan's fresh cut flower industry. A study conducted in early 1994 estimates that Jordan could expand its fresh cut flower industry to an export level of 21 million dollars by the year 2000-assuming that everything was done right. Perhaps, Israeli technical assistance combined with capital from Jordanian or foreign sources could ensure that "everything was done right".

Many other possibilities could be described, and could result from an initial development of open and trusting relationships between individuals and firms of the two countries.

Agricultural Trade, if based on free trade principles, should eventually develop. Initial trade would probably be the export to Jordan of seeds, chemical supplies, greenhouse equipment, etc. Most, if not all, these commodities are available in Jordan. Competition from Israel could possibly, increase the quality of some items.

Israelis indicate some fear that lower input costs in Jordan, particularly labor costs, will mean that Jordanian produce will penetrate the Israeli markets. Some Israelis expressed an opinion that Israel's future role will be more as a purveyor of knowledge and technology with a less important role for export of produce.

Another idea heard was the possibility that Israel could become a center of distribution similar to the Netherlands. Various fresh produce, and particularly, flowers are imported to the Netherlands and re-exported to all corners of the Western European Union and beyond.

Article No. 2

The two countries will agree on a policy that determines the agricultural products to be traded between the two countries, according to what will be determined by the related agencies in both countries in time.

Jordan, like Israel and other countries in the region has not yet developed a concept of free trade. Quotas for import of Cherries to Jordan from Lebanon are set with a *quid pro quo* that permits a certain export of watermelons from Jordan to Lebanon. A similar policy regulates the import of apricots from Syria to Jordan.

Jordan has provided a great deal of protection to its fresh produce industry. Jordanian apple producers claim they could not have developed apple production without protection. Most likely, Jordan's banana industry would not thrive without a ban on the import of bananas from world markets.

An example of agricultural trade between Israel and Jordan has already occurred. Tomato prices in Israel sky-rocketed with the resultant decision to import from the Canary Islands, Netherlands and Jordan. Unfortunately, Jordanian growers were unable to effectively respond to the momentary demand because they, like the Israeli growers, were affected by the same climatic and other factors that caused shortages in Israel. The Sabeel article quoted in full at the end of this paper, presents some of the feelings and thoughts evoked by the export of 22 metric tons of tomatoes to Israel.¹

Article No. 3

The two countries shall cooperate in the field of agricultural research and technology transfer, which serves the interest of each country, and conduct agreements and protocols between the related organizations in the two countries.

We met several different representatives of the Israel's Ministry of Agriculture. We visited the Volcani Research Institute outside of Tel Aviv, and we had conversations with a number of Israelis with regard to Agricultural Research and Extension. Israel appears to have overcome many of the weaknesses found in Agricultural Research and Extension Institutions by developing private sector oversight of funds made available to Israeli Government entities engaged in research and extension. While the Israeli Government provides the basic infra-structure for R&D, private sector funds collected through the various marketing boards are allocated in contracts to carry out specific research and extension assignments.

Perhaps, one of the first agreements between Israel and Jordan in this regard should be an analysis of Jordan's R&D sector followed by recommendations as to how Jordanian R&D could be effectively delivered to Jordanian producers.

Article No.4

The two countries shall exchange observation tours, co-operate, and conduct training in the following: 1) Quality requirements and standardization of fresh

fruit and vegetables; 2) Packaging; 3) Post harvest technology.

Observational tours of Jordanians to Israel would be an ideal way in which to stimulate contacts and to encourage growth of trust. Israel's reputation for quality is well-known. Visits to Israel should be initiated now. Initial, individual visits should, by majority, be from the private sector. Observant Jordanians will quickly see the superior quality of product exported from Israel. Many have already seen that quality in visits to Europe. These visits should help the Jordanians identify the reasons for superior quality. While group visits are useful, the individual visits would facilitate direct business contacts.

Packaging issues, perhaps, could most easily be resolved by permitting the import of packaging materials from Israel to Jordan. Jordanians have, again, already seen the packaging used by Israelis in the European market. Jordanian exporters need access to the materials either through import from Israel or through the improvement of packaging materials in Jordan which might be accomplished with Israeli joint ventures.

Jordanians have already received considerable training in post harvest technology. The need now is for Jordanian exporters to invest in what they already know. Beyond that, I believe the Jordanians need to analyze the reasons for the failure of many exporters, and particularly Gulf exporters, to invest in higher quality shipments.

Article No. 5

The exchange of agricultural expertise, information, and marketing studies.

Both Israel and Jordan possess a high level of expertise. The difference, in part, may be organizational as already alluded to earlier in this report. While we saw some production technology in Israel, I'm sure there was much of the advanced work we didn't see for lack of time. Israeli expertise to Jordan, for example, will not suffice. Expertise must come with some sort of financial package or with a marketing component.

We quickly identified the need for information as paramount to development of working relationships. Israelis we talked with, for example, did not seem to be aware of the significant volumes of Jordanian shipments to the Gulf-even though the Israelis are very interested in working with Jordan to enter the Gulf market.

Mutual invitations to agricultural field days should be initiated.

It would be useful to share marketing studies, although both countries might hesitate to reveal what they have learned about a given market. Jordan, for example, will be conducting an analysis of markets in March in Thailand, Malaysia, Singapore and Indonesia. Could AMO ask the Israelis for an input to such a study? I presume that Israelis cannot travel to Malaysia and Indonesia.

We did not have the opportunity to ask the Israelis how far they are willing to go in sharing the market studies they have with AGREXCO and elsewhere.

Article No. 6

The establishment of agricultural production, marketing and food processing joint projects by both the private and governmental sectors.

AGREXCO is Israel's leading entity in terms of marketing of agricultural products. AGREXCO is 50% owned by the Israeli Government, and 50% owned by the various Agricultural Production and Marketing Boards.

So far as I know, all actual production is in the hands of the private sector in Israel. Apparently, Israel is beginning to move farther towards the private sector. One example of this is the Bickel flower industry which has managed to increase its export of fresh cut flowers to \$10 million a year. This represents about 4 percent of Israel's fresh cut flower industry. Bickel argues that Israeli exports of fresh flowers could be five or ten times larger had the Government permitted free enterprise in the sector.

I believe that the provision of information and the facilitation of contacts will quickly lead to the development of joint projects between private entities in both countries. We were informed by Bickel, for example, that he has already been approached by a private Jordanian entrepreneur who wants to develop production in the Wadi Araba area.

Article No. 7

The two governments shall develop an agreement that facilitates the movement of agricultural exports through out the two countries. This agreement should allow the use of the available services, and facilities in both countries in a way that serves the interest of land, sea and air transport.

Sea and air transport of exports are well developed in Israel. The Lod Airport facility for the air shipment of fresh produce is probably the best in the world. Automated facilities housed in the cold storage unit provide abundant space for airline palletization of arriving produce, mechanized handling for temporary storage of pallets for up to seven 747 airplanes (more than 800 metric tons) and capability to simultaneously load 3 airplanes.

Currently, this AGREXCO facility utilizes about 50% of its capacity on an annual basis with shipments of approximately 80,000 metric tons of fresh produce per year.

We also visited the Ashdod Port just north of Gaza. This facility has both vacuum and forced air pre-cooling. Palletized storage available for 3,500 pallets is available. Refrigerated ships are loaded here for shipment to Marscille (4 days); to England (6 days)

as well as to the Black Sea (6 days). Assuming space is available, Jordanian product that has been pre-cooled could technically access this and other Israeli ports.

The problems with regard to actually using the sea and air facilities available in Israel are those of security. Israeli security concerns are very intense. Obviously, this question will have to be carefully analyzed before concluding that regular and efficient shipping to Israeli ports can be accomplished.

While domestic trucking in Israeli is excellent, it has never developed the trucking capability for overland transport to foreign markets. Jordan, on the other hand, has a vast fleet of trucks available. There may, however, be a shortage of adequate refrigerated containers.

Jordan's Aqaba port represents the best access to potential South East Asian markets. Containerized shipping is available. Reefer loading could be accomplished from existing cold storage. Another consideration might be to ship produce from Jordan to Dubai via Reefer instead of trucks across the desert.

