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**INDIA AGRICULTURAL COMMERCIALIZATION AND
ENTERPRISE PROJECT**

Contract No 386-0521-C-00-2166-00

RFS No 4

**PROPOSED DESIGN FOR ACE CENTER FOR
AGRIBUSINESS AND TRADE INFORMATION**

Prepared for

USAID/India

Prepared by

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SECTION I INTRODUCTION

"It is widely held that the economic health of nations in the information age will be determined largely by national success in developing their information technology industries. The important battles for leadership will more and more be fought in the global information technology marketplace, rather than on the battlefield. Moreover the information technology and telecommunications infrastructure in any country constitute its information highway for economic renewal and wealth creation."

Don Tapscott and Art Caston, *Paradigm Shift: The Promise of Information Technology*

Commerce is inherently an information processing activity. Effective buying, selling, brokering and transport require a continuous supply of up-to-date information on the availability and prices of numerous goods and services.

Robert J. Sanders et al., *Telecommunications and Economic Development*

A Project Overview

USAID/India's Agricultural Commercialization and Enterprise (ACE) project, which began in late 1992, is working to improve the investment environment for private agribusiness in postfarm horticulture. The project's primary objectives are to increase private investment in the agribusiness sector, improve linkages among horticultural producers, processors, and traders, increase the flow of fresh and processed horticulture products to targeted domestic and export markets, and increase rural incomes.

ACE is implemented in Maharashtra state by the Industrial Credit and Investment Corporation of India Limited (ICICI) through its main office in Bombay. The Maharashtra Chamber of Commerce and Industries (MCCI), located near key horticultural production and areas in Pune, has been selected to assist the promotion of the project, carry out policy studies related to horticulture, and provide market and technical information services in support of the horticultural industry.

B Background

At the request of the ACE project, a consultant from Chemonics International visited India for seven weeks beginning in late September 1993. The primary purpose was to assist MCCI in designing and setting up a well-functioning information system to serve ACE clients and others with interests in horticulture. The system has been provisionally designated the Center for Agribusiness Trade Information (CATI).

The basic steps in this process were to

- Review overall CATI design and management issues with ICICI and MCCI staff, as well as with the Maharashtra Industrial and Technical Consultancy Organization (MITCON), a local ACE subcontractor to Chemonics that assisted this report by setting up meetings in Maharashtra and collecting data and market information
- Provide training in building and maintaining a CATI library and databases, through seminars and on-the-job-training
- Meet potential CATI users and local experts to better understand users' requirements and solicit suggestions ¹
- Identify appropriate national and international information sources and begin to collect the information
- Design the system, including objectives, content, institutionalization, personnel, infrastructure, equipment, training needs, and budget
- Reach a consensus among ACE project institutions on CATI's design, budget, and plan of action

C Objectives of the Information System

The goal of the CATI should be to establish the premier source of horticultural market information in India that will allow producers, processors, local traders, and exporters to compete better in their respective markets. Practical information on markets and technology will help the target audiences identify and pursue business opportunities, identify, minimize, avoid, or resolve problems, and anticipate and counter threats to their enterprises.

To meet these objectives, ACE is faced with the issue of how to "design and implement an information system that will provide timely, relevant, accurate information to food and agricultural decision makers in an effective and efficient manner, will be able to adapt to changing conditions, and will be consistent with human, financial, and institutional capabilities" ²

Once established, the information system is expected to serve a wide audience of farmers, traders, exporters, food processors, and others not directly involved in the project, thereby fulfilling a more general goal of economic development.

¹ Annex A contains a list of persons and organizations met

² Paraphrased from the UN Food and Agricultural Organization, 1986

D Users' Requirements

As an indication of the types of information that should be covered by CATI, Exhibit I-1 on the following page lists sample information and skills required by Indian enterprises to successfully compete in export agriculture. A large portion of this information is highly specialized and deals with new products and technologies. As a result, much of it is not readily available and must be gathered from many different sources.

As noted previously, considerable efforts were made to understand the information requirements of potential users of CATI. In addition to numerous interviews, two workshops were held in both Pune and Bombay to present initial plans for the information system and to solicit potential users' inputs into the design. Along with presentations and open discussions, a thorough questionnaire was distributed to systematically obtain participants' information requirements (see Annex B).

The basic conclusion is that market and technical information at the national and international levels is far from readily available. Existing businesses obviously have their own sources of information, but those interviewed often stated that these sources tend to be limited. For those considering entering export markets, information was next to nonexistent. Therefore, many of the topics summarized above need to be seriously considered for possible coverage by CATI. A detailed strategy for selecting the key data sets to be included is presented below. For the present, the following comments taken directly from questionnaires and interviews are indicative of issues commonly raised by those interviewed.

- What form of packaging is required or appropriate? What are the quality requirements? What countries are interested in my products? What new varieties can I use? What are the names of importers? What prices prevail throughout the year? What restrictions exist such as quarantine, duties, etc.?
- Information on buyers, including full addresses. Types of prices and packing.
- What is the best time of year to send produce to Europe?
- On-line information price information on Europe, the Middle East, and Southeast Asia.

In most cases, products of interest (encompassing both fresh and processed goods) include

Fruits banana, bar, chiku, citrus, custard apple, guava, grape, mango, orange, other exotics, papaya, pineapple, pomegranate, sapote, sweet lime

Vegetables avocado, beans, cabbage, cauliflower, cucumber, eggplant, lady finger, onion, tomato

Exhibit I-1 Information and Skills Needing Balance to Compete in Export Agriculture

Financing

Identifying sources
How to prepare acceptable applications
Evaluating alternative sources
Projecting needs
Evaluating potential and risks
Making appropriate contacts

Marketing

Selecting a place to sell products
Producing for the public's preferences
Positioning by size, color, ripeness, etc
Effective packaging
Evaluating contracts
Selecting an agent
Protecting rights
Developing information contacts
Understanding price trends
Awareness of competition
Awareness of volumes and market timing
Evaluating relative position in markets

Production

Variety selection
Seed material selection and acquisition
Land preparation
Identifying sources of inputs
Water management
Cultivation practices
Selection, handling, and application of pesticides, herbicides, and fungicides
Identifying sources of information
Machinery selection
Training of labor

Harvest and Postharvest

Harvest timing
Harvest technology
Training of labor
Packaging alternatives
Temperature management
Atmosphere control
Pest, fungi, and decay control
Product evaluation, selection, and preparation
Identifying sources of information

Legal

Meeting local and importing country regulations (e g , USDA, FDA, EPA)
Protecting rights and investments
Developing sources of information
Affecting the requirements and obligations

Transport

Selection of transport modes
Timing, timeliness, and length of transport
Management of transport interfaces (e g , truck to ship to truck)
Selecting agents
Developing sources of information

Management

Employee training
Money management
Long-term land management
Cost control

Source Adapted from "Update on the Market Information Computer Utilization Component of the PROEXAG Information System," Bruce L. Brower, November, 1988 (Draft)

Others• herbal plants, cut flowers, mushroom, spices and oleoresins, and "other agro-products "

Markets cited were, in order of frequency Europe, Middle East, Southeast Asia, U S , and South Africa

In general there was considerable interest in finding new markets overseas The most common requests were made for information on importers in overseas markets and current prices prevailing in these markets All those surveyed said they were willing to pay for the information required, and information on a weekly basis was the most commonly requested Many have fax machines through which they could receive time-sensitive information from CATI such as current price data

SECTION II

SYSTEMS DESIGN SUMMARY AND RECOMMENDATIONS

This section offers a proposed plan of action for CATI covering the next 12 months. An outline of the information products and services to be provided by CATI is presented first, followed by general recommendations and specific steps to be followed. Also included are requirements in institutional structure, personnel, physical infrastructure, equipment, training, and financial resources.

A Introduction

While considerable efforts have been made to identify potential user needs and key domestic and international sources of information, it is important to recognize that the information center cannot be all things to all people. It must prioritize both the scope of coverage of the information it collects and manages and the types of services and information products it disseminates to its target audiences.

B Suggested Information Coverage

Based on the research on CATI's potential users, the market for information products and services has been stratified in terms of client groups, required data sets, and sequence of implementation. Exhibit II-1 on the following pages presents our implementation plan based on this information. On the vertical axis, CATI user groups are ranked in terms of their approximate priority to the ACE project. This ranking was determined by ACE staff in consultation with others knowledgeable about the Indian horticulture industry. On the horizontal axis, implementation is broken into three phases. The first and second phases last three months each, and a third phase lasts for six months. The focus of the first three-month phase is on Europe and the Middle East, the key target markets. Information on Europe is readily available, with many of the details already at CATI. However, information sources in the Middle East are limited and will require more effort. Considerable direct contact with traders in India and target markets in the Middle East will be required.

In the second three-month phase, efforts should concentrate on markets in Asia, including strengthening sources on India and target markets in East Asia and perhaps the Newly Independent States of the former Soviet Union. Attention in the third phase can turn to consolidating whatever information remains to be tapped in the U.S. Other data sets assigned to this period are primary data and data that are more difficult to obtain and will therefore require considerably more effort. After about six months, CATI will move fully into the third phase of data collection and the generation of more complex information on products and value-added services.

Exhibit II-1 Proposed Implementation Plan for CATI Market Information System

| Target Audiences | Datasets to be Provided to Target Audiences | | |
|---|--|---|---|
| | Phase I (Months 1-3) | Phase II (Months 4-6) | Phase III (Months 7-12) |
| Primary Clients Exporters Food industry associations Farmer associations and cooperatives | Exporting procedures, India Importing procedures, Europe Middle East) Current admissibilities, E, ME Pesticide regulations, E, ME Official grades & stds, E, ME Commercial grades & stds E, ME Reliable importers E ME Historical prices, E, ME Packing & packaging, E, ME Competing supply areas, E ME Current wholesale prices, E, ME Historical import volumes, E, ME Crop calendar, India | Planning intentions by crop area Importing procedures, Asia Possible changes in admissibilities Pesticide regulations Asia Official grades & stds, Asia Commercial grades & stds Asia Reliable importers Asia Historical prices, Asia Packing & packaging, Asia Competing supply areas Asia Current wholesale prices Asia Historical import volumes, Asia Seasonality of competing supply Changes in transport service Core technology pkges by crop Emerging technologies | Projections of exportable supply, US, others Importing procedures, US,O Pesticide regulations, US,O Officials grades & stds, US,O Commercial grades & stds, US,O Reliable importers, US,O Historical prices, US,O Packing & packaging, US,O Competing supply areas, US,O Current wholesale prices, US,O Historical import volumes, US,O Competitors' transport costs in target mls |
| Project Participants ICICI MCCI MITCON Others | Exporter list, India Trade statistics, Europe Information on industry assns abroad Trade fair/conference calendar, E, US others | Exporter profiles, India Prequalified importers, Europe Declared volume & value of India exports | Profiles of prequalified importers, Europe Prequalified importers, other markets |
| Secondary Clients Importers (receivers) Individual growers | Packing & packaging, India Principal varieties in use Approximate current crop yields | Promising alternate varieties Sources of cultivates Likely yields for promising crops | |

II-2

Exhibit II-1 Proposed Implementation Plan for CATI Market Information System

| Target Audiences | Datasets to be Provided to Target Audiences | | |
|--|--|---|-------------------------------------|
| | Phase I (Months 1-3) | Phase II (Months 4-6) | Phase III (Months 7-12) |
| Counterparts U S A Agricultural research orgs Agricultural extension orgs Investment promotion orgs Local development agencies International donors | Land use and capabilities, India Economic indicators, India | Macroeconomic policies & constraints Constraints in the business, legal, & regulatory environments | Typical costs of production by crop |
| Input Service Providers Transport providers Financing orgs Agricultural input and equipment suppliers | Anticipated export volumes by Europe, US Port facilities, India | Impending changes in pesticide laws | |
| Observers and Analysts Media analysts and reporters Embassies & high commissions Foreign trade promo orgs Foreign industry associations University researchers Students | Major events and accomplishments in the horticulture industry, India and worldwide | | |

C-II-3

C. Proposed Information Service and Products

The types of information outlined above will be made available in CATI's library. Because of the diverse nature of the data collected, it is important to have a well-organized system for classifying, storing, and retrieving this information. The MicroDIS library management software package has already been installed at CATI, but will require ongoing cataloguing of documents and other sources as they arrive. To further assist this process, it is recommended that a scanner be purchased to allow the full text of documents to be stored and retrieved electronically. New improvements in software (such as PageKeeper) make it possible to make queries of key words within scanned documents. For example, all reports, articles, or loose bits of information relating to a particular topic of interest, say mangoes, could be scanned and later easily and immediately located in full text form by running a search on PageKeeper.

One important service that CATI can provide to its users is current price information. Subscribing to the USDA, ITC, and ESCAP reports described in this report is the first step. This information can be easily included in a weekly or monthly bulletin or redistributed in other ways. Later, CATI may want to make use of the Commodity Price Database (CPD) to keep track of detailed, time series data for specific products at various origins. The CPD is a powerful tool for tracking current and historical prices for fresh and processed fruits, vegetables, spices, and more. It is particularly useful in analyzing time series data that are otherwise difficult to obtain for most horticultural crops. Annex D has details on the CPD.

The CPD operator must have a very good understanding of the market prices sheets (from USDA and ITC) to enter data. Also, a complete English language manual is not presently available. The CPD is currently being revised to allow data to be entered electronically either on diskette or on-line. This step will make the database more user-friendly, but significant training will still be needed for its effective use, and it would take a major effort to make it fully operational at CATI before late 1994.

A wide audience of producers, traders, and exporters should be served by CATI, in Maharashtra and potentially throughout India. The wealth of information to be collected and maintained can easily serve as an input for MCCI's publications such as *Sampada*, *World of Business*, and *Overseas Opportunities*. Simply translating, repackaging, or photocopying selected materials for distribution to certain audiences could easily be accomplished.

Serious consideration is being given to publishing a regular bulletin covering topics of interest to the ACE project. This may be a separate publication or an insert in existing publications. The project may want to consider leasing fax machines as one means of distributing time-sensitive information to clients and others such as farmer associations.

In addition, MCCI's audiovisual capabilities—including its radio and television studios—could serve as highly effective mechanisms for information dissemination. Again, CATI's ample information can and should be tapped, but a well-orchestrated effort involving various participants from ACE and MCCI will be required.

D Resource Requirements

D1. Infrastructure

MCCI is in the final stages of renovating several offices that will house CATI. Still, considerable effort remains to purchase and set up the necessary equipment and furniture for the envisioned office and library components. This report does not intend to develop a complete information technology strategy for MCCI. However, the ACE project is an integral part of the overall operations at MCCI and cannot be dealt with in isolation. Also, MCCI as an institution would greatly benefit by piggybacking on the computing facilities required for the ACE market information system.

MCCI has a well-trained staff that makes daily use of computers for word processing, desktop publishing, accounting, and management of large databases. The present setup is functional but leaves much to be desired. For example, nearly all the software at MCCI is "unofficial" and is not properly installed or fully operational. To meet the requirements of the ACE information system and simultaneously bring the rest of the organization up to speed from the 5 to 10-year-old technology being used, it is strongly recommended that MCCI/ACE establish a local area network based on state-of-the-art software known as Windows NT.

This network, which is outlined in Exhibit II-2 on the following page, would initially be small but would allow for expansion as MCCI acquires additional computers. The network would employ relatively low-cost 486 (Pentium-ready) computers as servers that would function as back-up systems to each other. Two servers running in parallel under Windows NT would give a relatively inexpensive yet highly powerful platform that would not easily be outgrown and would allow MCCI to eventually handle an on-line database accessible to the public. Annex M gives further details on Windows NT.

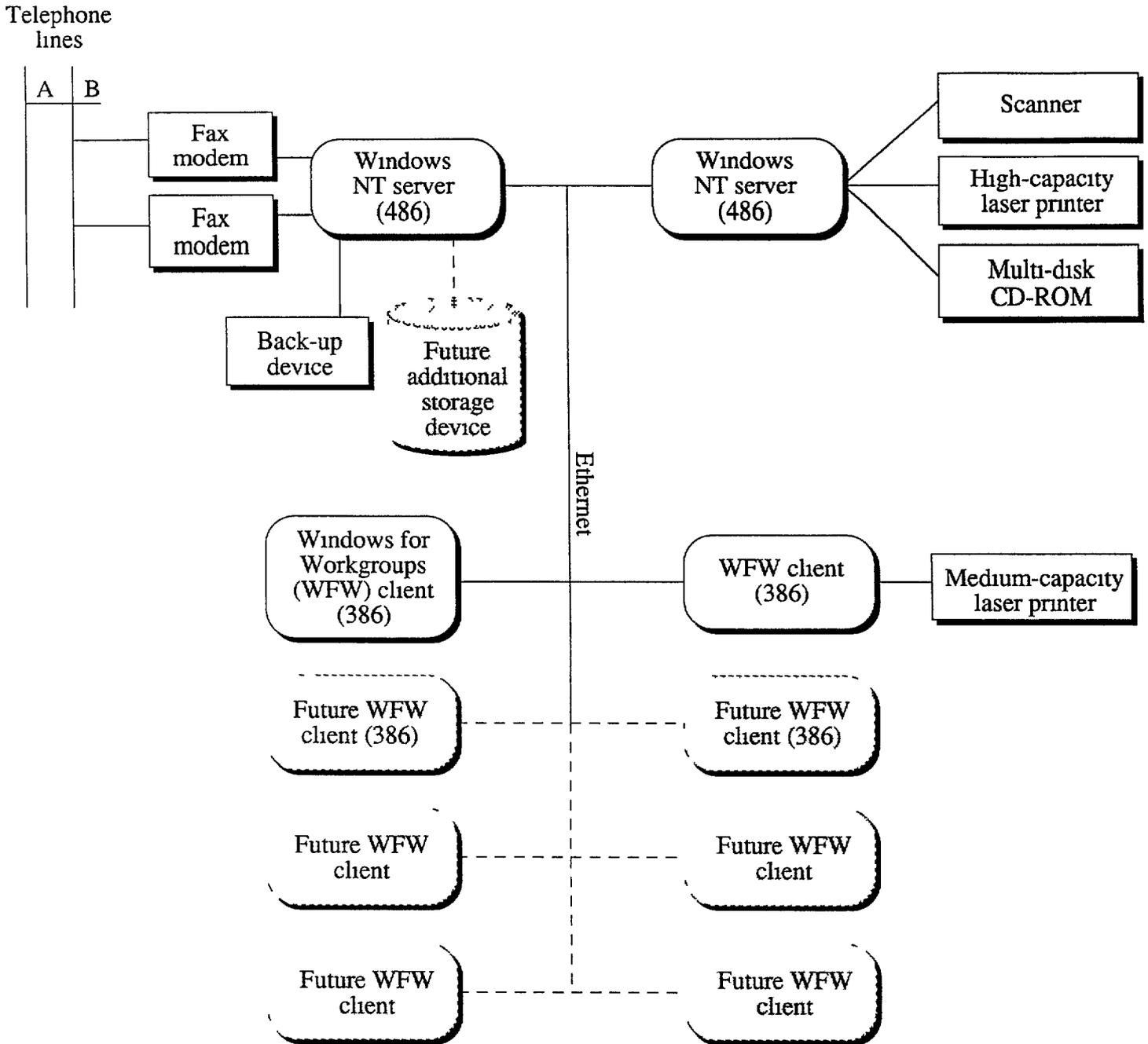
Some advantages of using Windows NT servers include

- Peer-to-peer networking built in
- Print and file sharing built in
- Multi-tasking capability
- Dial-in support from outside through telephone lines
- Connectivity to other UNIX systems through tcp/ip
- Server disks shared by clients as logical drives

Existing 286 and 386 machines at MCCI can be upgraded to become part of the network by installing Ethernet cards, additional random access memory, and Windows for Workgroups software.

An alternative would be to use UNIX servers, thereby enabling uucp facilities in the future, but this would require full-time system administrator chores. Windows NT, on the other hand, can be managed by a normal user without detailed knowledge of the operating

Exhibit II-2: Proposed Local Area Network for MCCI/ACE



system Using UNIX servers would also complicate networking, since Windows clients will not inter-operate with UNIX systems and would require additional software such as tcp/ip

Each Windows NT server will require as many serial ports as are desired for dial-in from outside Each port will use a modem and a telephone line for incoming and outgoing dialing support Further details of hardware and software are shown in Exhibit II-3 on the following page Equipment listed was selected following careful consideration and consultation with computer experts in the U S and India It represents standard, reasonably priced (bargain priced by Indian standards) equipment that will allow future expansion It also represents a quantum leap above the existing outmoded and inadequate setup

At the request of ACE project management, computing equipment was separated into required equipment and an additional set of recommended equipment—the latter of which would presumably be purchased at some future date However, it is strongly recommended that the entire list of equipment be purchased immediately if CATI is to reach its full capabilities as presented in this report

The main communications tools of the horticulture trade are likely to remain the telephone and fax machine (to ratify deals in hard copy form) for the near future, especially within India Most growers, processors, and exporters of horticultural products will probably continue to find information in hard copy to be the most useful Still, CATI can and should use relatively sophisticated tools to collect, process, and distribute information in various formats Information made more readily available through the use of the latest technologies can serve as a rich reserve feeding MCCI's mass media channels

In the initial stages it appears that information can be exchanged by fax and courier between MCCI and ICICI This exchange can be improved using electronic mail and other telecommunications means ACE now has the PC Anywhere software package that allows remote control of one computer by another via modems For example, ACE staff at ICICI can dial up and have full control of CATI's computer just as if the computer were physically located at ICICI

Exhibit II-3: Computer Hardware Requirements and Recommendations (\$ FOB U.S.)

| Equipment | Current Required | Recommended |
|---|------------------|----------------|
| Windows NT Server 486 Blue Lightning (or Intel) 66MHz, Intel Pentium-ready 32MB RAM, 256 KB processor cache, 2 x 3 5" and 1 x 5 25 floppies, 2 x 440mb hard disks, Onboard SCSI, 2 VESA local bus slots, Windows accelerator with 1 MB video memory, CD-ROM Drive (double speed) and software, Media Vision 16-bit sound card, 17" Flat Square LR color monitor, N1, Network ready (Ethernet 10 Base T), Tower case, 16-bit ISA slot, MS-DOS 6 0, Mouse | \$3,900 | |
| Windows NT Server Same specifications as above | | \$3,900 |
| Laptop Computer Toshiba T4500C 486 | | 2,800 |
| Upgrade 4 to 12 megabyte RAM on 386 computer | 700 | |
| Peripherals HP LaserJet IV, Postscript | | 1,500 |
| Pioneer CD ROM changer DRM-604 X | | 1,425 |
| HP Scan llc Scanner w/ document feeder | 1,900 | |
| Tape backup device | 400 | |
| 2 x 14,400 pbs fax/modem w/ error corrector | 400 | |
| Miscellaneous Items Purchased Overseas Ethernet cards, cables, diskettes, tapes, etc | 1,400 | |
| Miscellaneous Items Purchased Locally UPS line conditioners | 2,500 | |
| GIST CARD (Hindi script software) | 250 | |
| Subtotal Hardware | \$11 450 | \$9 625 |

Exhibit II-4: Computer Software Requirements and Recommendations (\$ FOB U S.)

| Item | Current Required | Recommended |
|--|------------------|-----------------|
| Operating System Windows NT Advanced Server Windows for Workgroups (2x) | \$975 485 | \$975* |
| Word Processing WordPerfect 5 2 Ami Pro 3 01 | 225 | |
| Desktop Publishing Aldus Pagemaker Aldus Layouts Lotus 1-2-3 4 0 | 590 350 | |
| Database Borland Paradox 4 0, or Fox Pro, or dBase | 500 | |
| Presentation Graphics Freelance Graphics, or WordPerfect Presentations | 340 | 280 |
| Project Management Microsoft Project 3 0 | | 446 |
| Personal Information Management Lotus Organizer | | 250 |
| Communications Cross Talk, or PRCOMM + | 75 | |
| OCR (for scanning) OmniPage Professional 2 1 | 450 | |
| Clip Art Presentation Task Force 4 0 | | 125 |
| Document Management PageKeeper | | 580 |
| Miscellaneous Lap Link 5 | 99 | |
| Subtotal Software | \$4 089 | \$2 656 |
| Total (Hardware + Software) | \$15 539 | \$12 281 |

*For the second file server an additional Windows NT Advanced Server software package would be required

D2 Personnel

The ACE local coordinator will have direct responsibility for the management and operation of CATI. He will also play a vital role in information analysis and dissemination. Along with the ACE coordinator, CATI should be staffed by a senior-level secretary, a librarian/information specialist, and a part-time computer operator.

A highly qualified secretary/data entry operator reporting directly to the local coordinator is urgently required to help the coordinator in his work on ACE promotional and policy studies, and to assist with CATI.

A librarian or information specialist is also immediately needed to build and maintain information stored in hard copy (books, periodicals, articles, etc.) and electronically (databases, CD-ROMs, information retrieved on-line, etc.). The information specialist should have a minimum M.Sc. in library or information science and extensive experience with on-line and CD-ROM database technologies. This person should also demonstrate a high-degree of self-motivation, as he or she will play a key role in building up the information base—not only acquiring those sources already identified, but locating other appropriate sources. Knowledge of agriculture and business would be an additional asset.

A systems administrator will play a vital role in CATI and in MCCI as a whole, with his or her time divided about equally between the two. This person will be responsible for the overall management of information technology for MCCI. It is proposed that the position be funded on a cost-sharing basis between MCCI and the ACE project. The main goal will be to significantly enhance MCCI's current computing capabilities and ensure that the institution keeps abreast of the latest developments in hardware, software, networking, and telecommunications.

While potential users of on-line information are currently limited, this will very likely change dramatically within the next year or two and MCCI must make every effort to anticipate these changes. Therefore, after approximately 12 months, MCCI should aim to provide an on-line database or bulletin board system covering topics related to ACE and other areas of interest to MCCI clients. The systems administrator would maintain this database, administer user accounts, and deal with queries from the general public. Another important activity will be training MCCI personnel. A minimum of a B.Sc. in computer science and preferably a M.Sc. is required. A candidate with experience in systems administration, telecommunications, and training should be sought.

D3. Budget

The following budget (Exhibit II-5) was tentatively agreed to during a meeting of ACE staff in early November. This report strongly recommends that it be given serious re-consideration. It understates computing needs, does not include provisions for a systems analyst, and is perhaps conservative in its salaries for the librarian and secretary. In addition, operating costs must be included if they are not already under a general ACE budget for MCCI.

Exhibit II-5 Tentative CATI Budget (Rs.)

| Item | Budget |
|---|------------------|
| Indian Publications | |
| Journals | 5,000 |
| Books | 20,000 |
| Foreign Publications | |
| Subscriptions | 240,000 |
| Books | 110,000 |
| Technical Files | |
| PMA Series for 18 countries @ \$75 each (\$1 = Rs 32) | 41,850 |
| Project Profiles | |
| CFTRI, India, 60 @ Rs 150/profile | 9,000 |
| Subscription to TIFACLINE, India | 5,000 |
| CD-ROM Databases | |
| Initial cost | 300,000 |
| Annual subs | 120,000 |
| Computer Equipment | |
| Hardware | 355,000 |
| Software | 126,800 |
| Software books | 28,000 |
| Diskettes & stationery | 25,000 |
| Personnel Salaries | |
| Librarian with experience working with databases and computerized library systems | 39 000 |
| Secretary with experience in data entry | 36 000 |
| Office Space | |
| Office renovation | 75,000 |
| Air conditioning | 65,000 |
| Total | 1 600,650 |

E. General Recommendations

- 1 The goal of CATI should be to establish the premier source of horticultural market information in India that will allow producers, processors, local traders, and exporters to compete better in their respective markets.**

Given the present scarcity of such information in India, this goal is entirely within reach. Once the numerous and highly relevant publications and databases already identified become available, CATI will have a wealth of information that will be likely superior to any in India. However, if the above goal is to be reached, a "business as usual" approach will not do. CATI will require systematic planning, agile management, and dynamic and skilled staff capable of fully exploiting the dramatic changes in information technology.

- 2 The information system should be as demand-driven as possible.**

Demand-driven implies that CATI staff must make a continuous effort to fully understand how horticultural markets work in India and countries targeted under ACE. Additionally, there is a need for an ongoing systematic effort to identify CATI users' information requirements and respond with appropriate products and services. Regular feedback should be obtained by informal meetings, workshops, and occasional surveys. A tracking system of information requests from project participants, clients, and others associated with the project must also be established using standard contact management software. It would be useful if such a system could be maintained not only for information requests but for all other key project contacts.

- 3 CATI staff must be allowed to stay in touch with market participants and key market observer groups.**

Human sources of information are vital. While much emphasis is placed on printed sources, having a good network of contacts in the horticulture industry and associated institutions is very important. CATI staff must be flexible enough to travel domestically and even internationally to establish and maintain such relationships. The institutions involved in the project have numerous contacts in the domestic and international horticulture industries, which CATI should fully exploit.

- 4 Every effort must be made to anticipate the telecommunications wave sweeping the world and about to hit India.**

It is notable that the Computer Society of India's annual conference and trade fair was based on the theme "Information Technology and Globalization." Even more interesting was observing one of the keynote speakers being called on the carpet as to the relevance, in the Indian context, of his talk on how information technology is dramatically reshaping the business world in the West (and elsewhere). While it may not be generally recognized (even among some of the sophisticated crowd at the CSI Conference), in the next year or two major changes will occur in telecommunications in India (e.g., computers linked to communications networks). These changes will result from improved telecommunications

infrastructure and services, standardization of communications protocols, decreased costs of computer equipment (especially modems), and improved public access to data networks. The competitive factors in the increasingly liberalized Indian economy and in global markets will drive this process.

5 Build on experience of similar projects Systematically tap other sources of information

As discussed, CATI has already benefited tremendously from experience in similar horticultural marketing projects and from key trade promotion institutions. However, an ongoing systematic effort will be required in the future. Therefore, the need for a well-trained staff (especially a dynamic senior-level librarian/information specialist) with full autonomy and resources can not be overemphasized.

6 Take full advantage of extensive in-house experience at MCCI and ICICI.

MCCI's many decades of experience serving trade and industry in Maharashtra, when supported with the latest in information technology, should have a powerful impact. Particularly interesting is the probability of repackaging the considerable information available from ACE/CATI and disseminating it via the mass media tools available at MCCI. Upgrades of some MCCI equipment, including video and computer multimedia technologies, should be considered. ICICI's extensive in-house business expertise and industry contacts must also be tapped.

7 Install operational discipline and continuity of the resources supply as the main prerequisites for an effective information system

It is critical that the budgeting process and the flow of resources to CATI (and other ACE activities) be greatly streamlined. Only then can it be fully implemented and later operate effectively and without interruptions. The staff operating CATI must have the resources and autonomy to carry out their work without impediments. It is vital that the information center has the understanding and support of top management.

F Proposed Implementation Strategy

Step 1 Reach agreement on systems design and implementation plan

The CATI design and proposed implementation plan outlined in this report has been completed following considerable effort and exchanges among the various parties directly concerned and with potential CATI users. Still, a final decision and much action is needed.

Step 2 Finalize the budget

As mentioned above, a tentative budget of Rs 1,600,650 has been developed by ACE staff to put the required facilities, equipment, and information sources in place and cover operating costs during the first six months of the project. Costs are slightly higher than

previously foreseen by MCCI, but are very modest relative to ACE's proposed goals. Costs are also moderate compared with similar information centers run by other USAID projects, in Central American for example. As noted above, it is strongly recommended that the budget be revised upwards to cover the salary of the systems administrator and other costs. Whatever the final budget, however, action is urgently needed.

Step 3: Hire personnel.

If CATI is to achieve its goal of becoming the premier information center on horticultural marketing, it must have top-notch staff. Salaries are a minor share of the overall CATI cost, and economizing on this critical factor should be avoided. Compensation must be sufficient to attract and retain the best talent available. Training, both formal and informal (e.g., seminars and conferences), should receive the highest priority and be an important part of the compensation package. Finally, CATI staff must be allowed to devote their efforts fully to ACE-related activities, while at the same time collaborating with other MCCI staff.

Step 4 Procure equipment and commodities; establish CATI's office and library.

Once a final decision is reached on the budget, equipment must be immediately sourced. Final steps in putting the CATI office and library facilities into place are urgently required.

Step 5 Order publications and CD-ROM databases and subscribe to on-line sources. Continue to build the library and document management database.

Numerous publications and information sources have been identified by this report, these should be ordered immediately. Building the information base is a large and ongoing task that the librarian/information specialist can immediately take on once hired. All existing publications at ACE/MCCI and ACE/MITCON have been entered into a database. These materials and others that will arrive need to be catalogued. The user-friendly MicroDIS small library management software has been installed and should be used, requiring considerable effort by the librarian and secretary. Purchase of a scanner would facilitate automated information storage and retrieval.

Finally, Chemonics can offer assistance in systematically acquiring the datasets outlined in this report since much of this information is readily available at Chemonics' offices in Miami and Guatemala.

Step 6 Finalize policies, procedures, and the detailed work plan

Details of pricing and dissemination of CATI information products and services must be completed. Also required are clear definitions of the management of CATI, such as internal procedures for sharing responsibilities among staff and other collaborators at MCCI. The relations between CATI and ICICI's new Technical Information Centre will also have to

be clarified Just prior to launching the system, an ACE project consultant may be useful to assist in these areas and to follow up personnel training

Step 7: Carry out CATI start-up.

Operational start-up for the Center is anticipated approximately three months after implementation begins A public relations campaign introducing and promoting CATI should be launched just prior to its opening

Step 8: Perform initial evaluation of CATI.

After several months of actual operations (i e , in mid-1994) an initial evaluation of the demand for information products and services should be performed and adjustments made accordingly This evaluation would draw on the user tracking system already established and would also involve systematic interviews and a one-day workshop

Step 9 Carry out additional training and study tours.

The importance of regular training and the need for CATI to establish and maintain good contacts in the horticulture industry has already been stressed In addition to regular travel in country, a study tour with visits to markets and information centers in Europe and possibly the Middle East would prove highly valuable

Step 10 Collect Phase II data

Phase II of the data collection process outlined in section B, above, should begin approximately six months after implementation begins (three months after the start of Phase I) The focus will be on markets in Asia, and the assistance of Chemonics in acquiring the datasets may again prove useful

Step 11 Collect Phase III data

After an additional three months (i e , nine months after implementation and six months after CATI start-up), CATI will move into the third phase of data collection and the generation of more complex information on products and value-added services

Step 12 Develop an end-of-year assessment and second-year work plan

After approximately one year, a full-scale assessment of CATI should take place with the assistance of outside local and/or international consultants Appropriate changes in information products and services should be considered By this time, CATI and its targeted users may be ready for an on-line database or bulletin board system

SECTION III

OVERVIEW OF EXISTING SOURCES OF INFORMATION IN INDIA

A. ACE Project Institutions

A1. Maharashtra Chamber of Commerce and Industry

MCCI has many years of experience promoting international trade and thus has a thorough understanding of the issues at hand, as well as good contacts with trade promotion institutions overseas. MCCI operates a Commercial Record Library and Commercial Reference Library that are both widely used (A nominal charge had to be levied recently due to the excessive number of users relative to the space available). The libraries contain numerous periodicals, books, trade directories, and other materials directly relevant to ACE. Those publications and materials considered to be of interest to the project were recently entered into a database as an inventory and for easy reference. MCCI also has many years of experience with publications and audiovisual production.

A2. Industrial Credit and Investment Corporation of India

In addition to operating ACE, ICICI offers assistance under the Program for Advancement of Commercial Technology, the Program for Acceleration of Commercial Energy Research, and the Sponsored Research and Development Programme. Funds for the first two programs have been provided by USAID, while the last is sponsored by the World Bank.

ICICI plans to open a Technology Information Centre in the near future that will be of service to ICICI staff and clients involved in technology-related projects. As discussed below, there is a general feeling that since ICICI see itself as being "in the technology business," some aspects of the ACE information system relating to technological issues could be located at ICICI. Details of this sharing of information remain to be worked out. CATI's focus will be primarily on market-related information provided largely by MCCI, and therefore this report focuses largely on MCCI.

A3. Maharashtra Industrial and Technical Consultancy Organization

In collaboration with the World Trade Center in Bombay, MITCON has set up an Import Export Data Bank that is offered for a fee to interested parties such as industries, financial institutions, and trade associations. Using the Daily Lists of the customs departments of major ports and airports, the data bank provides details of imports and exports including product name, product code (Internationally Standard Harmonized Code), value (FOB) in rupees, quantity and unit, destination and source countries, and the name of the Indian exporter or importer. The data bank could prove to be of great value to ACE and

other ventures for identifying trade opportunities, analyzing markets, and strategic planning. More details on this data bank can be found in Annex C.

MITCON staff have already collected a number of key documents related to ACE's key target products and markets. These materials, obtained largely from the International Trade Center and European sources, will serve as part of the foundation for CATI.

A4 Chemonics

One important component of Chemonics International's technical assistance to the ACE project is providing information on technologies and marketing opportunities. Chemonics is currently involved in projects similar to ACE in Central America, the Philippines, and Nepal, from which valuable support can be drawn. Selected information resources available through Chemonics are summarized in Annex D.

CATI has already tremendously benefitted from the Nontraditional Agricultural Export Support (PROEXAG) project operated by Chemonics in Central America. This project and its follow-on have successfully promoted horticultural exports from seven countries for six years. PROEXAG staff have generously provided ACE with countless sources of market and technical information on horticultural products. These include detailed lists of periodicals, books, trade directories and databases, industry contacts, and others. A bibliographic database with more than 1,700 citations on exports of tropical and semitropical horticultural products has been installed at MCCI and can be queried using the MicroDIS software package. PROEXAG's Commodity Price Database (see Annex D) covering current and historic horticultural prices in Europe and North America has been demonstrated to MCCI, but will require modifications and training to be fully operational. PROEXAG's contacts in the horticultural industry in the U.S. and Europe have also been made available to ACE. Finally, PROEXAG staff have offered to further assist the development of CATI.

Chemonics' Trade and Investment Office in Miami, Florida, has an Information Center on horticultural products, from which a number of materials were copied and delivered to ACE. Staff in the Miami office also contributed technical information on computer hardware and software. A list of subjects covered at the Miami Information Center has been provided to ACE for consultation while organizing CATI (see Annex D).

B Other Information Sources Available in India

The information base on the horticulture sector in India appears to be meager and scattered, and what information does exist is generally not readily available. This section summarizes the major information sources for trade in fresh fruits and vegetables in Maharashtra and throughout the nation, based on recent visits by ACE project staff and the consultant.

B1. Maharashtra State Agricultural Marketing Board

The Board, established seven years ago, is promoted by the Government of Maharashtra and headed by the director of marketing. It organizes and coordinates various activities at the state level including

- Planning and implementation of Agricultural Produce Market Committees (APMC) at the village and Taluka levels
- Collecting and disseminating information on prices from 35 primary markets and 200 secondary markets
- Printing a *Market News Bulletin* that provides information on crop conditions, coverage prices, quantity incoming and outgoing, et al, on monthly basis
- Developing infrastructure facilities such as a mini computer, telex, fax, and telephones
- Linking 12 APMCs by computer modems and the other 23 by telex or fax
- The Board has a link to the International Trade Center's Market News Service for obtaining on-line information on fresh fruits and vegetables. This information is available to farmers, farmer associations, and cooperative societies on request

Future plans include increasing the number of APMCs, increasing inter-linking facilities through computer modems, installing a powerful (5 gigabyte) computing system, and providing better marketing services to farmers

B2 National Horticultural Board

The National Horticultural Board (NHB) has its head office near New Delhi and 33 branches all over India in the major cities. Information collected at these centers is transmitted daily to the NHB head office via fax or telex, where it is analyzed and tabulated with comments. The information is then published in a monthly magazine, *Horticultural Information Services*, which is available to subscribers after a lapse of two months. As a result, archive data is available on an all-India basis.

B3. Traders And Commission Agents

Traders and commission agents have a strong hold on the procurement and marketing of fresh fruits and vegetables. These traders have effective contacts all over India, communicating by telephones and deciding on the purchase or sale of commodities and their routing to destinations.

B4. Newspapers

Many local daily newspapers publish information on local markets' commodities and prices. News agencies have correspondents who visit traders, APMCs, and market board offices. The prices published give ranges for various commodities including grapes and grocery items.

B5. Radio Stations

A number of radio broadcasting stations give information on prices at various markets that are again presented as price ranges. The emphasis is on grocery items. Broadcasts are not always regularly scheduled and it is reportedly difficult to catch the information. A newly established television station in Bombay with an emphasis on business may be another possible means for disseminating horticultural market information.

B6 Agricultural and Processed Food Products Export Development Authority

This agency, known as APEDA, was set up under the Ministry of Food Processing with the following objectives: promotion of fresh and processed Indian Agro-produce, financial support for exhibitions, collection of data on exports from India and markets abroad, and dissemination of information on request. Data collected are a few days to a few months old and can be accessed on request. APEDA has only recently started its database compilation and needs guidance for a full-fledged setup.

B7 Centre For Quantitative Research

The Centre for Quantitative Research is a private organization that has been processing data from APMCs and traders around Maharashtra for eight years. Data assembled are limited and their availability is on payment basis. The data bank is known as HarvesTime and has a time lag of one week to a month. Data are presently procured by a number of private firms, and the Centre is presently assisting MCCI with database management and other computer-related areas. More details on the Centre are presented in Annex E.

B8 National Informatic Center

The National Informatic Center has a regional office in Pune that functions under India's Department of Electronics. The Center operates a data bank including data on crops grown in India, but coverage is mainly of cereals and oilseeds rather than horticulture. Four regional centers are linked to the head office and the computers at the district centers located at the collectorate offices. Trained personnel at these offices feed the data collated by agri-officers. Thus the total data generated is stored at the headquarters data bank. The interlinking facility is presently used by public sector companies and by state and central governments for socioeconomic purposes and transmissions of data during elections, sporting events, etc.

B9 National Information Center for Food Science and Technology

The National Information Center for Food Science and Technology (NICFOS), located at the Central Food Technology Research Institute in Mysore, is perhaps the key source of technical information for processed horticultural products in India. As part of the largest library in the country on food-related topics, NICFOS can offer a number of valuable services such as document delivery and bibliographic and database searches. For example, for a very modest fee NICFOS can carry out literature searches on its international CD-ROM database of food science and technology. It also maintains a large database of small-scale food processing technologies, such as guava powder preparation and packaging, storage of mango pulp, and numerous others. NICFOS' extensive resources and experience should be especially useful in the early stages of building up CATI, and follow-up visits by the CATI librarian to NICFOS would be of great value.

B10 Indian Institute of Horticultural Sciences

The Information Center for Horticultural Sciences located at the Indian Institute of Horticultural Sciences is another potential source of valuable information, although its collection is somewhat less extensive than at NICFOS and deals primarily with production issues. Nevertheless, CATI and the ACE project in general should make continued efforts to collaborate with this institute. The Information Center's well-trained and extremely knowledgeable librarian has offered to assist CATI in its early stages.

B11 Indian National Scientific Documentation Center

The Indian National Scientific Documentation Center offers a number of products and services that could prove invaluable to CATI. These are presented in Annex F. Most notable is a low-cost document delivery service. The Document Center also operates an Internet mode known as Sirnet. Sirnet staff expressed considerable interest in making information generated by CATI available to the public through the Sirnet Bulletin Board System. This would be a particularly interesting means of disseminating information on the horticulture industry and making the ACE project more widely known. Additionally, it would involve very little time or resources from CATI personnel and would be one way for CATI to painlessly and immediately become part of the world of on-line information.

SECTION IV INTERNATIONAL SOURCES OF INFORMATION

The quote at the beginning of this report from the recent book *The Paradigm Shift* is intended to underscore the increasing importance of information to compete successfully in the global marketplace. Successfully operating in the fresh and processed horticulture industries obviously involves a number of skills that go beyond just having good information. As one observer put it, "success in nontraditional exports does not come easily. Entrepreneurs must do everything right, which means they must simultaneously possess technical knowledge, marketing know-how, and business management skills."

Still, information is a critical factor, and the tremendous potential of India to develop its horticultural industry for domestic and foreign markets places a heavy responsibility on those involved in establishing and operating CATI. This is especially true given the very limited available information, particularly on markets and technologies outside the country.

This section outlines some of the main sources of market and technical information relevant to the ACE project that are available outside India. The list is by no means exhaustive, however a very sound foundation now exists on which to further build the project's information system. CATI now has access to literally thousands of highly specialized, directly relevant information sources on horticultural marketing and technology. These resources, when combined with the numerous others on order, will form a critical mass that will generate further resources. Identifying and tapping into these data will be a major, long-term undertaking of the full-time librarian, working with support of the ACE local coordinator and other project staff. A plan for systematically acquiring various datasets is outlined below.

A Public Information Sources

A1 UN Agencies and Multilateral Entities

The International Trade Center at UNCTAD/GATT is the focal point in the United Nations system for technical cooperation with developing countries in trade promotion. Its areas of expertise include export packaging, quality control, costing and pricing, publicity, trade information, export financing, institutional and legal issues, and joint marketing ventures.

ITC has many years of experience helping developing countries establish and operate trade information centers. It may be possible for the ACE project to collaborate with ITC on providing technical assistance to CATI, perhaps through on-site assistance in India and study tours to ITC headquarters. While ITC staff contacted seem eager to provide such assistance, the Center is undergoing severe budget and management difficulties that limit its capabilities.

ITC's Market News Service produces weekly reports on markets for fresh and processed fruits and vegetables, ornamental crops, spices, and other commodities. Coverage includes markets in Europe, the Middle East, and North America. Compared with the U S Department of Agriculture (discussed below), ITC reports less information. Prices are collected once (instead of twice) per week by telephone, and not by reporters actually in the markets as is typically the case for USDA. Prices of actual units of sale are converted into kilograms, and product sizes and varieties are often omitted. Despite these limitations, ITC reports are of great value, particularly for processed products such as bulk fruit pulps and concentrates and for markets not covered by USDA such as the Middle East.

Users can access ITC Market News Service reports electronically via international phone lines. A user-friendly, menu-driven software is installed on subscribers' computers, and information is stored in compressed or "zipped" files, thereby saving transmission time. A single report, for example for the Middle East, can be downloaded in less than one minute. This method is much more cost-effective than obtaining the reports by fax, since under the ITC scheme, faxed reports cost \$50/year per product. By contrast, the Middle East report covers some 70 products and costs \$350/year. Further information on ITC's Market News Service can be found in Annex G.

The UN Food and Agricultural Organization is a key source of technical and marketing information and international statistics available in electronic format. FAO has one of the largest agricultural libraries in the world and operates the AGRIS database. It also publishes market outlook reports, including detailed reports from its Intergovernmental Groups on citrus, bananas, and other horticultural products. The FAO/World Health Organization Food Standards Programme of the Codex Alimentarius Commission should also be contacted for a lists of recommended standards.

ASEAN (the Association of Southeast Asian Nations, comprising Brunei, Indonesia, Malaysia, the Philippines, Singapore, and Thailand) publishes the *ASEAN Food Handling Newsletter* and the *ASEAN Food Journal*. ASEAN's Promotion Centre on Trade, Investment, and Tourism has published a number of marketing studies of potential value to ACE, for example, "Marketing in Japan: Consumers' Preference on Fruit."

The UN Economic and Social Council for Asia and the Pacific (ESCAP) publishes a regular report covering fruit and vegetable market prices. Other multilateral agencies that should be contacted include the Asian Development Bank, World Bank, UN Industrial Development Organization, and International Fund for Agricultural Development.

A2 U S Department of Agriculture

The U S Department of Agriculture's Market News Service has been the primary source of current horticultural market price reports for U S markets. Prices are collected by reporters and widely disseminated, and USDA's reporting system is generally considered highly accurate and is widely used by the trade in the U S and abroad.

USDA recently started publishing *The International Report Fresh Fruit, Vegetable, and Ornamental Crops*. By the end of 1993, the report will cover key markets in North America, the United Kingdom, France, Belgium, Holland, and Germany. For the European markets, sources of information include private news reporting firms and public agencies. These reports are much more detailed and perhaps more reflective of the trade than those of ITC. Portions of a recent copy of the report can be found in Annex H.

The *International Report* is available twice a week. At present the most practical means for receiving it in India is by fax. The cost of receiving a weekly fax of selected portions most relevant to ACE would cost approximately Rs 5,400/month. Further investigations should be made on the feasibility of receiving data electronically in India via Sprint Net, indications are that this is not presently cost-effective. USDA reports on U.S. markets can also be accessed free of charge on the Internet. These reports may occasionally be of interest to ACE to check on produce prices received by competitors such as grapes from Chile or exotics from the Caribbean.

USDA's National Agricultural Library operates an Agricultural Trade and Marketing Information Center (ATMIC) that can serve as a valuable resource to CATI. On request, ATMIC can help locate various types of market information and perform specialized searches for technical information. ATMIC's bibliography of Marketing of Horticultural Products was made available to CATI. ATMIC also publishes a useful quarterly newsletter, *Vignettes*, covering activities, upcoming events, new technologies, and services of interest to the agricultural trade and marketing community. In building up its information base, CATI should rely heavily on INSDOC to obtain local and international publications. Still, it is worth noting that the National Agricultural Library, one of the largest agricultural libraries in the world, also provides a document delivery service at very modest fees.

In addition to the Market News Service and the National Agricultural Library, USDA's Foreign Agricultural Service publishes *Ag Exporter* and the *Horticultural Products Review*, as well as other publications and services useful to ACE. One example is the Agricultural Information and Marketing Service, which offers trade leads, buyer alerts, foreign (i.e., non-U.S.) buyer lists, and U.S. supplier lists. The Foreign Agricultural Service also publishes "Annual Marketing Plans" for individual countries that should be of value. In addition, USDA's Economic Research Service publishes a "Vegetable and Specialties Situation and Outlook."

USDA will be collaborating on a USAID-sponsored Regional Agribusiness project, which should eventually lead to improved information on horticultural markets in Asia, including South Korea, Japan, Hong Kong, and Singapore. Other USDA sources of potential interest to ACE are outlined in the new *Food and Agricultural Export Directory*, which has been provided to MCCI.

A3 Other U.S. Government Agencies

As a USAID-funded project, ACE should take full advantage of Center for Development Information and Evaluation (CDIE) at USAID. CDIE provides information on

USAID projects and publications For example, ACE may want to look into market and product research already carried out under other projects that may be of direct relevance USAID also operates a Center for Trade and Investment Services that promotes business activities between U S and entrepreneurs in other countries The U S Commerce Department has similar trade promotion activities and is also a key source for trade statistics Furthermore, the Commerce Department operates a International Trade Information System, with "vast amounts of information about Japan, Taiwan, South Korea, Hong Kong, and Singapore "

B Private Information Sources

B1 Hardcopy Publications

There are literally dozens of private sources of information on horticultural markets and technology Until recently, much of this information was published in hard copy as magazines, trade journals, newsletters, trade directories, and the like Today, many of these same firms are now making their information available in electronic form, as discussed below Most of the major private sources of information relevant to ACE have now been identified CATI is fortunate to be able to draw on the wealth of experiences of other projects and institutions in identifying these sources The consultant and CATI staff, with the assistance of experts from the PROEXAG project, ITC, and the USDA National Agricultural Library, have selected initial publications to be ordered A thorough list summarizing information sources related to horticultural trade is contained in Annex I More details (addresses, prices, etc) of these and other publications have been made available to MCCI and ICICI

Because of the large number of sources, the present commentary is limited, and interested readers should refer to Annex I for details including a list of all periodicals recieved by ITC and PROEXAG Also, as noted elsewhere in this report, a MicroDIS database containing some 1,700 citations on horticultural marketing is now operational at CATI Details of most of the major private and public information sources for European Markets were well-documented in the report "European Community Market Information for Selected Indian Exports," recently prepared by Chemonics for ACE

B2 On-line Information Sources

There are now numerous major companies selling access to on-line databases These one-stop providers include Dialog, Dow Jones News Retrieval, and ATT Easy Link Service, to name just a few Each of these providers offers access to dozens or even hundreds of specialized databases, which in turn are typically owned and maintained by individual companies other than the providers themselves

Currently MCCI has an account with the Department of Telecommunications that can link up with Dialog Dialog allows access to numerous databases of potential usefulness including the Arab Information Bank, Agribusiness USA, Agri-International, and Agrochemical Data Bank, to name only a few More details are included in Annex J

MCCI also has an account with the Indian overseas telecommunications agency, Videsh Sanchar Nigam Ltd that allows access to Easynet, a database provider in the U S. Users on Easynet can tap into more than 1,000 databases. Furthermore, MCCI very recently established an account with the European Space Agencies Information Retrieval Service, thereby opening up access to dozens more databases of potential use to ACE.

MCCI has been provided with a summary of agricultural-related databases prepared by the USDA National Agricultural Library and lists of other agriculture-related databases. These have been organized by MCCI staff into a "database of databases." Annex J discusses this database and presents further details on on-line sources on trade as compiled by ITC in Geneva. The latest (July 1993) edition of the *Gate Directory of Databases* details thousands of databases including those available on CD-ROM, diskette, magnetic tape, handhold, and batch access.

In addition to telecommunications charges payable within India, there are on-line charges that vary according to the database being accessed. For example, Agribusiness USA charges approximately Rs 50/minute while AGRICOLA, a database maintained by the USDA National Agricultural Library charges Rs 23/minute. Clearly, telecommunications charges plus the on-line fees do not come cheap, and this fact has limited MCCI's use of these databases, particularly when the few members of the public willing and able to pay the charges are sometimes disappointed when the information they are searching for is not found.

With the financial resources available through ACE, MCCI is now in a much better position to make use of these on-line sources. A fresh approach must be taken that fully exploits these databases. This means allowing MCCI and ACE staff to regularly use the databases and ensuring that MCCI personnel are fully trained and kept current on sources available. One of the key qualifications of the librarian to be hired for CATI will be facility with on-line searches.

Poor communications lines could be improved through a direct leased line to the Department of Telecommunications office near MCCI. This would allow transmission rates to rise from the current 2,400 bops to 9,600 bops. The Department of Telecommunications has been consulted on this matter and installation could take place soon after funds of Rs 30,000 are allocated by the project.

C. Internet

As described by Vinton Cerf, President of the Internet Society

"The Internet is a global network of networks linked by means of the TCP/IP and other protocols. The system incorporates thousands of networks, hundreds of thousands of computers, and millions of users in several dozen countries of the world. It is a grand collaboration involving private nets, public nets, and government and industry sponsored nets whose operators cooperate to maintain the infrastructure. The Internet system is now poised for a rapid expansion during the final decade of the 20th Century. As networking, personal computing, workstations, mobile

communication, and distributed computing become more widespread and as information in digital form becomes the norm, the utility of systems like the Internet will rise dramatically "¹

The Internet is a network of networks that allows access to literally thousands of public and private databases, many of which can be tapped free of charge. It also provides the possibility to send electronic mail (email) to literally millions of addresses. Already with millions of users, it is growing exponentially and is expected to be a major feature of telecommunications well into the next century.

Using telnet, it is possible to log on directly to other computers in the system. Using file transfer protocol (FTP) it is possible to transfer files from one computer to another. This means that many public archives of files can be downloaded to one's own computer free of charge. It also provides the possibility to send email to millions of addresses around the world. Bulletin boards exist that allow discussion forums for news groups or people interested in a particular topic.

ACE should tap into the Internet's vast resources as soon as possible. The primary Internet node in India is the Educational and Research Net Work (ERNET), which is managed by the National Centre for Software Development in Bombay. Use of ERNET is normally restricted to educational and research institutions. However, permission has been granted for MCCI to open an account via the Inter-University Centre for Astrology and Astrophysics (IUCAA) in Pune, though only email services would be currently available through IUCAA. Preliminary discussions were held with representatives from ERNET to request that an account allowing full Internet connectivity (email, telnet, and FTP) be permitted via the ERNET nodal center in Bombay. The cost would be Rs 20,000 per year plus Rs 1.5/kilobyte transmitted. MCCI should follow up immediately.

Annex K contains lists of some of the databases and bulletin boards on agriculture that have been identified. These are just the tip of the iceberg. Also contained in the same annex is an example of ornamental market information accessed via the Internet.

D CD-ROM Technology

In addition to on-line databases, databases available on compact disk, read-only memory (CD-ROM) represent another important relatively new technology that should be exploited by CATI. The CFTRI library and many others around India are already using CD-ROMs, as noted in this report. Each compact disk holds more than 600 megabytes of information—five times the information stored on the typical hard disk drive of a computer and the equivalent of 400 high-density diskettes. One CD can hold an entire encyclopedia.

One of the most complete databases is CD-Hort, published by CAB International. Through a special arrangement between Chemonics and SilverPlatter, one of the largest CD-

¹ Quoted in *Internet Getting Started*, SRI Internet Information Series, Franklin F. Kuo, series ed., PTR Prentice Hall, Englewood Cliffs, New Jersey.

ROM vendors, MCCI has been provided with a compilation of details and examples of more than a dozen agriculture-related databases on CD-ROM (see Annex L for price information)

Finally, it should be noted that many of these same databases are available on-line via Dialog and other sources and thus can be examined and used prior to purchasing their CD-ROMs. Toward this end, ACE should acquire the *Gale Directory of Databases*. In addition, the "most extensive catalogue" of CD-ROM software can be obtained free from the Bureau of Electronic Publishing (tel 800-828-4766 in the U S)

Also of particular potential interest to ACE is the Core Agricultural Literature project of Cornell University. The aim of the Core project is to "identify the most important current literature available for research and instruction in the agricultural sciences" and make these available in full text from on CD-ROM (see Annex L). The end result will be the availability on CD-ROM of a huge agricultural library (6,000 monographs and 400 journals of five runs) for a fee of approximately \$50,000. While clearly a significant investment, this represents a bargain in terms of the volume and quality of publications, the periodical subscriptions alone would exceed this amount. Much of the materials deals with topics on agriculture outside the immediate interest of the ACE project. However, much of it is directly relevant. Acquiring this collection would give MCCI one of the largest, up-to-date agricultural libraries not only in India but worldwide, thereby greatly strengthening MCCI's position as a leading center of agricultural information and giving it a degree of prestige and leverage with other information providers in India.

ANNEX A

PERSONS AND ORGANIZATIONS CONTACTED

ANNEX A
PERSONS AND ORGANIZATIONS CONTACTED

| Organization | Person(s) Contacted |
|---|---|
| Arun & Co | Dhansukh Doshi |
| Airfreight Limited | Wg Cdr Anil Pradhan |
| Anthemum | Ajit J Galvankar |
| Centre for Quantitative Research | Arun P Kulkarni |
| Central Food Technological Res Inst | G Radhakrishnaiah Setty G A Krishna |
| Chordia Food Products Ltd | Pradeep H Chordia |
| C M C Limited | R Rajaram |
| Escorts Limited | F T Santoke |
| BARC Food Tech & Enzyme Eng Div | S R Padwal-Desai |
| Garden Implements India | Rathin Sinha |
| HCL Hewlett-Packard Limited | Mahesh Joshi |
| Industrial Credit & Investment Corporation of India Ltd | A J Advani D N Londhe J D Dhumal Ashit Mehta Nikhil P Kapasi Venkataraman Brahmanand Hegde T Kusre |
| Inst of Management Dev & Res | A P Bhupatkar |
| Indian Institute of Horticultural Res | K C Mohan |
| Indian Merchants' Chamber | Shri P N Mogre |

| | |
|--|---|
| International Trade Centre | Lina T El Nabulsi Sonia Srivastava Jaime Osorio |
| Jaya-Hind Agro Industries | Pradeep Jadhav |
| Kalyani Agro Consultants Pvt Ltd | Budhajirao R Mulik |
| Kalvert Foods (India) Pvt Ltd | Akbarali A Kalvert |
| Kishinchand Chellaram (India)Pvt Ltd | Sushil C Seth, G M |
| MITCON | S P Ranade R G Vaidya S R Salunke |
| Mahratta Chamber of Commerce | M G Sathe B R Sabade Satish Somvanshi Vidyadhar Vedak P G Thombre J R Gune |
| Mahagrapes | Sanjeev Kulkarni |
| Maxim Information Technologies Pvt | Shashank Ladole |
| Maharashtra State Ag Board | B Nageshwara Rao |
| M T N L Bombay Telephones | J M Paranjpay |
| National Centre for Software Tech (ERNET) | Sanjay Pathak, Manager |
| National Informatics Centre | S P Sardesai P Chandrasekhar |
| National Chemical Laboratory | V G Deodhar R R Hirwani |
| Dr Nagarsekar Associates | C L Nagarsekar |
| Pune Communication Network | D S Mundada, market executive |
| Persistent Systems Pvt Ltd | Anand Deshpande |

| | |
|----------------------------------|---|
| RPG Enterprises Ltd | Neela Khandge |
| Sarwate & Associates | Dilip M Sarwate |
| Software Technology Park Pvt Ltd | Shridhar Hirlekar |
| Swift Management Services | Avinash Parulekar |
| Softedge Exports Pvt Ltd | Kalyan Borade |
| Telecom Management | Satish Hulyalkar |
| TEDMAG Industrial & Mgt Services | S K Bhat |
| U S Department of Agriculture | Peter O Kurz Terry Long John Okoniewsky |
| National Agricultural Library | Mary Lassanyi |
| USAID | B N Maheshwari Dick Goldman Felipe Manteiga |
| Western Fruit & Vegetable Ltd | Col Kuldeep Singh |

ANNEX B

QUESTIONNAIRE FOR POTENTIAL CATI USERS



Ref 60/
Date 18th Oct 1993

Dear Sir,

**Free Workshop on
Computerised Agro-business Information System
for boosting Trade, Industry and Commerce**

The Chamber, under the USAID'S **Agricultural Commercialisation & Enterprise (ACE)** Project is in the process of establishing a "Computensed Agro-business Information System " The ACE Project is being implemented by ICICI, Bombay The objective of installing this System is to provide customer-need-oriented information, which could be useful for carrying out agro-business competitively and profitably The data bank would consist of technical and market information from India and abroad

Mr R B Schulte, an International Consultant in Marketing Information Systems, of Chemonics International, USA is now in Pune and is helping us to set up such an Information Centre

Before a decision is taken to set up such a Centre, Mr Schulte would like to know the type of information Indian Food Processing Industries and Exporters of Agro products need and their difficulties in obtaining such information This information may be relating to latest technology, machinery suppliers, prices in international and national markets, packaging rules, joint ventures etc This is an excellent opportunity to explain your information requirements and interact with Mr Schulte

The Workshop (no fees) is arranged at the **Indian Merchants Chamber, Opp Churchgate Rly Station, Bombay on Monday, Oct 25, 1993 at 2 30 p m** You are cordially invited to attend and participate in this workshop

Please fill in the enclosed form and bring it along with you to the Workshop or mail it to Dr V G Vedak, Agri Co-ordinator at the above address

Thanking you,

Yours faithfully,

Dr B R Sabade,
Secretary General

Encl As above

INFORMATION USER'S NEEDS

- A Questionnaire -

PLEASE TICK IN THE APPROPRIATE BOX

Part A Company Information

1) Name of the Firm/Association/Exporter/Individual

2) What product Produce do you currently handle

3) Communication facilities available

| | |
|------------------|--------|
| Phone | Fax |
| Telex | E-mail |
| Courier services | Modem |
| On line database | |

4) List of Export (Produce/Products)

| Sl No | Item | Quantity | Value | Countries/ Country |
|-------|------|----------|-------|-----------------------|
| 1 | | | | |
| 2 | | | | |
| 3 | | | | |
| 4 | | | | |
| 5 | | | | |

5) New Products/Produce intended for exports

6) Comment on your trade performance

Good Fair Poor

7) Present sources of Information

- a) Frequency daily Weekly
- Monthly Yearly

- 1) Government State Central
- 11) Association Domestic Abroad

111) Commercial Consulates

1v) Business contacts Domestic Abroad

v) Published Information Domestic Abroad

v1) Chambers of Commerce Domestic Abroad

v11) Trading Partners Domestic Abroad

v111) Direct visits to Market Domestic Abroad

1x) Other Sources

x) Reliability Adequate Inadequate Useful

8) Additional Information to improve Trade/Export
Please specify your needs (Attach sheet if needed)

9) Employees with the firm

- 1 Technical
- 3 Skilled

- 2 Administrative
- 4 Others

PART B - Type of Information in the following section which would be necessary -

- | 1 Product Information | Often | Sometimes | Never |
|--------------------------------|--------------------------|--------------------------|--------------------------|
| a Consumer/Market Requirements | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| b Standards for the Product | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| c Design for Packaging | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| d Statutory requirement | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| e Technical Information | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

2 Price Information on specific Product/ Produce

- a) Please specify names
- | | |
|---|---|
| 1 | 2 |
| 3 | 5 |
| 6 | 8 |
| 4 | |

b) C I F Price

c) F O B Price

d) Average wholesale Market

| | |
|---------------|--------------------------|
| National | <input type="checkbox"/> |
| International | <input type="checkbox"/> |

e) Often
 Sometimes
 Never

3) Statistical Information

a) Countrywise

b) Productwise (Imports)

| | |
|----------|--------------------------|
| Quantity | <input type="checkbox"/> |
| Value | <input type="checkbox"/> |

c) Productwise (Exports)

| | |
|----------|--------------------------|
| Quantity | <input type="checkbox"/> |
| Value | <input type="checkbox"/> |

d) Data Analysis

1) Trends in Imports

| | |
|-----------|--------------------------|
| Quantity | <input type="checkbox"/> |
| Value | <input type="checkbox"/> |
| Monthly | <input type="checkbox"/> |
| Quarterly | <input type="checkbox"/> |
| Yearly | <input type="checkbox"/> |

11) Trade Monthly Quarterly Yearly

111) Total Consumptions yearly

1v) Per Capita Consumption

v) Population & Trends

4 Information on supply Indegenously

- 1) Areas (Location)
- 11) Quantity
- 111) Name of the produce

5 Market Information on countries following to improve trade Do you require the

| | Yes | No |
|--|--------------------------|--------------------------|
| a Practical Hints on Markets | <input type="checkbox"/> | <input type="checkbox"/> |
| b basic Economic Data on countries | <input type="checkbox"/> | <input type="checkbox"/> |
| c Trade Policies | <input type="checkbox"/> | <input type="checkbox"/> |
| d Ware Housing and Distribution | <input type="checkbox"/> | <input type="checkbox"/> |
| e Advertising Media (Free Access) | <input type="checkbox"/> | <input type="checkbox"/> |
| f Trade Practices as Pricing Structure, commission etc | <input type="checkbox"/> | <input type="checkbox"/> |
| g Addresses of Importers Processed/ Produce | <input type="checkbox"/> | <input type="checkbox"/> |

6 Foreign Country Trade Regulations Do you require these? If you need say Yes If you are already aware or do not need, say No

| | Yes | No |
|--|--------------------------|--------------------------|
| a) Import Regulation Entry/Non Entry Items | <input type="checkbox"/> | <input type="checkbox"/> |
| b) Custom Procedures (Forms) | <input type="checkbox"/> | <input type="checkbox"/> |
| c) Documents to be accomplished for export purpose | <input type="checkbox"/> | <input type="checkbox"/> |
| d) Format of contracts | <input type="checkbox"/> | <input type="checkbox"/> |
| e) Addresses of Trade Promotion organisation | <input type="checkbox"/> | <input type="checkbox"/> |
| f) Tariff barriers | <input type="checkbox"/> | <input type="checkbox"/> |

PLEASE TICK IN THE APPROPRIATE BOX

7 Trade Opportunities & Investments

| | Yes | No |
|---|--------------------------|--------------------------|
| a Request from Abroad for | | |
| 1) Trade partners | <input type="checkbox"/> | <input type="checkbox"/> |
| 11) Technical Partners | <input type="checkbox"/> | <input type="checkbox"/> |
| 111) Financial Partners | <input type="checkbox"/> | <input type="checkbox"/> |
| 1v) Joint Venture (Technical/ Financial) | <input type="checkbox"/> | <input type="checkbox"/> |
| b Project Information | <input type="checkbox"/> | <input type="checkbox"/> |
| c. Credit Ratings of Potential Partners | <input type="checkbox"/> | <input type="checkbox"/> |
| d Details on the firm | <input type="checkbox"/> | <input type="checkbox"/> |

PART C 1 Information on Market Intelligence Frequency

a) Fresh produce Daily Weekly Monthly
 Quarterly Yearly Forecasting

b) Processed Products

Quarterly Yearly Forecasting

c) Preference on Line Phone Email Fax Telex
 Specify others Daily Weekly Monthly

d) Historical Data 1) Raw Data
 11) Analysed Data

e) Analysed Data

| | Monthly | Yearly |
|---------------------------------------|--------------------------|--------------------------|
| 1) Value of items per kg | <input type="checkbox"/> | <input type="checkbox"/> |
| 11) Trend Analysis on Prices | <input type="checkbox"/> | <input type="checkbox"/> |
| 111) Trend Analysis on Supply | <input type="checkbox"/> | <input type="checkbox"/> |
| 1v) Trend Analysis on off seasonality | <input type="checkbox"/> | <input type="checkbox"/> |

f) Market Intelligence on Competitors .

Prices Quantity

g) Market Intelligence on supply of Produce/Products of Competing countries

F O B Prices Quantity
 Government Incentives

h) Market Forecast for your products/produce Yes/No

2 Please specify the name of the Regions/Countries for which you would require information on the above (A to C) .

1

2

3

4

5

6

3 Are you ready to purchase information Yes No

a) Regular Basis Adhoc basis

b) Frequency of Requirement Daily Weekly
 Monthly Quaterly Yearly

c) Amount to be spent ~~Rs~~ < Rs 1000 Rs 1000 to Rs 5000
 > Rs 5000

ANNEX C

MITCON IMPORT/EXPORT DATA BANK



AUGUST 06, 1993

SUB.: New Pricing structure for services of IMPORT/EXPORT Data Bank

We are enclosing for your information new pricing structure for the services of IMPORT/EXPORT Data Bank This will be helpful to you for guiding the clients (which you may come across) who are desire to avail the services of this Data Bank

Total charges will comprise of Computer Search Costs + The costs related to the quantum of data delivered

- 1) Annual Subscription Charges/Computer Search Cost = Rs 1000/-
(This will be charged only once provided client wants information for one full year The search cost will vary proportionate to the period of search)
- 2) Charges for quantum of data delivered
 - a) First 25000 entries = Rs 0 6 per entry
 - b) Next 1 lakh entries = Rs 0 3 per entry
 - c) Next 2 lakh entries = Rs 0 15 per entry

The standard format of one entry will be as follows

| Date | Item Code | Item Description | Qty | Unit | Value Rs (FOB) | Importers/Exporters Name | Country/Port of Export |
|-------|-----------|------------------|-------|-------|----------------|--------------------------|------------------------|
| ----- | ----- | ----- | ----- | ----- | ----- | ----- | ----- |

You may clarify any doubts, if any, in this connection from any member of our Group

RGV/AKS(6893)

PREAMBLE

Maharashtra Industrial And Technical Consultancy Organisation Limited (MITCON), PUNE, MAHARASHTRA, a joint venture of central financial institutions in INDIA viz ICICI, IDBI, IFCI, state corporations of MAHARASHTRA and Nationalised Banks, is now in operation for last 9 years. The various types of services include preparation of project reports for small, medium and large scale units besides assistance for modernisation, sick unit revival, energy audits, technology transfer, project monitoring and implementation services.

In the present scenario in INDIA where the Indian Economy is opened to the international competition, the policy of liberalisation, globalisation of trade and elimination of elaborate licensing procedures, the INDIAN industries have a golden

opportunity to enter into the global markets. In this context, MITCON realised that the INTERNATIONAL TRADE INFORMATION will be of prime importance, which can act as a catalyst, for utilising to the fullest extent, this opportunity. However, the prerequisite for any information being Accuracy, Authenticity and up-to-dateness, MITCON decided to set up an IMPORT EXPORT DATA BANK, through its TECHNOLOGY INFORMATION CENTRE (TIC), established with financial assistance from Consultancy Development Centre (CDC), New Delhi.

WORLD TRADE CENTRE (WTC), BOMBAY, joined hands with MITCON, in developing this databank, being actively engaged in rendering information services, to its members, through its research department.

UTILITY OF DATABANK ON IMPORTS AND EXPORTS

- 1) Identifying Import substitute products
- ii) Finding out Imports and Exports of different products in terms of values and quantities
 - Countrywise
 - Importer/Exporterwise
 - Portwise
- iii) Analysing trends of IMPORTS/EXPORTS
- iv) Planning of import/export strategies

BENEFICIARIES OF DATABANK

The users likely to be benefitted from the services of the databank are as follows

- Small,Medium and Large Scale Industries
- Financial institutions like IDBI,ICICI,IFCI,EXIM bank etc
- Chambers Of Commerce and industry associations
- Export promotional councils etc
- Professional Consultants
- Consultancy Organisations

SUPPLY OF INFORMATION :

The information can be supplied in 360 KB or 1 2 MB form

The information for the year 1991 is readily available while upto date information for the year 1992 & onwards can be had quarterly on payment of annual subscription fees

PRESENT SOURCES FOR IMPORT EXPORT TRADE INFORMATION

Directorate General Of Commercial Intelligence and Statistics, Ministry Of Commerce, Government Of India, Calcutta, publishes this trade statistics. However, the latest statistics available is for the year 1991 and it does not give micro level information such as name of the importer/exporter, price for the each

transaction, trend in variation of prices etc

There are sporadic efforts done by few companies in private sector, to supply this information. However, they give information only for selected sectors. Hence, the need for creation of such databank was felt by the industry.

METHODOLOGY FOR CREATION OF IMPORT EXPORT DATABANK

This databank is created by compiling the "DAILY LISTS" published by the customs departments of major ports in India like BOMBAY, CALCUTTA and MADRAS. The information from other major ports who publish "DAILY LISTS" will be included in this databank by end of 1993.

"DAILY LISTS" include the following information:

- i) Product Code (Internationally Standardised Harmonised Code)
- ii) Product Name
- iii) Value (FOB) in Rs
- iv) Quantity and unit
- v) Destination/Source Country
- vi) Name Of Indian Exporter/Importer

"DAILY LISTS" produced by these ports are compiled and the information is analysed with the help of specially designed software which enables information analysis for different products countrywise, importer/exporterwise and portwise.

SAMPLE OUTPUT-III
IMPORTS - FOOD & AGRICULTURE SECTOR
RANKING OF TOP TWENTY PRODUCTS FROM BOMBAY PORT DURING
JANUARY 1992.

| ITEMCODED | PRODUCT DESCRIPTION | VALUE IN Rs |
|------------|--|--------------|
| 07132000 | CANADIAN WHOLEGREEN PEAS PRAIRIE ROSE BRAND 1991 CROP | 138863209 00 |
| 07131000 , | CANADIAN WHOLE GREEN PEAS | 67491022 00 |
| 04050000 | BUTTER OIL GIFT SHIPMENT FOR CHARITABLE PURPOSE | 59125899 07 |
| 15119000 | SINDBAD VEGETABLE COOKING OIL | 53557783 00 |
| 15191000 | ACID OIL INDUSTRIAL GRADE | 34494045 00 |
| 08021100 | IRANIAN ALMOND KERNEL | 29695960 45 |
| 08041003 | DRY DATES ZAPAK HALAVI EXCLUDING SEEDLESS | 16467019 88 |
| 07133900 | MASOOR WHOLE | 15009334 00 |
| 08041000 | IRANIAN WET DATES | 14730060 38 |
| 07131001 | GREEN PEAS | 14377867 00 |
| 15201000 | CRUDE GLYCERINE | 13983255 00 |
| 18010000 | MALAYSIAN COCOA BEANS | 11034406 00 |
| 12060000 | HYBRID SUN FLOWER SEED | 7730499 00 |
| 07133100 | MUNG BEANS | 7480287 00 |
| 15191000 | C12-C18 FATTY ALCOHOL | 6769086 22 |
| 19193000 | C12 C18 FATTY ALCOHOL | 6769086 00 |
| 08041002 | WET DATESIRANIAN EXCLUDING SEEDLESS | 5426693 80 |
| 15193000 | OLEYL CETYL ALCOHOL 50/55 TYPE III (UNSATURATED ALCOHOL) | 5218185 00 |
| 07113100 | HUNGARIAN GREEN PEAS | 5203667 00 |
| 19019000 | CORD SOYA BLEND | 4729015 00 |

SAMPLE OUTPUT-IV
IMPORTS - FOOD & AGRICULTURE SECTOR
DIFFERENT PRODUCTS IMPORTED FROM PARTICULAR COUNTRY
(USA) FROM BOMBAY PORT DURING JANUARY 1992

| ITEMCODE | PRODUCT DESCRIPTION | VALUE IN Rs |
|--------------|---|---------------------|
| 04029900 | MILK POWDER | 3182 00 |
| 04050000 | BUTTER OIL GIFT SHIPMENT FOR CHARITABLE PURPOSE | 59125899 07 |
| 07101000 | SMODIN GREEN DRY PEAS U S NO 1 | 985624 00 |
| 07131000 | NO 1 WHOLE GREEN PEAS 'RUMBA' BRAND | 21838728 00 |
| 07131001 | GREEN PEAS | 3937643 00 |
| 07133300 | BLACKEYE BEANS | 997226 00 |
| 08021100 | ALMONDS HARDSHELL | 27710182 65 |
| 08021101 | INSHELL ALMONDS SOFT SHELL | 351433 00 |
| 08025000 | INSHELL PISTACHIOS | 962703 59 |
| 10019000 | SULGUR WHEAT (SWEEPING) | 226297 00 |
| 10070000 | SORGHUM GRAIN SORGHUM SEEDS | 1920 00 |
| 12060000 | HYBRID SUN FLOWER SEED | 7730499 00 |
| 12089000 | PROFLO (COTTONSEED FLOUR) | 871701 00 |
| 12099100 | SUGAR BABY WATERMELON SEEDS (FOR SOWING) | 4047318 00 |
| 13021900 | CARRAGEEN GRADE VISCARIN PS 222 IRISH MOSS EXTRACT | 4034746 00 |
| 15191000 | C12-C18 FATTY ALCOHOL | 6769086 22 |
| 15192000 | P&G FATTY ALCOHOL OF CO 1270=50BBLs | 452123 00 |
| 15193000 | C12-C18 FATTY ALCOHOL | 2256362 00 |
| Total | | 142399602 53 |

ANNEX D

SELECTED INFORMATION SOURCES AVAILABLE FROM CHEMONICS

PROEXAG's Commodity Price Database

Getting the right product to the right market at the right time is both an art as well as a science. There is a team in Guatemala that is trying to move some of the art to the science side by getting a better handle on product price histories. They have developed a computer program and database called the Commodity Price Database (CPD).