Article No. 8

The two countries shall agree on the tariff and fees that will be applied in order to organize the movement of agricultural goods and services between the two countries.

We did not delve into these issues on our trip to Israel.

Article No. 9

Conduct of joint studies that aim to develop and improve the agricultural production on both sides.

The Israeli model already mentioned, of directive financing from the private sector towards the Government's R&D, could be extended between the two countries. Assuming, for example, that the Jordanian Exporters Association for Fruit and Vegetables could begin to receive annual revenue from Jordan's fresh produce sector, funds could be allocated to Jordanian or Israeli entities for research and extension.

The Israelis provided several examples of studies of common interest. These included 1) Control and eradication of the Mediterranean Fruit Fly; 2) Effective control of the White Fly; 3) Control of the Leaf Miner; and 4) Control in the event of a locust invasion. I am certain that many more problems of common interest would include marketing problems as well.

Article No. 10

The two governments shall coordinate in the field of agricultural export promotion on both the regional and international levels. In addition, the two parties should facilitate the conduct of agricultural export contracts among the concerned parties.

The Israelis mentioned their concern that orderly markets be developed. Israel has obviously worked a long time to establish markets for its products. Through AGREXCO, they have a reputation for top quality, and they are able to garner top prices. AGREXCO has, like other fresh produce marketing entities, begun to source product in other countries such as Greece, Cyprus and India.

Care should be taken in the establishment of an entity that truly represents the concerned sectors. We did not discuss this issue, but AGREXCO would probably be a key actor on the Israeli side.

Article No. 11

Each of the two countries will give priority to the other country in terms of issuing export and/or import licenses in a way that does not affect the agreements (protocols) of each country with a third country.

We did not discuss this issue.

Article No. 12

Arrangements between the two countries in order to make use of each country's facilities and services available in the international markets.

Presumably, this could involve AGREXCO capabilities in the Western European Union, and, perhaps, in Russia. Possibly, Israel could benefit from Jordanian contacts in the GCC.

Article No. 13

The two countries will encourage the investment in the agriculture sector of the other, especially in the fields of marketing, and food processing. This requires each country to make the necessary changes in its investment laws, in order to allow the other part to make use of such laws.

We did not discuss this issue.

Article No. 14

The two countries will provide the necessary support to establish agricultural fairs and exhibitions in both countries. Additionally, the two parties will facilitate the participation of the other party in the agricultural fairs and exhibitions held in each country, according to the regulations and laws of each country.

We did not discuss this issue.

Article No. 15

The two parties will facilitate the establishment of trade agencies, and/or opening branches of national companies in the other country, including the use of brands, patents and/or marketing patents of products, according to the regulations and laws of each country.

We did not discuss this issue.

Article No. 16

The two parties will encourage the cooperation between the agricultural and marketing associations of each country.

We met with several commodity associations in Israel, and many more were identified. Perhaps, encouragement of meetings between these entities should be a priority. It is worthwhile to note, however, that AGREXCO and other public entities are known to be inflexible and "heavy". Jordan's Exporter Association, for example, should be encouraged to identify Israeli private sector entities to develop direct buying and selling of produce.

Article No. 17

A joint committee will be established from both countries. This committee will meet every four months or as required by each country in order to follow-up execution of this agreement. The above committee will present recommendations on the following:

- 1) Determining the locally produced agricultural products that will be traded (imported/exported) between the two countries;**
- 2) Making the necessary adjustments on the above mentioned products as required by each party needs;**

- 3) The committee will be responsible for dealing with any obstacle that might rise from the adoption of this agreement, improving the economic relations between the two countries, and facilitating the agricultural trade between the two countries. The recommendations of the above committee will not take place unless it has been approved by the governments of both countries.**

We did not discuss this idea.

V. RECOMMENDATIONS

We are interested in facilitating the development of meaningful commercial relationships between Jordan and Israel. Hopefully, we will find that initial facilitation will simply result in our having to "get out of the way". Lots of events are already taking place, and following are several examples:

- >Jordanian farmer contract with an Arab-Israeli firm to produce 4-500 metric tons of pickles for processing in Tel Aviv;
- >Jordanian trucker is discussing possible contract for shipment of Israeli produce to Gulf Markets;
- >The head of Israel's Grape Program in the Fruit Marketing Board has contacted two leading grape producers in Jordan to suggest a conference and an "acquaintanceship" tour in Jordanian and Israeli vineyards;
- >An Israeli plant nursery has supplied a large number of Almond tree seedlings for planting in Jordan;
- >A private laboratory in Jordan who is interested in establishing a business in pesticide residue certification spent several days in Israel with their Plant Protection people as well as with a private pesticide residue certification laboratory. Tentatively, he made an agreement with the private Israeli laboratory to provide pesticide certification until he has the proper equipment in Jordan;
- >A greenhouse producer of vegetables in the Jordan Valley has contacted a greenhouse manufacturer in Israel with regard to the possibility of developing an agency for distribution, and, eventually a subsidiary production unit in Jordan;
- >Mr. Gideon Bickel said that he is discussing a possible deal with a Jordanian flower grower.

The Agricultural Marketing Development Project (AMDP) is devoted to the increase of the production and export of fresh produce from Jordan. Collaboration with Israel can help attain that objective. Following are some ideas for immediate collaboration:

1. Mehadrin has a license to export citrus and persimmon (Sharon fruit). It is conceivable that they could enter into some kind of deal to market persimmon produced in Jordan. Furthermore, perhaps there would be some interest in Mehadrin investment in increased production of persimmon in Jordan.

2. To obtain a license for export of a product, Mehadrin or any other private sector entity, must demonstrate control of at least 30% of Israel's production. They would not need a license to market product from Jordan; thus they may be interested in accessing other products from Jordan.
3. Perhaps, one of the most important inputs to the process of developing relationships is the provision of information. A decision to provide information must be a Governmental decision, that is, it is not a decision that can be taken at the project level. Once such a decision were made, AMDP could help facilitate the flow of information if that is desired.
4. The growth of trust between the two countries can only develop as the result of contact and time. AMDP could facilitate contact in several ways.
 - a) Various types of commercial Israeli and Jordanian entities can be provided with names, addresses and telephone and fax numbers.
 - b) AMDP could, with USAID approval, sponsor visits of both Jordanian private and governmental people.
 - c) AMDP could, with USAID approval, facilitate meetings in Jordan between Jordanian and Israeli business people. An example might be the hoped for meeting of Davidi Hyman of Israel's Fruit and Marketing Board's Grape Component with the Jordanian Committee for Grape Production and Marketing.
5. Accessing Israeli technical assistance, may be possible, but it is probably too early to attempt it now. I consulted with a Jordanian operator of Jordan Valley greenhouses regarding the possibility of accessing an Israeli consultant on fertigation. His response was negative for the moment.
6. Promotion of joint venture investments might be conceivable, particularly if they can be carried out in a tri-partite way with a Jordanian Producer, an Israeli Consultant and an American investor.

VI. CONCLUSION

The establishment of peace between Jordan and Israel represents an opportunity. The challenge will be to overcome the obstacles created by historic conflicts as well as by a recent state of war that existed for nearly 50 years.

A "cold peace" is not sufficient. Only strong economic relationships will begin to help bridge the gap.