The team goes by the name PROEXAG (PRomotion of EXport Agriculture). They are a group of five consultants¹ working under contract to the United States Agency for International Development's Regional Office for Central American Programs (ROCAP). Four years ago, the team began working on improving and increasing exports of fruits, vegetables, and flowers from Central America. One of the early problems they encountered was the lack of up-to-date price histories for the products and markets they were interested in.

The United States Department of Agriculture and the United Nations International Trade Center generate regular reports on commodity prices in specific markets. However, other than USDA's annual summaries, price histories were hard to come by. So they decided to develop their own system. The result is the Commodity Price Database which currently holds about 100,000 price points among more than 70 products for over a dozen US and European markets over the last three years, and is rapidly expanding.

The great drawback to the CPD is that all of the data in the system have to be put in by hand. Data from the market price sheets must be keyed into the computer, product by product, market by market. Fortunately, the system is installed in the offices of the export federations of each Central American country, and they share the data they have entered, each benefiting from the data entry of the others. The PROEXAG team is hoping that when the USDA moves to a database system for receiving reports from its market reporters, that the CPD will be able to import the USDA data directly, without the need for the data entry step by the users.

Just what makes the CPD worth the effort? Because it tries to keep as much information as possible from the original market sheets, the CPD allows the user great flexibility in requesting reports. Users can generate price histories which

- combine or isolate varieties
- have user selected date ranges
- focus on product from specific countries or growing regions
- isolate specific product sizes or colors
- select a particular quality or range of product qualities
- select specific sale units
- adjust disparate sale units to a common reporting unit

In addition, the program allows users to exclude as well as include. For instance, one could ask for the prices of a product in a market arriving from everywhere except specific countries. In fact, the user can use as a selecting criterion, virtually any of the descriptors contained in the price sheets.

The reports can be requested for daily or weekly prices. For either, the highest and lowest price for either the day or the week is displayed, for product which met the user's criteria. For daily price histories, the high and low "mostly" prices are also reported. One of the program options is to request the report as a spreadsheet computer file rather than a printed report. The file can then be used in virtually any spreadsheet program or most graphing programs according to the user's desire.

As part of the process of defining the criteria for a report, the user indicates the unit for which the prices should be reported. Most commodities in most markets, are sold in a variety of containers. The program allows the user to specify one of those container sizes, and all of the data appropriate to the requested report are adjusted to the selected sale unit. Or, the user can ask for the prices to be given per pound, kilogram, gram, ounce, ton, or metric ton. For product which sells by count, the program will adjust prices to the count specified by the user, ones, tens, dozens, hundreds, or whatever.

Central American growers are using the price histories to help them understand the dynamics of the markets to which they export. The data help them see the price tendencies over time so they can better target when they try to be in the market with their product. Some people use the information to help them develop business plans. The export federations employ the system to generate product profiles.

The Guatemalan federation of exporters, GEXPRONT, holds an annual trade fair, called AGRITRADE. The theme of the fair is "Guatemala The Quality Alternative". For 1990 event, they used the CPD to illustrate the veracity of their theme. Figure 1 shows the price tendencies for snopeas in the New York wholesale market. For the period shown, Guatemalan product averaged 24 per cent higher prices than snopeas from all other sources. To create the figure, the CPD was asked to generate two price histories. First, a history was produced for snopeas in New York from the beginning of 1989 to August of 1990 for product of good quality and in good condition, that came from Guatemala. Second, another history was generated for snopeas in New York, also for product of good quality and condition, for the same time period, but excluding Guatemalan product.

The reports were requested as spreadsheets then graphed using PlanPerfect, a popular spreadsheet-graphics computer package. What took only a few minutes to extract from the CPD

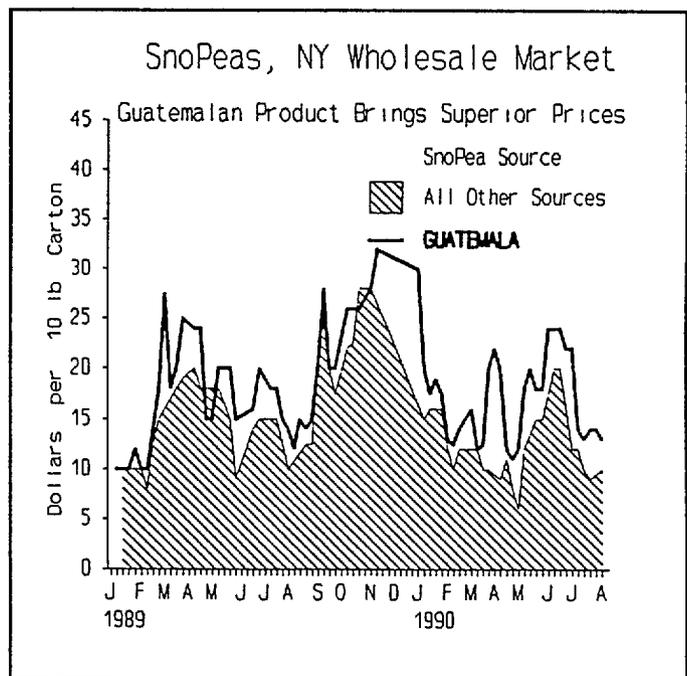


Figure 1 Data from the Commodity Price Database were used to show the superior prices received by Guatemalan Product

could have been more than a week of work for one person to compile the data from the original price sheets

The CPD can also be used to evaluate the advantages of exporting to different markets. Melons are increasingly important Central American exports. Many of the growers in the region have the option of sending product via ship to Miami, or sending it overland to Texas, with about the same cost for transportation. The CPD was used to compare prices for melons of different sizes. These price histories were produced as spreadsheets. The results for both Florida and Texas were combined and compared. While it might not hold true on any given day, the data showed there was a tendency for smaller sizes of fruit to bring better prices in Florida than in Texas. On the other hand, larger sizes tend to sell at a higher price in Texas than Florida. This holds true for both cantaloupes and honeydew melons. A grower might not find it worth his while to try and segregate his shipments by size, but if he knows that his harvest will tend to the larger sizes of fruit, he may do better to look for a receiver who is willing to handle his product if he ships to McAllen, Texas. Similarly, he might decide to ship to Pompano if he expects to have predominately smaller fruit.

The CPD can be used to help growers be realistic about their chances in a market. Tomatoes provide a good example. Because they can be an insect host, tomatoes from Central America can only enter the United States in green condition. Tomatoes from Holland and Israel, on the other hand, can arrive ripe. Ripe tomatoes generally bring much better prices than green tomatoes in the wholesale market. When requesting a price history for tomatoes in New York winter market, the user can specify that he wishes to exclude product arriving from Holland and Israel, thus protecting the Central American user from getting a distorted view of the opportunity for his product.

As with all information, properly used it can have great benefit, improperly used it can cause significant damage, or at least be misleading. Pineapple provides a good example. If a Central American grower looks at the general price tendencies for pineapple in the New York market, he might think it would be a good export crop to pursue. However, the CPD can be used to dis-aggregate the data in such a way as to help the grower understand that the opportunity may not be as golden as appeared at first blush. Table 1 shows a series of pineapple prices in the New York wholesale market for a short time period. This example output for a weekly price history shows high and low prices for pineapple for the first weeks of 1989. Note that the price range is quite wide. Depending on the grower's self confidence, he might guess he could at least hit the middle of the range. However, Figure 2, tells a different story. The CPD was used to request pineapple prices for product arriving in the New York wholesale market from anywhere except Hawaii, Honduras and Costa Rica. All of the pineapple arriving in the New York wholesale market from Hawaii, and virtually all from Honduras and Costa Rica are produced by multi-national corporations. They are vertically integrated operations, with high control over production, harvest, handling as well as transport, and with a competitive advantage over the independent grower. Table I shows that pineapple prices could be as low as the fifteen cent per pound range, but as high as sixty cents or, at times, reaching one dollar per pound. But Figure 2 shows that taking out the bulk of the multinational fruit brings the price range down dramatically. It costs about \$10.00 per 40 pound box to produce and export pineapple from Central America to the New York market, or about 25 cents per pound. Averaging the

price mid-point for each day for the period shown in Figure 2 yields a value of about 26.4 cents per pound. Suddenly, what looked like a good business opportunity, now only appears attractive for exporters looking for ways to reduce their net worth.

The CPD provides a tool to understand the market opportunities, but only as tempered with the analytical eye of someone knowledgeable in the product, production regions, and the market.

The CPD was created for the benefit of the export federations of Central America and their affiliated growers. In some instances, the database is accessed when a grower makes a specific request. In other countries, periodic reports are produced for dissemination among users.

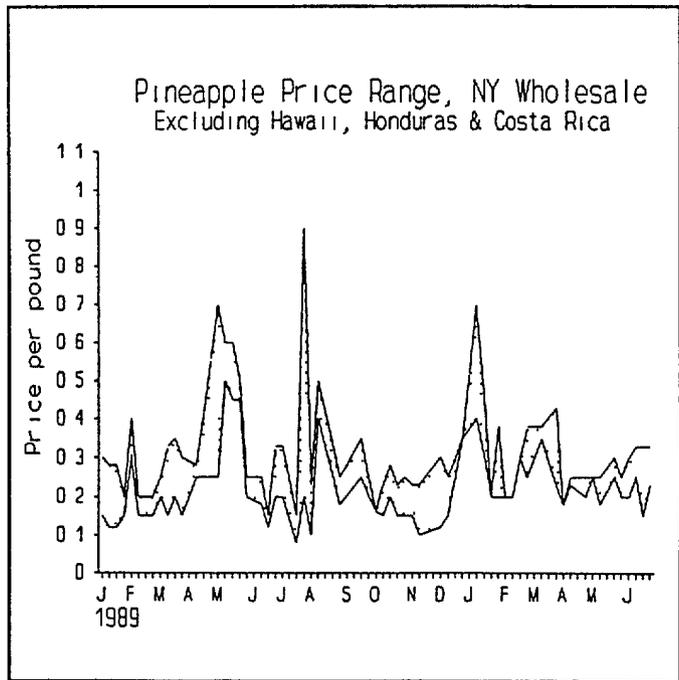


Figure 2 Pineapple price range after eliminating product from the multi-national corporations

Since the production of the CPD was accomplished by a project funded by the US Government, it will become public domain at the close of the PROEXAG project in September of 1991.

The program documentation is written in both English and Spanish, but the program screens are in Spanish. The program and data take about 13 megabytes of a computer's hard disk. It functions best on computers with an operating speed of at least 16 mhz, with a fast hard disk (25 ms or less), and an EGA or better monitor.

Inquiries for more information can be directed to Dr. Bruce Brower of the PROEXAG via the following address:

Bruce L. Brower Ph.D.
PROEXAG Project
Chemonics International
2000 M St NW #200
Washington, DC 20036

Table I Example output of CPD data for a weekly price history for pineapple for the first weeks of 1989 in the NY wholesale market

PROEXAG

H I S T O R I A de P R E C I O S 2.01 91

 Por SEMANA

| | | | |
|-------------------------------|------|-------|-----------------------|
| Fecha empezar busqueda | ... | ... | 1 01.89 |
| Fecha terminar busqueda | .. | .. | 31 12 90 |
| Producto(s): | . | . | Pineapple |
| Mercado(s) | .. | ..... | New York, NY |
| Origen del producto | .... | .... | - - |
| Termino de mercado | .... | .... | - - |
| Termino de demanda | .... | .... | - - |
| Termino de calidad. | .. | .... | Good (Buena) |
| Termino de condicion | .. | .... | Good (Buena) |
| Termino de cantidad | . | .... | - - |
| Procesado o fresco: | .. | .... | Fresh (fresco crudo) |
| Unidad de venta codificado? | .... | .... | - - |
| Unidades de venta: | ... | .. | - - |
| Tamaño codificado o literal?: | ... | .. | - - |
| Numero minimo/maximo | . | . | - - |
| Tipo de moneda | . | .... | - - |
| Tipo de venta | . | .... | Wholesale (por Mayor) |
| Datos grabados por. | .. | .... | - - |

Los precios se ajustaron a LIBRA
 Toda fecha esta en formato de dia.mes ano.
 Todos los precios se dan en dolares EEUU.

PROEXAG

H I S T O R I A de P R E C I O S 2 01 91
 Para Pineapple Pagina 2
 Precios Por LIBRA

| Semana de | Precio Bajo | Precio Alto |
|-----------|-------------|-------------|
| ----- | ----- | ----- |
| 9 01 89 | \$ 15 | \$ 60 |
| 16.01 89 | \$ 12 | \$ 60 |
| 23.01 89 | \$.12 | \$ 60 |
| 30 01 89 | \$ 15 | \$ 60 |
| 6 02 89 | \$ 30 | \$ 70 |
| 13 02 89 | \$ 15 | \$ 60 |
| 20 02 89 | \$ 15 | \$.60 |
| 27 02 89 | \$ 15 | \$ 60 |
| 6 03 89 | \$ 20 | \$ 60 |

**CHEMONICS HOME OFFICE LIBRARY
ELECTRONIC DATABASES AND ONLINE SERVICES**

There are a variety of in-house and specialty databases CD-ROM databases and online services available for staff use on the public access PC Training and assistance with use of these databases is provided by the librarian and documentation is available for most of the databases

A service which is available through the library is information from fee based online service suppliers This service is used to support technical research to field projects and consultants new business efforts recruitment and other corporate applications Information includes citations and abstracts for published materials and fulltext journal articles currency exchange rates commodity price data company financial data and contact data and more Refer to the service description or contact the library for detailed information

For those whom are interested with online services connection information is provided for the online research libraries and US Government bulletin boards which do not have access fees or charges These are listed on the last page

IN-HOUSE and SPECIALTY DATABASES

Chemonics Proposals full text files

This is not a database as none of the information is field or text searchable Proposal files are contained in regional directories LAC, ASIA, AFRICA, NEAREAST, CENTRAL IQC, EASTEURO In each regional directory are the project proposal directories Proposal directories contain the files for the Technical Proposal, Cost Proposal and the resumes of project staff The file name represents the proposal name or acronym and file extension represents the proposal country The BAFO, Clarifications and other following proposal volumes are not included

Chemonics Library, holdings catalog

Books located in the library regional libraries office locations

Proposals all proposals which Chemonics has submitted, and associated volumes from 1976-Present

Periodicals subscription issues which are located in the library, regional libraries, office locations

AID Telephone Directory

Updated monthly, searchable by Name Location and Organization of all AID employees worldwide

World Resources 1993 Guide to the Global Environment, World Resources Institute Contains world resource data for 500 variables which have time series data ranging for 2-75 years Data can be browsed and assembled by country country grouping, and variable code

World Development Indicators 1991, World Bank

Provides information on the main features of country social and economic development Most of the date is focused towards low and middle income economies, although comparable data is included for high income economies Time series are created by country indicator, or year

CD-ROM DATABASES

Governments Contracts Library disc 4 West Publishing Company

Federal Acquisition Regulations (FAR)

This disc contains all of the FAR system and selections from AID Handbook v14 procurement. Additional selections include the FAR System online archive and update Government Contracts Library Law Finder Selected United States Code Sections Keyes Government Contracts under FAR Cibinic and Nash Formation of Government Contracts Cibinic and Nash Administration Citations can be copied and downloaded directly to a Word Perfect file for document preparation.

CD-DIS AID Center for Development Information and Evaluation

The database identifies 7 000 projects initiated since 1974. Bibliographic description are given for 65 00 associated project and technical reports and 120 full text Evaluation reports are included.

National Trade Data Bank Department of Commerce December 1991 issue

This CD-ROM database is issued monthly which represents trade and export data from 14 federal agencies. Agencies included on this NTDB CD-ROM and examples of their data include (1) Board of Governors of the Federal Reserve System foreign spot exchange rates exchange value of the dollar stock price indices for the G-10 countries and interest rates (2) Department of Agriculture world production supply and distribution of agricultural commodities (3) Census Bureau Department of Commerce merchandise trade (exports and imports) population and projections to 2050 trade and employment (4) Bureau of Economic Analysis Department of Commerce national income and product accounts tangible wealth estimate annual US merchandise trade international investment position international transactions (balance of payments and foreign investment) (5) International Trade Administration Department of Commerce EC 1992 US Industrial Outlook, US foreign trade data (6) National Institute of Standards and Technology Department of Commerce National Center for Standards and Certification Information Report and Metric Report (7) US and Foreign Commercial Service Department of Commerce international market research, foreign traders index Basic Guide to Exporting (8) Department of Energy Energy Information Administration International Energy Database (9) Department of Labor Bureau of Labor Statistics international labor statistics international price indexes (10) Export-Import Bank of the United States quarterly report on bank programs (11) International Trade Commission, trade between the US and nonmarket economy countries (12) Office of the US Trade Representative Trade Projections Report to Congress, National Trade Estimate Report on foreign trade barriers (13) Overseas Private Investment Corporation program summaries and annual report (14) Small Business Administration small business information (15) CIA World Factbook and Handbook on Economic Statistics (16) University of Massachusetts exports by state country and industry.

CDMARC Library of Congress

The database contains five million records fully cumulated on six discs. These records include Library of Congress cataloged books serials maps music and audiovisual formats. Applications include bibliography development collection development reference cataloging and retrospective conversion. The software uses 19 searchable indexes including offers keyword searching.

US Code, US Government Printing Office

This CD-ROM provides full text access to all 50 titles as well as the Table of Popular Names Searches can be conducted by keyword or specific citation

Magazine Rack

Full text articles of 300 periodicals published during 1990

College Handbook 1992 College Board

Provides descriptive information on all degree programs and colleges in the United States

Illustrated Encyclopedia Toolworks

Academic American Encyclopedia containing over 30 000 entries and several thousand color illustrations Provides fulltext word searches Articles represent the full range of general information of science and technology arts geography medicine health social science religion philosophy contemporary life sports government, politics and more

Reference Library Toolworks

Contains the following books Webster's New World Dictionary Webster's New World Thesaurus dictionary of Quotable Definitions New York Library Desk Reference Dictionary of 20th History K J Lasser's Legal and Corporation Forms for the Smaller Business Guide to Concise Writing Spelling Checker National Directory of Address and Telephone Numbers

PC-SIG Library Toolworks

Shareware software

Food Agriculture and Science CGIAR World Bank

This is a CD-ROM, 1989 prototype with 20 books full text and illustrations representing 20 agricultural research center world wide This is the first in a series which will eventually constitute a full agricultural library on CD-ROM The CD-ROM contains trilingual aids in English French and Spanish Text and image information can be printed or saved to a file

The product is to be released in 1993 This is a set of 17 CD-ROM discs containing 2,000 documents, from the 20 research centers, published from 1965 to 1985 The database is completely searchable with the index on one disc The second release will contain publications from 1986 to present

ON-LINE SERVICES

Economic Bulletin Board Department of Commerce

Provides trade leads through the US & Foreign Commercial Service. Some of the data which is available includes USAID trade leads are maintained by the Procurement Adjust Information data base. Updated quarterly, the file shows pending procurement opportunities in developing countries. Eastern Europe Business Information Center collects trade development opportunities for the countries in Eastern Europe. US Department of Agriculture collects leads relating to agricultural products. US&FCS creates a series of International Market Insight reports, containing timely analyses of marketing conditions overseas. Also provides a list of US Embassies and Consulates with key officers and contact information.

Global Land Information System

Interactive system from the US Geological Survey providing information about the Earth's land surfaces. Contains references to regional, continental, and global land information including land use and land cover, soils, cultural, topographic, remotely sensed satellite and aircraft data. This system contains data sets of information which can be set up to list items of available data types.

Washington Research Library Consortium

Access to the library holdings of George Washington University, Georgetown University, American University, Catholic University, George Mason University, George Mason Law library, Marymount University, Gallaudet University.

Victor On-Line Catalog

Provides access to combined union catalog of the University of Maryland Library System, Carl System, Uncover for document delivery services and library holdings outside of the University of Maryland system.

Agricultural Library Forum (ALF), National Agricultural Library

Economic Research Service (ERS) USDA

Pollution Prevention Information Clearinghouse (PPIC), EPA

Pollution Prevention Information Exchange System (PIES), International Cleaner Production Information Clearinghouse (ICPIC), OzonAction Information Clearinghouse (OAIC).

FedWorld, NTIS

Provides a central point of connectivity of information from the US Government. This is also a gateway to government electronic bulletin boards worldwide. A selected list includes:

ALF (Dept of Agricul) National Agricultural Library BBS, EBB (Dept of Commerce) Economic data and information, NDB-BBS (Dept of Agricul) Human Nutrition Information Service, USCS-BBS (Customs) Customs and Exchange Rate Data & Info, USGS-BBS (USGS) Geological Survey BBS/CD-ROM Info, PPIC-BBS (EPA) Pollution Preven Clean Product, Ozone, Gulflink (EPA&NOAA) Gulf Coast Pollution Information, STIS (NSF) Science & Technology Information System, DRIPSS (EPA) Drinking Water Info Processing Support, PIM BBS (EPA) Pesticide Information Network, SWICH BBS (EPA&SWANA) Solid Waste Management, NPS-BBS (EPA) Nonpoint Source Program BBS.

A complete list is available online and in the FedWorld section of the documentation notebook.

The following online services are available through the library. Requests for information retrieval are given to the Librarian who will conduct the search. Details on subject content of the databases can be provided.

Dialog

Contains over 500 databases with a system content in excess of 330 million records. These records range from fulltext journal articles, bibliographic citations and journal abstracts, referencing journal original source, patent conference paper, directory listings of companies, associations or people, company financial statements, and more.

Subject coverage: news and current events, agriculture, technology, business, science, economics, currency exchange rates, law, engineering, medicine and more.

Dun & Bradstreet

The reports provide detailed company financial data.

Business Information Report: detailed company financial profile reports and unanalyzed background information on a company's history, payments, finances and operations.

Payment Analysis Report: in-depth analysis of a firm's current and past payment habits as reported by D&B. Illustrates how a firm pays certain industries, certain credit amounts, and how its payment record compares to similar firms of same industry.

Credit Advisory Report: credit check, assessment and analysis of a company's credit risk calculated at time of inquiry.

Credit Scoring Report: level of payment risk associated with a company. Includes a consistent benchmark for evaluating the probability that a company will become delinquent in payments during the next 12 months.

Interact Report: details concerning the personal credit history of individuals who are principals of sole proprietorships or general partnerships.

Data Star

Contains over 200 databases. The service is similar to Dialog, although there are many databases which are unique to Data Star. The focus of this service is European business and political affairs. Data Star is also the gateway to Tradstat.

Tradstat

Provides world trade statistics from official government import/export information on all reported commodities traded by Europe, USA, Canada, South America and the Far East. It is estimated that this database covers 90% of world trade. Data is generally online within 4-10 weeks of the trading month. The data covers over 60,000 traded commodities.

SICE Organization of American States (OAS)

Provides information on the import/export markets of all OAS member countries and country tariffs and regulations. Each record provides the US Harmonized Tariff Schedule classification number. Also included in the SICE database are the US Import and Export Statistics, US Directory of Importers and Exporters, Markets, Primary Wholesale Selling Prices, Business Opportunities of Supply and Demand.

The following online services are available free and can be accessed by anyone with a PC and a modem For assistance with setup or system documentation for any online service please contact the Library

The logon telephone number follows the service For each of these services the modem protocols are

Baud Rate 300 1200 2400

Data Bits 8

Stop Bits 1

Parity None

Washington Research Library Consortium 202 223 4178

| <u>Prompt</u> | <u>Type</u> |
|---------------------|-----------------|
| | <Enter> <Enter> |
| Dial | 05/ALADIN |
| Enter Terminal Type | VT100 |

Follow on screen instructions

Victor On-Line Catalog 301 403 4333

| <u>Prompt</u> | <u>Type</u> |
|--------------------|---|
| "annex" prompt | <Enter> every second until annex prompt |
| Welcome to Victor | telnet victor umd edu |
| Available services | |
| EXIT PAC | pac |

Follow on screen instructions

The following are bulletin boards available through US Government agencies After connection <Enter> twice and follow registration procedures There is no fee for registration or use of the service

Agricultural Library Forum 301 504 5496

Economic Research Service 202 219 0377

Pollution Prevention Information Clearinghouse 703 506 1025

FedWorld 703 321 8020

STRUCTURE OF HOLDINGS IN CHEMONICS MIAMI HORTICULTURAL
INFORMATION CENTRE

OVERALL STRUCTURE

| | |
|--------------|---|
| SECTION I | DEVELOPMENT THEMES |
| SECTION II | REFERENCE BOOKS |
| SECTION III | TARGET MARKETS |
| SECTION IV | COMPETITORS |
| SECTION V | STATISTICS |
| SECTION VI | NON-TRADITIONAL EXPORTS (excluding agriculture) |
| SECTION VII | NON-TRADITIONAL AGRICULTURAL EXPORTS |
| SUBSECTION A | EDIBLE HORTICULTURAL CROPS/PRODUCTS |
| SUBSECTION B | ORNAMENTAL HORTICULTURAL CROPS /PRODUCTS |
| SUBSECTION C | INDUSTRIAL HORTICULTURAL CROPS/ PRODUCTS |

DETAILED STRUCTURE

SECTION I GENERAL THEMES IN ECONOMIC DEVELOPMENT

Appropriate Technology
Democratic Initiatives
Development Policy
Enterprise Development
Environment
Export/Import Procedures
Export Promotion
Financing
Free Trade Agreements
Investment Promotion
Monitoring and Evaluation
**Non-Traditional Agricultural Export (NTAE)
Development**
Non-Traditional Export (NTE) Development
Privatization
Research & Development
Trade Associations
Trade Promotion
Trade Shows
Training
Women in Development

SECTION II REFERENCE BOOKS(groups together bound volumes on any / all topics shown)

SECTION III TARGET MARKETS

SUBSECTION A NORTH AMERICA

CANADA

U.S.A.

EAST COAST

MIDWEST

WEST COAST

MEXICO

SUBSECTION B CENTRAL AMERICA

BELIZE

COSTA RICA

EL Salvador

Guatemala

Honduras

Nicaragua

Panama

SUBSECTION C SOUTH AMERICA

Argentina, Bolivia, Brazil, Chile, Colombia, Ecuador, Guyana, Paraguay, Suriname, Uruguay, Venezuela

SUBSECTION D CARIBBEAN

Aruba, Barbados, Curacao, Dominican Republic, Eastern Caribbean, Haiti, Jamaica, Trinidad & Tobago

SUBSECTION E EC COUNTRIES

Belgium, Denmark, France, Germany, Greece, Holland, Italy, Ireland, Luxembourg, Portugal, Spain, United Kingdom

SUBSECTION F NORTHERN EUROPE

Finland, Norway, Sweden, Switzerland

SUBSECTION G CENTRAL AND EASTERN EUROPE

Albania, Baltic States, Bulgaria, Czechoslovakia, Hungary, Poland, Romania

SUBSECTION H SOUTHERN EUROPE

Cyprus, Turkey

SUBSECTION I NEWLY INDUSTRIALIZED STATES

Georgia, Khazakistan, Latvia, Russia, Ukraine, Uzbekistan

SUBSECTION J MIDDLE EAST

Gulf States, Iran, Jordan, Saudi Arabia, Israel

SUBSECTION K NORTH AFRICA

Algeria, Egypt, Morocco, Tunisia

SUBSECTION L WEST AFRICA

SUBSECTION M EAST AFRICA

SUBSECTION N SOUTHERN AFRICA

SUBSECTION O ASIAN SUBCONTINENT

Burma, India, Nepal, Pakistan, Sri Lanka

SUBSECTION P PACIFIC RIM

China, Japan, Hong Kong, Korea, Taiwan

SUBSECTION Q SOUTHEAST ASIA

Indonesia, Malaysia, Philippines, Singapore, Thailand, Vietnam

SUBSECTION R AUSTRALIA AND NEW ZEALAND

SECTION IV COMPETITORS(Selected countries among those listed in target market section)

SECTION V STATISTICS

SECTION VI NON-TRADITIONAL EXPORTS (excluding agriculture)

Artisanry, Aquaculture, Electronics Assembly, Garments, Data Services, Hides, Skins, Leather, Metal Working, Mariculture, Wood Products

SECTION VIII NON-TRADITIONAL AGRICULTURAL EXPORTS

SUBSECTION A AGRICULTURAL THEMES

Agribusiness Feasibility Studies, Agricultural education, Agricultural Extension, Agricultural Marketing, Agricultural Policy and Planning, Agricultural Research, Agricultural Statistics, Agricultural Trade, Animal Husbandry, Animal Quarantine, Bibliographies and Catalogs, biotechnology, Commodity Systems, Crop Diversification, Farm

Budgets, Project Analysis, Food Safety, Fruit Flies, Growth Regulators, Hydroponics, Information Management, IPM, Irrigation, Machinery and Equipment, Organic Farming, Pesticide Handling and Use, Pesticide Regulation, Pesticide Quality, Pest/Disease Control, Plant Quarantine Restrictions, Plant Quarantine Treatments, Producer Associations /Cooperatives, Seeds and Planting Material, Small Farmer Development, Soils, nutrition and Fertilizers, Sustainable Agriculture.

SUBSECTION B EDIBLE HORTICULTURAL CROPS/PRODUCTS

1. THE FRESH PRODUCE INDUSTRY Industry Conduct, Performance and Trends production, Post-Harvest Handling, Pre Cooling and Refrigeration, Quality Control, Transport, Marketing, Sales and Merchandising

2. THE PROCESSED PRODUCE INDUSTRY · Aseptic Packaging, Canning, Dehydration, Juices, Pulps, Concentrates, Freezing, Souz-Vide

Selected Products

- Canned Tomato Paste/Concentrate
- Canned/Frozen Asparagus
- Frozen broccoli
- Frozen Cauliflower
- Frozen Edomame
- Frozen Melon balls
- Frozen Okra
- Prunes
- Raisins
- Frozen Sno Peas
- Frozen Strawberries

3 MAJOR PRODUCE GROUPS

Berries, Citrus, Cucurbits, Leafy Greens, melons, Roots and Tubers, Specialty Fruits, Specialty Vegetables

4 INDIVIDUAL PRODUCE CROPS

Abiu, Alfalfa Sprouts, Amaranth, Apples, Apricot, Arrowroot, Artichokes, Arugula, Asparagus, Atemoya, Avocados, Babaco, Bamboo Shoots, Banana, Beans, Dried, Beans, Succulent, Beets, Bitter Melon, Melon, Blackberries, blood Orange, Blueberries, Bok Choy (also Pak Choy, Celery, Mustard, Chinese, Mustard), Boniato (also white Sweet Potato, Camote, batata), Breadfruit, broccoli, brussel Sprouts, Cabbage, Cactus Leaves, Calabash, Calabaza, Canistel, Canteloupe, Caper, Cardoon, Carob, Carrot, cassava (also Maniohot, yuca, manioc), Castorbean, Cauliflower, Celery, Celery Root, Ceriman, Chards, Cherimoya (also Custard Apple, Sherbert Fruit), Cherries, Cherry,

Barbados (also Acerola), Cherry, Surinam, Chicory, Chickpea, Chinese Long Bean, Chinese Jujube, Clementines, Coconut (also Coquito), Collards, Corn, Sweet, Corn, baby, Cornsalad (also Mache), Cranberries, Cucumbers, custard Apple, daikon (also Oriental Radish, Lo Pak, Japanese Radish)

Dasheen (also Taro, Eddo), Dates, Durian, Eggplant, Endiva (also Escarole), Fejoa (also Pineapple Guava), Fiddlehead Fern, Fuji Apple, figs, Gobo, golden Apple (also June Plum, Jew Plum), gosseberry (also Physalis), Granadilla, Grapes, Table, Grapefruit, Guavas, Horseradish, Honeydew, Joboticaba, Jackfruit, Jerusalem Artichoke (also Sun Chokes), Jicama (also Mexican potato), Jicaro, Kale, Kiwano (also Horned Melon), Kiwi, Kohlrabi, Kumquat, labah, Lady Apple, Langsat, Lavander Gem, Leek, lemons, Lettuce, Limes, Lychee (also yautia), mammee-apple (also Mamy-Apple), Mangos, mangosteen, melons (inc Canary, Crenshaw, Casaba, persian, Spanish, Santa Claus, Galia), Monstera, Mushrooms, Nappa (Chinese Cabbage), Naranjilla, Nectarines, Okra, Olive, Onions, Green, Onions, Pearl, Onions, Storage (inc. Red, White, yellow, Spanish), Onions, (Sweet), Oranges, Palmhearts, Papaya, Parsnip, Passionfruit, pawpaw, Peas (inc. Snowpeas, Sugarsnaps), Peas, Sweet, Peas, pigeon, Peaches, Pears, Pepino Melon (also Melon Pears, Mellowfruit), Peppers, bell, Peppers, hot (Chili, Jalapeno, Cayenne, tabasco), Persimmon, Pineapples, Pitaya, Plantains, Plums, Pomegranate, Potatoes, Prickly Pear, Pummelo (also Shaddock), Pumpkin, Quince, Radicchio (also Red Chicory), Radish, Rambutan, Rapini, Raspberries, Rhubarb, Rutabaga, Salsify (also Oyster Plant), Sapodilla, Sapote, Black, Sapote, Mamey, Sapote, White (Zapote), Shallot, Sharonfruit, Sorrel, Soursop, Spinach, Squash, Baby, Squash, Chayote (also Vegetable Pear), Squash (hard), Squash (Soft), Starfruit (also Carambola), Star apple, Strawberries, Sugar Apple, Sugarcane, Sweetsop, Sweet Potato, Tamarind, Tamarillo, Tangelo, Tangerine, Tomatoes, Tomatillo, Truffle, Turnip, Uglifruit (Homlfruit), Waterchestnut, Watermelon, Wintermelon, Yams

6 HERBS

General Information, Anise, basil, Chervil, Chives, Cilantro, Dill, Fennel, Garlic, Ginger Root, Lemon Grass, Marjoram, Mint, Oregano, Parsley, Rosemary, Sage, Sarsaparilla, Savory, Tarragon, Thyme, Watercress

7 SPICES

General information, Allspice/Pimento, Anise Seed, Annato Seed, Basil, Cardamon, Cassia, Cinnamon, Cloves, Coriander, Cumin, Ginger, Marjoram, Mustard, Nutmeg, Oregano, Paprika, Pepper, Saffron, Sage, Sesame, Thyme, Turmeric

8 NUTS

General information, Almond, Hazelnut, Macadamia, Peanut, Pistachio, Walnut

SUBSECTION C PLANTATION CROPS

Coffee, Cotton, Sugarcane, Tea

SUBSECTION D INDUSTRIAL HORTICULTURAL CROPS/PRODUCTS

African palm, Aloe, Crambe, Guayule, Jojobe, Kenaf, Loofah, Vanilla, Vernonia

**SUBSECTION E ORNAMENTAL HORTICULTURAL CROPS
/PRODUCTS**

1 THE CUT FLOWER INDUSTRY

Cut Flowers : Production

Cut Flowers : Post Harvest

Cut Flowers · Transport

Cut Flowers · Marketing

2 INDIVIDUAL FRESHCUT FLOWERS

Agapanthus, Alstroemeria, Anthurium, Aster, bird of Paradise, Calla, Carnations (inc Miniature, standard), chrysanthemum (inc Standard, Pompon, Spider), Daiseys, Gerbera, Gladiolus, Ginger, Gypsophila, heliconia, Iris, Kangaroo Paws, Larkspur, Liatris, Lisianthus, Orchid, Protea, Roses, Roses, Tea, Sandersonia, Statice, Tuberose, Trachelum

3 INDIVIDUAL FOLIAGE CROPS :

Asparagus Fern, Leatherleaf Fern, Ming Fern, Sprenger, Tree Fern

4 ORNAMENTAL PLANTS

General information, Aglaonema, Bromeliads, Caladium, Calathea, Chamaedorea, Dieffenbachia, Dracaena, Ficus, Massangeana Cane, Strelitzia, Tillandsia

MAHRATTA CHAMBER OF COMMERCE AND INDUSTRIES

COMPUTERISED AGRO-BUSINESS TRADE INFORMATION CENTRE

I INFORMATION SYSTEMS IN GENERAL

a Objective

b Functions

c. Applications

13. **Product Statistics**
14. **Trade Statistics**
15. **Industry Trends**

Library

1. **Edible Horticultural Crops**
 - A. **Fresh Fruit & Vegetables**
 - B. **Processed Fruit & Vegetables**
 - C. **Herbs**
 - D. **Spices**
 - E. **Nuts**
2. **Ornamental Horticultural Crops**
 - A. **Cut Flowers**
 - B. **Foliage**
 - C. **Ornamental Plants**
3. **Industrial Crops**
4. **Target Markets**
5. **Competitors**
6. **Agricultural Themes**
7. **Statistics**
8. **International Commerce**
9. **Reference Books**
10. **Agricultural Periodicals**

| | Analytical Tools | Databases/ Data Sets | Technology/ Information Packages | Advisory Services |
|-----------------------------|---|---|---|--|
| Production | Cost of Production Template | Varietal Selection & Sources Indices of Maturation Principle Growing Areas Seasonality of Supply Major Growers | Tissue Culture Soil Analysis Foliar Analysis Pest/Disease ID & Control Manipulation of Vegetative Cycles | Farm Planning Land Preparation Soil Water & Mgmt Pest/Disease Mgmt Cultural Practices Varietal Selection |
| Post-Harvest | | Packing & Packaging Standards & Techniques Grades & Standards Crop Pesticide Usage/ Legal Tolerances* | Cooling Techniques & Equipment Packing Shed Design & Equipment | Pre-cooling Quality Control in Packing Refrigeration Management |
| Transport | Rate Calculation Template | Routes & Services | Container Types Sizes & Capacities** Loading Patterns & Loadabilities** Modified or Controlled Atmosphere Transport Temperature & Ethylene Compatabilities | Selection of Transport Mode & Carrier Calculation & Negotiation of Rates Constraints Analysis Monitoring Shipments Prefeasibility Studies* |
| Processing | | Target Market Regulations Producing Areas Volumes and Timing | Pre cut Canning Freezing Sous vide | Technology Selection Pre- and Feasibility Analysis |
| Marketing | Analysis of Comparative Advantages (COMPEX) | Pest/Plant Quarantine Regulations Commodity Price Database (CPD) Trade Trends by Crop Producing Areas, Target Markets | Competitive Analyses by Country & Company Profiles of Sales Agents Target Market Legislation on Produce Import Trade | Interpretation of Price Data Analysis of Profitability Managing the Buyer Seller Relationship Market Studies Market Tours |
| Cross-cutting Themes | | Expert Consultants | Crop Information Packages Institutions Legislation | Association Development Business Analysis & Planning Policy Analysis Contract Farming Minikit Preparation Videos* |

PDM suggested additions

*PDM suggested moving these data sets to info packages

75

ANNEX E

OVERVIEW OF THE CENTRE FOR QUANTITATIVE RESEARCH

CENTRE OF QUANTITATIVE RESEARCH

The Centre, established in 1985, aims at conducting economic studies, implementing the findings and promoting advanced level applications of computer in Government, Business and Industry. The Centre has developed its own PC-compatible packages which are capable of conducting :

- 1) Tabulation of Data
- 11) Statistical Analysis of Data
(Regression Analysis, Analysis of Variance, Factor Analysis, etc)
- 111) Advanced Mathematical Analysis (Linear Programming, Simulation, Operations Research)
- 1v) Model Building and Testing, Forecasting

The Centre also provides statistical assistance in planning the surveys, sample-selection, questionnaire preparation and designing, data-entry, preparation of tabulation plans, interpretation of results and report writing.