The Israelis proposed the establishment of centers in both Israel and in Jordan to facilitate trading relationships between the two countries. My own view on that issue was corroborated by a private sector Israeli who stated that two physical centers are not needed. Possibly, one free zone located somewhere along the Jordan/Israeli border could help facilitate the flow of goods. A principle function of such a free trade zone could be adequate inspection for quality as well as for security. The need for such a facility, however, should grow from the development of business between Israel and Jordan. **Another Israeli very accurately expressed my view when he said, "My general feeling from the meetings we had is that the Marketing Centers are not something which can be created by fiat. A need for various services has to develop and the private sector and fast-thinking entrepreneurs have to step in and provide them. I believe that if trade relations develop without hindrance, such facilities and services will be integrated into an efficient service center which would serve buyers and sellers, shippers and packers, etc. I believe that government (local or international) intervention at this point will have the same result as with the committee's attempt to design a horse...."**

Finally, I want to make sure that my position about the involvement of Gaza, Jericho and the Occupied Territories in this dialogue is clear. I think the Mayor of Gaza was right in his opening statement at our meeting.. "the purpose of your visit to Israel has nothing to do with us." Clearly, agreements between Jordan and Gaza, etal. are progressing, and AMDP should do everything to facilitate profitable contacts to increase the marketing of Gazan products that do not compete with Jordanian production. Gazan citrus through Jordan to SE Asia might be an example. It is clear that US policy on the issue is divided with some people insisting that relations between Israel and Jordan must be controlled by what happens between Gaza and Israel. My assignment in Jordan, however, requires me to look at that question from the Jordanian point of view, and I'm speaking of the official Government of Jordan point of view. King Hussein's leadership enabled the accomplishment of peace. He is using the same strategy to enable the accomplishment of a "warm as opposed to a cold" peace.

ANNEX I. Contacts established:

1. Abudagga, Husam, Trade Promotion Officer, Palestinian Trade Promotion Organization, PO Box 21621, Jerusalem 91213, Gaza Tel/Fax: 972-7-866-971 Jerusalem Tel: 972-2-853-101, Fax: 972-2-853-106
2. Arafah, Abdel Rahman Abu, Director of Business Development/West Bank Cooperative Development Project, PO Box 21759, Jerusalem 91217, Tel: 972-2-853-170, 851-677, Fax: 972-2-859-690
3. Bareket, Yegal, Export Manager, Fruit Board of Israel (Production and Marketing) 20 Ha'arba'a St. Tel Aviv 64739, Tel: 3-563-2992, Fax: 3-561-4672, Res: Kibbutz Ma'anit, Tel: 6-375-337
4. Bickel, Gideon, President, Bickel Flowers Limited, Growers and Exporters of Flowers, Ornamental Plants, Fruit and Vegetables, 2 Weizman St., Ra'anana 43663, Tel: 972-9-914-777, Fax: 972-9-903-269
5. **James A. Caron, Chief, International Transportation. Agricultural Marketing Service. USDA. Washington DC 20250. Tel: 202-690-1304. Fax: 690-1340.**
6. Chen, Chaim, Head, Division of Plant Quarantine, Seeds & Nursery Stock Inspection, Ministry of Agriculture PO Box 78 Bet-Dagan 50-250, Tel: 3-968-1550, Fax: 3-968-1507
7. Cohen, Mordehai, General Director Rural Planning & Development Authority Ministry of Agriculture, 5 Arania St. PO Box 7011, Hakiryia, Tel Aviv 61070 Tel: 3-697-1727, Fax: 3-697-1954 Home: 23, Shlomzion St., Haifa, Tel: 4-370-851
8. Danon, Arieh, Manager, Danon Agricultural Supplies Production, Herzal St. 164 Rehovot 76265, Tel: 8-451-168 Fax: 8-473-948, TH: 8-473-948
9. Davidson, Mena, General Manager Citrus Marketing Board, PO Box 80 Beit Dagan 50250, Tel: 3-968-3811 Fax: 3-968-3838
10. Davidson, Menashe, Managing Director. Mehadrin Ltd. 8, Kehilat Venezia St. Tel Aviv, 69400. Tel: 3-491-234. Fax: 3-648-7847. Res: 3-964-2726.
11. Dinar, Menachem, PhD, Director Vegetable Crops Division, Ministry of Agriculture, Extension Service, PO Box 7054, Hakiria, Tel Aviv 61070, Tel: 3-697-1702, Fax: 3-697-1664, Residence: 4 Hadas St., Even Yehuda 40550, Tel: 9-698-925
12. Elhanan, Shmuel, Director, Plant Protection Service & Inspection Services Ministry of Agriculture, PO Box 78 Bet Dagan 50250, Tel: 3-968-1500/1 Fax: 3-968-1507

13. Erez, Shaiké, Advisor or Minister of Agriculture, Ministry of Agriculture, Tel: 3-751-4303, Fax: 3-751-4320, Res: 9-580-0710

14. Fee, Sharon A., General Development Officer, USAID, American Consulate General, 18 Agron Rd. Jerusalem, Tel: 971-2-253-288, Fax: 971-2-259-484

15. Freund, Miriam, Head, Pesticide Registration Division, Department of Plant Protection and Inspection, Ministry of Agriculture, PO Box 78, Bet Dagan 50250 Tel: 3-968-1561, Fax: 3-968-1507

16. Friedgut, Tully, Agricultural Specialist. Office of Agricultural Affairs. US Embassy. Israel. 71 Hayarkon St. Tel Aviv 63903. Tel: 3-517-4338. Fax: 3-510-2565. US Address: Unit 7228-Box 3. APO AE 09830. Res: 10 Mordei Hageatot St. Rehovot 76464. Tel 8-453-889.

17. Fruchter, Micha, Head of Plant R&D Department, The Production and Marketing Board of Ornamental Plants, Flower Board of Israel, 2, Kaplan St. 61701 Tel Aviv PO Box 7158, Tel: 972-3-695-9023 Fax: 972-3-695-6965

18. Greenwood, Bill, Business Development Advisor, Cooperative Development Project PO Box 21759, Jerusalem 91217, Tel: 972-2-853-170, 851-677, Fax: 972-2-859-690

19. Hyman, David, Manager of Grape Production, Fruit Board of Israel (Production and Marketing), 119 Hahashmonaim St. Tel Aviv 61070 Tel: 3-563-2993/4, Fax: 3-561-4672

20. Harel, Dalia, Deputy Director General Ministry of Agriculture, 8 Arania St., Tel Aviv 61070, Tel: 3-697-1764, Res: 3-749-323

21. Ibyyan, Ayeshe, Gaza Agricultural Cooperative, Society for Producing and Marketing Vegetables, Beit Lahia, Gaza Tel: 971-7-858-068, 858-031

22. Michael E. Kurtzig. Head, North Africa/Middle East Section. Europe/Africa and Middle East Branch. Agriculture and Trade Analysis Division. Economic Research Service. USDA. Washington DC 20250. Tel: 202-219-0630. Fax: 219-0942.

23. Laks, Yaakov, Senior Officer, Regional Planning, Agr. and Rural Pl Authority Ministry of Agriculture, PO Box 7011 Tel Aviv 61070, Tel: 3-697-1660, Fax: 3-697-1954, Res: 7-956-323

24. Lewis, Jerry, Vice President, Asia, Near East and Pacific Region, Agricultural Cooperative Development International 50 F Street, NW, Suite 900, Washington, DC 2001, Tel: 202-879-0230, Fax: 202-626-8726

25. Licht, Shaul, Marketing Executive AGREXCO Agricultural Export Co. Ltd. 121 Hachashmonaim St., PO Box 20601 Tel Aviv 61204, Tel: 3-563-0803, Fax: 3-563-0918, 563-0988, Res: 3-642-2388

26. Malinovitch, J. "Malchi", Deputy General Director, AGREXCO Agricultural Export Co. Ltd., PO Box 20601, Tel Aviv 61713, Tel: 3-563-0940/1/2, Res: 3-556-2106, Fax: 3-563-0918

27. Mazor, Gideon, Manager Vegetable Department, AGREXCO-Agricultural Export Co. Ltd., PO Box 7163, 121 Hachashmonaim St. 67011, Tel Aviv
Tel: 3-563-0800/1, Fax: 3-561-0944

28. Meir, Silagi, Air Traffic Director Carmel, AGREXCO Agricultural Export Co. Ltd., Ben Gurion Airport, PO Box 14, Lod 70100, Tel: 3-971-5265, Fax: 3-971-1592, Res: 3-965-7952

29. Mohamed, Rayes, Gaza Agriculture Department, Tel Home: 972-7-866-105
Fax: 972-7-820-544

30. Nakar, Roni, Head of Economic Dept. Citrus Marketing Board of Israel, PO Box 80, Beit Dagan 50250, Tel: 3-968-3811
Fax: 3-968-3838

31. David L. Priester, International Standards Coordinator. USDA. Agricultural Marketing Service, Fruit and Vegetable Division. Room 2071 South Bldg. PO Box 96456. Washington DC 20090-6456.