The Centre has its own computers, with experienced staff from different disciplines like Mathematics, Statistics, Computer programming and Social Sciences.

* * *

HARVESTIME - CQR DATA BANK

With the experience of research on horticultural marketing, prices, processing and exports during the last 8 years, CQR has amassed a volume of information on almost all aspects of horticultural development in India. It is now completely computerised, menu-driven and with the facilities of updating and easy accessibility.

The data covers the following 36 products .

Fruits : Apples, Banana, Ber, Cashewnut, Coconut, Custard Apple, Figs, Guava, Grapes, Limes, Mango, Oranges, Papaya, Pineapple, Pomegranate, Sapota, Sweet Oranges.

Vegetables : Brinjal, Capsicum, Carrot, Cabbage, Cauliflower, Cucumber, French beans, Garlic, Ginger, Green Peas, Green chilly, Ladies Finger, Onion, Potato, Spinach, Tomato

To be added : Roses and other flowers, Mushrooms

For each of these products, the information covers, inter alia, the following :

INFORMATION CATEGORIES :

1. Product description, food values, botanical and Indian names, varieties grown
2. Production (Area, yield and output) in the world (country-wise), in India (state-wise) and in major states (district-wise), in the form of time-series
3. Processing of products, main products and bye-products processed; process yields; varieties used for processing, major manufacturers in the world and in India, financial performance of large units in India; packaging of products, market-size of products.
4. International trade (country-wise), in fresh and processed products, Quantity and value - in the form of time-series, popular varieties; list of international importers; list of Indian Exporters
5. Indian Trade in Fresh Products; Popular varieties, Market Size, Prices and arrivals as time-series, seasonality in arrivals; major arrival centres and seasons; list of Traders

6. Domestic Policy for fresh and processed products; Industry Norms.
7. International policy for fresh and processed products; tariffs; standards.
8. Bibliography of books, reports; video-films and sources; names and addresses of Institutions.
9. News clippings from Indian and International newspapers and magazines

The above information is continuously updated and enlarged.

The information can be supplied to the user in any of the following ways :

1. Unprocessed Information (on as-is basis) for any product and for any or all Information Categories.
- 2 Processed Product-Note
- 3 Analytical Note on any Product and its category (Time series Analysis of prices, trade, production, etc)
- 4 Collection of supporting/ detailed information through field work and preparing notes/ reports on confidential basis. This would include feasibility report, market survey report, export potential study report, etc.

The Information can be supplied to the user in the form of on-screen display, print-outs (on dot matrix or lazer printer), on diskettes or can be communicated through electronic media

A demonstration diskette can be supplied on request.

* - *

ANNEX F

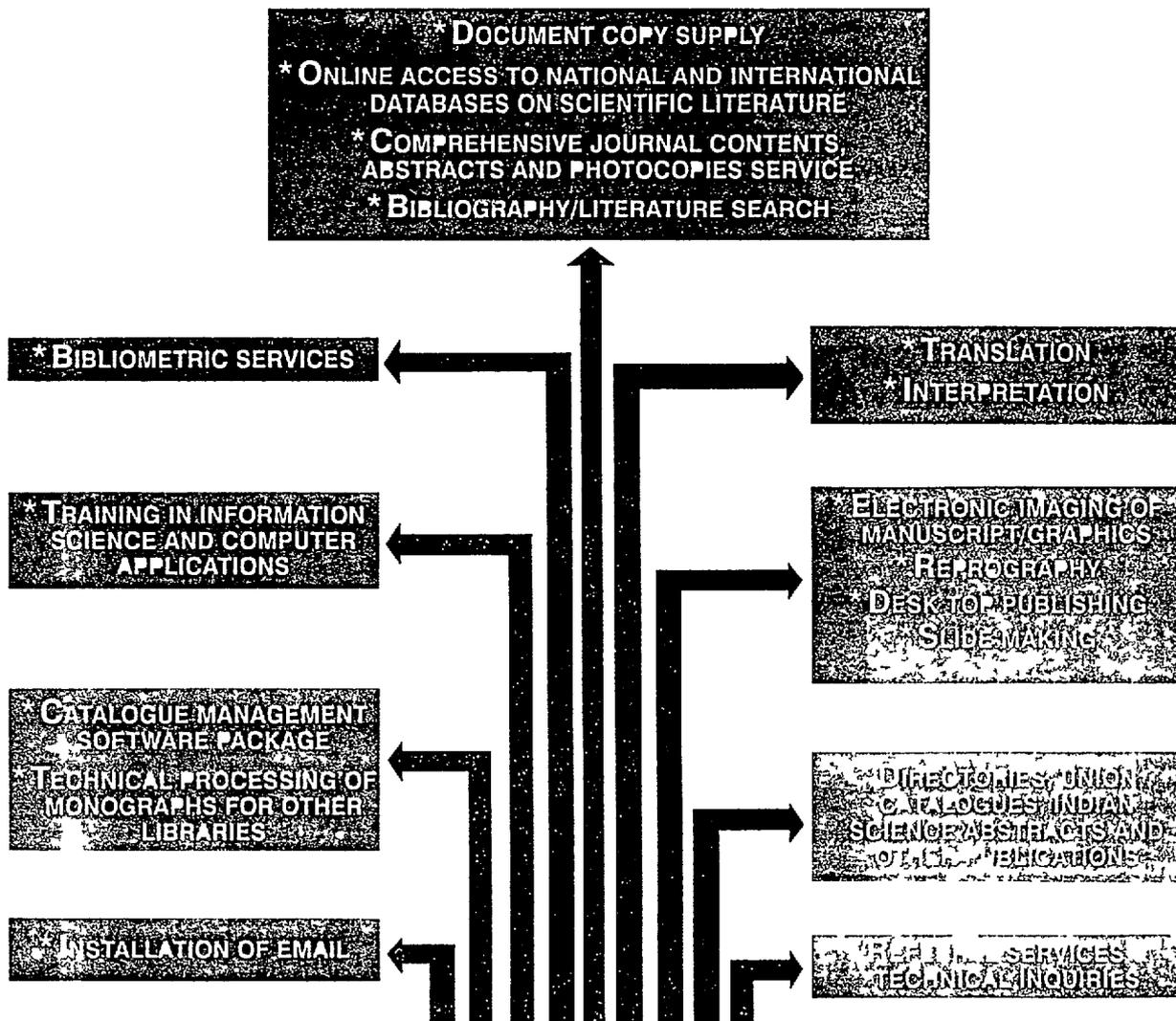
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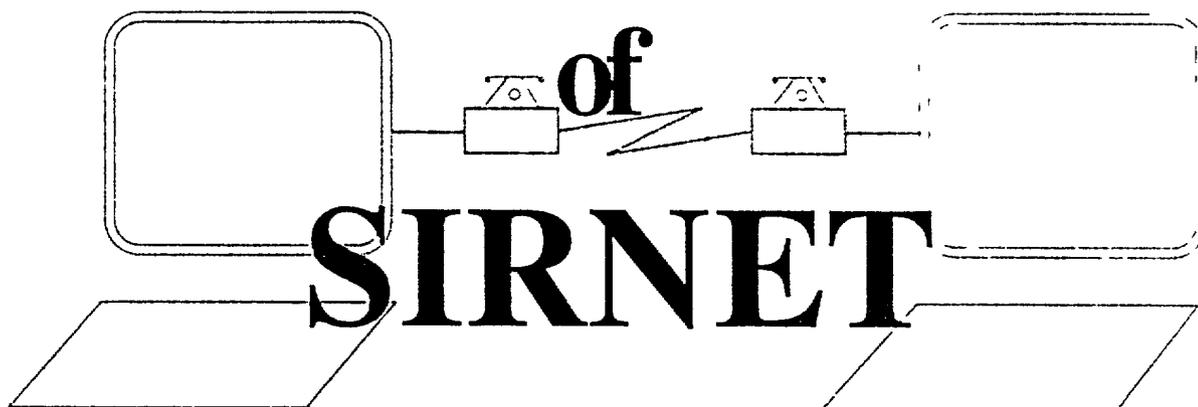
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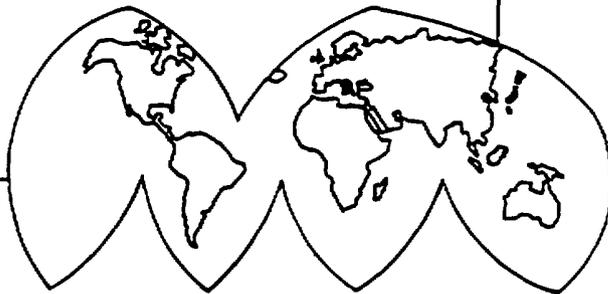
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MARKET NEWS SERVICE

MINS



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FOR COMMERCIAL AND STATISTICAL PURPOSES**

AN INTRODUCTION

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/GATT

G-1

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September 1993

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I PRODUCTS

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|------------------------|---------------------------|------------------------------|---------------------------|
| AVO Avocado | | APR *Apricot | |
| ABP Apple banana | | BLK *Blackberry | |
| BAB Babaco | | BLB *Blueberry | |
| CAR Carambole | | CFI *Cactus fig | |
| CHA Chayote | | CHE *Cherry | |
| CHM Cherimoya | | FIG *Fig | |
| COC Coconut | | GRA *Grape | |
| CUR Curuba | | KAK *Kaki/sharon fr | |
| DUR Durian | | KIW *Kiwi | |
| FJA Fejoia | | MEL *Melon | |
| GUA Guava | | NEC *Nectarine | |
| GRN Granadilla | | PCH *Peach | |
| JAC Jackfruit | | PEA *Asian pear/nashi | |
| JUJ Jujuba | | PHY *Physalis | |
| KWO Kiwano | | PLU *Plum | |
| KUM Kumquat | | RAS *Raspberry | |
| LIM Lime | | STR *Strawberry | |
| LIQ Limquat | | | |
| LIT Litchee | | <u>Vegetables</u> | |
| LOQ Loquat | | ART *Artichoke | |
| MAN Mango | | ASP *Asparagus | |
| MGS Mangosteen | | BNS Bean | |
| PAP Papaya | | CAS Cassava | |
| PAS Passion-fruit | | CHI Chilli | |
| PEP Pepino | | COR Baby corn | |
| PIN Pineapple | | COU *Courgette | |
| PTH Pitahaya | | EDD Eddoe | |
| PLB Plantain | | GIN Ginger | |
| POM Pomegranate | | LGR Lemongrass | |
| RAM Rambutan | | MGT *Mange-tout/ snow pea | |
| REB Red banana | | MVE Mini-vegetables | |
| SLK Salak | | OKR Okra | |
| SAP Sapodilla | | STE Sapote | |
| TAM Tamarillo | | SPO Sweet Potato | |
| TMD Tamarind | | TCH *Tomato (cherry) | |
| UGL Uglyfruit | | YAM Yam | |

*Products monitored only during the European import season from overseas countries, i.e. October/November to April/May

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mns european fruits and vegetables report number 5 of
05 february 1992

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prices are given in the currency of the importing market

===

unless otherwise stated prices are per kg, imported by air

===

unless otherwise stated counts are per carton or per bag

===

/mangoes

===

Austria Brazil atk 8-10' 40 / South africa atk 8-12' 40

Denmark Brazil atk 17 00

Finland Zimbabwe zill sea 15 90

France Peru air 22 , sea 14-15 / South africa kent 22-24

Germany Brazil 3 75-4 25 / Peru 3 75-4 25 /

South africa 3 75-4 25

Holland Colombia atk 9' 7 15 /

Peru had sea 12-14' 3 50-3 85 , kent 8' 5 10 ,

atk 3 75-4 25 / South africa atk air 4 00-4 50 ,

zill sea 2 50-3 10

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Zimbabwe kent 18 00

Sweden Peru sea 16' 14 00 / Zimbabwe sea 14 00-15 00

Switzerland Colombia 12' 5 25 / Kenya 10-11' 4 00-4 60 /

South africa 12' 3 60-4 40

Uk Brazil atk sea 1 35-1 40 / Peru atk sea 1 60-1 80 /

South africa atk sea 1 15

/strawberries/fraises/fresas all prepacked or

===

Austria Colombia 120 / Israel 130

Denmark Colombia 64 00

Finland Colombia 56 00

France Colombia 46-50 / Usa 43-46

Germany Kenya 10 00 / Usa loose 11 50

Holland Colombia 16 00-17 50 / Guatemala 16 50 /

Israel 17 00 / Usa 17 00-18 00

Italy Israel 13,000 / Usa loose 8,600

Sweden Colombia 62 00-63 00

Switzerland Egypt 14 00 / Israel 14 00 / Usa loose 10 00

Uk Colombia 4 00-4 40 / Israel 5 00-5 50 / Kenya 3 60 /

Usa 5 20

/rate of exchange 04/02/91

===

1 us dlr equals

DM 1 60

BFR 33 01

FL 1 79

DKR 6 20

NKR 6 27

LST 0 56

LIT 1,201 70

FF 5 45

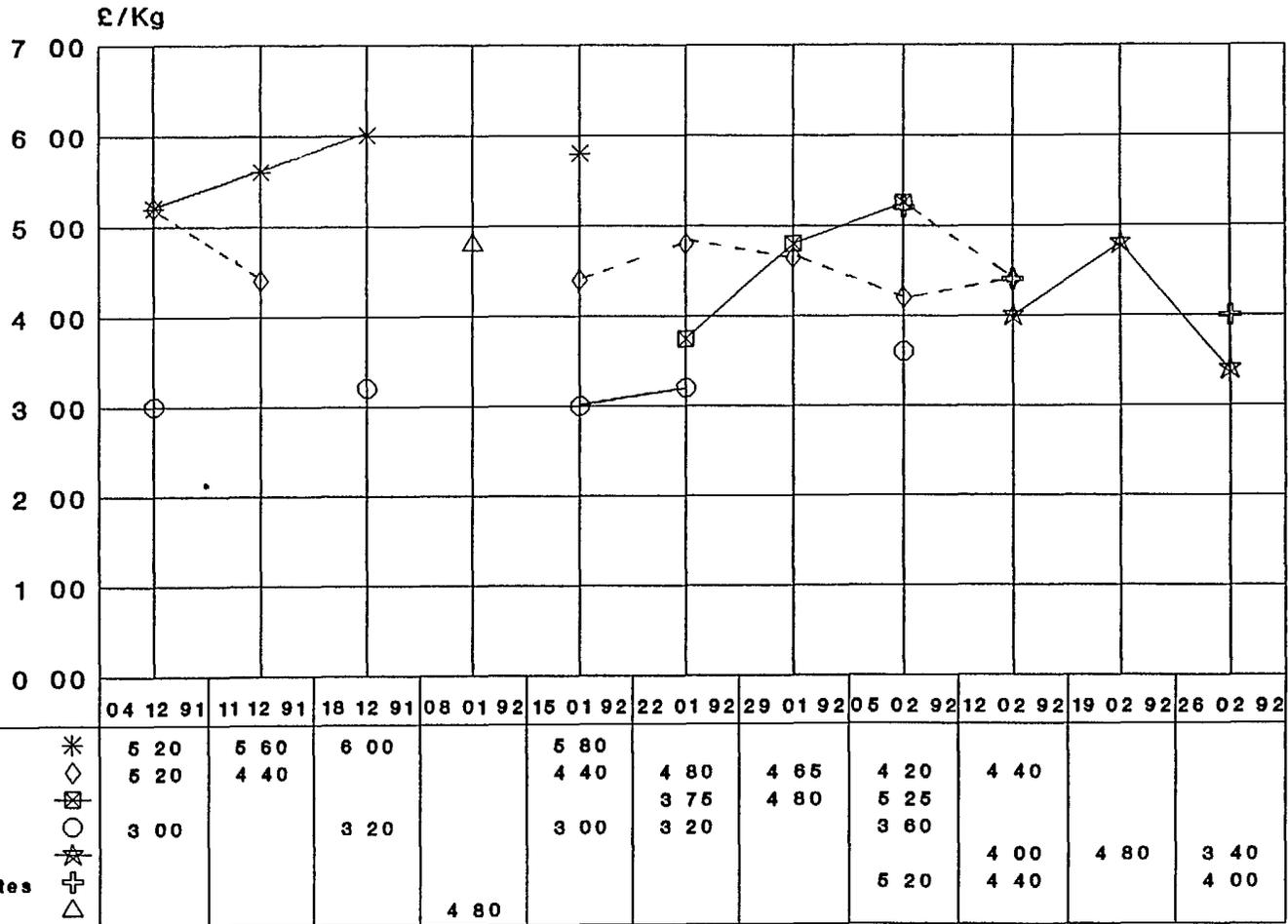
SFR 1 42

SKR 5 81

AUSCH 11 23

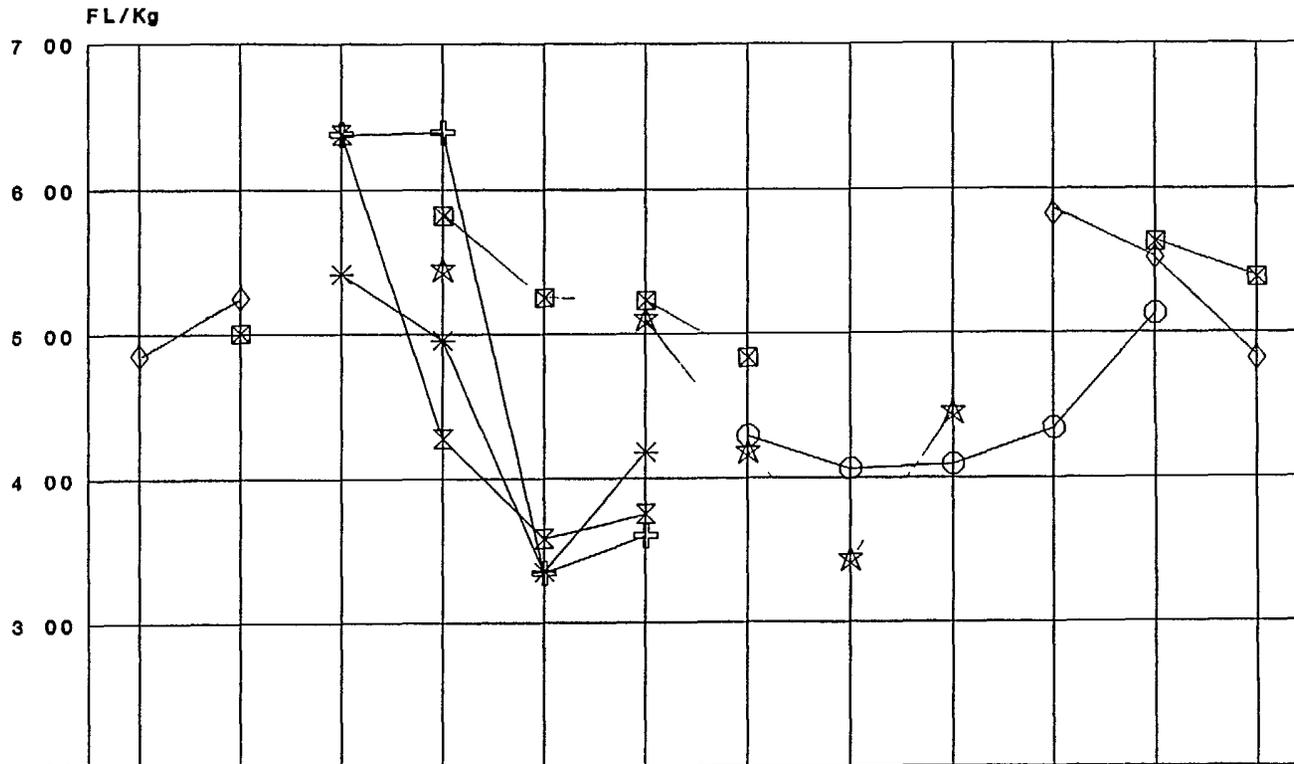
85

Strawberries average weekly wholesale prices, December 1991 to February 1992 United Kingdom



Source MNS/ITC

The Netherlands Average wholesale prices for Mangoes, in 1991



| | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec |
|----------------|------|------|------|------|------|------|------|------|------|------|------|------|
| Guatemala * | | | 5 42 | 4 96 | 3 35 | 4 18 | | | | | | |
| Brazil ◇ | 4 85 | 5 25 | | | | | | | | 5 83 | 5 52 | 4 82 |
| Burkina Faso X | | | 6 38 | 4 28 | 3 58 | 3 75 | | | | | | |
| Costa Rica † | | | 6 38 | 6 39 | 3 34 | 3 60 | | | | | | |
| Israel ○ | | | | | | | 4 29 | 4 06 | 4 09 | 4 34 | 5 13 | |
| Kenya □ | | 5 00 | | 5 82 | 5 25 | 5 23 | 4 83 | | | | 5 63 | 5 38 |
| Mexico ☆ | | | | 5 45 | | 5 10 | 4 18 | 3 43 | 4 45 | | | |

Source MNS/ITC

G-10

91

on 08/01/92

/mangoes

===

Austria Brazil atk 8-10' 40 / South africa atk 9' 40
Belgium Brazil sea 70 / South africa sea 80-85
Denmark Brazil 17 00 / Kenya 19 00
Finland Brazil 17 80
Germany Brazil atk 8-10' 4 00-4 25 , 12' 3 75 /
Kenya n'gow 4 50
Holland Brazil air 5 00-5 25 , sea 4 00-4 50 /
Kenya 5 25 / Peru haden 6 00 / South africa atk air 5 50 ,
sea 4 00
Italy Brazil 4,000-4,100
Norway Brazil 22 00
Sweden Brazil atk 13' 13 50-14 00 , 16' 17 00
Switzerland Brazil atk 3 75-4 25 /
South africa atk 4 50-4 75
Uk Brazil 1 50

Bahrain Australia 2 000 / Kenya 1 000-1 570
Qatar Kenya 6 00
Saudi Arabia Australia 20 00
U A E Kenya 7 80

US/rate of exchange 07/01/92

===

1 us dlr equals

| | |
|-------|----------|
| DM | 1 52 |
| BFR | 31 15 |
| FL | 1 71 |
| DKR | 5 89 |
| NKR | 5 97 |
| LST | 0 53 |
| LIT | 1,147 00 |
| FF | 5 18 |
| SFR | 1 35 |
| SKR | 5 53 |
| AUSCH | 10 68 |
| FMK | 4 13 |
| PES | 96 42 |

on 15/01/92

/mangoes

===

Austria Brazil atk 40 / South africa atk 40
Belgium Brazil sea 80 / South africa sea 80
Denmark Peru 16' 16 00-17 00
Finland Brazil 12' 17 80
France Peru haden 25 , kent 28 / South africa kent 22-25
Germany Brazil atk sea 4 25-4 50 /
Colombia atk sea 3 40-3 60 / Kenya ngo 5 25 /
South africa atk sea 4 25-4 50
Holland Brazil atk air 5 00-5 25 , sea 3 50-4 50 /
Kenya ngo 5 25-6 25 / Peru haden 6 25 , kent 6 00 ,
atk sea 3 75-4 75 / South africa atk air 5 75 ,
sea 4 25-4 75
Italy Brazil 4,000-4,150

Zimbabwe 12' 20 00
 Spain Israel keit 6-12' 650 / Local keit 6-12' 650
 Sweden Brazil 16' 16 00-17 00 / Kenya 12' 22 00-23 00
 Switzerland Brazil 5 00 / Peru haden 12' 4 50 /
 South africa atk-zill 12' 4 75
 Uk Brazil sea 1 50-1 75 / South africa 1 75-2 00

Bahrain Australia 2 000 / Kenya apple mango 1 000
 Qatar Sudan 4 00
 Saudi Arabia Australia 20 85 / Kenya 6 70
 U A E Australia 13 55 / Kenya 9 00

/rate of exchange 14/01/92

===

1 us dlr equals

| | |
|-------|----------|
| DM | 1 57 |
| BFR | 32 25 |
| FL | 1 77 |
| DKR | 6 09 |
| NKR | 6 18 |
| LST | 0 56 |
| LIT | 1,185 45 |
| FF | 5 36 |
| SFR | 1 40 |
| SKR | 5 72 |
| AUSCH | 11 05 |
| FMK | 4 28 |
| PES | 100 01 |

1 us dlr equals

| | |
|-------------------------------|-------|
| Dinar (Bahrain) | 0 376 |
| Riyal (Qatar) | 3 633 |
| Riyal (Saudi Arabia) | 3 743 |
| Dirham (United Arab Emirates) | 3 666 |
| Dinar (Kuwait) | 0 287 |

on 22/01/92

/mangoes

===

Austria Brazil atk 8-10' 40 / South africa atk 8-12' 40
 Belgium Brazil sea 75 / Peru 110 /
 South africa sea 75-85
 Denmark Brazil 13' 17 00 / Zambia 12' 21 00
 Finland Brazil atk 17 70 / Kenya 17 70
 France Peru air 22-25 , sea 18 / South africa kent 22-25
 Germany Brazil atk 5 00 / Kenya ngo 5 50 /
 South africa zill-atk sea 5 00
 Holland Brazil keit 8' 6 15 / Kenya ngo 5 25-6 25 /
 Peru haden 14' 4 65 , atk sea 3 75-4 75 /
 South africa atk air 12' 5 90 , sea 4 00-5 00 ,
 zill sea 3 25-4 25 / Tanzania kent 9' 5 70
 Italy Brazil 4,150-4,500
 Norway Peru 16 00-17 00
 Spain Local keit 6-12' 500
 Sweden Brazil 16 00 / Zimbabwe 14' 15 00
 Switzerland Colombia haden 12' 6 25 /
 Kenya 11' 4 50-4 60 / Peru haden 14' 3 75 /
 South africa atk 12' 5 25 G-12

ANNEX H

SAMPLE COPY OF USDA'S "INTERNATIONAL REPORT"

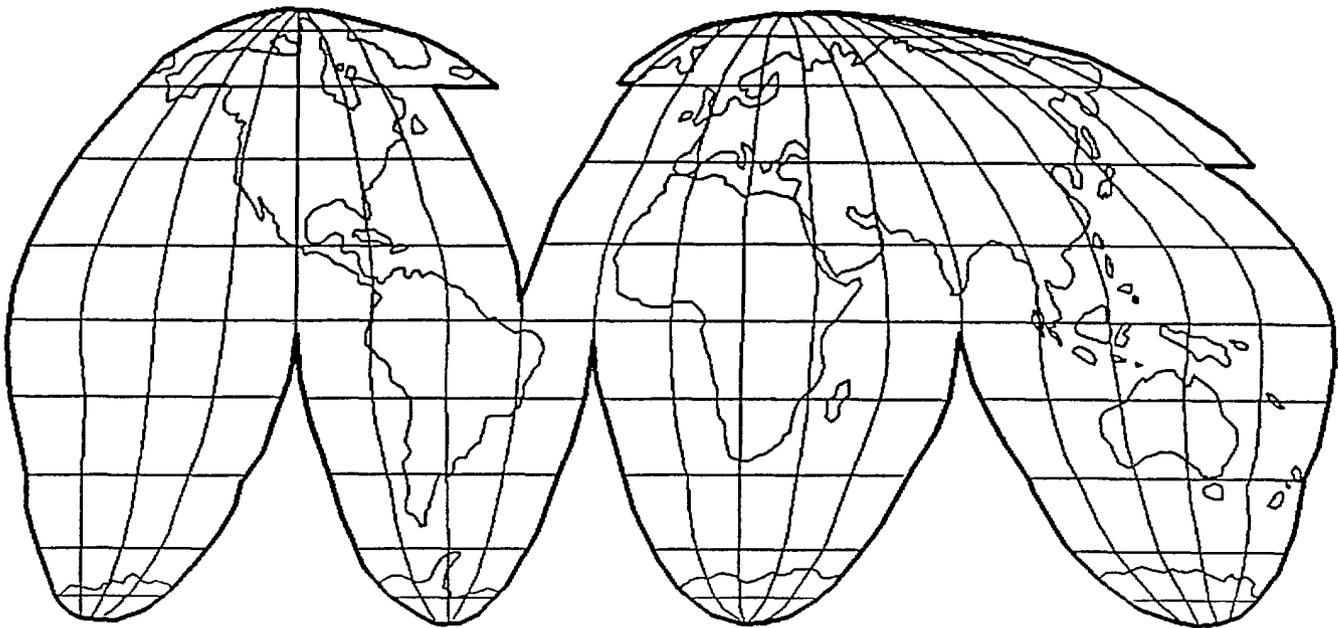
THE INTERNATIONAL REPORT FRESH FRUIT, VEGETABLE and ORNAMENTAL CROPS

**Wholesale Markets - Border Crossings
Imports - Shipping Points of Entry**

**Featuring: CANADA, ENGLAND, MEXICO, THE NETHERLANDS,
CHILE and THE CARIBBEAN BASIN**

VOLUME II - NUMBER 68

Tuesday, August 31, 1993



**UNITED STATES DEPARTMENT OF AGRICULTURE
AGRICULTURAL MARKETING SERVICE**

FRUIT and VEGETABLE DIVISION, MARKET NEWS BRANCH

PREFACE

This report is produced by the United States Department of Agriculture with the cooperation of Agriculture Canada and Servicio Nacional de Informacion de Mercados of Mexico. It is published twice weekly and includes preliminary import volume data which is subject to correction as final data are received. Prices as shown for Mexico, Canada, and England are converted to U S. currency, based upon the published New York foreign exchange rate as quoted at 3 p m. Eastern Time on the date of the information shown.

The preliminary volume data as shown in the shipment, border crossings and import section are by commodities and origins on a crop season basis. Seasons commence with the first shipments of a new crop with most commodities having a different shipping period per origin. For additional information or a subscription notice, contact the following office.

The U.S. Department of Agriculture's Agricultural Marketing Service is not responsible for the accuracy of the Foreign Wholesale Markets contained in this report. The Agricultural Marketing Service does believe that the sources of this price data, both government and non-government agencies, have the most reliable and complete information available. These reports are included as a service to provide as many Foreign Wholesale Markets as possible to users of The International Report

U S DEPARTMENT OF AGRICULTURE
AMS, Fruit and Vegetable Market News
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Washington, D C. 20090-6456
Phone (202) 720-2176 Fax (202) 720-0547

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| New Spitalfields | 10 |
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ABBREVIATION KEY

| | | | | | | | |
|------|-------------------------|------|----------------|----|--------------------|----|------------------|
| AK | ALASKA | NE | NEBRASKA | BR | BRAZIL | KE | KENYA |
| AL | ALABAMA | NV | NEVADA | CY | CANARY ISLAND | ML | MALAYSIA |
| AP | APPALACHIA | NENG | NEW ENGLAND | CL | CHILE | MQ | MARTINIQUE |
| AR | ARKANSAS | NH | NEW HAMPSHIRE | CQ | CHINA | MU | MAURITIUS |
| AZ | ARIZONA | NJ | NEW JERSEY | CB | COLOMBIA | MR | MOROCCO |
| CA | CALIFORNIA | NM | NEW MEXICO | CR | COSTA RICA | NL | NETHERLANDS |
| CA C | CALIFORNIA-CENTRAL | NY | NEW YORK | CU | CUBA | NZ | NEW ZEALAND |
| CA-I | CALIFORNIA-IMPERIAL VAL | NC | NORTH CAROLINA | CP | CYPRUS | NI | NICARAGUA |
| CA-N | CALIFORNIA-NORTH | ND | NORTH DAKOTA | CZ | CZECHOSLOVAKIA | PN | PANAMA |
| CA-S | CALIFORNIA-SOUTH | OH | OHIO | DN | DENMARK | PE | PERU |
| CAOR | CALIFORNIA OREGON | OK | OKLAHOMA | DR | DOMINICAN REPUBLIC | PI | PHILIPPINES |
| CO | COLORADO | OR | OREGON | EC | ECUADOR | PL | POLAND |
| CT | CONNECTICUT | PA | PENNSYLVANIA | EG | EGYPT | PO | PORTUGAL |
| DC | DISTRICT OF COLUMBIA | PR | PUERTO RICO | EL | EL SALVADOR | RO | ROMANIA |
| DE | DELAWARE | RI | RHODE ISLAND | EN | ENGLAND | SM | SAMOA |
| FL | FLORIDA | SC | SOUTH CAROLINA | ET | ETHIOPIA | SE | SENEGAL |
| GA | GEORGIA | SD | SOUTH DAKOTA | FI | FJI ISLANDS | SG | SINGAPORE |
| HI | HAWAII | TN | TENNESSEE | FR | FRANCE | SF | SOUTH AFRICA |
| IA | IOWA | TX | TEXAS | GM | GERMANY | SK | SOUTH KOREA |
| ID | IDAHO | US | UNITED STATES | GR | GREECE | SP | SPAIN |
| IDOR | IDAHO OREGON | UT | UTAH | GE | GRENADA | SL | SRI LANKA |
| IL | ILLINOIS | VT | VERMONT | GD | GUADELOUPE | SZ | SWAZILAND |
| IN | INDIANA | VA | VIRGINIA | GU | GUATEMALA | SN | SWEDEN |
| KS | KANSAS | WA | WASHINGTON | GY | GUYANA | SW | SWITZERLAND |
| KY | KENTUCKY | WV | WEST VIRGINIA | HT | HAITI | TA | TAHITI |
| LI | LONG ISLAND | WI | WISCONSIN | HD | HONDURAS | TW | TAIWAN |
| LA | LOUISIANA | WY | WYOMING | HU | HUNGARY | TU | TURKEY |
| MA | MASSACHUSETTS | CD | CANADA | ZZ | IMPORTS | UK | UNITED KINGDOM |
| ME | MAINE | MX | MEXICO | IQ | INDIA | UR | URUGUAY |
| MD | MARYLAND | AG | ARGENTINA | IO | INDONESIA | VZ | VENEZUELA |
| MI | MICHIGAN | AU | AUSTRALIA | IR | IRAN | VI | VIRGIN ISLANDS |
| MN | MINNESOTA | BA | BAHAMAS | IE | IRELAND | WG | WEST GERMANY |
| MNND | MINNESOTA NORTH DAKOTA | BB | BARBADOS | IS | ISRAEL | WN | WINDWARD ISLANDS |
| MS | MISSISSIPPI | BL | BELGIUM | IT | ITALY | YU | YUGOSLAVIA |
| MO | MISSOURI | BZ | BELIZE | IV | IVORY COAST | ZA | ZAMBIA |
| MT | MONTANA | BE | BERMUDA | JM | JAMAICA | ZI | ZIMBABWE |
| | | BO | BOLIVIA | JA | JAPAN | | |

| | | | | | | | |
|--------|-----------------|-----------|---------------|-------|--------------------|--------|--------------------|
| Abt | About | Dz | - Dozen | Lb | Pound | Qual | Quality |
| Appear | - Appearance | ExFcy | - Extra Fancy | Lge | - Large | Rpkr | Repacker |
| Approx | - Approximately | Fcy | - Fancy | Lgr | - Larger | Sdls | Seedless |
| Bchd | - Bunched | Flmb | - Film bag | Lgt | - Light | Shpr | - Shipper |
| Bkte | - Basket | Film wrpd | Film wrapped | Lse | - Loose | Sks | Sacks |
| Bld | - Baled | Fits | - Flats | Lwr | - Lower | Sml | - Small |
| Brshd | - Brushed | Fr | Fair | Lyr | - Layer | Std | Standard |
| Bu | - Bushel | Grd | - Grade | Mam | - Mammoth | Stdy | Steady |
| Clpk | Cell pack | Hgr | Higher | Mctr | - Master container | Sz | Size |
| Cm | - Centimeter | Kg | - Kilogram | Med | - Medium | Trpk | Tray pack |
| Col | Colossal | Inclg | - Including | Mshks | - Mesh sacks | Wbcrts | - Wirebound Crates |
| Cond | Condition | Jbo | Jumbo | Mxd | - Mixed | Wshd | Washed |
| Crts | Crates | Jkt | - Jacket | Occ | - Occasional | Xfcy | Extra Fancy |
| Ctns | - Cartons | | | Ord | - Ordinary | Xlge | Extra Large |
| Cntrs | Containers | | | Pyr | - Pyramid | | |

—PEACHES OFFERINGS INSUFFICIENT TO QUOTE
 —PINEAPPLES per kg MX Veracruz lge szs 32 med szs 32
 —PLANTAINS per kg MX Oaxaca 77
 note banana variety shown in ()