32. Salim Sami Abu, Packing and Export Gaza Agra Products, Gaza, Deir Elbalah, Abu Salim St., Tel: 972-7-830-639, Fax: 972-7-831-362

33. Schulman, Igal, Head of Inspection Service, Plant Protection and Inspection Department, Ministry of Agriculture, PO Box 78, Bet Dagan 50250, Tel: 3-968-1520, Fax: 3-968-1507

34. Schultz, Rex B., Project Director Cooperative Development Project, PO Box 21759, Jerusalem, 91217, Tel: 972-2-853-170, 851-677, Fax: 972-2-859-690

35. Shapiro, Ariel, Manager, CARMEL-KOR, Export Terminal, AGREXCO Agricultural Export Co. Ltd., Handling and Refrigeration & Shopping, Ashdod, PO Box 311, Tel: 972-8-531-121
Fax: 972-8-524-344

36. Shawa, Aown L., Mayor of Gaza City
Tel: Off: 972-7-860-080, 860-084, Res: 972-7-821-242, 861-344, Fax: 972-7-824-400

37. Dennis A. Shields, Agricultural Economist. USDA. Economic Research Service. Fruit Analysis Section. Room 1240. 1301 New York, Ave. NW. Washington, DC. 20005-4788. Tel: 202-501-7702. Fax: 219-0042.

38. Skikne, Cyril M., Quality Assurance & Technical Department Manager, AGREXCO Agricultural Export Co. Ltd. 121 Hachashmonaim St., Tel Aviv 61204
PO Box 20601, Tel: 3-563-0800, Res: 8-563-294, Fax: 3-563-0918

39. Tarazi, Saad H., Director, The Agricultural Cooperative for Farmers of Strawberries, Vegetables and Flowers in Gaza Strip Ltd., Gaza Strip, Beit-Lahia
Tel: Res: 051-861-728, Off 051-869-639, 051-859-211-155

40. Weinberg, Yoram. Managing Director. Jaffa OR. Pri-Or Ltd. Mehadrin Export Ltd. 8 Kehilat Venezia Street. Tel Aviv. 69400.
Tel: 3-647-0358/457. Fax: 3-648-7847.

Names listed in bold were the members of the team, including Tully Friedgut.

ENDNOTE

1. An article in Sabeel, represents one Jordanian view of marketing relationships between Jordan and Israel.

Written by Maged Al-Khodary and Raid Al-Najar. The Government of Jordan-as a result of the peace treaty signed recently between Jordan and Israel-decided to direct large quantities of tomato for export to the Israeli market which had the effect of an increase in price of this produce in the local market from JD 0.15 to JD 0.60 per Kg which caused local consumers to become dissatisfied with the instability and increase of prices. On the other hand, prices of this commodity on the Israeli side would reduce from \$5 to \$3 per kg. While this happened a few Jordanian merchants imported some quantities of the Israeli luxury-liquor.

Al-Sabeel Newspaper decided to do some investigation to analyze the background of this unusual step since the establishment of the State of Israel in 1948.

"Last week we stopped consuming tomatoes" said Mrs. Nura (Aum Moh'd). The increase of prices is too much it is irrational. I hope that the export to Israel would stop for tomatoes or any other produce to keep the prices within the reach of the Jordanian citizen and stop this irrational price increase." Mrs. Nura also suggested that there should be a balance between the requirements of both local and export markets so as only the excess of the production would be exported and not to Israel.

Mr. Bdul Rhman Abu Znema said that the Jordanian Government initiated permits to export 800 tons of tomatoes to Israel with an expected daily shipping of about 150 tons. He said that this decision came as a result of a request by the Israeli Government as a result of quarantine policy of their main traditional supplier of this commodity which is in Gaza which is due to the existence of cholera there three weeks ago. Dr. Lozi, General Manager of the Agricultural Marketing Organization (AMO) assured that this step comes in support of the Jordanian producers where it opens a new export market for their high quantity produce.

The Israeli authorities, as a requirement for accepting the Jordanian produce, forwarded a number of conditions to be fulfilled some of which are for the tomatoes to be free of soils, pests, and wounds, also to be packed in either plastic cartons or wooden boxes and to be clean.

Mr. Abul Jaber Ismail, a farmer of the Jordan Valley, said that it is to the benefit of the farmer to open new export markets, though we don't have enough produce now to fulfill both the demand on the local market and the export market. He also indicated that one of the reasons for farmer losses is bad marketing policies, but if we are to improve this policy why not direct it to the Gulf market instead of Israel.

Another farmer, Mr. Muses Shadeh, said that the only reason for Israel to import tomatoes from Jordan is because it is out of season for this period of the year which applies also to the Jordan

market. And he stood against exporting to Israel while the Jordanian citizen does not have enough to fulfill his need. He also indicated that tomatoes are only found in Gohr Al-Safi area and in small quantities that do not make an excess to be exported, and he emphasized that the real need for opening new markets is due in the real season where the excess is at a premium in the summer. Mr. Amer Mustafa, who is also a farmer, indicated that he was astonished by the speed of action in exporting agricultural produce to Israel while there is no action to export to the other Arab countries and he demanded the government to direct their efforts to establish a balance in prices in both winter and summer.

Dr. Abraham Al-Kailani, former Minister of Religion, and a senate member, forbade the cooperation and trade with Israelis, describing profits of such trade as the price of our dignity, the blood of our martyrs and holy places, and will of their doing and those who do business with Israelis will go to hell.

What is worth mentioning here is that Israel turned back the Jordanian tomato shipments due to inconformity with the required conditions in the export protocol. Some other sources indicated that a disagreement on pricing initiated between the two parties ended with the agreement on the prices to be \$2 per Kg.

It is also expected that Jordan will start exporting other food products to Israel, especially agricultural produce, while in return, Israel will provide Jordan with commodities such as liquor, clothes and chocolates.

ANNEX 2

MINISTRY OF AGRICULTURE
DIRECTOR GENERAL

Date: 07/2/95
Tel : 00-972-3-6971727
Fax : 00-972-3-6971954

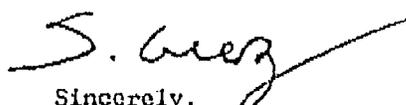
Dear Mr. Richard Piters,

Fax no: 00962-6-689194

As agreed between you and Mr. J. Bassi, General Director of Ministry of Agriculture, enclosed please find our presentation of the following subjects:

- a. Agreement on agricultural trade between Israel and Jordan.
- b. Technical cooperation between Israel and Jordan.

Thank you for contributing to the advancement of these subjects.


Sincerely,

S. Erez
Adviser of Minister of Agriculture

מדינת ישראל

STATE OF ISRAEL
MINISTRY OF AGRICULTURE
RURAL PLANNING AND DEVELOPMENT AUTHORITY



Date: February, 6.02.95

Ref:

To: Mr. Y. Bassi,
Director General
Ministry of Agriculture

Re: Technical Co-operation with Jordan

(1) General

It is proposed to reach an agreement on technical co-operation between the two countries. This technical co-operation will be based on transfer of know-how, applied research, extension and demonstration, concerning agricultural subjects which, on one side, Jordan wishes to develop and on the other side, Israel has a relative advantage in their development and know-how.

A practical way to realise this idea would be to include all the components in one package, by establishing several demonstration farms and experiment stations at one or more sites, covering several fields, which will be determined.

In addition, it is proposed to initiate cooperation in subjects related to extension and professional training, joint research programs, and expert meetings.

It is also proposed to examine the possibility to undertake trilateral cooperation in the subjects between Israel, Jordan, and the Palestinian Authority.

A joint operation program will be prepared on a five-year basis.

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(2) Experiment Stations

Hereunder the details of the proposal to establish agricultural experiment stations:

(2.1) Aim

The main subject which will be covered by the experiment and demonstration stations should be arid-zone agriculture to be developed for the fulfilment of the needs of the local and export markets.