VEGETABLES

—BEANS 50 kg bags/sks MX Jalisco 28 90
 —BROCCOLI per kg MX Guanajuato 80
 —CABBAGE per kg MX Zacatecas Round Green Type med 28
 —CARROTS 28 kg sks MX Guanajuato med 6 42 sml 3 21 lge 2 56
 —CAULIFLOWER MX Guanajuato 12s 11 56
 —CELERY 25 kg ctns MX Guanajuato 9 63
 —CORN-SWEET per dz MX Jalisco Yellow lge 1 92
 —CUCUMBERS 30 kg sks MX Michoacan 9 63
 —GARLIC 30 kg sks MX Zacatecas White 28 90
 —LETTUCE-ICEBERG ctns MX Jalisco 5 78
 —LETTUCE-ROMAINE ctns MX Zacatecas 12s 5 78
 —ONIONS GREEN 25 kg ctns MX Jalisco 5 62
 —PEPPERS OTHER 30 kg sks MX Chihuahua Jalapeno 8 67 40 kg sks MX Zacatecas Poblano 15 41
 —SQUASH 20 kg ctns MX Zacatecas Zucchini 6 42
 —TOMATOES 10 kg ctns MX Baja California Vine Ripes 9 63
 —TOMATOES, PLUM TYPE 15 kg ctns MX San Luis Potosi 22 48

ONIONS AND POTATOES

—ONIONS DRY White MX Chihuahua 30 kg sks 10 59
 —POTATOES Round White MX Coahuila 50 kg sks 38 54

MONTERREY

CITRUS FRUITS

—GRAPEFRUIT per kg MX Veracruz Red 64
 —LIMES 22 kg ctns MX Colima Seeded Types 4 sz 9 63 5 sz 11 24
 —ORANGES per kg MX Tamaulipas Valencia lge sz 57 med sz 48 sml sz 44

BERRIES

—STRAWBERRIES 5 kg bkts IMPORT 12 84

MELONS

—CANTALOUPE 40 kg ctns/crts MX Coahuila 27s 19 27 36s 19 27 45s 17 66
 —WATERMELONS per kg MX Chihuahua Peacock 32

NON-CITRUS FRUITS

—APPLES 20 kg ctns trypk IMPORT Red Delicious 100s 27 30 Golden Delicious 100s 28 90 Starking 100s 27 30
 —AVOCADOS 11 kg ctns MX Michoacan Hass 19 27
 —BANANAS per kg MX Chiapas (Chiapas) 39 Tabasco (Tabasco) 35

—GRAPES 10 kg ctns MX Sonora Pasa 16 06
 —MANGOES 25 kg ctns MX Nayarit Tommy Atkins 9 63 Ataulfo 38 54
 —NECTARINES OFFERINGS INSUFFICIENT TO QUOTE
 —PAPAYA per kg MX San Luis Potosi Yellow Flesh 96
 —PEACHES 12 kg ctns IMPORT Various Yellow Flesh Varieties 19 27
 —PEARS 20 kg ctns IMPORT D'Anjou 20 87
 —PINEAPPLES per kg MX Oaxaca lge szs 32 med szs 32
 —PLANTAINS per kg MX Tabasco 77
 —PLUMS OFFERINGS INSUFFICIENT TO QUOTE
 note banana varieties shown in ()

VEGETABLES

—BEANS per kg MX Mexico Green 1 12
 —BROCCOLI per kg MX District Federal 96
 —CABBAGE per kg MX Zacatecas Round Green Type 19
 —CARROTS 30 kg sks MX Guanajuato med 8 03 lge 6 42
 —CAULIFLOWER ctns flmwrpd MX District Federal 12s 13 49
 —CELERY 30 kg ctns MX Guanajuato 9 63
 —CORN-SWEET per dz MX Nuevo Leon Yellow lge 2 31
 —CUCUMBERS 25 kg ctns MX District Federal 9 63
 —GARLIC per kg MX Guanajuato Purple 1 92 Zacatecas White 1 44
 —LETTUCE-ICEBERG ctns MX District Federal Naked 12s 13 49
 —LETTUCE-ROMAINE ctns MX Guanajuato 12s 6 42
 —ONIONS GREEN 10 kg ctns MX District Federal 6 42
 —PEPPERS OTHER per kg MX Chihuahua Jalapeno 22 Coahuila Serrano 41 Guanajuato Poblano 51
 —SQUASH 25 kg ctns MX District Federal Zucchini 9 63
 —TOMATOES 15 kg ctns MX Baja California Vine Ripes 16 06
 —TOMATOES, PLUM TYPE 18 kg ctns MX Coahuila Saladette 17 66

ONIONS AND POTATOES

—ONIONS DRY White MX Chihuahua per kg 41 Red MX District Federal per kg 80
 —POTATOES Round White MX Nuevo Leon per kg 67

NEW COVENT GARDEN

PRICES FOR THE NEW COVENT GARDEN MARKET IN LONDON, ENGLAND ARE INCLUDED IN FRIDAY'S REPORT BUT CAN BE OBTAINED BY FACSIMILE ON WEDNESDAY OF EACH WEEK

NEW SPITALFIELDS

PRICES FOR THE NEW SPITALFIELDS MARKET IN LONDON, ENGLAND ARE INCLUDED IN FRIDAY'S REPORT BUT CAN BE OBTAINED BY FACSIMILE ON WEDNESDAY OF EACH WEEK

For Monday, August 30, 1993

ROTTERDAM FRUIT EXCHANGE AUCTION PRICES

CITRUS FRUITS

—GRAPEFRUIT 16-18 kg cntrs AG Class I Star Ruby 48s 13 58 56s 15 98 64s 15 44 Ruby Red 48s 11 72 56s 13 58 64s 13 31 15-17 kg cntrs BR Class I White 40s 8 52 SF Class I Star Ruby 32s 15 04 White 32s 7 72 36s 10 78 56s 12 91

—LEMONS 18-20 kg cntrs AG Class I 100s 13 31-13 71 113s 14 11-18 64 125s 13 85-18 64 130s 14 24-16 37 138s 14 24-17 04 150s 13 31-14 64 15-16 kg cntrs SP Class I 70s 8 52 80s 8 52 100s 10 52-11 72 120s 10 52-10 65 140s 9 45-11 18 160s 9 45-9 59 180s 8 52

—MISC CITRUS OFFERINGS INSUFFICIENT TO QUOTE

—ORANGES 18-20 kg cntrs AG Class 1 Navel 48s 12 25-15 98 56s 13 71-14 91 64s 13 85-15 44 80s 13 71-15 44 100s 14 38-15 84 113s 13 31-15 18 Late Navel 48s 11 85 56s 14 64 64s 15 44 72s 16 24 80s 18 64 88s 19 84 Valencia 80s 14 78-16 51 100s 14 51-15 31 113s 13 31-14 11 125s 12 78 16-18 kg cntrs UR Class 1 Navel 48s 13 18 56s 14 64 64s 14 38 80s 16 24 100s 15 98 113s 15 98 125s 13 71 15-16 kg cntrs SF Class 1 Late Navel 56s 13 05 Valencia 56s 15 31 72s 14 38 88s 14 38

—TANGERINES 10 kg cntrs BR Honey 60s 4 79-5 33 68s 4 79-5 33 10-13 kg cntrs AG Ellensdale 60s 9 85-10 65 70s 9 45-10 65 80s 11 05-12 78 100s 11 18-13 58 110s 12 78-13 05 UR Ellensdale 60s 8 52 70s 8 92-9 72 80s 9 19-10 78 90s 9 32-11 05 100s 9 32-11 18 110s 9 59-11 45 120s 10 52-11 58 14-15 kg cntrs AG Ellensdale 80s 11 18-11 45 100s 12 25-12 65 110s 11 58-12 51 UR Ellensdale 64s 9 59 72s 9 85 80s 10 25 100s 10 78

MELONS

—MISC MELONS 5 kg cntrs FR Gala 5s 3 06 7s 3 20 SP Gala 4s 2 93 5s 3 20

—WATERMELONS 20 kg cntrs SP 4s 4 93 5s 4 93 6s 4 13 7s 3 46

NON-CITRUS FRUITS

—APPLES 18-20 kg cntrs AG Class I Granny Smith 90s 8 52-9 32 100s 8 52 16-18 kg cntrs FR Golden Delicious 100s 11 45-11 58 113s 11 18 125s 10 65 SP Class I Royal Gala 88s 14 91 100s 14 11 113s 12 65 125s 11 98

—CHERRIES OFFERINGS INSUFFICIENT TO QUOTE

—GRAPES 5 kg cntrs SP Italia 2 80-3 20 Alphonse 2 93-3 20 6 kg cntrs FR Alphonse 6 52 IT 4 79 10 kg cntrs GR 4 53-4 66

—KIWIFRUIT 5 6 kg cntrs NZ Hayward 33s 9 59 36s 9 32 39s 9 05 3 5 kg cntrs NZ Hayward 36s 5 99 42s 5 86

—MANGOES OFFERINGS INSUFFICIENT TO QUOTE

—NECTARINES 4 kg cntrs FR Fantasia 26s 5 59 28s 5 72 30s 4 79 IT 26s 5 46 28s 5 19 30s 4 79 4 79 SP Independence 28s 3 86

—PAPAYA OFFERINGS INSUFFICIENT TO QUOTE

—PEACHES 4 kg cntrs FR Various Yellow Flesh Varieties 28s 4 39 26s 4 66 35s 4 13

—PEARS 12 5 kg cntrs SP Class I Bartlett 70 sz 4 26

—PINEAPPLES ctns 2 lyr IV 6s 10 65 9s 11 72 10s 10 65

—PLUMS 5 kg cntrs SP Reine Claude 50s 2 00 60s 2 53 70s 2 93

For Monday, August 30, 1993

NEW YORK CITY

CITRUS FRUITS

—GRAPEFRUIT MARKET STEADY 7/10 buctns AZ Ruby Red 32s fr qual 9 00 36s fr qual 9 00 40s fr qual 9 00 CA Ruby Red 23s 11 00-13 00 mostly 13 00 fr qual 9 00-10 00 27s 13 00-14 00 fr qual 9 00-11 00 32s 14 00-15 00 few 16 00 fr qual 9 00-11 00 36s 14 00-15 00 fr qual 9 00-11 00 40s 14 00-15 00 fr cond 7 00-9 00 fr qual 10 00-11 00 48s 12 00-13 00 fr cond 7 00-8 00 fr qual 9 00-11 00 56s fr cond 7 00-9 00

—LEMONS MARKET ABOUT STEADY ctns CL supplies insufficient to quote 4/5 buctns FL 95s 20 00 115s 20 00 140s 20 00-22 00 165s 20 00-23 00 200s 18 00 7/10 buctns CA 75s fr qual 20 00 95s fr cond 17 00 fr qual 22 00-25 00 few 21 00 115s fr qual 23 00-25 00 140s ord cond 16 00 fr qual 25 00-26 00 one label 31 00-33 00 165s 25 00 200s fr qual 24 00-26 00 18 kg cntrs SP 90s 17 00 140s 21 00 165s 21 00 190s 19 00-20 00 210s 19 00-20 00

—LIMES MARKET ABOUT STEADY 10 lb ctns BA Seedless Type 28s 3 00-4 00 36s 3 00-4 00 42s 3 00-4 00 48s 3 00-4 00 54s 3 00-4 00 63s 3 00-4 00 FL Seedless Type 42s 4 50-5 00 48s 4 50-5 00 54s 4 50-5 00 63s 5 00 MX Seedless Type 42s 3 00 48s 3 00-4 00 few 5 00 54s 3 00-4 00 few 5 00 63s 3 00-4 00 40 lb ctns MX Seedless Type 175s 12 00-14 00 few 10 00 200s 10 00-12 00 250s 8 00-10 00 VZ Seedless Type 110s 8 00 175s 8 00 200s 8 00 230s 8 00 130s 8 00

—MISC CITRUS 4/5 buctns JM Ughifruit 10 00

—ORANGES MARKET ABOUT STEADY 7/10 buctns AU Navel supplies insufficient to quote CA Valencia 48s 19 00 fr qual 13 00-14 00 56s 18 00-19 00 few 20 00 fr qual 13 00-14 00 72s 18 00 few 19 00 ord cond 7 00-8 00 fr qual 13 00-14 00 88s 17 00-18 00 ord cond 7 00-8 00 fr qual 13 00-14 00 113s 15 00-16 00 138s 12 00-13 00

NEW YORK CITY CONTINUED ON NEXT PAGE

F.O.B. SHIPPING POINT PRICES

For Monday, August 30, 1993

MEXICO

CROSSINGS THROUGH SOUTH TEXAS Sales F O B Shipping Point and Delivered Sales Shipping Point Basis EXTRA SERVICES EXTRA CROSSING CHARGES PAID

CITRUS FRUITS

—LIMES DEMAND light MARKET LOWER Wide range, in quality 10 lb ctns Seedless Type 28s 3 25-4 00 mostly 3 50 36s 3 00-3 50 42s 2 50-3 00 48s 2 50-3 00 54s 2 25-2 75 63s 2 25-2 75 mostly 2 25-2 50 40 lb ctns Seedless Type 110s 9 00-10 00 few low 8 00 occasional higher 150s 8 00-9 00 few low as 7 00 occasional higher 175s 6 00-8 00 mostly 6 00-7 00 200s 5 00-6 00 250s 5 00-6 00 mostly 5 00 few low as 4 00

NON-CITRUS FRUITS

—MANGOES SUPPLY light DEMAND moderate MARKET ABOUT STEADY Extra services extra Crossing charges paid Keitts & Kents flts 1 lyr Various Varieties 8s 5 00-5 50 few 4 50 few 6 00 9s 5 00-5 50 few 6 00 10s 5 00-6 00 mostly 5 00-5 50 12s 5 00-6 00 mostly 5 00-5 50 14s 5 00-6 00 mostly 5 00-5 50

WEST MEXICO CROSSINGS THROUGH NOGALES, ARIZONA Sales F O B Shipping Point Basis CROSSING CHARGES PAID

NON-CITRUS FRUITS

—MANGOES DEMAND moderate MARKET ABOUT STEADY Duty & crossing charges paid Extra services included flts 1 lyr Keitts 9s 4 75-5 50 10s 4 75-5 50 12s 4 75-5 50 14s 4 75-5 50 Kent 9s 5 50 10s 5 50 12s 5 50 14s 5 50

CARIBBEAN IMPORTS

Sales F O B Shipping Point Basis, South Florida LOADING AND OTHER SERVICES EXTRA

NON-CITRUS FRUITS

—PAPAYA DEMAND moderate MARKET about steady Dominican Republic, Jamaica Wide range in quality 10 lb ctns Sunrise 8s 3 00-4 50 mostly 3 50 9s 3 00-4 50 mostly 3 50 10s 3 00-4 50 mostly 3 50

VEGETABLES

—ASPARAGUS DEMAND fairly good MARKET slightly higher Peru, Guatemala, few Ecuador, Colombia 11 lb ctns/crts behd Green exlge 21 00-23 00 mostly 21 50-22 00

few higher lge 21 00-23 00 mostly 21 50-22 00 few higher std 20 00-23 00 mostly 21 00-22 00 occ higher sml 20 00-23 00 mostly 21 00-22 00

MISC TROPICAL FRUIT AND VEG

—CALABAZA DEMAND moderate MARKET about steady Costa Rica, Panama medium 50 lb sks 7 00-8 00 mostly 7 00-7 50 occ higher

—CHAYOTE DEMAND fairly light MARKET lower Costa Rica ctns 24s 3 50-4 50 mostly 3 50-4 00 occ higher

—GINGER ROOT DEMAND moderate MARKET about steady Costa Rica 30 lb ctns 18 00-20 00 occ higher

—MALANGA DEMAND moderate MARKET about steady Costa Rica 50 lb ctns Blanca supplies insufficient to quote Eddoes 17 00-19 00 mostly 17 00-18 00 occ higher Lila 26 00-28 00 mostly 26 00-27 00 occ higher

—YAMS (NAMES) DEMAND moderate MARKET steady 50 lb ctn Costa Rica Blanco 22 00-24 00 mostly 22 00-23 00 occ higher

—YUCA DEMAND moderate MARKET steady Costa Rica medium-large 50 lb ctns wxd 11 00-12 00 mostly 11 00-11 50 occ higher and lower

ORNAMENTALS

From Colombia, Costa Rica, Guatemala, Ecuador and Peru but mostly Colombia Sales F O B Basis, Miami Duty Paid Packing Charges Extra Prices for Standing Orders may be higher or lower than prices shown below

—ALSTROEMERIA Demand fairly light Market lower per bunch Super Select 1 00-1 40 mostly 1 20-1 30 occ higher Select 85-1 15 mostly 90-1 00 occ higher Fancy 65-90c mostly 65-75c occ higher

—ASTER Demand fairly light Market about steady Per bunch Golden 1 25-2 00 mostly 1 25-1 50 occ higher and lower Monte Cassino White 75-1 75 mostly 75-1 25 occ higher

—CARNATIONS Demand fairly light Market lower Per bloom Assorted colors Select 13-17c mostly 13-15c occ higher and lower Fancy 12-14c mostly 12-13c occ higher and lower Standard 9-12c mostly 9-10c occ higher and lower

—MINIATURE CARNATIONS Demand moderate Market lower Approx 40-50 blooms Assorted colors 1 40-1 80 mostly 1 40-1 55 occ higher

—CHRYSANTHEMUMS Demand moderate Market lower Per stem Large 20-40c mostly 20-30c occ higher

—FUJII AND SPIDERS Demand moderate Market about steady per bunch 10s Assorted colors 1 75-2 50 mostly 1 75-2 25 few low as 1 25 occ higher

—GERBERA Demand moderate Market lower Per stem Assorted Colors Large 15-25c mostly 15-20c occ higher

—GYPSOPHILA Demand fairly light Market lower per bunch Perfecta 95-1 75 mostly 1 00-1 50 occ higher

ORNAMENTALS CONTINUED ON NEXT PAGE

ORNAMENTALS CONTINUED

—LIATRIS Demand moderate Market about steady per bunch 90cm 2 25-3 00 mostly 2 25-2 75 occ higher 70cm 1 50-2 00 occ higher 50cm 70-1 25 mostly 75-1 00

—POMPOMS Demand fairly light Market about steady per bunch Assorted Colors Cushion/Daisy/Novelty 40-65c mostly 40-50c occ higher Cushion 40-65c mostly 40-50c occ higher Daisy 50-75c mostly 50-65c occ higher

—ROSES Demand moderate Market about steady per stem Red type Varieties Visa Variety 70-80cm 12-15c mostly 14-15c occ higher 50-60cm 8-12c mostly 8-10c occ higher 40cm 6-8c occ higher Madame Del Bard Variety 70-80cm 22-30c mostly 22-26c occ higher 50-60cm 18-25c mostly 18-22c few low as 14c occ higher 40cm 8-15c mostly 10-13c occ higher Assorted Colors 70-80cm 25-30c occ higher and lower 50-60cm 18-25c mostly 18-22c occ higher 40cm 10-16c mostly 14-16c occ higher

—STATICE Demand fairly light. Market lower per bunch Assorted 85-1 75 mostly 1 00-1 25 occ higher

AVAILABLE DOMESTIC SHIPMENTS AND IMPORTS OF ORNAMENTAL CROPS
 (AMTS SHOWN ARE IN UNITS OF 1,000 STEM COUNT UNLESS OTHERWISE DESIGNATED)

| COMMODITY ORIGIN | AUG 22 AUG 28 1993 | AUG 15 AUG 21 1993 | AUG 23 AUG 29 1992 | TOT THIS SSN THRU AUG 28 93 | TOT LAST SSN THRU AUG 29 92 | TOTAL LAST SEASON |
|---------------------|--------------------------|--------------------------|--------------------------|-----------------------------------|-----------------------------------|-------------------------|
| OTHERS CONTINUED | | | | | | |
| JAPAN | - | - | - | 4 | 5 | 5 |
| KENYA | - | - | 2 | 285 | 372 | 433 |
| MALAYSIA | - | - | - | 1 | 5 | 8 |
| MAURITIUS | 2 | 3 | 13 | 355 | 45 | 225 |
| MEXICO | 384 | 228 | 332 | 16051 | 12257 | 16317 |
| NETHERLANDS | 213 | 96 | 630 | 17798 | 19354 | 29920 |
| NEW ZEALAND | 6 | 7 | 10 | 923 | 640 | 995 |
| PERU | 32 | 48 | 22 | 1444 | 1944 | 2576 |
| SOUTH AFRICA | 101 | 130 | 3 | 2226 | 816 | 1165 |
| SPAIN | - | - | 4 | 28 | 68 | 181 |
| SWAZILAND | - | - | - | - | 26 | 26 |
| 'SWITZERLAND | - | - | - | - | 3 | 3 |
| TAHITI | - | - | - | 11 | - | - |
| THAILAND | - | - | - | 52 | 56 | 65 |
| TRINIDAD-TOBAGO | 56 | 33 | 11 | 977 | 1197 | 1632 |
| TURKEY | - | - | - | - | 1 | 1 |
| VENEZUELA | - | - | - | 279 | 570 | 583 |
| VIRGIN ISLANDS | - | - | - | - | 73 | 73 |
| WEST GERMANY | - | - | - | - | 39 | 39 |
| WINDWARD ISLANDS | 11 | - | - | 239 | 49 | 81 |
| ZIMBABWE | - | - | 18 | 1243 | 446 | 599 |
| COMMODITY TOTAL | 4955 | 4601 | 4101 | 204572 | 165156 | 253697 |

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COMMODITY HIGHLIGHTS

SPAIN Its Value-Added Market

Market Overview

Spain's long-running economic expansion has slowed. The gross domestic product increased an estimated 1.2 percent in 1992, compared with 2.7 percent in 1991 and 3.7 percent in 1990. During the first four years after Spain's 1986 entry into the European Community (EC), the economy grew about 4 percent a year—one of the strongest growth rates in the EC.

The economy got a boost from the 1992 Olympics in Barcelona and the Expo '92 World's Fair in Seville. A record 55.3 million tourists visited Spain in 1992. Also, in preparing to host these events, Spain invested heavily in improving roads, all transportation, historical sites and other infrastructure. These investments may provide some longer term benefits for Spain's important tourist industry and other sectors of the economy.

In most years, Spain runs a deficit in agricultural trade, even though it has one of Europe's largest agricultural sectors. The country traditionally imports a wide variety of products, including grains and oilseed meals for livestock. More recently, Spain has become a growth market for processed and prepared foods.

The U.S. share of the country's agricultural imports is about 15 percent, according to Spain's trade statistics. U.S. trade data show U.S. agricultural exports to Spain at \$917 million in 1992, down 1 percent from 1991. Spain ranked as the ninth largest U.S. agricultural export market. In early 1992, Spain lifted its ban on imports of fresh U.S. apples and pears, although imports of other fresh U.S. fruits are still prohibited.

Market Competition

With certain exceptions, the most intense competition for U.S. exports comes from within the EC. EC member nations supplied about 55 percent of Spain's total agricultural imports in 1991, up from 50 percent in 1990, 37 percent in 1986 and only 22 percent in 1985 (the year before Spain's EC entry). Over the same period, the U.S. share of Spanish agricultural imports fell from about 27 percent to 13 percent. The competition is not likely to abate as the EC continues to move toward open borders and a unified internal market.

Source: United States Department of Agriculture
Foreign Agricultural Service
Ag Exporter, July 1993 issue

SHIPPING IMPORT TRENDS

Unless otherwise stated, shipments are for the Fresh Market for the weeks ending August 14, 21 and 28 in that order in thousand hundred weight (100,000 lb) units. Expected movement is for the period August 29-September 11, 1993. Prices are for Monday August 30, 1993 compared to Monday August 23. Sales F.O.B. Shipping Point. Extra services are included unless otherwise stated.

MEXICO CROSSINGS THROUGH SOUTH TEXAS

CITRUS

—LIMES Shipments 80-49-77. Movement expected to continue seasonal increase. Trading early fairly active, late slow. Prices lower. Persian Seedles type 40 lb cartons 110s 9.00-10.00, 150s 8.00-9.00, 175s mostly 6.00-7.00, 200s 5.00-6.00, 250s mostly 5.00. 10 lb cartons 42-48s 2.50-3.00, 54s 2.25-2.75, 63s mostly 2.25-2.50. Quality variable.

NON-CITRUS FRUIT

—MANGOS Shipments 19-14-12. Movement expected to decrease seasonally. Trading fairly active. Prices higher. 1 layer cartons Keitts and Kents 8-9s 5.00-5.50, 10-14s mostly 5.00-5.50.

ANNEX I

**PERIODICALS, JOURNALS, AND TRADE DIRECTORIES
RELATED TO HORTICULTURAL TRADE**

THE PRINCIPAL ENGLISH-LANGUAGE PERIODICALS
CONCERNED WITH EDIBLE HORTICULTURAL PRODUCTS

AgExporter
Agrichemical Age
American Fruit Grower
American Vegetable Grower
American Society of Horticultural Science
California Agriculture ✓
California Farmer ✓
California Food
California Grower
Citrus & Vegetables
Eurofruit ✓
Florida Citrus & Vegetable
Florida Rancher & Farmer
Food People
Food Institute Report
Frozen Food Report
Fruit Management
The FPC Digest
The Good Fruit Grower
Greenhouse Grower
Grocery Marketing
The Grower
Grower Talks
HortScience
HortTechnology
International Fruit World ✓
International Produce Journal
Journal of Production Agriculture
Nation's Restaurant News
The Packer & ;
Produce Business
Produce Merchandiser
Produce Merchandising
Produce News
Progressive Grocer
Restaurant Business
Restaurants & Institutions
Supermarket Business
Supermarket News
Texas Produce Digest
Tropical Fruit News
Vegetable Grower
Western Grower & Shipper

THE PRINCIPAL ENGLISH-LANGUAGE PERIODICALS
CONCERNED WITH ORNAMENTAL HORTICULTURAL PRODUCTS

AgExporter
American Society of Horticultural Science
California Agriculture
California Farmer
California Grower
Floral Business
Floral & Nursery Times
Florida Citrus & Vegetable
Florida Foliage
Florida Rancher & Farmer
Floraculture International
Flower News
Greenhouse Grower
The Grower
Grower Talks
HortScience
HortTechnology
Ornamental Outlook
Progressive Grocer
Supermarket Business
Supermarket Floral
Supermarket News
Western Grower & Shipper

| | | |
|---|---|------------------|
| Canadian food Trade Directory & Buyers Guide | Pro-Trade Publications Inc 1060 Lakeshore Rd East, Suite 208 Mississauga, Ontario L5G 1E3, Canada | Fax 416/271-6188 |
| European Food Trades Directory | Newman Books Ltd 32 Vauxhall Bridge Rd, London SW1V 2SS, England | Fax 071-233-5056 |
| World's 7500 Largest Companies 1988 | Asia Pacific Marketing Services, ed London, U K ECL International | |
| World Markets - Guide to Company and Industry Information Sources | Washington Researchers Publishing 2612 P St, N W, Washington, D C 20007 | |
| World Biotechnology Directory, 1990 | New York, NY Stockton Press, 1989 6th edition (NAL call # TP248 17 C6 1989) | |
| World Directory of International Agriculture and Trade | Foreign Agricultural Service, Info Div USDA, Rm 5918-South Bldg Washington, D C 20250-1000 | |
| World Directory of European Community Trade and Professional Associations | Brussels, Belgium European Communities, 1987 3rd ed | |
| World Directory of Indonesian Exporters 1986 | National Agency for Export Development, Ministry of Trade, Jakarta, Indonesia, 1986 | |
| World Directory of Online Database | New York, NY Cuadra/Elsevier, January 1991 Vol 12, Nos 1&2 | |
| World Electronic Information Services and Databases of Interest to Agriculture, Business and Industry | CATI Information Services CSU, Fresno, CA 93740-0115 | |

| | |
|--|---|
| European Food Marketing Directory | Euromonitor Publications Ltd London, U K , 1990 |
| European Food Traders Directory 1989-90 | Newman Books, Ltd 48 Poland Street London W1V 4PP, England |
| European Markets A Guide to Company and Industry Information Services 1990 | Washington Researchers 2612 P Street, NW Washington, D C |
| Hong Kong Directory of 10,000 Importers and Exporters | Ocean View, DE Howard Spriggle, 1990 |
| Indonesian Importers | National Importers Association of Indonesia Arena Pekan Raya Jakarta Jalan Kesejahteraan P O Box 2744-JKT Jakarta 10110, Indonesia |
| International Directory of Importers, 1990-91 Asia/Pacific | Blytman International 1480 Grove Street Healdsburg, CA 95448 |
| Japan Trade Directory 1989-90 | Japan External Trade Organization 44th Floor, McGraw Hill Bldg 1221 Avenue of the Americas New York, NY 10020-1060 |
| Compass Taiwan | Trade Winds, Inc No 7, Lane 75, Yung kang St P O Box 7-179 Taipei, Taiwan 10602 |

| | | | |
|---|---|---------------------|-----|
| | Republic of China | | |
| National Frozen Food Association Directory | National Frozen Food Assoc Harnsburg, PA | | |
| 1993 Directory of United States Importers | Journal of Commerce, Inc 445 Marshall Street Phillipsburg, NJ 08855-9984 | | |
| 1993 Food Industry Sourcebook in Prepared Foods | Prepared Foods, Reader Assistance Ctr 650 S Clark Street Chicago, IL 60605-9921 | | |
| Produce Marketing Association Yearbook and Membership Directory | Produce Marketing Assoc Newark, DE | | |
| Quick Frozen Foods, Annual Processors' Directory and Buyers Guide | Saul Beck New York, NY | | |
| Taiwan Traders Directory 1986-88 | Republic of China, list of members of Taiwan Importers and Exporters Assoc Taipei, Taiwan | | |
| United States Importers & Exporters Directory 1989 | Journal of Commerce New York, NY | | |
| World Chamber of Commerce Directory | WCCD P O Box 29 Loveland, CO 80539 | | |
| Exporters Encyclopedia | Dun's Marketing Services 3 Sylvan Way Parsippany, NJ 07054 | Phone (800)526-0651 | |
| Official Export Guide | North American Publishing Co | Phone 215/238-5300 | \$2 |

401 North Broad Street
Philadelphia, PA 19108

Directory of American Firms Operating
in Foreign Countries Uniworld Business Publications, Inc
500 East 42nd Street
New York, NY 10017

Asia's Top 7500 Companies Dun's Marketing Services
Dun & Bradstreet Corp
Three Century Drive
Parsippany, New Jersey 07054

Findex, the Directory of Market
Research Reports, Studies, and Surveys Find/SVP Phone 212/354-2424
The Information Clearing House
500 Fifth Ave
New York, NY 10110

Encyclopedia of Associations Gale Research Company Phone 313/961-2242
Book Tower
Detroit, Michigan 48226

Japan Trade Directory 1987-88 JETRO \$26
Gale Research Company
Book Tower
Detroit, Michigan 48226

Sources of Information in Japan AEA Phone (813)237-7195
Nambu Building 3F Fax (813) 237-1237
Kioicho 3-3
Chiyoda-Ku
Tokyo, Japan 102

**LIST OF PERIODICALS
BY DESCRIPTORS**

July 1993

Trade Documentation Centre

ADVERTISING

1571 MARKETING AND DISTRIBUTION ABSTRACTS (ANBAR)

1918 WHAT'S NEW IN ADVERTISING AND MARKETING

AFGHANISTAN

2010 COUNTRY REPORT PAKISTAN, AFGHANISTAN

AFRICA

1019 AFRICA CONFIDENTIAL

1020 AFRICA RESEARCH BULLETIN ECONOMIC, FINANCIAL AND TECHNICAL SERIES

1861 AFRICAN TRADE/COMMERCE AFRICAIN (UN ECA)

1024 AFRIQUE AGRICULTURE

1220 COURIER AFRICA-CARIBBEAN-PACIFIC-EURO COMMUNITY (ENGL ED.)

1225 COURRIER AFRIQUE-CARAIBES-PACIFIQUE-COMM EUROPE (FREN ED)

1367 FLASH, TRADE OPPORTUNITIES, PROPOSITIONS D'AFFAIRES (UN ECA)

2146 OUTREMER

1785 STANDARD BANK REVIEW (SOUTH AFRICA)

1807 TELEX AFRICA

2178 UN. ECA DEVINDEX AFRICA

1862 UN ECA LIST OF ECA DOCUMENTS

2182 UN ECA RURAL PROGRESS

AFRICA SOUTH OF SAHARA

1016 AED AFRICA ECONOMIC DIGEST

1021 AFRICAN BUSINESS AND CHAMBER OF COMMERCE REVIEW

1062 BANQUE DES ETATS DE L'AFRIQUE CENTRALE ETUDES ET STATISTIQUES

1072 BIBLIOGRAPHIE (BANQUE CENTRALE DES ETATS DE L'AFRIQUE DE L'OUEST,

1093 BULLETIN DE L'AFRIQUE NOIRE

1405 GRANDS LACS, TRIMESTRIEL D'INFORMATION DE LA CEPGL

1316 INDIAN OCEAN NEWSLETTER

1466 INTEGRATION AFRICAINE

1566 MARCHES TROPICAUX ET MEDITERRANEENS (1ST LIST)

1567 MARCHES TROPICAUX ET MEDITERRANEENS (2ND LIST)

1622 NEWSLETTER (LESOTHO NATIONAL DEVELOPMENT CORPORATION)

2146 OUTREMER

1696 PTA BUSINESS

1342 PTA TRADE INFORMATION NEWSLETTER

1741 SADCC-NGO NEWSLETTER

1776 SOUTHERN AFRICAN ECONOMIST

1917 WEST AFRICA

AGRICULTURAL EQUIPMENT

1565 PROFI MAGAZIN FÜR AGRARTECHNIK

2148 TRACTOR AND FARM MACHINERY TRADER

AGRICULTURAL MACHINERY

1737 RNAM NEWSLETTER, REGIONAL NETWORK FOR AGRICULTURAL MACHINERY

1829 TRACTEURS MACHINES AGRICOLES (TMA)

2148 TRACTOR AND FARM MACHINERY TRADER

AGRICULTURAL PRODUCTS

1005 ABSTRACTS ON TROPICAL AGRICULTURE

1009 ACIAR NEWSLETTER (AUSTRALIAN CENTRE FOR INTERNATIONAL

1024 AFRIQUE AGRICULTURE

1025 AGEXPORTER

1568 AGRI-FOOD PERSPECTIVES

1341 AGRICOLTURA

1448 AGRICOLTURA RICERCA

1783 AGRICULTURAL TRADE HIGHLIGHTS

1027 AGRICULTURE ECONOMICS REPORTS

1076 BOLETIN BIBLIOGRAFICO (CINDE DIVISION AGRICOLA)

2130 CERES, REVISTA DE LA FAO

1065 CERES, REVUE DE LA FAO

1148 CERES, THE FAO REVIEW

1163 CIAT INTERNATIONAL

1060 COMMODITY PRICE DATA

1227 CROP PRODUCTION QUARTERLY STATISTICS (EEC)

1242 DESAJAYA

1333 FAO DOCUMENTATION, CURRENT BIBLIOGRAPHY
 1334 FAO FOOD OUTLOOK
 1394 FRUIT AND TROPICAL PRODUCTS
 2179 GIORNALE DELL' AIMA
 1499 ISMEA INFORMAZIONI
 1238 LETTERA VERDE
 1541 LISTINO DEI PREZZI ALL'INGROSSO SULLA PIAZZA DI MILANO
 1184 LONDON CORN CIRCULAR
 1253 MONTHLY COMMODITY PRICE BULLETIN
 1612 NEW TITLES
 1660 OPTIONS, NEWSLETTER OF THE CENTRE FOR AGRICULTURAL POLICY STUDIES
 1673 PARTNERS IN RESEARCH FOR DEVELOPMENT
 2161 PRICE PROSPECTS FOR MAJOR PRIMARY COMMODITIES
 1698 PUBLIC LEDGER'S COMMODITY WEEK
 1715 QUARTERLY REVIEW OF COMMODITY MARKETS, OFFICE MEMORANDUM
 1509 RASSEGNA MENSILE DELL'ANDAMENTO DEI MERCATI AGRICOLI
 1725 RESOURCE NEWSLETTER (NRI)
 1848 TROPICAL SCIENCE
 1872 UN ESCAP PRICES OF SELECTED ASIA/PACIFIC PRODUCTS
 1924 WORLD AGRICULTURAL PRODUCTION (FAS CIRCULAR SERIES)
 1925 WORLD AGRICULTURAL SUPPLY AND DEMAND ESTIMATES
 2135 WORLD AGRICULTURE - CURRENT TRENDS AND PERSPECTIVES
 1926 WORLD AGRICULTURE. SITUATION AND OUTLOOK REPORT
 1666 WORLD COMMODITY FORECASTS
 AGRICULTURE
 1910 COYUNTURAGRARIA (BOLETIN INFORMATIVO)
 1285 FAO IFAD UPDATE
 2182 UN. ECA RURAL PROGRESS
 AIR TRANSPORT
 1029 AIR CARGO TARIFF RATES NORTH AMERICA (NORTH AMERICA SERIES) (TACT)
 1030 AIR CARGO TARIFF RATES WORLDWIDE (TACT WORLDWIDE SERIES)
 1031 AIR CARGO TARIFF RULES (TACT RULES)
 1794 SWISSAIR CARGO NOUVEAUTES-INFORMATIONS
 1799 TARIFF NEWS, SWISSAIR CARGO
 ALBANIA
 1033 ALBANIAN FOREIGN TRADE
 1591 BUSINESS NEWS (ALBANIA)
 1186 COMMERCE EXTERIEUR ALBANAIS
 2015 COUNTRY REPORT ROMANIA, BULGARIA, ALBANIA
 ALCOHOLIC BEVERAGES
 1752 SEMANA VITIVINICOLA
 ALGERIA
 1971 COUNTRY REPORT ALGERIA
 ANGOLA
 1972 COUNTRY REPORT ANGOLA
 ANTIGUA AND BARBUDA
 1112 BUSINESS EXPRESSIONS (ANTIGUA)
 AQUACULTURE
 1278 SEAFDEC NEWSLETTER
 ARGENTINA
 1973 COUNTRY REPORT ARGENTINA
 ARMENIA
 2184 COUNTRY REPORT GEORGIA, ARMENIA, AZERBAIJAN, CENTRAL ASIAN REPUBLICS
 ASEAN
 2164 ASEAN FOOD HANDLING NEWSLETTER
 ASIA
 1014 ADB QUARTERLY REVIEW
 1050 ASIAN DEVELOPMENT REVIEW
 AUSTRALIA
 1641 MAS PROGRAM NEWS
 1662 OVERSEAS TRADING
 AUSTRIA

1506 IW INTERNATIONALE WIRTSCHAFT
AZERBAIJAN
2184 COUNTRY REPORT GEORGIA, ARMENIA, AZERBAIJAN, CENTRAL ASIAN REPUBLICS
BAHAMAS
1995 COUNTRY REPORT JAMAICA, BELIZE, BAHAMAS, BERMUDA, BARBADOS
BAHRAIN
1974 COUNTRY REPORT BAHRAIN, QATAR
BANGLADESH
1810 BUSINESSMAN
1975 COUNTRY REPORT BANGLADESH
1836 TRADE INFORMATION FORTNIGHTLY
BARBADOS
2027 COUNTRY REPORT TRINIDAD & TOBAGO, GUYANA, WINDWARD AND LEEWARD
1144 ECONOMIC REVIEW (CENTRAL BANK OF BARBADOS)
BELARUS
1893 COUNTRY REPORT UKRAINE, BELARUS, MOLDOVA
BELIZE
1150 CHAMBER UPDATE (BELIZE)
1995 COUNTRY REPORT JAMAICA, BELIZE, BAHAMAS, BERMUDA, BARBADOS
BENIN
1101 BULLETIN MENSUEL D'INFORMATION ET DE DOCUMENTATION (BENIN)
2137 COUNTRY REPORT TOGO, NIGER, BENIN, BURKINA FASO
BERMUDA
1995 COUNTRY REPORT JAMAICA, BELIZE, BAHAMAS, BERMUDA, BARBADOS
BEVERAGES
1563 MARCHE INTERNATIONAL DES BOISSONS (LETTRE MENSUELLE)
BIBLIOGRAPHY
1006 ACCIS NEWSLETTER
1027 AGRICULTURE ECONOMICS REPORTS
1763 BIBLIOGRAFIA DE COMERCIO EXTERIOR
1072 BIBLIOGRAPHIE (BANQUE CENTRALE DES ETATS DE L'AFRIQUE DE L'OUEST,
1076 BOLETIN BIBLIOGRAFICO (CINDE DIVISION AGRICOLA)
1086 BRITISH NATIONAL BIBLIOGRAPHY
1233 CURRENT AWARENESS ABSTRACTS OF LIBRARY AND INF MAN.LITERATURE (ASLIB)
1232 CURRENT AWARENESS BULLETIN (OECS, ANTIGUA)
1333 FAO DOCUMENTATION, CURRENT BIBLIOGRAPHY
1350 FICHERO BIBLIOGRAFICO HISPANOAMERICANO
1429 ILO INTERNATIONAL LABOUR DOCUMENTATION
1557 MANAGEMENT AND MARKETING ABSTRACTS
1558 MANAGEMENT CONTENTS
2141 MANAGEMENT SERVICES AND PRODUCTION ABSTRACTS (ANBAR)
1571 MARKETING AND DISTRIBUTION ABSTRACTS (ANBAR)
1610 NEW BOOKS LIST (OVERSEAS DEVELOPMENT ADMINISTRATION LIBRARY)
1612 NEW TITLES
1768 SOURCE DIRECTORY OF PREDICASTS
1827 TOP MANAGEMENT ABSTRACTS (ANBAR)
1858 ULRICH'S UPDATE
1859 UN DAG HAMMARSKJOLD LIBRARY CURRENT BIBLIOGR.INFORMATION
1869 UN ESCAP ASIAN BIBLIOGRAPHY
1873 UN ESCAP TRADE INFORMATION SOURCES DATA BANK/DIRECTORY
1874 UN ESCWA LIST OF ENGLISH AND ARABIC DOCUMENTS
1875 UN ESCWA LIST OF LIBRARY ACQUISITIONS
1876 UN LIBRARY MONTHLY BIBLIOGR, PART I, BKS , OFF DOC.(1ST LIST)
1879 UN LIBRARY MONTHLY BIBLIOGR, PART II, SEL. ARTICLES (1ST LIST)
1882 UN LIBRARY WEEKLY BIBLIOGRAPHY (1ST LIST)
1900 UNIDO UNIDO NEWSLETTER (1ST)
1918 WHAT'S NEW IN ADVERTISING AND MARKETING
BOLIVIA
2127 COMERCIO EXTERIOR (BOLIVIA)
2011 COUNTRY REPORT PERU, BOLIVIA
1321 EXPORTADOR (SANTA CRUZ)
1452 INFORMACION COMERCIAL

BOTSWANA
 1084 BOTSWANA BUSINESS NEWS
 2005 COUNTRY REPORT BOTSWANA, NAMIBIA, LESOTHO, SWAZILAND
 BRAZIL
 1976 COUNTRY REPORT BRAZIL
 BRUNEI
 2002 COUNTRY REPORT MALAYSIA, BRUNEI
 BULGARIA
 2144 BULGARIAN ECONOMIC OUTLOOK
 1088 BULGARIAN FOREIGN TRADE
 1187 COMMERCE EXTERIEUR BULGARE
 2015 COUNTRY REPORT ROMANIA, BULGARIA, ALBANIA
 1266 ECONOMIC NEWS OF BULGARIA
 1459 INFORMATIONS ECONOMIQUES DE BULGARIE
 BURKINA FASO
 1096 BULLETIN ECONOMIQUE ET FISCAL DU BURKINA FASO
 1151 CHAMBRE DE COMMERCE INFORMATIONS (BOBO-DIOULASSO)
 2137 COUNTRY REPORT TOGO, NIGER, BENIN, BURKINA FASO
 1221 COURRIER CONSULAIRE DU BURKINA FASO
 BURUNDI
 2031 COUNTRY REPORT UGANDA, RWANDA, BURUNDI
 CAMBODIA
 2035 COUNTRY REPORT INDOCHINA VIETNAM, LAOS, CAMBODIA
 CAMEROON
 1977 COUNTRY REPORT CAMEROON, CAR, CHAD
 CANADA
 1366 FLASH (CANADA)
 1477 LUGGAGE, LEATHER GOODS AND ACCESSORIES
 1569 MARKET RESEARCH FACTS AND TRENDS (MACLEAN-HUNTER)
 1614 NEWS BULLETIN (TRADE FACILITATION OFFICE CANADA)
 1562 STANDARDIZATION NEWS (ASTM)
 CAPE VERDE
 2017 COUNTRY REPORT SENEGAL, GAMBIA, MAURITANIA
 CARIBBEAN
 1129 CAIC NEWS
 1132 CARIBBEAN UPDATE
 1139 CBI BUSINESS BULLETIN
 1142 CDB NEWS
 2027 COUNTRY REPORT TRINIDAD & TOBAGO, GUYANA, WINDWARD AND LEEWARD
 2149 COUNTRY REPORT VENEZUELA
 1220 COURIER AFRICA-CARIBBEAN-PACIFIC-EURO.COMMUNITY (ENGL ED)
 1225 COURRIER AFRIQUE-CARAIBES-PACIFIQUE-COMM EUROP (FREN ED)
 1232 CURRENT AWARENESS BULLETIN (OECS, ANTIGUA)
 1373 FOCUS (UN ECLAC CDCC)
 1461 INFORMATIVO PLACIEX, PROGRAMA LATINO-AMERICANO Y DEL CARIBE DE INFORM
 1519 LA/C BUSINESS BULLETIN
 1467 MADE IN CARICOM
 2146 OUTREMER
 CASSAVA
 1004 ABSTRACTS ON CASSAVA (MANIHOT ESCULENTA CRANTZ)
 1137 CASSAVA NEWSLETTER
 1163 CIAT INTERNATIONAL
 1814 THAI TAPIOCA TRADE ASSOCIATION (TTTA); MONTHLY BULLETIN
 CATALOGUE
 1192 COMMERCE PUBLICATIONS UPDATE
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 1006 ACCIS NEWSLETTER
 1054 ASLIB INFORMATION
 1055 ASLIB PROCEEDINGS
 1233 CURRENT AWARENESS ABSTRACTS OF LIBRARY AND INF MAN LITERATURE (ASLIB)
 1351 FID NEWS BULLETIN
 1417 I T LINK
 1089 INFORMATION MANAGEMENT & TECHNOLOGY (ANBAR)
 1461 INFORMATIVO PLACIEX; PROGRAMA LATINO-AMERICANO Y DEL CARIBE DE INFORM
 1520 JOURNAL OF DOCUMENTATION
 1455 MAGAZINE XIII
 2131 NOUVELLES DE L'ISDS
 1694 PROGRAM, AUTOMATED LIBRARY AND INFORMATION SYSTEMS
 1896 UNESCO. UNISIST NEWSLETTER, GENERAL INFORMATION PROGRAMME
 INFORMATION SERVICES
 1116 CRONER BUSINESS INFORMATION BRIEFING
 1948 GALE DIRECTORY OF DATABASES, VOL.1 ONLINE DATABASES
 2136 GALE DIRECTORY OF DATABASES, VOL 2. CD ROM
 INTERNATIONAL ORGANIZATIONS
 1250 DIALOGUE LETTRE D'INFORMATION DE LA COMMUNAUTE EUROPEENE
 INTERNATIONAL TRADE
 1961 BUSINESS TO BUSINESS WORLD-WIDE
 1250 DIALOGUE LETTRE D'INFORMATION DE LA COMMUNAUTE EUROPEENE
 1256 DROIT ET PRATIQUE DU COMMERCE INTERNATIONAL/INTERNATIONAL TRADE LAW
 1265 ECONOMIC IMPACT, QUARTERLY REVIEW OF WORLD ECONOMICS
 1386 FOREIGN TRADE REVIEW
 1470 INTERECONOMICS
 1472 NOTIZIARIO COMMERCIALE QUINDICINALE DI COMMERCIO ESTERO
 IRAN
 2036 COUNTRY REPORT IRAN
 1495 IRAN EXPORTS
 2171 QESHM PRESS
 IRAQ
 1994 COUNTRY REPORT IRAQ
 ISO
 1501 ISO BULLETIN (FREN ED)
 1502 ISO/INFCO DOCUMENTS
 1503 ISONET COMMUNIQUE (ENGL ED)
 1504 ISONET COMMUNIQUE (FREN ED)
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 1209 COOPERAZIONE, MENSILE A CURA DEL MINISTERO DEGLI AFFARI ESTERI
 1533 LARGO CONSUMO
 1238 LETTERA VERDE
 1472 NOTIZIARIO COMMERCIALE QUINDICINALE DI COMMERCIO ESTERO
 ITC

1595 ITC MONTHLY LIST OF DOCUMENTS/REPORTS
1714 ITC QUARTERLY LIST OF REPORTS

JAMAICA
1118 BUSINESS JAMAICA
1995 COUNTRY REPORT JAMAICA, BELIZE, BAHAMAS, BERMUDA, BARBADOS

JAPAN
1254 DJIT, DIGEST OF JAPANESE INDUSTRY & TECHNOLOGY
1374 FOCUS JAPAN
1680 NEW TECHNOLOGY JAPAN
1066 PIERJ
1826 TOKYO BUSINESS TODAY
1846 TRADESCOPE

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1640 FASHION EXTRAS
1403 GOLD UND SILBER, UHREN UND SCHMUCK
1516 JEWELERS' CIRCULAR KEYSTONE

JOINT VENTURES
1118 BUSINESS JAMAICA
1306 EAST-WEST INVESTMENT AND JOINT VENTURES

JORDAN
1996 COUNTRY REPORT: JORDAN

JUTE
1349 FIBRE REPORT
1525 JUTE COMPETITION WITH SYNTHETICS
1526 JUTE CONCURRENCE AVEC LES SYNTHETIQUES
1527 JUTE, KENAF AND ALLIED FIBRES, QUARTERLY STATISTICS

KENYA
1106 BUSINESS (KENYA)
1997 COUNTRY REPORT KENYA
1529 KENYA EXPORT NEWS
1966 KENYA REPORTS

KOREA DPR
1190 COMMERCE EXTERIEUR DE LA REPUBLIQUE POPULAIRE DEMOCRATIQUE DE COREE
1619 FOREIGN TRADE OF THE DEMOCRATIC PEOPLES'S REPUBLIC OF KOREA

KOREA R
2019 COUNTRY REPORT. SOUTH KOREA, NORTH KOREA
1390 KOREA EXPORT
1531 KOREA TRADE AND BUSINESS
1353 KOREA TRADING POST

KUWAIT
1998 COUNTRY REPORT KUWAIT

LAO PDR
2035 COUNTRY REPORT INDOCHINA VIETNAM, LAOS, CAMBODIA

LATIN AMERICA
1036 AMBITO EMPRESARIAL ALADI
1074 BID (FRENCH ED)
1180 COMERCIO EXTERIOR (MEXICO)
1424 IDB (ENGL ED.)
1461 INFORMATIVO PLACIEX, PROGRAMA LATINO-AMERICANO Y DEL CARIBE DE INFORM
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1761 SINTESIS ALADI

LATVIA
1122 COUNTRY REPORT BALTIC REPUBLICS. ESTONIA, LATVIA, LITHUANIA

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1699 ASIA PACIFIC LEATHER TIMES
2125 BAGS AND LEATHER GOODS
1199 CONCERIA E LE MANIFATTURE DELLE PELLI
1230 CUIR
1231 CUIR DANS L'EUROPE (CONSEIL NATIONAL DU CUIR)
1474 FOTO SHOE 15
1437 INDIAN LEATHER
2124 INDICATEURS D'ACTIVITE

1447 INDUSTRIE DU CUIR
 1534 LEATHER
 2177 LEDER & HAEUTE MARKT
 1544 LIZ NEWS (LEATHER INSTITUTE OF ZIMBABWE)
 1805 TECNICOURO
 1235 WORLD FOOTWEAR
 1940 WORLD LEATHER
 LEATHER CLOTHING
 1699 ASIA PACIFIC LEATHER TIMES
 LEATHER GOODS
 1699 ASIA PACIFIC LEATHER TIMES
 1640 FASHION EXTRAS
 1477 LUGGAGE, LEATHER GOODS AND ACCESSORIES
 1203 TRAVELWARE
 LEBANON
 1999 COUNTRY REPORT LEBANON
 LESOTHO
 2005 COUNTRY REPORT BOTSWANA, NAMIBIA, LESOTHO, SWAZILAND
 1622 NEWSLETTER (LESOTHO NATIONAL DEVELOPMENT CORPORATION)
 LIBERIA
 1987 COUNTRY REPORT GHANA
 LIBRARY SCIENCE
 2152 EFLC NEWSLETTER (EUROPEAN FOUNDATION FOR LIBRARY COOPERATION)
 LIBYA
 2000 COUNTRY REPORT LIBYA
 LITHUANIA
 1122 COUNTRY REPORT BALTIC REPUBLICS ESTONIA, LATVIA, LITHUANIA
 1824 EAST EXPRESS
 LIVESTOCK
 1542 LIVESTOCK AND POULTRY SITUATION AND OUTLOOK REPORT
 1942 WORLD LIVESTOCK SITUATION
 MACAU
 1990 COUNTRY REPORT: HONG KONG, MACAU
 1551 MACAU IMAGE
 MACHINERY
 1906 USINE NOUVELLE
 1907 USINE NOUVELLE, TECHNOLOGIES
 MADAGASCAR
 2001 COUNTRY REPORT MAURITIUS, MADAGASCAR, SEYCHELLES
 MALAWI
 2033 COUNTRY REPORT ZIMBABWE
 1311 EXPORT INFORMATION (MALAWI)
 1554 MALAWI BUSINESS
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 1069 BERITA FMM
 2002 COUNTRY REPORT MALAYSIA, BRUNEI
 1262 ECONOMIC BULLETIN (FMM)
 1263 ECONOMIC BULLETIN (SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE)
 1309 EXPO (EXPORTERS' OPPORTUNITIES)
 1494 INTISARI DAGANG (TRADE DIGEST)
 1505 ITPC BUSINESS DIRECTIONS (THE INTERNATIONAL BUSINESS GUIDE)
 1691 MALAYSIAN MANUFACTURERS' DIGEST
 1555 MALAYSIAN TRADE NEWS
 1660 OPTIONS, NEWSLETTER OF THE CENTRE FOR AGRICULTURAL POLICY STUDIES
 1788 SUARA PERUNDING, JOURNAL OF THE ASSOCIATION OF CONSULTING ENGINEERS
 MALI
 1989 COUNTRY REPORT GUINEA, SIERRA LEONE, LIBERIA
 MALTA
 1193 COMMERCIAL COURIER
 2028 COUNTRY REPORT TUNISIA
 1267 ECONOMIC SURVEY
 1586 INDUSTRY TODAY

MANAGEMENT

- 1748 ECODECISION ENVIRONMENT AND POLICY MAGAZINE
- 1388 FORTUNE
- 1410 HARVARD BUSINESS REVIEW
- 1518 JOURNAL OF BUSINESS STRATEGY
- 1557 MANAGEMENT AND MARKETING ABSTRACTS
- 1558 MANAGEMENT CONTENTS
- 2141 MANAGEMENT SERVICES AND PRODUCTION ABSTRACTS (ANBAR)
- 1571 MARKETING AND DISTRIBUTION ABSTRACTS (ANBAR)
- 1764 SMALL BUSINESS REPORTS
- 1080 TECHNOLOGY STRATEGIES
- 1827 TOP MANAGEMENT ABSTRACTS (ANBAR)

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- 1868 UN ESCAP ASIA-PACIFIC TECH MONITOR
- 1872 UN ESCAP PRICES OF SELECTED ASIA/PACIFIC PRODUCTS

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- 2001 COUNTRY REPORT MAURITIUS, MADAGASCAR, SEYCHELLES
- 1634 OBJECTIF

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- 1038 AMLC NEWS
- 1543 LIVESTOCK AND POULTRY UPDATE
- 1542 LIVESTOCK AND POULTRY SITUATION AND OUTLOOK REPORT
- 1575 MEAT INDUSTRY INTERNATIONAL EDITION
- 1201 MEAT US
- 1857 UK MEAT MARKET REVIEW

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- 1360 SCRIP MAGAZINE
- 1147 SCRIP WORLD PHARMACEUTICAL NEWS

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- 1577 MEDICINAL AND AROMATIC PLANTS ABSTRACTS

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- 1060 COMMODITY PRICE DATA
- 1496 IRON AND STEEL (STATISTICS)
- 1583 METAL BULLETIN
- 1584 METAL BULLETIN MONTHLY (MBM)
- 1253 MONTHLY COMMODITY PRICE BULLETIN
- 2161 PRICE PROSPECTS FOR MAJOR PRIMARY COMMODITIES
- 1715 QUARTERLY REVIEW OF COMMODITY MARKETS, OFFICE MEMORANDUM
- 1666 WORLD COMMODITY FORECASTS

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- 1133 CARTA ANIERM
- 1180 COMERCIO EXTERIOR (MEXICO)
- 2003 COUNTRY REPORT MEXICO
- 1724 REPORTES CONCANACO

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- 1578 MEED MIDDLE EAST ECONOMIC DIGEST
- 1816 TIJARIS (FREN ED)
- 1817 TIJARIS (MAGAZINE OF INTERNATIONAL AND INTER-ISLAMIC TRADE)
- 1874 UN ESCWA LIST OF ENGLISH AND ARABIC DOCUMENTS
- 1875 UN ESCWA LIST OF LIBRARY ACQUISITIONS

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 1060 COMMODITY PRICE DATA
 1445 INDUSTRIAL MINERALS
 1253 MONTHLY COMMODITY PRICE BULLETIN
 MOLASSES
 2121 WORLD HONEY SITUATION (FAS CIRCULAR SERIES)
 1946 WORLD SUGAR SITUATION AND OUTLOOK, (FAS CIRCULAR SERIES)
 MOLDOVA
 1893 COUNTRY REPORT UKRAINE, BELARUS, MOLDOVA
 MONGOLIA
 1979 COUNTRY REPORT CHINA, MONGOLIA
 1385 FOREIGN TRADE OF MONGOLIA
 1592 MONGOLIA
 1615 NEWS FROM MONGOLIA
 1633 NOUVELLES DE MONGOLIE
 MOROCCO
 1063 BANQUE MAROCAINE DU COMMERCE EXTERIEUR INFORMATION REVIEW
 1064 BANQUE MAROCAINE DU COMMERCE EXTERIEUR REVUE D'INFORMATION
 1092 BULLETIN D'INFORMATIONS ECONOMIQUES ET COMMERCIALES (CASABLANCA)
 2004 COUNTRY REPORT MOROCCO
 1255 DOUANES MAROCAINES
 1258 ECHOS AFRICAINS
 2143 EXPORT INFOS
 MOZAMBIQUE
 2024 COUNTRY REPORT TANZANIA, COMOROS
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 2025 COUNTRY REPORT THAILAND, MYANMAR (BURMA)
 NAMIBIA
 2005 COUNTRY REPORT BOTSWANA, NAMIBIA, LESOTHO, SWAZILAND
 1914 NAMIBIA BUSINESS JOURNAL
 NEPAL
 1992 COUNTRY REPORT INDIA, NEPAL
 1606 NEPAL TRADE BULLETIN
 1828 TPC DIARY, MONTHLY REVIEW OF TPC PROGRAMME ACTIVITIES
 NETHERLANDS
 1140 CBI NEWS BULLETIN (1ST LIST)
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 1317 EXPORT NEWS (NEW ZEALAND)
 NICARAGUA
 1081 BOLETIN INFORMATIVO (MANAGUA)
 2006 COUNTRY REPORT NICARAGUA, HONDURAS
 NIGER
 2137 COUNTRY REPORT TOGO, NIGER, BENIN, BURKINA FASO
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 2007 COUNTRY REPORT NIGERIA
 1625 NIGERIAN EXPORT NEWS BULLETIN
 NONFERROUS METALS
 1164 CIPEC QUARTERLY REVIEW
 1820 TIN AND ITS USES
 1821 TIN INTERNATIONAL
 NORTH AFRICA
 1578 MEED MIDDLE EAST ECONOMIC DIGEST
 1816 TIJARIS (FREN ED)
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 1013 NOR TRADE
 NUTS
 1136 CASHEW BULLETIN
 1167 CLIPPER, THE JOURNAL FOR THE INTERNATIONAL TRADE IN DRIED FRUIT AND
 1747 CRACKER
 1274 EDIBLE NUT MARKET REPORT
 1393 FRUIT AND TREE NUTS SITUATION AND OUTLOOK REPORT

1395 FRUITS
 1435 INDIAN CASHEW JOURNAL
 1436 INDIAN COCOA, ARECANUT AND SPICES JOURNAL
 OCEANIA
 1026 AGRICULTURAL INFORMATION DEVELOPMENT BULLETIN
 2009 COUNTRY REPORT. PACIFIC ISLANDS PAPUA NEW GUINEA, FIJI,
 1220 COURIER AFRICA-CARIBBEAN-PACIFIC-EURO COMMUNITY (ENGL ED)
 1225 COURRIER AFRIQUE-CARAIBES-PACIFIQUE-COMM EUROP (FREN ED)
 1339 FAR EASTERN ECONOMIC REVIEW (1ST LIST)
 1498 ISLANDS BUSINESS PACIFIC
 1613 NEWS BULLETIN (PIACC)
 1663 PACIFIC IMPACT
 1664 PACIFIC ISLANDS MONTHLY
 1665 PACIFIC REVIEW
 1773 SOUTH SEA DIGEST
 1832 TRADE AND INDUSTRY SCENE
 1845 TRADENEWS OF THE SOUTH PACIFIC
 2142 UN PACIFIC DEVELOPMENT
 1868 UN. ESCAP ASIA-PACIFIC TECH MONITOR
 1870 UN ESCAP ECONOMIC BULLETIN FOR ASIA AND THE PACIFIC
 1871 UN ESCAP LIST OF ESCAP PRICED PUBLICATIONS
 OECD
 1636 OCDE PUBLICATIONS, NOUVELLES PUBLICATIONS
 1638 OCDE COMMUNIQUE DE PRESSE
 1635 OCDE. OBSERVATEUR DE L'OCDE
 1645 OCDE PERSPECTIVES ECONOMIQUES
 1643 OECD OBSERVER
 1637 OECD PUBLICATIONS, NEW PUBLICATIONS
 1639 OECD ECONOMIC OUTLOOK
 OIL CROPS
 1535 COCO MARKET FOCUS
 2162 TREE WORLD
 1666 WORLD COMMODITY FORECASTS
 OILS AND FATS
 1647 OIL WORLD (PART I DIGEST, PART II. STATISTICS UPDATE)
 1648 OILS AND FATS INTERNATIONAL
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 1791 NATIONAL SUNFLOWER ASSOCIATION UPDATE
 1646 OIL CROPS SITUATION AND OUTLOOK REPORT
 1647 OIL WORLD (PART I DIGEST, PART II STATISTICS UPDATE)
 1648 OILS AND FATS INTERNATIONAL
 1649 OILS AND OILSEEDS, LMC COMMODITY BULLETIN
 1943 WORLD OILSEED SITUATION AND OUTLOOK (FAS CIRCULAR SERIES)
 OMAN
 1974 COUNTRY REPORT BAHRAIN, QATAR
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 1015 IMEC BULLETIN
 1839 ITC EMBALAJE PARA LA EXPORTACION
 1837 ITC EMBALLAGE POUR L'EXPORTATION
 1399 ITC EXPORT PACKAGING NOTE
 2173 PACKDATA FACTSHEET
 PAKISTAN
 2010 COUNTRY REPORT: PAKISTAN, AFGHANISTAN
 1313 EXPORT INTELLIGENCE BULLETIN
 1425 IDBP NEWS BULLETIN
 1594 MONTHLY EXPORT TRENDS
 PANAMA
 2006 COUNTRY REPORT NICARAGUA, HONDURAS
 1671 PANAMA TRADE NEWS
 PAPER
 1028 AIKAKAUSLEHTIKATSAUS - TIDSKRIFTSOVERSIKT
 1818 TIMBER BULLETIN/BULLETIN DU BOIS

PARAGUAY
 1616 COUNTRY REPORT URUGUAY, PARAGUAY
 PEPPER
 1677 PEPPER MARKET BULLETIN
 PERFUMES
 1210 COSMETIC WORLD NEWS
 PERU
 2011 COUNTRY REPORT PERU, BOLIVIA
 1910 COYUNTURAGRARIA (BOLETIN INFORMATIVO)
 1288 NORMAS DE COMERCIO EXTERIOR
 1683 PERU EXPORTA
 1572 PERU INFORME ECONOMICO TRIMESTRAL
 1774 PERUVIAN QUARTERLY REPORT
 1723 REPORT ON THE ECONOMIC SITUATION OF PERU/SITUACION ECONOMICA DEL PERU
 PESTICIDES
 1512 JAPAN PESTICIDE INFORMATION
 PET ANIMALS
 1684 PETS EUROPE
 1847 TRAFFIC BULLETIN
 PETROLEUM
 1644 OECD QUARTERLY OIL STATISTICS AND ENERGY BALANCES
 1657 OPEC FUND NEWSLETTER
 1666 WORLD COMMODITY FORECASTS
 PHARMACEUTICALS
 1153 CHEMICAL MARKETING REPORTER
 1290 ESSENTIAL DRUGS
 1803 ITC PHARMACEUTICAL RAW MATERIALS/ ESSENTIAL DRUGS REPORT
 1360 SCRIP MAGAZINE
 1147 SCRIP WORLD PHARMACEUTICAL NEWS
 PHILIPPINES
 2012 COUNTRY REPORT PHILIPPINES
 1515 PHILIPPINE BUSINESS (DEPARTMENT OF TRADE AND INDUSTRY)
 1685 PHILIPPINE BUSINESS (PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY)
 1915 WEEKLY BULLETIN (PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY)
 PLANTS
 1368 FLOWER TRADES JOURNAL
 1686 PHM REVUE HORTICOLE
 PLASTICS
 1042 APME NEWSLETTER
 1153 CHEMICAL MARKETING REPORTER
 POLAND
 2167 COUNTRY PROFILE POLAND
 2013 COUNTRY REPORT POLAND
 1468 INTER-POLCOM (POLAND)
 1553 MAGAZINE COMMERCIAL POLONAI
 1687 POLISH FOREIGN TRADE
 1688 TRADE MAGAZINE/POLAND
 PORTS
 1689 PORTS AND HARBORS
 PORTUGAL
 2014 COUNTRY REPORT OMAN, YEMEN
 1323 EXPORTAR (LISBOA)
 POULTRY
 1543 LIVESTOCK AND POULTRY UPDATE
 1542 LIVESTOCK AND POULTRY. SITUATION AND OUTLOOK REPORT
 1295 WORLD LIVESTOCK SITUATION (FAS CIRCULAR SERIES)
 1944 WORLD POULTRY SITUATION (FAS CIRCULAR SERIES)
 PRICES
 1079 BOLETIN ECONOMICO INFORMACION COMERCIAL ESPANOLA (ICE)
 1172 COCOMUNITY
 1173 COCOMUNITY QUARTERLY SUPPLEMENT
 1213 COTTON OUTLOOK

1335 FAO INFOFISH TRADE NEWS
 1355 FINANCIAL TIMES (1ST LIST)
 1376 FOOD INSTITUTE REPORT
 1382 FOODNEWS
 1389 FRESH PRODUCE JOURNAL
 1394 FRUIT AND TROPICAL PRODUCTS
 1402 GLOBEFISH, EUROPEAN FISH PRICE REPORT
 1407 GROCER
 1408 GROCER PRICE LIST
 1445 INDUSTRIAL MINERALS
 1451 INFOPECHE NOUVELLES COMMERCIALES
 1463 INSIDE TEXTILES
 1483 INTERNATIONAL RUBBER DIGEST
 1486 INTERNATIONAL SUGAR ORGANIZATION STATISTICAL BULLETIN
 1488 INTERNATIONAL TEA COMMITTEE MONTHLY STATISTICAL SUMMARY
 1499 ISMEA INFORMAZIONI
 1508 JAPAN CHEMICAL WEEK
 1510 JAPAN LUMBER JOURNAL
 1523 JTN INTERNATIONAL TEXTILE MAGAZINE
 1541 LISTINO DEI PREZZI ALL'INGROSSO SULLA PIAZZA DI MILANO
 1184 LONDON CORN CIRCULAR
 1583 METAL BULLETIN
 1253 MONTHLY COMMODITY PRICE BULLETIN
 1596 MONTHLY MARKET PRICE BULLETIN
 1791 NATIONAL SUNFLOWER ASSOCIATION. UPDATE
 1647 OIL WORLD (PART I DIGEST, PART II. STATISTICS UPDATE)
 1664 PACIFIC ISLANDS MONTHLY
 1698 PUBLIC LEDGER'S COMMODITY WEEK
 1789 SUGAR AND SWEETENER SITUATION AND OUTLOOK REPORT
 1855 UCAP WEEKLY BULLETIN
 1872 UN ESCAP PRICES OF SELECTED ASIA/PACIFIC PRODUCTS
 PROCESSED FOOD
 1379 FOOD PRODUCTION MANAGEMENT
 1391 FROZEN AND CHILLED FOODS
 1564 MARCHE INTERNATIONALE DES PRODUITS SURGELES
 1720 QUICK FROZEN FOODS INTERNATIONAL
 PUERTO RICO
 1983 COUNTRY REPORT CUBA, DOMINICAN REP , HAITI, PUERTO RICO
 PULP
 1028 AIKAKAUSLEHTIKATSAUS - TIDSKRIFTSOVERSIKT
 PURCHASING
 1196 COMPRAS Y EXISTENCIAS
 1204 CONTRACTS MANAGEMENT
 2122 PACTUM SERVA
 1706 PURCHASING AND SUPPLY MANAGEMENT
 1731 REVUE DE L'ACHETEUR
 1735 REVUE INTERNATIONALE DE L'ACHAT
 QATAR
 1974 COUNTRY REPORT. BAHRAIN, QATAR
 QUALITY CONTROL
 1094 BULLETIN DE L'ORGANISATION INTERN DE METROLOGIE LEGALE
 1286 EOQ QUALITY
 1312 EXPORT INSPECTION JOURNAL
 1015 IMEC BULLETIN
 1205 ITC CALIDAD DE EXPORTACION
 1318 ITC. EXPORT QUALITY
 1206 ITC QUALITE DES EXPORTATIONS
 1652 ON Q (OFFICIAL NEWSLETTER OF THE AMERICAN SOCIETY FOR QUALITY
 1707 QUALITE EN MOUVEMENT
 1708 QUALITY DIGEST
 1617 QUALITY FORUM (JOURNAL OF THE INSTITUTE OF QUALITY ASSURANCE)
 1709 QUALITY PROGRESS

1710 QUALITY WORLD
 QUALITY STANDARDS
 1877 SADCC EXPORT QUALILTY INFORMATION SERVICE
 REGIONAL CO-OPERATION
 1036 AMBITO EMPRESARIAL ALADI
 1168 CO-OPERATION SOUTH (1ST LIST)
 1207 COOPERACION SUR
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 1761 SINTESIS ALADI
 RICE
 1344 LONDON RICE BROKERS' ASSOCIATION CIRCULAR
 ROAD TRANSPORT
 1289 WORLD HIGHWAYS / ROUTES DU MONDE
 ROMANIA
 2015 COUNTRY REPORT ROMANIA, BULGARIA, ALBANIA
 1185 ROMANIA ECONOMIC NEWSLETTER
 1738 ROMANIAN FOREIGN TRADE
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 1041 ANRPC NEWS (ASS OF NATURAL RUBBER PRODUCING COUNTRIES)
 1483 INTERNATIONAL RUBBER DIGEST
 1326 RUBBER DEVELOPMENTS
 1739 RUBBER INDIA
 1740 RUBBER STATISTICAL BULLETIN
 1666 WORLD COMMODITY FORECASTS
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 1026 AGRICULTURAL INFORMATION DEVELOPMENT BULLETIN
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 2134 RURAL DEVELOPMENT
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 2182 UN. ECA RURAL PROGRESS
 RUSSIA
 2181 COUNTRY REPORT RUSSIA
 1224 COURRIER DES PAYS DE L'EST
 1507 IZVESTIA
 RUSSIAN FEDERATION
 1599 MOSCOW NEWS
 RWANDA
 1091 BULLETIN D'INFORMATION (RWANDA)
 2031 COUNTRY REPORT UGANDA, RWANDA, BURUNDI
 SAINT LUCIA
 2126 TRADE NEWS (ST LUCIA)
 SAUDI ARABIA
 2016 COUNTRY REPORT SAUDI ARABIA
 SEA TRANSPORT
 1040 IMO NEWS
 1517 JOURNAL DE LA MARINE MARCHANDE ET DU TRANSPORT MULTIMODAL
 1913 TRANSPORTS LIGNES ET SERVICES
 SENEGAL
 2017 COUNTRY REPORT SENEGAL, GAMBIA, MAURITANIA
 2170 ECHANGES COMMERCIAUX
 2176 POINT ECONOMIQUE
 SEYCHELLES
 2001 COUNTRY REPORT MAURITIUS, MADAGASCAR, SEYCHELLES
 SIERRA LEONE
 2153 BUSINESS NEWS (SIERRA LEONE)
 1987 COUNTRY REPORT GHANA
 SILK
 1438 INDIAN SILK
 1471 INTERNATIONAL SILK ASSOCIATION MONTHLY NEWSLETTER
 1537 LETTRE MENSUELLE, ASSOCIATION INTERNATIONALE DE LA SOIE
 1757 SILK INDIA
 1758 SILKNET

SINGAPORE
 2018 COUNTRY REPORT SINGAPORE
 1263 ECONOMIC BULLETIN (SINGAPORE INTERNATIONAL CHAMBER OF COMMERCE)
 1759 SINGAPORE BUSINESS
 1760 SINGAPORE TRADE NEWS

SMALL AND MEDIUM ENTREPRISES
 1765 SMALL ENTERPRISE DEVELOPMENT

SMALL SCALE INDUSTRY
 1764 SMALL BUSINESS REPORTS

SOMALIA
 2026 COUNTRY REPORT ETHIOPIA, SOMALIA, DJIBOUTI

SOUTH AFRICA R
 1090 COUNTRY PROFILE SOUTH AFRICA
 2034 COUNTRY REPORT SOUTH AFRICA
 1742 SAFTO EXPORTER
 1771 SOUTH AFRICAN EXPORT BULLETIN
 1775 SOUTHERN AFRICA BUSINESS NEWS
 1785 STANDARD BANK REVIEW (SOUTH AFRICA)

SOUTH AMERICA
 1143 CECON TRADE NEWS
 1259 ECONOMIA ANDINA
 1722 RED ANDINA DE INFORMACION COMERCIAL

SOUTH EAST ASIA
 1012 ADB BUSINESS OPPORTUNITIES
 1014 ADB QUARTERLY REVIEW
 1026 AGRICULTURAL INFORMATION DEVELOPMENT BULLETIN
 1970 ASEAN FOOD JOURNAL
 1044 ASEAN NEWSLETTER (ASSOCIATION OF SOUTHEAST ASIAN NATIONS)
 1052 ASIAN SURVEY
 1127 CACCI PROFILE
 1339 FAR EASTERN ECONOMIC REVIEW (1ST LIST)
 1665 PACIFIC REVIEW
 1769 SOURCING GUIDE
 1816 TIJARIS (FREN ED)
 1817 TIJARIS (MAGAZINE OF INTERNATIONAL AND INTER-ISLAMIC TRADE)
 1823 TISNET TRADE INFORMATION SHEET
 1868 UN ESCAP ASIA-PACIFIC TECH MONITOR
 1869 UN ESCAP ASIAN BIBLIOGRAPHY
 1870 UN ESCAP ECONOMIC BULLETIN FOR ASIA AND THE PACIFIC
 1871 UN ESCAP LIST OF ESCAP PRICED PUBLICATIONS

SPAIN
 1079 BOLETIN ECONOMICO INFORMACION COMERCIAL ESPANOLA (ICE)
 1307 EXPANSION COMERCIAL
 1667 PAIS
 1729 REVISTA DE ECONOMIA, INFORMACION COMERCIAL ESPANOLA

SPICES
 1394 FRUIT AND TROPICAL PRODUCTS
 1436 INDIAN COCOA, ARECANUT AND SPICES JOURNAL
 1439 INDIAN SPICES
 1678 PEPPER NEWS
 1679 PEPPER REPORT
 1854 U S SPICE TRADE (FAS CIRCULAR SERIES)

SRI LANKA
 1119 BUSINESS LANKA
 1149 CEYLON COMMERCE
 2020 COUNTRY REPORT SRI LANKA
 1784 SRI LANKA INVESTMENT NEWS
 1833 TRADE CONTACTS SRI LANKA

STANDARDIZATION
 1082 BOLETIN, COMISION ELECTROTECNICA INTERNACIONAL (CEI)
 1087 BSI NEWS
 1103 BULLETIN; COMMISSION ELECTROTECHNIQUE INTERNATIONALE (CEI)