In this framework, the efficient use of irrigation technologies will be investigated and demonstrated, including fresh, reclaimed water and brackish water, various crops, such as vegetables, orchards and livestock.

Each station will be equipped extension means and facilities, including audio-visual equipment. Administratively it will be run by joint Israeli - Jordanian teams of experts.

The stations will be planned and operated at a high professional level, while adapting themselves to regional climatic conditions. Operations will be accompanied by appropriate economic calculations which will enable to apply the experiments at farmers' level, including the identification of the most suitable farm types to take advantages of local conditions for the benefit of farmers in the area, aiming at the local and export markets.

The results of the experiments will be put at the disposal of farmers in both countries. These results will serve as a basis for application in the field and for additional investigations for the benefit of farmers, extension workers, researchers, and policy-makers.

A unit for developing business economic initiatives will be set up as part of the station. This unit will provide advice and training in the fields of agricultural economics, entrepreneurship and marketing as well as on the development of non-agricultural enterprises in the rural areas (small business, cottage industries, tourism etc.)

(2.2) Research Subjects and Locations

The principal subjects of research will be:

- (a) Efficiency of irrigation in various soils and crops, while examining various types of water (fresh, brackish, and reclaimed water)

עם המסמך: תרגום

(b) Handling of agricultural produce - storage, cooling, packaging, and the examination of methods for extending shelf life of various products. In this framework, suitable export methods will be examined so that they can be included in the joint transit activities of both countries.

(c) Livestock.

(d) Aquaculture.

(e) Various crops: orchards, vegetables, grains.

(f) Dairies.

(g) Agro-industries.

It is recommended to establish two or three experiment and demonstration stations in such locations so that they will be accessible by a large population of interested parties: farmers, researchers, officials from the ministry of agriculture, and visitors from other countries. It is also recommended that the stations will be a part of a major-regional agricultural development project, for example, in the Jordan Rift Valley.

Establishing these stations on the basis of existing research sites, also be considered, provided that the environmental conditions and size of area needed for them are suitable.

Possible sites to locate the stations are, for example:

(a) The Jordan Rift Valley, station(s) which will include all subjects such as irrigation, livestock, various crops, dairy, industry, storage, etc.

(b) In the vicinity of Akaba or Amman to specialize in the use of reclaimed water.

(c) Marine fish research near Akaba and pond aquaculture in the Jordan Rift Valley (The Arava, to utilize brackish water for this purpose).

(d) The higher regions are suitable to study various crops either under irrigation or rainfed conditions as well as livestock.

The sites of the stations and the subjects of research, will be a matter for further in depth study by both parties.

(2.3) Program for a demonstration experiment station:

Following are details for a station, including:

- (a) An experiment plot for field crops in an open area of five hectares.
- (b) An experiment plot for various greenhouse crops - 2 hectares.
- (c) An orchard of thirty hectares.
- (d) A livestock farm which will include:
 - 1. A dairy farm for milk cows.
 - 2. Grazing for various animals: sheep, goats, cattle, camels, horses
 - 3. A dairy plant to process and market various products.
 - 4. Poultry.
- (e) Research laboratories.
- (f) Agro-industry, storage, cooling, and packaging.
- (g) Offices, classrooms, training and audio-visual facilities.
- (h) living quarters for workers and trainees.
- (i) General and specialized equipment (tractors, tools irrigation equipment etc.)
- (j) Infrastructure and services including: roads, water, electricity, communications etc.

The farm will cover an area of about 50-60 hectares.

(2.4) Budget

- (a) The cost of an experiment station which includes all the subjects may reach a sum of about 4-5 million US dollars, to be spent over a period of about two years. The annual cost is estimated at about \$300,000 a year.

The total budget needed for a station for the first five years is about \$ 5.5 - 6.5 million.

- (b) After about five years, the station will cover its own costs for running and maintenance.

(c) Both parties will make an effort to mobilise international sources to finance of the establishment of the stations.

(d) For its part, the Hashemite Kingdom of Jordan will provide, at its own expense, the land, water, local labour and all the necessary local inputs.

(2.5) Professional Manpower (Experts)

Israel will assist in assigning researchers and extension personnel for both permanent and temporary missions. These experts will accompany the research programs and extension activities.

A Jordanian counterpart will be assigned to every Israeli expert. Counterparts will be responsible for the implementation of the program.

(2.6) Professional Backing

Professional backing will be provided (from Israel) by the Agricultural Research Organization, Ben-Gurion University - institutes, Hebrew University, faculty of Agriculture, Extension Service, maricultural research institute, growers, organizations etc.

Professional guidance and consulting will be given by CINADCO, as well as by experts of the planning authority of the Ministry of Agriculture.

(2.7) Organization and timetable

A joint team of experts will be chosen by both Israel and Jordan. The team will prepare and determine the subjects of research, the location and establishment of the stations, and work plans.

Hereunder is an estimated timetable for implementation:

- definition of aims and goals, location of stations and preparation of a detailed programme (approximately four months).
- Detailed planning (approximately six months).
- Establishment (approximately twelve months).
- The total span of time, needed from the day of decision until inauguration of the station, including fund raising is estimated at one to two years.

שם המסמך: תרגום

(3) Courses and Professional Consultancy

It is proposed to develop cooperation in the framework of diverse activities for the training and instruction of manpower. Courses can be held both in Israel and in Jordan. Subjects will include: Irrigation and efficient use of water, growing of vegetable and crops that have a high market value, small ruminant husbandry, dairy farming, poultry, agricultural economics, marketing, and so forth.

The courses will be organized on the basis of CINADCO's training program and by experts from Israel. In addition consultancy mission and professional support services can be given by experts from Israel, in a variety of defined scopes, in selected agricultural projects in Jordan.

It is proposed to earmark about half a million dollars a year for such activities, a total of 2.5 million for a period of five years.

(4) Co-operation in subjects related to the export and transport of agricultural produce

It should be noted that the proposal comes in the wake of an earlier document which was handed by Israel to the Jordanian delegation, concerning export and transit, between the two countries and to other parties.

As stated earlier, it is proposed that the research stations will also handle subjects related to transit such as shelf life, storage, cooling, packaging, etc.

Sincerely yours,

M. Cohen
M. Cohen (Kedmon)
Director,
Planning Authority

cc. Mr. Shike Erez, Adviser to Minister of Agriculture
Mr. Yitzhak Abt. Director, CINADCO



MINISTRY OF AGRICULTURE
DIRECTOR GENERAL

Cooperation in Technology and Information

It is proposed to examine the possibility of cooperation to promote the following fields:

- a. Establish a network of R and D farms for purposes of research, demonstration and training.
- b. Data and research exchange for the benefit of scientists and farmers.
- c. Meetings and workshops of scientists and practitioners as well as subject matter-oriented courses for farmers.
- d. Regular flow of current statistical data between the two countries, including the establishment of a special line of communication for the transfer of information for the benefit of both countries.



MINISTRY OF AGRICULTURE

DRAFT PROPOSAL
AGREEMENT ON AGRICULTURAL TRADE BETWEEN ISRAEL AND JORDAN
January 1, 1995

I. GENERAL

- A. Israel and Jordan agree to open negotiations to reach an agreement on agricultural trade, as part of a general trade agreement between them, and in accordance with the rules of the GATT Agreement.
- B. In the transitional phase, until the signing of a trade agreement between the two countries, two joint expert committees will be set up which will draw up intermediate procedures, one for the field of veterinary services and plant protection, and one for trade.

The committee on veterinary services and plant protection will propose procedures for determining the conditions of trade between the countries and the transfer of agricultural produce (transit) to third countries.

The committee on trade will identify agricultural products which the two countries are interested in exporting to each other.

- C. In general, the GATT agreements will serve as the basis for trade agreements between the countries, but the agricultural committee on trade will examine the present import conditions in effect with regard to these products in the countries, and it will propose preferential conditions, if possible, as a step resulting from the peace agreement and as an intermediate stage prior to the signing of a trade agreement between the two countries.
- D. The agricultural committee on trade will examine the trade conditions between the countries, concerning agricultural products which are essentially agricultural inputs (nursery plant seeds, propagation material, etc.), and it will propose preferential import conditions for these products.
- E. The transit services which will be affected between the two countries themselves will be examined, with the aim of encouraging this activity to third countries for the benefit of the producers in the two countries.
- F. Regular procedures will be determined for the exchange of current data and information in order to promote agricultural trade between the two countries during the year.

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2.4 Processed Industrial Products

- a. It is proposed to examine separately the agricultural products which serve as raw materials for the food industry and other industries, and separately from finished food products.
- b. It is proposed to determine special trade rules for agricultural products which serve as raw materials, while relating to the influence of the agreement on the processing industry, subject to the veterinary and plant protection regulations, which will be determined by the special committees on these subjects.

- 2 -

II. TOPICS FOR DISCUSSION**2.1. Mutual Trade Relations**

- a. It is recommended to reach agreement on mutual trade relations on the basis of the principles in the GATT Agreement.
- b. In addition, the sides will examine the possibility of signing a trade agreement which will grant each country a preferential status, regarding the preferred products of the two sides.

2.2. Mutual Transit Services

- a. The possibility of granting mutual transit services between the two countries and between them and third countries will be examined.
- b. The goods will be transferred in closed trucks. The closing will be done mutually with double locks of Israel and Jordan, and there will be a control point at both entry and exit.
- c. The cargo will be accompanied by double shipment certificates of the two countries, and, if necessary, of a third country, as well.
- d. The possibility for cargo trucks from Israel to travel in Jordan, and for trucks from Jordan to travel in Israel will be examined. An alternative possibility which will be examined is the transfer of goods directly from the vehicle of one country to the vehicle from the other country.
- e. Permanent and secure parking sites will be arranged in the two countries for cases in which temporary parking is necessary.
- f. Arrangements for granting veterinary and plant protection certificates for goods in transit will be determined in the framework of special committees set up for those purposes.
- g. The responsibility for security matters at the border crossings will be determined according to procedures.

- 3 -

- h. Trans-shipment points will be determined in the event of goods being divided or trucks being changed. The possibility of establishing a joint transit point at the border crossings will be studied, and the activity that will be permitted at these points will be defined, e.g., haulage services, transport, communications and parking services.
- i. The level of fees which will be collected at the crossing will be examined. It is proposed that the fees be identical, and the cost for handling of transport, transportation services, and so forth, be taken into account.
- j. The possibility of establishing a transit point for the transfer of agricultural produce to a third country will be examined. Advice will be available on matters such as refrigeration, fees, communication, packing, storage, etc.
- k. It is suggested that every effort be made to ease the mutual transfer of goods, except for necessary inspections stemming from veterinary, plant protection and security requirements.

2.3 Agricultural Inputs

- a. It is proposed to discuss in the negotiations planting material (nursery plants, seeds, and saplings) and other biological inputs (Livestock and semen), as well as other agricultural inputs (irrigation equipment, pesticides, agricultural implements, chemicals, etc.).
- b. In general, it is proposed that special rules be determined for vegetative and animal agricultural inputs in matters of plant protection and veterinary services, and that the appropriate mutual steps be taken to ensure breeders' rights.
- c. Agricultural inputs will be dealt with commercially in accordance with trade agreements that will be signed - concerning industrial products.

TABLE 3.- AGRICULTURAL PRODUCTION, BY DISPOSAL AND BRANCH

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ANNEX 3	מיליוני ט"ח MIS MILLION		THOUSAND TONS, UNLESS OTHERWISE STATED				אלפי טונות, אלא אם כן צוין אחרת		מוצע 1 AT FII
	במחירי המוצע של 1993	במחירי המוצע של 1992	תוצ' ביניים וטונות (C)	מיועדת ליצוא (B)	לחשיבה לוקלית (A)	לצריכה מקומית (A)	ייצור - סך הכל		
	AT AVERAGE PRICES OF 1993	AT AVERAGE PRICES OF 1992	INTER- MEDIATE PRODUCE	FOR EXPORTS	FOR LOCAL INDUSTRY	FOR LOCAL CONSUMPTION	PRODUCTION TOTAL		
GRAND TOTAL	8,396.7	7,941.5							
CROPS - TOTAL	4,746.6	4,461.2							
FIELD CROPS	777.9	708.7							
CEREALS AND PULSES FOR GRAIN	209.5	189.7	65.3	0.7	237.4	35.3	338.8		
WHEAT	88.4	91.4	50.0	0	165.0	2.0	217.0		
BARLEY	2.9	2.8	8.2	-	-	-	8.2		
SCRIBUM	2.1	1.9	4.8	0	-	-	4.8		
MAIZE, GRAIN	7.0	6.9	0.5	0	-	3.5	4.0		
CORN ON THE COB	64.0	52.6	0.2	0.7	62.1	20.4	83.4		
CANNING PEAS	13.5	13.1	0.3	-	10.3	-	10.6		
OTHER PULSES	21.6	21.1	1.4	0	-	9.4	10.8		
INDUSTRIAL AND OIL CROPS	400.8	347.3							
COTTON	156.1	111.6	46.0	23.2	4.3	-	73.5		
COTTON, LINT	124.4	87.0	-	22.4	4.3	-	26.7		
COTTON, SEED	31.7	24.6	46.0	0.8	-	-	46.8		
GROUNDNUTS	81.5	73.4	0.8	10.8	3.0	11.1	25.6		
TOBACCO	-	-	-	-	-	-	-		
SUNFLOWER	77.4	82.6	9.3	5.9	-	17.8	33.0		
SPICES AND MEDICINAL HERB	83.2	77.2	0	6.4	0	1.2	7.6		
OTHER INDUSTRIAL CROPS	2.6	2.6	0	-	1.9	0.2	2.1		
DRY FODDER AND STRAW	167.6	171.6	657.0	-	-	-	657.6		
HAY	59.2	52.8	160.7	-	-	-	160.7		
GREEN FODDER AND SILAGE (D)	84.8	97.9	326.2	-	-	-	326.2		
STRAW	23.6	21.0	170.7	-	-	-	170.7		
VEGS., POTATOES AND MELONS	1,320.0	1,358.8							
VEGETABLES	928.9	968.9	51.5	41.8	266.2	832.4	993.7		
TOMATOES	240.2	219.2	4.7	8.0	205.3	144.5	362.5		
TOMATOES, EDIBLE VARIETIES	200.4	184.3	4.7	0.0	-	144.5	157.2		
TOMATOES, INDUSTRIAL VARIETIES	39.8	34.9	-	-	205.3	-	205.3		
CUCUMBERS	92.2	103.0	0.4	0.1	13.2	68.8	82.4		
CARROTS	61.8	64.4	4.6	13.2	25.3	39.3	82.4		
PEPPERS	69.3	66.5	0.5	2.6	3.6	44.4	51.0		
ONIONS	38.9	64.5	22.4	0.1	6.6	55.7	64.7		
EGGPLANTS	33.7	37.7	1.6	0.6	1.0	31.0	34.2		
VEGETABLE MARROWS	25.3	28.5	0.4	0.2	0.1	23.4	24.1		
CABBAGE	38.1	47.0	6.6	-	0.5	59.3	66.4		
CAULIFLOWER	26.8	38.9	5.7	-	1.2	28.1	35.0		
BEET	8.9	10.1	0.7	-	1.0	12.5	14.2		
LETTUCE	27.5	27.8	0.6	0.3	-	32.3	33.2		
CELERY	20.9	17.6	0.3	9.9	0.7	7.5	18.4		
STRAWBERRIES	77.5	72.7	-	0.8	0.3	11.8	12.8		
OTHER	167.8	171.0	3.2	6.0	9.4	73.8	92.4		
POTATOES	196.7	185.7	14.5	37.1	26.4	141.5	219.5		
WATERMELONS	76.3	83.5	15.1	1.5	-	109.8	126.4		
MELONS	118.1	120.7	2.5	20.0	2.4	66.0	90.9		
PLANTATIONS BRANCH	1,746.7	1,624.8							
FRUIT	1,678.9	1,562.4	30.7	315.3	570.3	508.1	1,424.3		
CITRUS	568.0	506.2	-	259.3	507.6	145.1	911.9		
SHAMOUTI	120.5	90.5	-	66.5	99.4	39.1	205.0		
LATES	67.8	63.3	-	40.3	90.5	10.5	149.3		
GRAPEFRUIT	234.0	213.1	-	115.7	256.0	20.7	392.4		
LEMONS	29.9	20.3	-	2.3	1.8	20.7	24.8		
CLEMENTINES AND TANGERINES	95.0	91.4	-	29.6	37.1	39.9	106.6		
OTHER	21.0	19.6	-	4.9	14.8	14.2	33.0		
FRUIT, EXCL. CITRUS	1,110.9	1,056.2	30.7	56.0	62.7	363.0	512.4		
APPLES	218.9	225.2	14.0	0	18.3	100.1	132.5		
PEARS	55.6	79.7	3.3	-	0.1	28.5	31.9		
PLUMS	43.6	48.0	0.7	1.8	3.3	21.6	27.5		
PEACHES	94.5	125.8	5.6	0	-	52.9	59.5		
APRICOTS	20.7	25.1	0.5	-	1.3	10.5	12.2		
TABLE GRAPES	110.5	92.7	0.3	7.9	4.2	33.4	45.8		
VINE GRAPES	36.2	34.1	-	-	31.5	0.5	32.0		
OLIVAS	112.9	49.7	2.5	0.3	0.5	39.8	43.0		
OLIVES	41.3	14.2	-	-	3.5	6.0	9.5		
ALMONDS	17.1	15.0	-	-	-	3.3	3.3		