1104 BULLETIN, INTERNATIONAL ELECTROTECHNICAL COMMISSION (IEC)
 1015 IMEC BULLETIN
 1500 ISO BULLETIN (ENGL ED)
 1501 ISO BULLETIN (FREN ED)
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 1562 STANDARDIZATION NEWS (ASTM)
 1800 TBT NEWS (TECHNICAL BARRIERS TO TRADE)
 1865 UN ECE RECOMMENDATIONS
 1867 UN ECE TRADE FACILITATION NEWS
 STANDARDS
 1138 CATALOGUE AFNOR, NORMES NOUVELLES, PROJETS DE NORMES ET TEXTES
 2157 DEPECHE NORMES
 1501 ISO BULLETIN (FREN ED)
 1502 ISO/INFCO DOCUMENTS
 1503 ISONET COMMUNIQUE (ENGL ED)
 1504 ISONET COMMUNIQUE (FREN ED)
 STATE TRADING ENTERPRISES
 1058 ASTRO UPDATE
 1188 COMMERCE EXTERIEUR DE CHINE
 1697 PUBLIC ENTERPRISE
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 1188 COMMERCE EXTERIEUR DE CHINE
 STEEL
 1864 UN ECE QUARTERLY BULLETIN OF STEEL STATISTICS
 SUDAN
 2021 COUNTRY REPORT SUDAN
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 1097 BULLETIN GEPLACEA
 1485 INTERNATIONAL SUGAR ORGANIZATION MARKET REPORT AND PRESS SUMMARY
 1486 INTERNATIONAL SUGAR ORGANIZATION STATISTICAL BULLETIN
 1789 SUGAR AND SWEETENER SITUATION AND OUTLOOK REPORT
 1790 SUGAR LETTER
 2121 WORLD HONEY SITUATION (FAS CIRCULAR SERIES)
 1945 WORLD SUGAR RESEARCH ORGANISATION QUARTERLY BULLETIN
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 1196 COMPRAS Y EXISTENCIAS
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 2149 COUNTRY REPORT VENEZUELA
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2024 COUNTRY REPORT TANZANIA, COMOROS
1796 TANZANIA TRADE CURRENTS

TEA

1056 ASSAM REVIEW AND TEA NEWS
1488 INTERNATIONAL TEA COMMITTEE MONTHLY STATISTICAL SUMMARY
1801 TEA AND COFFEE TRADE JOURNAL
1931 WORLD COFFEE AND TEA
1947 WORLD TEA SITUATION (FAS CIRCULAR SERIES)

TECHNICAL CO-OPERATION

1012 ADB BUSINESS OPPORTUNITIES
1014 ADB QUARTERLY REVIEW
1209 COOPERAZIONE, MENSILE A CURA DEL MINISTERO DEGLI AFFARI ESTERI
1246 DEVELOPMENT AND COOPERATION (1ST LIST)
1530 DEVELOPMENT TODAY
2154 GLOBALA AFFARER
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1885 UN DEVELOPMENT FORUM
1886 UN FORUM DU DEVELOPPEMENT
1935 UNDP CHOICES
1248 UNDP CHOIX
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TECHNOLOGY TRANSFER

1680 NEW TECHNOLOGY JAPAN
1868 UN. ESCAP ASIA-PACIFIC TECH MONITOR

TELECOMMUNICATIONS

1600 TELEPAC NEWS

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1806 TELECOMMUNICATION JOURNAL

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1380 APPAREL INTERNATIONAL

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1380 APPAREL INTERNATIONAL
1131 CANADIAN TEXTILE JOURNAL
2183 COTTON AND WOOL UPDATE
1211 COTTON AND WOOL, SITUATION AND OUTLOOK REPORT
1212 COTTON MARKET INTERNATIONAL
1213 COTTON OUTLOOK
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1489 STATE OF TRADE REPORT (ITMF)
1809 TEXTILE ASIA
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1812 TEXTILE OUTLOOK INTERNATIONAL
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2025 COUNTRY REPORT THAILAND, MYANMAR (BURMA)

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1825 TOBACCO SITUATION AND OUTLOOK REPORT
1949 WORLD TOBACCO SITUATION (FAS CIRCULAR SERIES)

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1100 BULLETIN MENSUEL (TOGO)
2137 COUNTRY REPORT TOGO, NIGER, BENIN, BURKINA FASO
1751 SECTEUR PRIVE (TOGO)

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1524 JUGUETES Y JUEGOS DE ESPANA

TRADE BARRIERS

1726 RESTRICTIVE BUSINESS PRACTICES INFORMATION
1800 TBT NEWS (TECHNICAL BARRIERS TO TRADE)

TRADE DEVELOPMENT
1409 ITC. FORUM (ENGLISH EDITION)
1802 ITC. FORUM (FRENCH EDITION)
1034 ITC. FORUM (SPANISH EDITION)

TRADE DOCUMENTS
1865 UN. ECE. RECOMMENDATIONS
1867 UN. ECE TRADE FACILITATION NEWS

TRADE FAIRS
1305 EXHIBITION BULLETIN
1550 M AND A REPORT MESSEN AND KONGRESSE
1834 TRADE FAIRS AND CONFERENCES

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1835 PROJECT & TRADE FINANCE

TRADE NEGOTIATIONS
1893 NEWS OF THE URUGUAY ROUND OF MULTILATERAL TRADE NEGOTIATIONS

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1433 IMPORT BULLETIN (OSEC)
1531 KOREA TRADE AND BUSINESS
1625 NIGERIAN EXPORT NEWS BULLETIN
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1722 RED ANDINA DE INFORMACION COMERCIAL
1724 REPORTES CONCANACO

TRADE PROMOTION
1861 AFRICAN TRADE/COMMERCE AFRICAIN (UN ECA)
1079 BOLETIN ECONOMICO INFORMACION COMERCIAL ESPANOLA (ICE)
1081 BOLETIN INFORMATIVO (MANAGUA)
1091 BULLETIN D'INFORMATION (RWANDA)
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1107 BUSINESS AMERICA
1133 CARTA ANIERM
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1188 COMMERCE EXTERIEUR DE CHINE
1190 COMMERCE EXTERIEUR DE LA REPUBLIQUE POPULAIRE DEMOCRATIQUE DE COREE
1264 ECONOMIC DIGEST (CZECHOSLOVAKIA; ENGL ED.)
1320 EXPORT TURKEY (TICARET)
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1383 FOREIGN TRADE
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1386 FOREIGN TRADE REVIEW
1468 INTER-POLCOM (POLAND)
1482 INTERNATIONAL ROUND TABLE
1493 INTERTRADE, CHINA BUSINESS AND INDUSTRY REVIEW
1531 KOREA TRADE AND BUSINESS
1588 MOCI· MONITEUR DU COMMERCE INTERNATIONAL (1ST LIST)
1914 NAMIBIA BUSINESS JOURNAL
1620 NEWSLETTER (HUNGARY)
1623 NEWSLETTER FINLAND
1662 OVERSEAS TRADING
1515 PHILIPPINE BUSINESS (DEPARTMENT OF TRADE AND INDUSTRY)
1685 PHILIPPINE BUSINESS (PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY)
1687 POLISH FOREIGN TRADE
1722 RED ANDINA DE INFORMACION COMERCIAL
1724 REPORTES CONCANACO
1760 SINGAPORE TRADE NEWS
1769 SOURCING GUIDE
1816 TIJARIS (FREN ED)

1817 TIJARIS (MAGAZINE OF INTERNATIONAL AND INTER-ISLAMIC TRADE)
 1828 TPC DIARY, MONTHLY REVIEW OF TPC PROGRAMME ACTIVITIES
 1695 TRADE AND TRENDS
 1077 TRADE AND TRENDS COMERCIO Y TENDENCIAS
 1632 TRADE AND TRENDS COMMERCE ET TENDANCES
 1838 TRADE PROMOTION
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 1915 WEEKLY BULLETIN (PHILIPPINE CHAMBER OF COMMERCE AND INDUSTRY)
 1952 WTC INTERCOM
 TRANSNATIONAL ENTERPRISES
 1228 TRANSNATIONAL CORPORATIONS
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 1324 CARGOWORLD (EUROPE'S TRANSPORT NEWSLETTER)
 1492 INTERNATIONAL TRANSPORT JOURNAL JOURNAL POUR LE TRANSPORT INT
 1754 SHIPPERS' TIMES
 TRAVEL GOODS
 1477 LUGGAGE, LEATHER GOODS AND ACCESSORIES
 1203 TRAVELWARE
 TRINIDAD AND TOBAGO
 2027 COUNTRY REPORT TRINIDAD & TOBAGO, GUYANA, WINDWARD AND LEEWARD
 1779 EXPORTANT
 TROPICAL FRUIT
 1178 COLEACP BULLETIN D'INFORMATION/INFORMATION BULLETIN
 1395 FRUITS
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 1337 FAO MONTHLY BULLETIN, TROP FOREST PROD IN WORLD TIMBER TRADE
 1343 FEDERATION FRANCAISE DU COMMERCE DU BOIS. REVUE D'INFORMATION
 1573 MASKAYU
 1682 PERKASA
 1753 SERIES M MONTHLY (AFRICAN TIMBER ORGANIZATION)
 1819 TIMBER TRADE REVIEW
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 1146 CEPEX ACTUALITES
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 1329 EXPORTER (TUNIS)
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 2029 COUNTRY REPORT TURKEY
 1320 EXPORT TURKEY (TICARET)
 1843 TRADE WITH TURKEY
 1851 TURKISH DAILY NEWS
 1955 YAPI KREDI ECONOMIC REVIEW
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 2026 COUNTRY REPORT ETHIOPIA, SOMALIA, DJIBOUTI
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 1086 BRITISH NATIONAL BIBLIOGRAPHY
 1270 ECONOMIST (1ST LIST)
 1319 EXPORT TODAY THE OFFICIAL JOURNAL OF THE INSTITUTE OF EXPORT
 1355 FINANCIAL TIMES (1ST LIST)
 1593 HMSO MONTHLY CATALOGUE
 UKRAINE
 1893 COUNTRY REPORT UKRAINE, BELARUS, MOLDOVA
 UN
 1170 DIPLOMATIC WORLD BULLETIN
 1726 RESTRICTIVE BUSINESS PRACTICES INFORMATION
 1884 UN DAILY LIST OF DOCUMENTS DISTRIBUTED AT HEADQUARTERS
 1860 UN. DEVELOPMENT BUSINESS
 1885 UN. DEVELOPMENT FORUM
 1862 UN ECA LIST OF ECA DOCUMENTS
 1863 UN ECE LIST OF ECE DOCUMENTS
 1866 UN. ECE TRADE FACILITATION INFORMATION

1867 UN ECE TRADE FACILITATION NEWS
 1871 UN ESCAP LIST OF ESCAP PRICED PUBLICATIONS
 1886 UN FORUM DU DEVELOPPEMENT
 1969 UN LIBRARY NEWS
 1887 UN UNDOC, CURRENT INDEX, UNITED NATIONS DOCUMENTS
 1888 UN UNITED NATIONS PUBLICATIONS
 UNCTAD
 1889 UNCTAD REVIEW
 1890 UNCTAD BULLETIN (ENGL ED)
 1891 UNCTAD CNUCED BULLETIN (FREN ED)
 1892 UNCTAD DAILY LIST OF UNCTAD DOC DIST. AT PALAIS DES NATIONS
 UNDP
 1935 UNDP CHOICES
 1248 UNDP CHOIX
 1894 UNDP DEVELOPMENT IN ACTION
 1243 UNDP OPCIONES
 1905 UPDATE (UNDP)
 UNESCO
 1223 COURRIER DE L'UNESCO
 1896 UNESCO UNISIST NEWSLETTER, GENERAL INFORMATION PROGRAMME
 UNIDO
 1897 UNIDO CHECKLIST OF UNIDO DOCUMENTS
 1898 UNIDO INDUSTRIAL DEVELOPMENT ABSTRACTS
 1900 UNIDO UNIDO NEWSLETTER (1ST)
 UNITED ARAB EMIRATES
 2147 COUNTRY REPORT UNITED ARAB EMIRATES
 1815 TIJARAH (SHARJAH CHAMBER OF COMMERCE & INDUSTRY)
 1831 TRADE AND INDUSTRY (DUBAI)
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 1616 COUNTRY REPORT URUGUAY, PARAGUAY
 1251 DIRECTORIO DE EXPORTADORES DEL URUGUAY
 1658 OPORTUNIDADES COMERCIALES
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 1107 BUSINESS AMERICA
 1123 BUSINESS WEEK INTERNATIONAL (1ST LIST)
 1192 COMMERCE PUBLICATIONS UPDATE
 1265 ECONOMIC IMPACT, QUARTERLY REVIEW OF WORLD ECONOMICS
 1270 ECONOMIST (1ST LIST)
 1388 FORTUNE
 1482 INTERNATIONAL ROUND TABLE
 1608 NEW BOOKS (USGPO)
 1562 STANDARDIZATION NEWS (ASTM)
 1404 U S GOVERNMENT SUBSCRIPTIONS
 VEGETABLE FIBRES
 1535 COCO MARKET FOCUS
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 1535 COCO MARKET FOCUS
 1172 COCOMUNITY
 1173 COCOMUNITY QUARTERLY SUPPLEMENT
 1202 CONSEIL OLEICOLE INTERNATIONAL FEUILLE D'INFORMATION
 1791 NATIONAL SUNFLOWER ASSOCIATION UPDATE
 1649 OILS AND OILSEEDS, LMC COMMODITY BULLETIN
 1650 OLIVAE (ENGL ED)
 1651 OLIVAE (FREN ED)
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 1855 UCAP WEEKLY BULLETIN
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 1292 EUCOFEL INFORMATION BULLETIN
 1294 EUROFRUIT
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1389 FRESH PRODUCE JOURNAL
 1392 FRUCHTHANDEL
 1755 FRUIT AND VEGETABLE MARKETS
 1413 HORTICULTURAL PRODUCTS REVIEW (FAS CIRCULAR SERIES)
 1414 HORTICULTURE FRANCAISE
 1475 INTERNATIONAL FRUIT WORLD
 1487 INTERNATIONAL SWEET POTATO NEWSLETTER
 1238 LETTERA VERDE
 1560 MARCHE INTERNATIONALE DES FRUITS ET LEGUMES FRAIS
 1561 MARCHE INTERNATIONALE DES CONSERVES DE FRUITS ET LEGUMES
 1581 MERCADO FRUTTI-HORTICOLA
 1686 PHM REVUE HORTICOLE
 1909 VEGETABLES AND SPECIALITIES SITUATION AND OUTLOOK REPORT
 VENEZUELA
 2149 COUNTRY REPORT VENEZUELA
 1756 SIC (CENTRO GUMILA, VENEZUELA)
 VIET NAM
 2035 COUNTRY REPORT INDOCHINA VIETNAM, LAOS, CAMBODIA
 VIETNAM
 1479 VIETNAM BUSINESS
 1008 VIETNAM BUSINESS OPPORTUNITIES
 1780 VIETNAM ECONOMIC NEWS
 1912 VIETNAM FOREIGN TRADE
 WESTERN EUROPE
 2163 CRONER'S EUROPE BRIEFING
 1416 CRONER'S EUROPE BULLETIN
 2179 GIORNALE DELL' AIMA
 WOMEN
 1464 INSTRAW NEWS, WOMEN AND DEVELOPMENT
 1465 INSTRAW NOUVELLES; FEMMES ET DEVELOPPEMENT
 1690 PPC/WID NEWS BULLETIN (WOMEN IN DEVELOPING COUNTRIES)
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 1010 ACOMAT
 1046 ASIA PACIFIC FOREST INDUSTRIES
 1053 ASIAN TIMBER
 1338 FAO UNASYLVA (ENGL ED)
 1343 FEDERATION FRANCAISE DU COMMERCE DU BOIS REVUE D'INFORMATION
 1387 FOREST PRODUCTS JOURNAL
 1491 INTERNATIONAL TRADE REPORT
 1510 JAPAN LUMBER JOURNAL
 1511 JAPAN LUMBER REPORTS
 1579 MONDO LEGNO
 1818 TIMBER BULLETIN/BULLETIN DU BOIS
 1849 TROPICAL TIMBERS
 1850 TTJ TIMBER TRADES JOURNAL & WOOD PROCESSING
 1921 WOOD PRODUCTS TRADE AND FOREIGN MARKETS (1ST LIST)
 1922 WOOD PRODUCTS TRADE AND FOREIGN MARKETS (2ND LIST)
 1951 WORLD WOOD
 WOOD PRODUCTS
 2151 CTBA INFO (REVUE DU CENTRE TECHNIQUE DU BOIS ET DE L'AMEUBLEMENT)
 1491 INTERNATIONAL TRADE REPORT
 WOOD-BASED PANELS
 1010 ACOMAT
 1337 FAO MONTHLY BULLETIN, TROP FOREST PROD. IN WORLD TIMBER TRADE
 1510 JAPAN LUMBER JOURNAL
 1573 MASKAYU
 1753 SERIES M- MONTHLY (AFRICAN TIMBER ORGANIZATION)
 1818 TIMBER BULLETIN/BULLETIN DU BOIS
 1819 TIMBER TRADE REVIEW
 1850 TTJ TIMBER TRADES JOURNAL & WOOD PROCESSING
 1920 WOOD BASED PANELS INTERNATIONAL
 1951 WORLD WOOD

WOODEN JOINERY

2151 CTBA INFO (REVUE DU CENTRE TECHNIQUE DU BOIS ET DE L'AMEUBLEMENT)

WOOL

2183 COTTON AND WOOL UPDATE

WORLD

1070 BFA DOKUMENTENLISTE

1121 BUSINESS TRAVELLER (1ST LIST)

1170 DIPLOMATIC WORLD BULLETIN

1270 ECONOMIST (1ST LIST)

1279 EN DIRECT DES MARCHES DU MONDE ENTIER

1355 FINANCIAL TIMES (1ST LIST)

1476 INTERNATIONAL HERALD TRIBUNE

1507 IZVESTIA

1590 MONDE

1602 NACHRICHTEN FUR AUSSENHANDEL (1ST COPY)

1631 NOUVEL ECONOMISTE

1667 PAIS

1936 WORLD ECONOMIC OUTLOOK

1941 WORLD LINK; THE MAGAZINE OF THE WORLD ECONOMIC FORUM

YEMEN

1974 COUNTRY REPORT: BAHRAIN, QATAR

YUGOSLAVIA

2168 COUNTRY PROFILE BOSNIA-HERCEGOVINA, CROATIA, SLOVENIA VOLUME 1

ZAIRE

1165 CIRCULAIRE D'INFORMATION (ANEZA)

2031 COUNTRY REPORT UGANDA, RWANDA, BURUNDI

1283 ENTREPRENEUR

ZAMBIA

2032 COUNTRY REPORT ZAMBIA, ZAIRE

ZIMBABWE

2033 COUNTRY REPORT ZIMBABWE

1574 INTERNATIONAL TRADE OPPORTUNITIES BULLETIN

1370 QUARTERLY GUIDE TO THE ECONOMY

ZOO ANIMALS

1159 TRAFFIC USA

1953 WWF NEWS

1954 WWF REPORTS

ANNEX J

**SELECTED ON-LINE DATABASE SERVICES AND
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AGRICULTURE

- 1> BIOSIS PREVIEWS
- 2> AGRICOLA
- 3> CAB ABSTRACTS
- 4> CRIS/USDA
- 5> PASCAL
- 6> AGRIS INTERNATIONAL
- 7> THE AGROCHEMICALS HANDBOOK
- 8> EUROPEAN DIRECTORY OF AGROCHEMICAL PRODUCTS
- 9> CA SEARCH
- 10> AGRIBUSINESS USA
- 11> THE MERCK INDEX ONLINE (WHO'S WHO)

FOOD

- 1> FOOD SCIENCE AND TECHNOLOGY ABSTRACTS
- 2> ANALYTICAL ABSTRACTS
- 3> CA SEARCH

FOOD/AGRICULTURE INDUSTRY

- 1> PTS PROMPT
- 2> PTS F/S INDEX
- 3> FOOD ADLIBRA
- 4> COFFEELINE
- 5> NEWSEARCH
- 6> BIOCOMMERCE ABSTRACT AND DIRECTORY
- 7> DELPHES EUROPEAN BUSINESS
- 8> INVESTEXT
- 9> ICC INTERNATIONAL BUSINESS RESEARCH
- 10> KNIGHT-RIDDER FINANCIAL NEWS
- 11> BUSINESS DATELINE

NUTITION & FOOD

- 1> EMBASE
- 2> LIFE SCIENCES COLLECTION

PACKAGING TECHNOLOGY

- 1> PACKAGING SCIENCE AND TECHNOLOGY ABSTRACTS

PATENTS

- 1> WORLD PATENTS

IMPORTS / EXPORTS USA

- 1> PIERS IMPORTS
- 2> PIERS EXPORTS

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AGRICULTURE AND FOOD

- 1> ABSTRACTS OF TROPICAL AGRICULTURE
- 2> AGROCHEMICALS DATABANK
- 3> BIOLOGICAL & AGRICULTURAL INDEX
- 4> FEARLESS TASTER
- 5> IALINE
- 6> ICE CREAM REPORTER
- 7> WASHINGTON BEVERAGE INSIGHT
- 8> WORLD FOOD & DRINK REPORT

INTERNATIONAL BUSINESS

- 1> ABC EUROPE
- 2> ASIA PACIFIC
- 3> BUSINESS OPPORTUNITIES
- 4> CHINA EXPRESS
- 5> GERMAN BUSINESS SCOPE
- 6> WHO SUPPLIES WHAT . ETC.

ESA-IRS DATABASES

AGRICULTURE

- 1> ASFA
- 2> CONFERENCE PAPERS INDEX
- 3> SOME OF DIALOG DATABASES

EXPERTSBASE - AN ONLINE ROSTER OF INDIAN EXPERTS

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- 1> AGRICULTURE, LIVESTOCK, FORESTRY AND FISHIN
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- 3> ENGINEERING PROCESSES & PRODUCTS
- 4> FOOD PROCESSING

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INFORMATION
1985 TO JULY 1990
DIALOG (FILE 581)

AGRICOLA
USDA, NATIONAL AGRICULTURAL LIBRARY, BELTSVILLE, MD
PROVIDES COMPREHENSIVE COVERAGE OF WORLDWIDE JOUR-
NAL LITERATURE AND MONOGRAPHS ON AGRICULTURAL AND
RELATED TOPICS AND ON FOOD SCIENCE AND NUTRITION.
1970 TO DATE
BRS; DIALOG (File 110-1970-78, File 10-1979 to date
CD ROM/SILVER PLATTER; KNOWLEDGE INDEX, DIMDI

AGRICULTURAL COMPUTING AGLINE
DOANE INFORMATION SERVICES
COVERS COMMODITY PRICES, NEW PRODUCE ANNOUNCEMENTS
ADVICE ON MARKETING CROPS AND LIVESTOCK, AND SOFTW-
ARE REVIEWS PUBLIC DOMAIN SOFTWARE MAYBEDOWNLOADED
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AGRIDATA NETWORK
AGRIDATA RESOURCES, INC AND OTHERS
AGRICULTURAL BUSINESS AND COMMUNITY NEWS (INCLUDES
US AND INTERNATIONAL NEWS OF EVENTS THAT CAN
AFFECT AGRICULTURAL COMMODITIES MARKETS)
AGRIDATA NETWORK

AGRIS INTERNATIONAL
USDA, NATIONAL AGRICULTURAL LIBRARY, BELTSVILLE, MD
FOCUSES ON MANY AGRICULTURAL TOPICS INCLUDING ECO-
NOMICS, DEVELOPMENT, ADMINISTRATION AND LEGISLATIO
N, RURAL SOCIOLOGY, ETC.
1975 TO DATE
DIALOG (FILE 203, ONLY NON-US DOCUMENTS); CD ROM/
SILVER PLATTER; DIMDI, ESA-IRS (FILE 29)

AGTRADE
USDA, SPECIAL PROGRAMS DIVISION, WASHINGTON, DC
OFFERS A WIDE VARIETY OF INFORMATION ON INTERNATI-
ONAL AGRICULTURAL TRADE AGTRADE CAN BE ACCESSED
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1986 TO DATE
USDA ONLINE

AMERICAN BANKER
AMERICAN BANKER-BOND BUYER, NEW YORK, NY
LOCAL, REGIONAL, AND INTERNATIONAL FINANCIAL
SERVICES, INTERNATIONAL TRADE; GOVERNMENT REGU-
LATIONS; GENERAL ECONOMIC OVERVIEWS
NOV. 1981 TO DATE
DIALOG (FILE 625)

ANTITRUST&TRADE REGULATION REP
THE BUREAU OF NATIONAL AFFAIRS, INC (BNA)
CONTAIN U S. LEGISLATIVE, REGULATORY, AND JUDICIAL
ACTIVITIES RELATED TO LAWS ON RESTRICTIVE TRADE
PRACTICES. COVERAGE IS PRIMARILY U.S.,
1982 TO DATE
MEAD DATA CENTRA, INC (TRADRG), WEST PUBLISHING
COMPANY (BNA-ATTR) (SUBSCRIPTION REQUIRED)

ARAB INFORMATION BANK
A1 BAYAN PRESS, PRINTING & PUBLISHING EST, DUBAI UAE
PROVIDES INFORMATION ON ALL ASPECTS OF MIDDLE-EAST
BUSINESS, ECONOMICS, SOCIAL LIFE AND POLITICS.
DIALOG (FILE 465), A1 BAYAN PRESS

ASIAN ECONOMIC NEWS
KYODO NEWS INTERNATIONAL INC, AND PREDICASTS
CONTAINS ECONOMIC NEWS IN THE FAR EAST, EXCLUDING
JAPAN. ALSO COVERS COUNTRY REPORTS, POLICY ON INTER
-ASIA TRADE, & DEBTS AND LOANS. SUB TO NEWSNET REQD
MAY 29, 1989 TO DATE
DATA-STAR (PTBN), DIALOG (FILE 636), NEWSNET, INC

ASIA-PACIFIC
ARISTARCHUS KNOWLEDGE INDUSTRIES, TUCSON, AZ
COVERS BUSINESS, ECONOMICS, AND NEW INDUSTRIES OF
THE PACIFIC RIM COUNTRIES
DIALOG (FILE 30)

AUSTRALIAN BIBLIOGRAPHY OF AGRICULTURE
COMMONWEALTH SCIENTIFIC INDUSTRIAL RESEARCH ORGN
AUSTRALIAN AGRICULTURE TOPICS INCLUDE FISHERIES,
FORESTRY; FOOD TECHNOLOGY, HUMAN NUTRITION; SOIL, PLANT
& ANIMAL SCIENCES, AGRI ECONOMICS & RURAL SOCIOLOGY
1975 TO DATE
CSIRO AUSTRALIS

AUSTRALIAN BUREAU OF AGRI AND RESOURCE ECONOMICS
AUSTRALIAN BUREAU OF AGRICULTURAL & RESOURCE ECONO.
QUARTERLY AND ANNUAL TIME SERIES ON AUSTRALIAN
AGRICULTURE
1946 TO DATE
I P. SHARP ASSOCIATES (A REUTER COMPANY)

AUTOMATED TRADE LIBRARY SERVICE (ATLS) - CURRENT INF
CALIFORNIA STATE WORLD TRADE COMMISSION'S OFFICE
OFFERS CALIFORNIA EXPORTERS ACCESS TO A NETWORK
CONTAINING MARKET RESEARCH, TRADE LEADS, AND OTHER
VALUABLE INFORMATION
ATI-NET (ADVANCED TECHNOLOGY INFORMATION NETWORK)

BDI - CURRENT INFORMATION
INDUSTRISDATABANKSACHON VERLAG, GambH&CO WESTGERMY
BUSINESS, INDUSTRY AND MANUFACTURERS IN THE
FEDERAL REPUBLIC OF GERMANY AND WEST BERLIN THAT
ARE INVOLVED IN EXPORT TRADE
DATA-STAR(BDI ENGLISH ONLY), FIZ TECHNIK(BDI BOTH
IN ENGLISH & GERMAN); GENIOS WIRTSCHAFTSDATENBANKEN

BISNES ONLINE (BUSINESS INFORMATION BELGIUM)
INFOTRADE, BELGIUM
BELGIAN BUSINESS AND INDUSTRY (LANGUAGES DUTCH
ENGLISH AND FRENCH)
CURRENT INFORMATION
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BNA INTERNATIONAL TRADE DAILY
THE BUREAU OF NATIONAL AFFAIRS, INC (BNA)
COVERS FEDERAL JUDICIAL, LEGISLATIVE, AND
REGULATORY ACTIVITIES AFFECTING U S. TRADE,
INCLUDING IMPORT LIMITATIONS, AND LICENSING
SEPT.1987 TO DATE
DIALOG (FILE 655), EXECUTIVE TELECOM SYSTEM, INC.
(ETSI/HRIN), MEAD DATA CENTRAL, INC & WEST PUB CO

CAB ABSTRACTS
COMMONWEALTH OF AGRI BUREAU INTERNATIONAL, FARNHAM
VARIETY OF AGRICULTURAL TOPICS INCLUDING AGRICUL-
TURAL ECONOMICS IT IS A MAJOR INDEX OF LITERATURE
DEALING WITH THE SCIENCE OF AGRICULTURE
1972 TO DATE
BRS, DIALOG (file 53, 1972-83, FILE 50-1984DATE), CD
ROM/SILVER PLATTER; DATA-STAR, CISTI, DIMDI, ESA-IRS

CANADA US FREE TRADE AGREEMENT
SOUTHAM BUSINESS INFOR&COMMUNICATIONS GROUP&QL SY
FULL TEXT OF THE 1987 CANADA-U S FREE TRADE
AGREEMENT, INCLUDING NOTES AND TARIFF SCHEDULES.
INFOMART ONLINE (SUBSCRIPTION FEE REQUIRED), QL
SYSTEMS LIMITED (FTA)

CANADIAN BUSINESS AND CURRENT AFFAIRS
MICROMEDIA LTD., TORONTO, ONTARIO, CANADA
BUSINESS PROVIDES A WIDE RANGE OF COMPANY
PRODUCTS AND INDUSTRY INFORMATION
JULY 1980 TO DATE
DIALOG (FILE 262)

CARISPLAN (CARIBBEAN INFORMATION SYSTEM
ECONOMIC COMMISSION FOR LATIN AMERICA
ECONOMIC AND SOCIAL DEVELOPMENT. (LANGUAGES : ORIG
ORIGINAL LANGUAGE OF SOURCE DOCUMENT WITH KEYWORDS
IN ENGLISH, FRENCH AND SPANISH)
1980 TO DATE
ECONOMIC COMMISSION FOR LATIN AMERICA AND THE
CARIBBEAN (ECLAC), SUBREGIONAL HEADQUARTERS (SUB.REQ

CELEX
COMMISSION OF THE EUROPEAN COMMUNITIES (CEC) BELGIUM
COVERS LEGAL AND REGULATORY INFORMATION ON THE
EUROPEAN ECONOMIC COMMUNITY (LANGUAGES DANISH,
DUTCH, ENGLISH, FRENCH, GERMAN, ITALIAN)
MARCH 1957 TO DATE
CEC, DATALEX, S.A, PROFILE INFORMATION; EDICLINE;
EUROBASES JURIDIAL

CITEX
EUROPEAN ORGANISATION OF TEXTILE & CLOTHING MFRERS
CONTAINS TRADE DATA FOR THE TEXTILE AND CLOTHING
INDUSTRIES
1977 TO DATE
SIRIO

COFFEELINE
INTERNATIONAL COFFEE ORGANISATION, LONDON, ENGLAND
COVERS WORLDWIDE LITERATURE ON ALL ASPECTS OF THE
PRODUCTION, TRADE, AND CONSUMPTION OF COFFEE.
1973 TO DATE
DIALOG (FILE 164)
ENGLISH, FRENCH, PORTUGUESE AND SPANISH

COMMERCE BUSINESS DAILY (CBD ONLINE)
U S DEPARTMENT OF COMMERCE, CHICAGO, IL
CONTAINS INFORMATION ON PRODUCTS & SERVICES WANTED
OR OFFERED BY THE US GOVERNMENT, FEDERAL PROCURE-
MENT INFORMATION, U.S GOVERNMENT STANDARDS WHICH
MAY AFFECT US EXPORTS
OC 1982 TO DATE
DIALOG (FILES 194,195), AVIATION/AEROSPACE ONLINE,
McGraw-HILL (DRI), EXPORT NETWORK LTD ,INFO.PLUS

CRIS/USDA (CURRENT RESEARCH INFORMATION SYSTEM)
U S.DEPT OF AGRI /COOPERTIVE STATE RESEARCH, BELTSVILLE,MD
COVERS CURRENT RESEARCH IN AGRICULTURE AND RELATED
SCIENCES, SPONSORED OR CONDUCTED BY USDA RESEARCH
AGENCIES, STATE AGRICULTURAL EXPERIMENT STATIONS,
STATE FORESTRY SCHOOLS, AND OTHER COOPERATING STATE INSTITU.
CURRENT INFORMATION
DIALOG (FILE 60)

D & B EUROPEAN DUN'S MARKET IDENTIFIERS
DUN'S MARKETING SERVICES, PARSIPPANY, NJ
CONTAINS DETAILED INFORMATION ON OVER 1 5 MILLION
BUSINESSES LOCATED IN 36 EUROPEAN COUNTRIES.
CURRENT INFORMATION
DIALOG (FILE 521)

D & B INTERNATIONAL DUN'S MARKET IDENTIFIERS
DUN'S MARKETING SERVICES, PARISIPPANY, NEW JERSEY
CONTAINS DIRECTORY LISTINGS, SALES VOLUME AND
MARKETING DATA, AND REFERENCES TO PARENT COMPANIES
FOR OVER 500,00 NON-US COMPANIES
CURRENT INFORMATION
DIALOG (FILE 518)

DELPHES EUROPEAN BUSINESS
PARIS CHAMBER OF COMMERCE AND INDUSTRY, PARIS, FRANCE
COVERS INTERNATIONAL MARKETS, PRODUCTS, INDUSTRIES
AND COMPANIES, AGRICULTURE, FOOD AND BEVERAGES,
TRANSPORTATION, INTERNATIONAL TRADE, JOINT VEN-
TURES, EUROPE, EASTERN EUROPE,EEC,AFRICA,WINES & SPIRITS SEC
CURRENT INFORMATION
DIALOG (FILE 481)

DRI FREIGHT TRANSPORTATION FORECAST

McGraw-HILL (DRI)
CONTAINS MONTHLY, QUARTERLY, AND ANNUAL FORECASTS
FOR U.S SURFACE FREIGHT TRANSPORTATION
3 MONTHS-10 YEAR
MCGRAW-HILL (DRI) (SUBSCRIPTION REQUIRED),
INFORMATION PLUS

DRI/IBS WORLD SEA TRADE FORECAST

MCGRAW-HILL (DRI), IN COLLABORATION WITH TEMPLE, BARKER
COVERS MAJOR TRADING ROUTES SUCH AS U.S SOUTHERN
PACIFIC COAST TO JAPAN, 40 COMMODITY CATEGORIES
AND VESSEL TYPES, AND DATA BY METRIC TONNAGE
ANNUAL 1981 TODATE
MCGRAW-HILL (DRI)

EAST ASIA EXPRESS

INTERNATIONAL INDUSTRIAL INFORMATION LTD; PREDICASTS
A NEWSLETTER CONTAINING BUSINESS NEWS ON EAST
ASIAN COUNTRIES AND THEIR FOREIGN TRADING PARTNERS
INCLUDES REPORTS OF CONTRACTS AWARDED TO FOREIGN
COMPANIES
DATA-STAR (PTBN), DIALOG (FILE 636), EXPORT
NETWORK LTD (SUB.REQUIRED), NEWSNET, INC (SUB.REQD)

EAST ASIAN BUSINESS INTELLIGENCE

INTERNATIONAL EXECUTIVE REPORTS, LTD.
COVERS BUSINESS OPPORTUNITIES AND DEVELOPMENTS IN
EAST ASIA, CONTACT NAME, COMPANY ADDRESS, AND
OTHER NUMBERS
NOV.1986 TO DATE
NEWSNET, INC (MONTHLY SUBSCRIPTION REQUIRED)

EAST EUROPEAN MARKETS

FINANCIAL TIMES ELECTRONIC PUBLISHING
COVERS POLITICAL, COMMERCIAL, ECONOMIC AND LEGAL
DEVELOPMENTS IN EASTERN EUROPE, AND THE EFFECTS OF
POLITICAL CHANGES ON INTERNATIONAL BUSINESS
OPPORTUNITIES.
SEPT 1986 TO DATE
DATA-STAR, MEAD DATA CENTRAL, INC. (EEM) (SUBSCRIPT-
ION REQD), PROFILE INFORMATION (SUB REQD)

EC 1992 DATABASE
DELOITTE HASKINS & SELLS
CONTAINS FULL TEXT AND SUMMARIES OF REPORTS PRE-
PARED BY DELOITTE HASKINS & SELLS ON EUROPEAN COMM
UNITY (EC) POLICY AND LEGISLATION RELATING TO THE
REMOVAL OF NON-TARIFF TRADE BARRIERS WITHIN THE EC IN 1992
CURRENT INFORMATION
INFOTRADE (SUB.REQD.), INVESTEXT/PLUS, PROFILE
INFORMATION (SUBSCRIPTION REQUIRED)

ECONLINE - BEGINNING FROM MID - 1960
REUTERS LIMITED
COVERS INTERNATIONAL ECONOMICS, FINANCE, AND TRADE
DATES VARY,
REUTERS LIMITED

ECONOMIC LITERATURE INDEX - JOURNALS : 1969 TODATE
AMERICAN ECONOMIC ASSOCIATION, PITTSBURGH, P.A.
COVERS JOURNAL ARTICLES AND BOOK REVIEWS FROM 260
ECONOMICS JOURNALS & 200 MONOGRAPHS THE DATABASE
CORRESPONDS TO THE INDEX SECTION OF THE QUARTERLY
JOURNAL OF ECONOMIC LITERATURE & THE ANNUAL INDEX OF ECO ART
1979 TO DATE
DIALOG (FILE 139), CD ROM/SILVER PLATTER

ECONOMIC RESEARCH SERVICE (ERS)
US. DEPT OF AGRICULTURE, ECO RESEARCH SERVICE, WASHINGTON, DC
ERS COLLECTS DATA ON FACTORS AFFECTING AGRICULTURE
CONDUCTS RESEARCH IN DOMESTIC & FOREIGN AGRICULTU-
RAL ECONOMICS, EVALUATES MARKETING POTENTIALS AND
DEVELOPMENT, MARKETING COSTS, AND US TRADE IN AGRI PRODUCTS
DATES VARY
USDA ECONOMIC RESEARCH SERVICE