	NIS MILLION		UNLESS OTHERWISE STATED				אלא אם כן צוין אחרת
	במחירי המוצע של 1992	במחירי המוצע של 1991	חוז' כינ'יים (C) INTER- MEDIATE PRODUCE	תיוועת ליצוא (B) FOR EXPORTS	למעשייה מקומית FOR LOCAL INDUSTRY	לצריכה מקומית (A) FOR LOCAL CONSUMPTION	ייצור - כך הכל PRODUCTION - TOTAL
AT AVERAGE PRICES OF 1992	AT AVERAGE PRICES OF 1991						
GRAND TOTAL	7,701.9	7,277.4					
CROPS - TOTAL	4,450.8	4,365.7					
FIELD CROPS	761.8	722.7					
CEREALS AND PULSES FOR GRAIN	194.6	207.9	86.0	1.0	256.0	31.9	374.9
WHEAT	105.7	117.4	74.1	0	178.0	2.0	251.1
BARLEY	3.0	2.8	9.0	-	-	-	9.0
SORGHUM	0.3	0.3	0.3	0.1	-	-	0.4
MAIZE, GRAIN	5.0	4.3	0.5	0	-	2.5	3.0
CORN ON THE COB	59.6	61.0	0.4	0.9	70.8	22.8	94.0
CANNING PEAS	9.3	9.4	0.3	-	7.2	-	7.5
OTHER PULSES	11.7	12.8	1.4	-	-	4.6	6.1
INDUSTRIAL AND OIL CROPS	326.6	333.2					
COTTON	118.8	126.7	47.1	22.8	7.2	-	77.1
COTTON, LINT	92.5	104.6	-	21.8	7.2	-	29.0
COTTON, SEED	26.3	22.1	47.1	1.0	-	-	48.1
GROUNDNUTS	67.5	69.7	0.8	9.0	3.0	10.7	23.5
TOBACCO	-	-	-	-	-	-	-
SUNFLOWER	86.4	79.8	0.5	17.7	-	16.3	34.5
SPICES AND MEDICINAL HERB	52.2	55.3	0	5.1	0	1.1	6.2
OTHER INDUSTRIAL CROPS	1.7	1.7	0	-	1.0	0.2	1.2
DRY FODDER AND STRAW	180.6	181.6	683.0	-	-	-	683.0
HAY	62.7	58.9	187.0	-	-	-	187.0
GREEN FODDER AND SILAGE (D)	96.0	102.3	318.0	-	-	-	318.0
STRAW	21.9	20.3	178.0	-	-	-	178.0
VEGS., POTATOES AND MELONS	1,272.3	1,167.8					
VEGETABLES	905.4	707.7	36.2	27.7	244.2	560.4	860.3
TOMATOES	227.7	241.5	9.4	7.8	163.5	136.4	317.2
TOMATOES, EARLY VARIETIES	203.2	217.9	9.4	7.8	19.7	136.4	173.4
TOMATOES, INDUSTRIAL VARIETIES	24.5	23.6	-	-	143.8	-	143.8
CUCUMBERS	105.7	86.3	1.1	0.1	15.0	67.5	84.3
CARROTS	52.9	43.9	1.8	7.8	29.6	28.6	57.7
PEPPERS	72.4	67.9	0.7	2.2	10.0	41.8	55.5
ONIONS	49.9	30.6	9.5	0.1	7.1	48.8	65.5
EGGPLANTS	30.8	20.3	0.9	0.3	0.2	26.6	28.0
VEGETABLE MARROWS	26.8	24.5	0.5	0	0.3	21.9	22.7
CABBAGE	37.9	32.0	5.2	-	0.5	47.8	53.5
CAULIFLOWER	24.4	18.3	1.1	-	0.6	20.3	22.0
BEEF	9.8	8.2	0.4	-	3.9	9.4	13.7
LETTUCE	22.0	24.5	1.1	0.1	-	25.1	26.3
CELERY	13.6	14.1	2.1	5.1	0.6	6.5	14.3
STRAWBERRIES	72.3	50.2	0	0.4	0.5	11.8	12.7
OTHER	159.2	117.3	2.3	3.0	10.8	67.9	84.7
POTATOES	199.6	225.1	29.5	25.9	23.3	145.8	224.2
WATERMELONS	79.8	62.6	18.6	1.2	-	107.9	127.7
MELONS	97.5	92.3	2.6	15.8	2.1	52.9	73.4
PLANTATIONS BRANCH	1,700.4	1,624.8					
FRUIT	1,717.0	1,708.0	29.4	400.5	617.1	552.2	1,598.8
CITRUS	565.0	556.3	-	325.1	528.4	143.4	986.6
SHAWMUT	147.4	136.4	-	97.4	177.3	38.8	313.5
LATES	72.1	74.9	-	58.4	86.7	10.2	155.3
GRAPEFRUIT	197.4	186.6	-	120.5	195.4	20.4	336.3
LEMONS	31.2	28.5	-	6.8	11.4	20.5	38.6
CLEMENTINES AND TANGERINES	86.7	101.1	-	28.2	33.7	39.7	101.5
OTHER	30.2	28.8	-	13.8	23.9	13.8	51.4
FRUIT, EXCL. CITRUS	1,152.8	1,211.6	29.4	75.5	88.7	408.8	602.2
APPLES	217.3	227.5	12.0	0.1	13.1	102.6	127.8
PEARS	51.5	47.9	0.6	-	0.1	20.9	20.6
PLUMS	48.9	47.0	0.6	1.1	4.7	22.2	20.6
PEACHES	110.1	101.0	1.8	-	-	49.4	51.2
APRICOTS	25.6	31.1	0.4	-	1.3	10.0	12.5
TABLE GRAPES	103.9	121.2	0.7	7.5	6.1	37.0	51.3
VINE GRAPES	33.2	27.4	-	-	39.6	0.5	31.1
BANANAS	182.2	95.0	9.3	1.5	0.2	77.3	88.5
OLIVES	72.5	122.8	-	1.0	31.0	16.0	46.0
ALMONDS	11.8	10.8	-	-	-	3.0	3.0

TABLE 3.- (CONT'D)

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	מיליוני ט"ח MIS MILLION		THOUSAND TONS, UNLESS OTHERWISE STATED				אלפי טונות, אלא אם כן צוין אחרת	
	במחירי הממוצע של 1993	במחירי הממוצע של 1992	תוצ' ביניים (C)	מיוצא ליצוא (D)	למעשייה מקומית	לצריכה מקומית (A)	ייצור - סך הכל	
	AT AVERAGE PRICES OF 1993	AT AVERAGE PRICES OF 1992	INTER- MEDIATE PRODUCE	FOR EXPORTS	FOR LOCAL INDUSTRY	FOR LOCAL CONSUMPTION	PRODUCTION TOTAL	
PEANUTS	10.2	10.2	-	-	-	1.5	1.5	
AVOCADO	123.2	103.6	1.5	30.5	-	17.6	49.6	
PERSIMMONS	30.2	31.0	0.4	3.5	-	12.3	16.2	
MANGO	45.5	49.7	0.3	5.8	-	8.8	14.7	
DATES	93.6	91.2	0.9	5.8	-	6.5	15.2	
OTHER	56.9	62.3	0.7	0.4	0	17.9	19.0	
CROPS OF YOUNG PLANTATIONS	67.0	62.4						
OTHER CROPS	902.0	769.0						
FLOWERS AND GARDEN PLANTS	629.2	532.7						
FLOWERS FOR EXPORT (MILLION ^{systems})	413.4	340.9		1,018.5			1,018.5	
ROSES	121.3	109.6		235.6			235.6	
CARNATIONS	68.1	57.1		242.7			242.7	
GYPSOPHILIA	52.2	43.7		98.5			98.5	
OTHER	171.8	138.5		441.7			441.7	
FLOWERS FOR OTHER DISPOSAL	65.6	52.9						
VARIOUS GARDEN PLANTS	150.2	130.9						
FRUIT SAPLINGS	24.7	23.0						
SEEDS (PARTIAL)	87.4	64.9						
AFFORESTATION	154.4	143.0						
OTHER	6.3	5.4						
LIVESTOCK AND PRODUCTS	3,640.3	3,480.3						
POULTRY BRANCH	1,600.0	1,625.1						
FATTENING SECTION	625.6	638.0	2.5	-	171.7	13.0	187.2	
LAYERS AND FOR MEAT	381.6	404.4						
TABLE EGGS (MILLIONS)	379.5	401.8	-	134.4	228.6	1,437.0	1,800.0	
HENS FOR MEAT	2.6	2.6	1.3	-	0.8	3.3	5.4	
TURKEYS, FATTENING SECTION	356.1	351.3	-	-	102.9	7.1	110.0	
BREEDING SECTION	190.1	185.0						
HATCHING EGGS (MILLIONS) (E)	2.6	2.3	-	1.3	-	2.1	3.4	
CHICKS (MILLIONS)	185.0	179.0	151.7	0.9	-	-	152.6	
HENS FOR MEAT	2.5	3.7	0.9	-	1.0	0.4	2.2	
GEESE AND OTHER	46.8	46.4						
CATTLE BRANCH	1,479.0	1,337.0						
CATTLE FOR MILK	1,352.6	1,223.0						
MILK (MILLION LITRES)	1,010.4	911.0	5.3	-	1,031.3	12.6	1,049.1	
CATTLE FOR SLAUGHTER	329.5	300.9	1.5	-	38.5	17.2	57.1	
OTHER	12.7	11.1	3.0	-	-	-	3.0	
CATTLE - BREEDS FOR MEAT	107.3	96.6	0.2	-	10.4	4.8	15.3	
LOCAL CATTLE	19.1	17.3	-	-	-	3.1	3.1	
SHEEP BRANCH	223.3	196.1						
FISH BRANCH	195.2	194.4	0.1	1.8	1.4	17.0	20.3	
MISCELLANEOUS	142.6	127.7						

(A) INCL. HOME CONSUMPTION.

(B) PRODUCTION FOR EXPORTS IN THE SURVEYED YEAR, BUT ACTUAL EXPORTS ARE NOT NECESSARILY IN THAT YEAR.

(C) INCL. MISCELLANEOUS.

(D) IN TERMS OF DRY FEED; INCL. SOWN PASTURE.

(E) EXCL. EGGS FOR LOCAL HATCHING.

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מיליוני ש"ח MIS MILLION		THOUSAND TONS, UNLESS OTHERWISE STATED					אלפי טונות, אלא אם כן צוין אחרת
במחירי ממוצע של 1992	במחירי ממוצע של 1991	חוצ' ביניים וטונות (C)	מיוצאת ליצוא (B)	לחעושייה מקומית (A)	לצריכה מקומית (A)	ייצור - סך הכל	
AT AVERAGE PRICES OF 1992	AT AVERAGE PRICES OF 1991	INTER- MEDIATE PRODUCE	FOR EXPORTS	FOR LOCAL INDUSTRY	FOR LOCAL CONSUMPTION	PRODUCTION - TOTAL	
5	8.4	9.3	-	-	-	1.2	1.2
6	167.2	196.0	1.5	52.5	1.3	24.8	80.1
2	34.8	32.3	0.7	4.3	0	13.2	18.2
7	34.8	27.8	0.2	2.6	-	7.5	10.3
2	76.8	66.4	0.9	4.6	-	7.3	12.8
0	53.9	48.1	0.7	0.3	0	16.0	17.0
	62.6	56.8					
	696.3	650.4					
	498.4	405.4					
5	312.8	314.2		909.7			909.7
6	87.6	89.2		188.3			188.3
7	55.0	64.6		234.1			234.1
5	47.8	52.2		107.9			107.9
7	122.4	108.2		379.4			379.4
	47.3	46.7					
	138.3	124.5					
	20.7	19.2					
	70.8	48.7					
	100.9	91.7					
	5.5	5.4					
	3,331.1	2,911.8					
	1,556.4	1,375.1					
2	642.6	561.9	2.5	-	173.0	13.0	180.5
0	382.1	340.4	-	48.1	149.0	1,502.9	1,700.0
4	379.5	337.8	-	-	-	-	-
	2.6	2.6	1.3	-	2.4	1.7	5.4
0	289.7	252.0	-	-	85.9	4.8	90.7
4	193.5	182.9	-	0.8	-	0.1	0.9
6	1.2	1.3	-	-	-	-	-
2	187.3	177.5	154.2	1.6	-	-	155.8
2	5.0	4.1	2.0	-	0.6	0.4	2.9
	48.5	37.8					
	1,270.4	1,115.9					
1	1,160.3	1,033.9					
1	857.2	003.2	5.3	-	969.3	12.6	987.1
1	292.0	220.4	1.5	-	35.2	17.9	54.6
0	11.1	10.3	3.0	-	-	-	3.0
3	92.8	68.4	0.2	-	10.2	4.5	14.8
1	17.3	13.6	-	-	-	3.1	3.1
	196.3	167.6					
0	190.8	152.8	0.1	1.5	1.7	17.2	20.5
	117.2	100.3					

See study on 1993 table for English names.

קקו
אבוקדו
אפרטמון
מוגו
תמרים
פירות אחרים
גידול מטעים זעירים
גידולים אחרים
ענף הפרחים וצמחי חנוי
פרחים, יצוא (מיליונים)
ורדים
צפרור
גופסנית
פרחים אחרים
פרחים, יעדים אחרים
צמחי נוי שונים
שחילי מטעים
זרעים (חלקי)
ייצור
אחר
בעלי חיים ותוצרתם
ענף העופות
שלוחת הרנגולים/זח לבשר
שלוחת הסלה למאכל
ביצי מאכל (מיליונים)
עופות לשחיטה
שלוחת הרנגולי חרדו לבשר
שלוחת רכייה
ביצי וגירה, (מיליונים) (E)
אפרוחים (מיליונים)
עופות לשחיטה
אווזים ושונים
ענף הבקר
בקר לחלב
חלב (מיליון ליטר)
בקר לשחיטה
שונות
בקר, גזעים מיוחדים לבשר
בקר מקומי
ענף הצאן
ענף הדיג
בעלי חיים אחרים

*Pecans
Avocado*

Other a

Flowers

*Inventive
& products*

(A) כולל צריכה עצמית.
(B) הייצור ליצוא בשנה הנסקרת, אך היצוא בפועל לא בהכרח באותה תקופה.
(C) כולל השמדה.
(D) במונחים של מספוא יבש; כולל מרעה זרוע.
(E) לא כולל ביצים להדגרת בארץ (תוצרת ביניים).