EMPRESAS
INSTITUTO DE LA PEQUENA Y MEDIANA EMPRESA INDUSTRIAL, MADRID
DIRECTORY ON SPANISH BUSINESS AND INDUSTRY,
CONTAINS DESCRIPTIONS OF SEVERAL THOUSAND SPANISH
BUSINESS FIRMS IN SPANISH LANGUAGE.
CURRENT INFORMATION
IMPI

ENCYCLOPEDIA OF ASSOCIATIONS
GALE RESEARCH INC., DETROIT, MI
PROVIDES DETAILED INFORMATION ON SEVERAL THOUSAND
TRADE ASSOCIATIONS, PROFESSIONAL SOCIETIES, LABOR
UNIONS, AND OTHER GROUPS AND ORGANISATIONS, INCLUD-
ING THE SCOPE & PURPOSE OF THE ORGANISATION, LIST OF PUB.
CURRENT EDITION
DIALOG (FILE 114), CD ROM/SILVER PLATTER; ALSO
AVAILABLE ON DISKETTE AND MAGNETIC TAPE

EUROMONEY TRADE FINANCE REPORT
EUROMONEY PUBLICATIONS LTD, LONDON, ENGLAND
CONTAINS NEWS, DATA, AND COMMENTARY ON IMPORTS,
EXPORTS, AND PROJECT FINANCING. COVERS EXPORT
CREDITS, AS WELL AS NEWS ON COUNTER TRADE AND
FORFEIT FINANCE
JULY 1985 TO DATE
EUROMONEY ONLINE (SUBSCRIPTION REQUIRED)

EUROPEAN DIRECTORY OF AGROCHEMICAL PRODUCTS
ROYAL SOCIETY OF CHEMISTRY (RSC)
CONTAINS COMPREHENSIVE DATA AND INFORMATION ON
AGROCHEMICAL PRODUCTS MANUFACTURED, MARKETED, OR U
USED IN EASTERN OR WESTERN EUROPE
CURRENT INFORMATION
DATA-STAR (EDAP), DIALOG (FILE 316)

EXPORT AGRO STAT
DIRECTOR DES PRODUITS AGRO-ALIMENTAIRES
CENTRE FRANCAIS DU COMMERCE EXTERIEUR (CFCE),
CONTAINS MONTHLY AND ANNUAL TIME SERIES ON AGRI-
CULTURAL EXPORT PRODUCTS FROM THE EUROPEAN
COMMUNITY (EC) AND ITS PRIMARY TRADING PARTNERS
CURRENT 5 YEARS
STATISTICA

EXPORT CONTROL NEWS
MK TECHNOLOGY ASSOCIATES LTD, SUPPLIED BY PREDICASTS
CONTAINS FULL TEXT OF EXPORT CONTROL NEWS, A
MONTHLY NEWSLETTER COVERING THE FIELD OF U.S.
EXPORT CONTROL. ANALYSES OF GOVT POLICY SHIFTS AND
REGULATION CHANGES THAT COULD AFFECT MKTG & SALES OPPOR
1988 TO DATE
DATA-STAR (PTBN); DIALOG (FILE 636)

EXPORT NETWORK - COUNTRY & MARKET RESEARCH
EXPORT NETWORK LTD. WITH INFO. SUPPLIED BY BSI, EIS,
DEPT OF TRADE & INDUSTRY/BRITISH OVERSEAS TRADE BOARD (BOTB)
COVERS INTERNATIONAL TRADE IMPORT AND EXPORT DOCUMENTATION,
SHIPMENT INSPECTION, IMPORT LICENSING, & OTHER TRADE REGULATIONS,
A LIST OF TRADE EXHIBITION SPONSORED BY THE BRITISH OVERSEAS TRADE BOARD,
& CONTACT INFORMATION VARIES
EXPORT NETWORK LTD. (SUBSCRIPTION REQUIRED)

EXPORT NETWORK EC 1992
EXPORT NETWORK LTD WITH INFO SUPPLIED BY CLIFFORD CHANCE,
THEODORE GODDARD, BAKER MCKENZIE, SIMMONS & SIMMONS
COVERS TRADE AND REGULATIONS OF THE EUROPEAN COMMUNITY (EC)
INCLUDES A LIST OF EXPORT HOUSES ASSOCIATION MEMBERS WHO CAN PROVIDE
U.K COMPANIES WITH ASSISTANCE AND EXPERTISE ON OVERSEAS TRADE
CURRENT INFORMATION
EXPORT NETWORK LTD (SUBSCRIPTION REQUIRED)

EXPORT NETWORK - FINANCE
EXPORT NETWORK LTD., WITH INFORMATION SUPPLIED BY OTHERS
CONTAINS FINANCIAL INFORMATION FOR U K AND INTERNATIONAL EXPORTERS
CURRENT INFORMATION
EXPORT NETWORK LTD. (SUBSCRIPTION REQUIRED)

EXPORT NETWORK - TRANSPORT & TRAVEL
EXPORT NETWORK LTD. WITH INFO. SUPPLIED BY THE INSTITUTE OF FREIGHT
FORWARDERS LTD (IFF), TATE TELEX CONTAINS INFO ON FREIGHT
TRANSPORTATION AND TRAVEL, NAMES; ADDRESSES & SPECIALITIES OF U K.
BASED FREIGHT FORWARDING COMPANIES, INFORMATION ON CHANGES IN
TRADE REGULATIONS FOR 150 COUNTRIES
CURRENT INFORMATION
EXPORT NETWORK LTD (SUBSCRIPTION REQUIRED)

THE EXPORTER
TRADE DATA REPORTS, INC
CONTAINS VARIOUS ASPECTS OF EXPORTING FROM THE US: SUCH AS
MARKETS, TARIFF AND NON-TARIFF BARRIERS, POLITICAL AND FOREIGN
CURRENCY EXCHANGE RISK, WORLD TRADE AND U S. TRADE POLICY
MAY 1983 TO DATE
NEWSNET, INC (SUBSCRIPTION REQUIRED)

FERIAS Y EXPOSICIONES
INSTITUTO DE LA PEQUENA Y MEDIANA EMPRESA
INDUSTRIAL, MADRID, SPAIN (IMPI)
CONTAINS DETAILED INFORMATION ON EUROPEAN
COMMUNITY TRADE FAIRS AND EXPOSITIONS
CURRENT INFORMATION
IMPI
SPANISH

FINANCIAL TIMES FULLTEXT
FINANCIAL TIMES ELECTRONIC PUBLISHING
PROVIDES IN-DEPTH INFORMATION ON INDUSTRIES, COS.
AND MARKETS AROUND THE WORLD, GOVERNMENT
REGULATIONS, WORLD TRADE
1982 TO DATE
DIALOG (FILE 622), MEAD DATA CENTRAL (SUB.REQUIRED
PROFILE INFORMATION (SUBSCRIPTION REQUIRED)

FIRMEXPORT/FIRMIMPORT
PARIS CHAMBER OF COMMERCE & INDSTRY, DEPT OF
INTERNATIONAL TRADE, IN COOP WITH OTHER FRENCH CCI
INFORMATION ON FRENCH COMPANIES INVOLVED IN INTER-
NATIONAL TRADE, IMPORTERS, EXPORTERS, CONSULTANTS,
PROVIDERS OF SERVICES, PRODUCTS EXPORTED OR IMPOR-
TED COUNTRIES OF EXPORT OR IMPORT, MEANS OF TRANSPORT USED
CURRENT INFORMATION
DATA-STAR (FRIE), G.CAM SERVEUR, PARIS CHAMBER OF
COMMERCE AND INDUSTRY (TELEXPOR)
FRENCH

FLASH
ISTITUTO NAZIONALE PER IL COMMERCIO ESTERO
CONTAINS NOTICES OF TRADE OPPORTUNITIES FOR
ITALIAN COMPANIES, REQUESTS FOR ITALIAN PRODUCTS,
BIDS FOR REPRESENTATION OF FOREIGN PRODUCTS IN
ITALY.
CURRENT 4 MONTHS
ISTITUTO NAZIONALE PER IL COMMERCIO ESTERO (ICE)
ITALIAN

FOODS ADLIBRA
GENERAL MILLS, FOODS ADLIBRA PUBLICATIONS, MINNEAPOLIS, MN
CONTAINS INFORMATION ON ALL NEW FOOD PRODUCTS IN-
TODUCED SINCE 1974, EVERY SECTION OF FOOD IND
INCLUDING RETAILERS, PROCESSORS, BROKERS, EQUIPMENT,
SUPPLIERS, GOURMET FOOD IMPORTERS, GENERAL CO. & FOOD ASSO. NEWS
1974 TO DATE
DIALOG (FILE 79)

FOMAD (FOOD MARKET AWARENESS DATABASE)
LEATHERHEAD FOOD RESEARCH ASSOCIATION
INTERNATIONAL COVERAGE OF IMPORTS AND EXPORTS,
INCLUDING INFORMATION ON MARKETING IN THE FOOD AND
BEVERAGE INDUSTRY (SUBSCRIPTION REQUIRED)
1981 TO DATE
LEATHERHEAD FOOD RESEARCH ASSOCIATION (LFRA)

FOREIGN AGRICULTURAL SERVICE (FAS) UN TRADE SYSTEM
US DEPT OF AGRICULTURE, FOREIGN AGRICULTURAL
SERVICE, WASHINGTON, DC
CONTAINS INFO. ON THE UNITED NATIONS "D-SERIES" DATA
DATA REPORTED TO UN. INF. INCLUDES COUNTRY PROFILE
SUPPLY AND DISTRIBUTION OF AGRICULTURAL PRODUCTS
& OTHER EXPORT MARKETING, TRADE BALANCE TABLE, IMPORT PICTURE
1962 TO DATE
US DEPT. OF AGRI , FOREIGN AGRI. SERVICE,

FOREIGN TRADE AND ECON ABSTRACTS
NETHERLANDS FOREIGN TRADE AGENCY, THE HAGUE, THE NETHERLANDS
PROVIDES COVERAGE ON WORLD ECONOMIC LITERATURE AND
STATISTICS ON INDUSTRIES AND MARKETS
1974 TO DATE
BELINDIS (ECAB), DATA-STAR (IEAB), RIJKS COMPUTER
CENTRUM (EVDA)

GENERAL ACCOUNTING OFFICE BIBLIOGRAPHI

GLOBAL REPORT CURRENT INFORMATION,
BUSINESS INTERNATIONAL CORPORATION NEW YORK, NY
PROVIDES INFORMATION ON WORLDWIDE BUSINESS AND
FINANCIAL DEVELOPMENTS, DATA IS ORGANISED BY
COUNTRY, MARKET, INDUSTRY OR COMPANY, PROVIDES
COMPLETE COUNTRY PROFILES
FROM 1982

GREEN MARKETS
McGRAW-HILL, INC
CONTAINS INFORMATION ON THE U S. CHEMICAL FERTILI-
SER INDUSTRY, INCLUDING ECONOMICS, PRODUCTION,
TRANSPORTATION, AND RESEARCH AND DEVELOPMENT
1988 TO DATE
DIALOG (FILE 624), DOW JONES NEWS/RETRIEVAL

INDUSTRY DATA SOURCES
INFORMATION ACCESS COMPANY, BELMONT, CA
INFORMATION ON BIBLIOGRAPHIC SOURCES OF FINANCIAL
AND MARKETING DATA FOR 65 MAJOR INDUSTRIES IN THE
US AND ABROAD, INCLUDING MARKETING RESEARCH REPORTS
SPECIAL ISSUES OF TRADE JOURNALS, ECO.FORECASTS, NUMERIC DATA
1979 TO DATE
DIALOG (FILE 189), DATA-STAR

INFO-SOUTH
UNIVERSITY OF MIAMI'S NORTH-SOUTH CENTER AND THE
INSTITUTE OF INTERAMERICAN STUDIES OF THE GRADUATE SCHOOL
PROVIDES CITATIONS AND ABSTRACTS OF MATERIALS RE-
LATING TO CONTEMPORARY ECONOMIC, POLITICAL AND
SOCIAL ISSUES IN LATIN AMERICA ALSO INCLUDES AGRI
BANKING, DEMOGRAPHY, DEVELOPMENT, ECOLOGY, ECONOMICS ETC.
CURRENT INFORMATION
UNIVERSITY OF MIAMI'S NORTH-SOUTH CENTER AND THE
INST.OF INTERAMERICAN STUDIES OF GRADUATE SCHOOL

INSTANT UPDATE
PROFESSIONAL FARMERS OF AMERICA
CONTAINS DATA AND NEWS ITEMS RELATING TO U.S FARM
COMMODITIES PRICES COVERS NEWS ITEMS ON
AGRICULTURE IN THE SOVIET UNION, EUROPE, BRAZIL
AND AUSTRALIA.
CURRENT&PREVIOUS DAY
PROFESSIONAL FARMERS OF AMERICA

INTERNATIONAL ECONOMIC DATABASES
DATA SERVICE & INFORMATION, RHEINBERG, WEST GERMANY
CONTAINS INFORMATION ON THE ECONOMIC SITUATION IN
THE EC (EUROPEAN COMMUNITY) AS A WHOLE, IN EACH OF
ITS MEMBERS COUNTRIES, THE UNITED STATES AND JAPAN
AVAILABLE ON DISKETTE

THE INTERNATIONAL INFORMATION REPORT
WASHINGTON RESEARCHERS PUBLISHING
A NEWSLETTER WHICH COVERS SOURCES OF FREE OR LOW-
COST BUSINESS INFORMATION WORLDWIDE. ALSO INCLUDE
ARTICLES ON VARIOUS ASPECTS OF DOING BUSINESS
ABROAD AND OTHER INTERNATIONAL BUSINESS TOPICS
SEPT.88 TO DATE
NEWSNET, INC (SUBSCRIPTION REQUIRED)

INTERNATIONAL TRADE REPORTER
THE BUREAU OF NATIONAL AFFAIRS, INC (BNA)
COVERS DEVELOPMENTS IN INTERNATIONAL TRADE AND
ACTIONS OF US COURTS AND FEDERAL AGENCIES RELATED
TO IMPORTS AND EXPORTS. COVERS IMPORT COMPETITION
& RESTRICTIONS, EXPORT FINANCING, TRADE AGREEMENTS ETC
1984 TO DATE
MEAD DATA CENTRAL, INC (INTRAD) (SUBSCRIPTION REQD)
WEST PUBLISHING COMPANY (BNA-BTR) (SUB.REQD)

IRISH COMPANY PROFILES
EOLAS- THE IRISH SCIENCE & TECHNOLOGY AGENCY
CONTAINS INFORMATION ON IRISH COMPANIES FROM ALL
ECONOMIC SECTORS, INCLUDING DESCRIPTION OF COMPANY
ACTIVITIES AND SERVICES, NAMES OF RELATED COS
EXPORT STATUS AND NATIONALITY OF CONTROLLING INTEREST.
CURRENT INFORMATION
PERGAMON FINANCIAL DATA SERVICES (PFDS)

KOMPASS EUROPE
REED INFORMATION SERVICES, LTD , SUSSEX, ENGLAND
PROVIDES BUSINESS INFORMATION INCLUDING NAME, ADD-
RESS, TELEPHONE NO., MANAGEMENT NAMES AND PRODUCT
LISTINGS FOR APPRO.210,000 EUROPEAN COMPANIES IN
ELEVEN COUNTRIES
CURRENT INFORMATION
DIALOG (FILE 590)

KOMPASS ISRAEL
KOMPASS ISRAEL LTD.
CONTAINS INFORMATION ON ISRAELI COMPANIES INCLUDING
CODES FOR PRODUCTS MANUFACTURED, DISTRIBUTED,
IMPORTED OR EXPORTED.
CURRENT INFORMATION
DATA-STAR (KOIS); NATIONAL CENTER OF SCIENTIFIC &
TECHNOLOGICAL INFORMATION (COSTI)

KOMPASS UK
REED INFORMATION SERVICES LTD.
COVERS BUSINESS AND INDUSTRY DIRECTORIES - UK
CURRENT INFORMATION
DIALOG (FILE 591) KOMPASS ONLINE

LATIN AMERICAN NEWSLETTERS
LATIN AMERICAN NEWSLETTERS, LTD
COVERS AREA STUDIES, LATIN AMERICAN COMMODITIES
AND ECONOMICS
APRIL 28, 1967 TODATE
MEAD DATA CENTRAL, INC. (LAN) (AS A NEXIS DATABASE)
SUBSCRIPTION TO MEAD DATA CENTRAL REQUIRED

M + A MESSEN-PLANER-DATENBANK
M + A VERLAG FUER MESSEN, AUSSTELLUNGEN UND KONGRESSE GMBH
CONTAINS DETAILED INFORMATION ABOUT 4500 TRADE
FAIRS AND EXHIBITIONS IN 89 COUNTRIES.
CURRENT INFORMATION
GENIOS WIRTSCHAFTSDATENBANKEN
GERMAN WITH EVENT NAMES ALSO IN ENGLISH

MANAGEMENT
INFORMATION ACCESS COMPANY, FOSTER CITY, CA
CONTAINS INFORMATION IN FINANCE, MANAGERIAL
ECONOMICS, AND MARKETING
SEPT 1974 TO DATE
DIALOG (FILE 75) BRS

MEXICO SERVICE
INTERNATIONAL REPORTS, INC. SUPPLIED TO ONLINE SERVICES
BUSINESS AND TRADE OPPORTUNITIES IN MEXICO
DIALOG (FILE 636) DATASTAR (PTBN) (AVAILABLE AS
PART OF PTS NEWSLETTER DATABASE)

MARKETING SURVEYS INDEX
MARKETING STRATEGIES FOR INDUSTRY (UK) LTD (MSI)
CONTAINS CITATIONS, WITH ABSTRACTS, ON BUSINESS
AND ECONOMIC RESEARCH REPORTS PUBLISHED WORLDWIDE.
1983 TO DATE
PROFILE INFORMATION (SUBSCRIPTION REQUIRED)

MIDDLE EAST EXECUTIVE REPORTS
MIDDLE EAST EXECUTIVE REPORTS, LTD
COVERS VARIOUS ASPECTS OF CONDUCTING BUSINESS IN
MIDDLE EASTERN COUNTRIES INCLUDES BUSINESS
PRACTICES, IMPORT-EXPORT LAWS, AND PROVIDES TRAN-
SLATIONS OF RECENT MIDDLE EASTERN COMMERCIAL LAWS ETC.
SEPT 1978 TO DATE
MEAD DATA CENTRAL, INC. (MDEAST)

NATIONAL TRADE DATABANK ON CD ROM (NTDB)
U S DEPT OF COMMERCE ON 202-377-1986 OR NTIS ON 703-487-4630
NTDB CONTAINS DATA ON US IMPORTS AND EXPORTS, GOVT
SPONSORED MARKET RESEARCH BY COUNTRY AND PRODUCT;
NAMES & ADDRESSES OF IMPORTERS IN FOREIGN COUNTRIE
FOREIGN INTEREST & EXCHANGE RATES - STOCK PRICE INDEXES ETC.
NATIONAL TECHNICAL INFORMATION SERVICE OR U S. DEPT
OF COMMERCE, OFFICE OF BUSINESS ANALYSIS

OFFERS - TOTAL EXPORT VOLUME MOST RECENT 4 YEARS
INSTITUTO ESPANOL DE COMERCIO EXTERIOR
CONTAINS TRADE DATA FOR EXPORT COMPANIES IN SPAIN
INCLUDES NAME, ADDRESS OF CONTACTS, AND EXPORT
REPRESENTATIVE; INCLUDES TRADE PARTNERS
CURRENT INFORMATION
INSTITUTO ESPANOL DE COMERCIO EXTERIOR (ICEX)
SPANISH

PAESI ESTERI
ISTITUTO NAZIONALE PER IL COMMERCIO ESTERO
CONTAINS INFORMATION ON FOREIGN TRADE ACTIVITIES
PROVIDES ECONOMIC AND FINANCIAL DATA, AND INFORMATION ON CURRENCY, EXCHANGE RATES AND CUSTOMS, PRINCIPAL IMPORTS AND ADDRESSES OF OFFICIAL TRADE REPRESENTATIVES
CURRENT INFORMATION
ISTITUTO NAZIONALE PER IL COMMERCIO ESTERO (ICE)
ITALIAN

PAIS INTERNATIONAL
PUBLIC AFFAIRS INFORMATION SERVICE, INC, NEW YORK, NY
INCLUDES SUCH AREAS AS MULTINATIONAL CORPORATIONS, BANKING, LABOR, INTERNATIONAL TRADE, ECONOMICS AND SOCIAL PROBLEMS.
1972 TO DATE
BRS, CD ROM/SILVER PLATTER, DIALOG (FILE 49)

PHARMACONTACTS
PJB PUBLICATIONS LTD.
CONTAINS INFORMATION ON PHARMACEUTICAL COS, ANIMAL RELATED HEALTH COMPANIES, AGROCHEMICAL/CROP PROTECTION COS., PHARMACEUTICAL REGULATORY AGENCIES AGROCHEMICAL REGULATORY AND RESEARCH AGENCIES, ETC.
CURRENT INFORMATION
BRS, BRS COLLEAGUE, DATA-STAR (PHCO)

PIERS EXPORTS (U.S PORTS)
JOURNAL OF COMMERCE, INC, KNIGHT-RIDDER, INC., NEW YORK, NY
COVERS ALL MARITIME MOVEMENTS INTO AND OUT OF US & PUERTO RICO. INCLUDES NAME, CITY AND STATE OF U S EXPORTER, PRODUCT DESCRIPTION, PACKAGING, CARGO WEIGHT IN POUNDS, U S AND OVERSEAS PORTS NAMES AND CODE, ETC
JUNE 1989 TO PRESENT
DIALOG (FILE 571, 572)

PIERS IMPORTS (U.S PORTS)
JOURNAL OF COMMERCE, INC, KNIGHT RIDDER, INC, NEW YORK, NY
PROVIDES IDENTIFICATION OF NEW SOURCES OF SUPPLY FOR IMPORTS, MONITORING SUPPLY FOR IMPORTS, MONITORING IMPORTS OF PRODUCTS, IDENTIFICATION OF POTENTIAL TRADE PARTNER INCLUDES NAME & LOCATION ETC
JUNE 1989 TO PRESENT
DIALOG (FILE 573, 574)

RUSSIA EXPRESS-PERESTROIKA EXECUTIVE BRIEFING
INTERNATIONAL INDUSTRIAL INFORMATION LTD.
COVERS THE SOVIET BUSINESS ENVIRONMENT IN RELATION
TO "PERESTROIKA". INCLUDES INFORMATION ON THE
BUSINESS CLIMATE, NON-SOVIET INVESTMENT IN THE
USSR AND OPPORTUNITIES FOR COMPANIES
DATA-STAR (PTBN) DIALOG (FILE 636)

TAIWAN ON-LINE BUSINESS DATA SERVICES
F B.R. DATA BASE INC
CONTAINS 5 FILES OF ASIAN BUSINESS AND CORPORATE
INFORMATION NEWSCAN, DIRECTORY OF COMPANIES;
CORPORATE REPORTS; COMPANY PRODUCT/TECHNOLOGY AND
IMPORTERS (LISTS TAIWANESE AGENTS FOR OVERSEAS SUPPLIERS)
F.B.R DATA BASE INC (SUB REQUIRED)

TRADE AND INDUSTRY INDEX
INFORMATION ACCESS COMPANY, FORSTER CITY, CA
PROVIDES CURRENT AND COMPREHENSIVE COVERAGE OF
MAJOR TRADE JOURNALS AND INDUSTRY-RELATED
PERIODICALS COVERS BUSINESS AND TRADE INFORMATION,
FORESTRY AND PAPER PRODUCTS, AGRICULTURE, BANKING AND MORE
1981 TO DATE
BRS, DIALOG (FILE 148)

TRADER
BECELLI, HARRIS & ASOCIADOS
PROVIDES INFORMATION ON IMPORT AND EXPORT OPPORTU-
NITIES AND TRADE FAIR CALENDAR. SOURCES INCLUDE
GOVERNMENT AGENCIES, EMBASSIES, AND CHAMBERS OF
COMMERCE
1988 TO DATE
TOTAL-NET

TRADSTAT WORLD TRADE STATISTICS
DATA-STAR
CONTAINS ANNUAL AND MONTHLY TIME SERIES ON IMPORTS
AND EXPORTS OF OVER 60,000 COMMODITIES AND PRODUCT
BETWEEN 16 MAJOR TRADING COUNTRIES AND ALL THEIR
TRADING PARTNERS
DATA-STAR

U K IMPORTERS
DATA-STAR
COVERS U.K IMPORTERS AND THE PRODUCTS THEY IMPORT,
INCLUDING PRODUCT CODE AND NAME, AND IMPORTING
COMPANY NAME AND ADDRESS
1989 TO DATE
DATA-STAR (UKIA, UKIM)

UPDATE/THE AMERICAN STATES
TOWER CONSULTANTS INTERNATIONAL INC
CONTAINS INFORMATION ON ECONOMIC DIRECTIONS AND
BUSINESS CLIMATES IN THE US. ON A STATE-BY-STATE
BASIS INCLUDING MARKETING OPPORTUNITIES, NEW LAWS
AND LEGISLATIONS, AND STATE BUSINESS PROFILES
JAN 15, 1981 TO DATE
MEAD DATA CENTRAL, INC. (AMSTAT)

USDA EDI SERVICE
U S. DEPARTMENT OF AGRICULTURE (USDA), OFFICE OF PUBLIC AFFAIRS
CONTAINS INFO PREPARED BY THE US DEPT OF AGRI. IN
CLUDES NATIONAL AND STATE AGRICULTURAL STATISTICS,
REPORTS ON WORLD AGRICULTURAL TRADE FROM THE FOR-
EIGN AGRICULTURAL SERVICE, OUTLOOK AND SITUATION ETC.
CURRENT INFORMATION
MARTIN MARIETTA DATA SYSTEMS

USSR BUSINESS
STAMM PUBLISHING LTD
COVERS BUSINESS AND TRADE OPPORTUNITIES IN THE
USSR
AUG. 1990 TO DATE
NEWSNET, INC (SUBSCRIPTION REQUIRED)

WORLD BANK INTERNATIONAL BUSINESS OPPORTUNITIES
WORLD BANK, WASHINGTON, DC
PROVIDES INFORMATION ON INTERNATIONAL FINANCE AND
ON PROJECTS FOR WHICH THE WORLD BANK FUNDING IS
BEING SOUGHT.
PROFILE INFORMATION

ANNEX K

SELECTED INTERNET RESOURCES RELATED TO AGRICULTURE

BULLET 25

=====

AGRICULTURE RELATED ELECTRONIC BULLETIN BOARDS - National List

=====

Last Update 31 Mar 1993

Agricultural Library Forum (301) 504-8510
ALF 504-5111
8-N-1/300,1200,2400,9600 504-5496
Help Line 301-504-5113 504-5497

Alberta Agriculture (403) 556-4104
Compu-Farm BBS
8-N-1/300 1200 2400
Help line. 403-556-4243

Alternative Treatment Technology Info Ctr
ATTIC (301) 670-3808
8-N-1/1200,2400 9600 on " 670-3813
Help line 301-670-6294 (Mary Stevanus, EPA, Sysop)

Buffalo Museum of Science (716) 896-7581
TAXACOM (Plant Taxonomy)
8-N-1/300,1200,2400
Help line. 716-896-5200 (Richard H. Zander)

California State University-Fresno (209) 294-4819
AG-BBS
8-N-1/300,1200,2400
Help line 209-294-2547

California State University-Fresno (209) 294-4265
ATI-NET
8-N-1,300,1200
Help line 209-294-4872

EARTH-Net bbs (919) 932-3115
SUSTainable AGRiculture Echo (FidoNet 1 151/502)

FidoNet
8-N-1/1200,2400 12:00am - 06 30am EST
Electronic Technology Group

CENET
Help line (607) 255-8127
(Call help line for modem phone number)
Free to Extension and University Faculty
New York residents pay \$50 annual subscription fee,
\$200 annual fee for all others.

FDA Prime Connection
Food Protection info, reatail, milk safety, seafood safety
*** Pre-Registration required for access
Telephone 202/485-0140 (voice) for information

Garden Pond BBS (503) 735-3074
8-N-1/1200,2400,9600,16K+
Aquatic plants and garden ponds, gardeners welcome!
Jack Honeycutt, Sysop, member of Int'n'l Water Lily Soc

HORTLINE (703) 836-2418
American Horticultural Society/ Univ of MD
8-N-1/1200,2400

Human Nutrition Information Service-USDA (301) 436-5078
NUTRITION BBS
8-N-1/1200,2400

Integrated Pest Management - RBBS (608) 262-3656
University of Wisconsin
Sustainable Agriculture
8-N-1/300,1200,2400,9600
Voice line: 608-262-0170

Laboratory Animal Bulletin Board System (901) 758-0401
LABBS 758-0402
8-N-1/1200,2400,9600
AALAS members only

North Central Computer Institute (608) 263-6224
NCCI BBS
8-N-1/300,1200,2400
Help line: 608-263-4791
Free to faculty & staff of original NCCI member
institutions \$25 annual subscription fee for
others

North Dakota State University (701) 237-8661
HECM RBBS-PC
8-N-1/300,1200/Enter 20 when asked for class
Help line: 701-237-8627

Ranch and Cattle BBS
602/242-2675
8-N-1/1200,2400
Help line 602/632-7625

Rutger's University (800) 722-0335 (New Jersey only)
(201) 383-8041
Rutger's Cooperative Extension BBS
8-N-1/300,1200,2400

Sierra Club, Georgia Chapter (404) 634-0304
Georgia Chapter Sierra Club BBS
8-N-1/300,1200,2400,4800,9600
(Need a Sierra Club membership, or register as non-member)

South Dakota State University (605) 688-4710
SDSU ACCESS
8-N-1/300,1200,2400
Help line (605) 688-4411

University of Arizona (602) 621-2097
Computer Applications Group BBS
8-N-1/300,1200,2400
Help line 602-621-2134

University of Guelph (519) 767-5020
Soil and Water Conservation Information Bureau
Electronic Library and Message Centre
Agriculture Canada, OMAF, SWEEP
Help line. 519-767-5020
or. 519-824-4120 ext 2799

University of Kentucky
Jefferson County Cooperative Extension
Help line (502) 425-4482, Scott Wells
Call help line for modem phone number, baud rate, etc.

University of Missouri (314) 882-8289
Agricultural Electronic Bulletin Board
8-N-1/300,1200,2400
Help line: 314-882-4827

University of Nebraska (402) 472-5412
IANR BBS
8-N-1/300,1200,2400
Help line. 402-472-5236

University of Nebraska (402) 472-6615
Weather
8-N-1/300,1200
Help line 402-472-6708

University of Tennessee (615) 974-7484
AEGIS (Agricultural Economics Global Information System)
8-N-1,300,1200,2400
Help line 615-974-7485

University of Wisconsin (608) 262-3656
Integrated Pest Management RBBS
8-N-1/300,1200,2400,4800,9600
Help line 608-262-0170

Virginia Polytechnic Institute (800) 624-2723
and State University
The National Biological Impact Assessment Program BBS
8-N-1/300,1200,2400
(Cost: 1/2 hour toll free per 24 hours)

International Agricultural Trade Information Service (ATIS)

SYSTEM NEWS ANNOUNCEMENT The ATI-Net is announcing a new service
for international exporters Please see option [h] below''

- [a] International Trade Leads
- [b] World Trade News
- [c] Overseas Trade Events
- [d] State Assistance Agricultural Export Program
- [e] Federal Assistance Foreign Ag Service (USDA)
- [f] Foreign Annual Marketing Plans
- [g] List of Foreign Buyers of Agricultural Products
- [h] THE AUTOMATED FAX SERVICE

- [2] Return to the top level menu
- [1] Return to the previous menu
- [0] Quit and log off

[8] search, [9] help 1

ATI-NET MAIN SYSTEM MENU

- [a] Agricultural News
- [b] Daily Agricultural Market Reports (AMS)
- [c] Agricultural Events Schedule
- [d] California Agriculture Teacher's Project
- [e] California State University Agricultural Degrees
- [f] ATI-Net System Information & Communications
- [g] Agricultural Job Listings
- [h] International Agricultural Trade Information Service (ATIS)
- [i] Agricultural Weather Information
- [j] Agricultural Labor Information
- [k] Agricultural Safety Information

- [1] Return to the previous menu
- [0] Quit and log off

[8] search, [9] help b

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COMMODITY REPORTS

- [a] Cotton (CN's)
[b] Dairy (DA's)
[c] Fruit and Vegetable (FV's)
[d] Grain (GR's)
[e] Ornamental Crops (FV's)
[f] Livestock (LS's)
[g] Poultry (PY's)
[h] Statistical Reports (CB's)
- [2] Return to the top level menu
[1] Return to the previous menu
[0] Quit and log off

[8] search, [9] help e

ORNAMENTAL MARKET REPORTS

- [a] Terminal (FV201, FV202, FV203)
[b] Terminal Trends (FV250, FV251, FV252)
[c] Shipping Point FOB (FV220, FV221)
[d] Shipping Trends (FV260, FV261, FV262)
[e] Shipments (FV270, FV271)
[f] Import Arrivals (FV280 - FV286)

- [2] Return to the top level menu
[1] Return to the previous menu
[0] Quit and log off

[8] search, [9] help f

ARRIVALS FOR AUG 25, 1993
 RAIL AND PIGGYBACK IN CAR/VAN COUNT
 TRUCK AND OTHERS IN PACKAGE COUNT

| MODE | COMMODITY | VARIETY | CONTAINER | ORIGIN | PACKAGE COUNT | VAN COUNT |
|-----------|-------------------|-------------|---------------------------|--------|------------------|--------------|
| PIGGYBACK | APPLES | | | WA | | 1 |
| | BROCCOLI | | | CA | | 1 |
| | CANTALOUPS | | | CA | | 7 |
| | LETTUCE ICEBERG | | | CA | | |
| <RETURN> | to continue | | | | | |
| | 4 | | | | | |
| | ORANGE | | | CA | | 3 |
| | MIXED MELONS | | | CA | | 1 |
| AIR TRUCK | RASPBERRIES | | FLT 12 1/2-PT FLMWRP CUPS | CA | 64 | |
| | APPLES | | CTNS TRPK | CA | 98 | |
| | | | CTNS TRPK | MI | 2,600 | |
| | ARTICHOKES | | CTNS | CA | 100 | |
| | APRICOTS | | CTNS 2-LYR TRPK | WA | 1,771 | |
| | ASPARAGUS | | 1/2 PYR CTNS/CRTS LSE | CA | 160 | |
| | | | 1/2 PYR CTNS/CRTS LSE | MX | 150 | |
| | AVOCADOS | | FLTS/CTNS 1-LYR | CA | 3,618 | |
| | BANANAS | | BOXS/CTNS | ZZ | 2,480 | |
| <RETURN> | to continue | | | | | |
| | BEANS | | BU HMPRS/CRTS/CTNS | CA | 42 | |
| | | | BU HMPRS/CRTS/CTNS | IL | 200 | |
| | | | BU HMPRS/CRTS/CTNS | MI | 195 | |
| | | | BU HMPRS/CRTS/CTNS | TN | 100 | |
| | BEETS | | CTNS/CRTS BCHD 12S | IL | 155 | |
| | BLUEBERRIES | | FLTS 12 1-PT FLMW CUPS | MI | 843 | |
| | BROCCOLI | | CTNS/CRTS | CA | 2,676 | |
| | CABBAGE | | 1 3/4 BUCRTS & 50 LB CTNS | IL | 1,026 | |
| | | | 1 3/4 BUCRTS & 50 LB CTNS | IN | 395 | |
| | | | 1 3/4 BUCRTS & 50 LB CTNS | MI | 150 | |
| | CANTALOUPS | | 1/2 CTNS/CRTS | AZ | 1,100 | |
| | | | 1/2 CTNS/CRTS | CA | | |
| <RETURN> | to continue | | | | | |
| | 6,093 | | | | | |
| | | | 1/2 CTNS/CRTS | IL | 6 | |
| | | | 1/2 CTNS/CRTS | IN | 1,275 | |
| | | | 1/2 CTNS/CRTS | MI | 105 | |
| | CARROTS | | SKS 48 1-LB FLMB | CA | 1,089 | |
| | | | SKS 48 1-LB FLMB | MI | 2,960 | |
| | CAULIFLOWER | | CTNS FLM WRPD | CA | 3,615 | |
| | CELERY | | CTNS/CRTS | CA | 2,384 | |
| | | | CTNS/CRTS | MI | 805 | |
| | CHINESE CABBAGE | NAPPA | CEL CRTS | MI | 35 | |
| | CORN-SWEET | | WBCRTS | IL | 1,653 | |
| | CUCUMBERS | | 1-1/9 BU CTNS/CRTS | IL | 404 | |
| <RETURN> | to continue | | | | | |
| | | | 1-1/9 BU CTNS/CRTS | IN | 70 | |
| | | | 1-1/9 BU CTNS/CRTS | MI | 279 | |
| | EGGPLANT | | 1-1/9 BU CTNS/CRTS | IL | 34 | |
| | | | 1-1/9 BU CTNS/CRTS | IN | 44 | |
| | | | 1-1/9 BU CTNS/CRTS | MI | 42 | |
| CTNS | ENDIVE | MI | 200 | CA | 214 | |
| | | | CTNS | OH | 120 | |
| | ESCAROLE | | CTNS | MI | 180 | |
| | FRUITS, OTHER | APPLE PEARS | CTNS 1-LYR | CA | 640 | |
| | GARLIC | | CTNS/CRTS | CA | 324 | |
| | GRAPEFRUIT | | CTNS | CA | 1,323 | |
| <RETURN> | to continue | | | | | |
| | GRAPES | | CTNS/LUGS 23 LB | CA | 6,408 | |
| | GREENS | | VAR CNTRS LSE/BCHD | CA | 64 | |
| | | | VAR CNTRS LSE/BCHD | IL | 825 | |
| | HONEYDEWS | | 2/3 CTNS/CRTS | CA | 8,420 | |
| | | | 2/3 CTNS/CRTS | TX | 1,300 | |
| | LEMONS | | 4/5 CTNS BU CTNS | CA | 1,184 | |
| | LETTUCE PROCESSED | SHREDDED | CTNS CLN CRD | CA | 640 | |
| | LETTUCE-ICEBERG | | CTNS | CA | 7,468 | |
| | | | CTNS | WA | 900 | |
| | LETTUCE-OTHER | | CTN 24S | CA | 406 | |
| | | | CTNS | OH | 40 | |
| | LETTUCE-ROMAINE | | CTNS | CA | | |
| <RETURN> | to continue | | | | | |
| | 210 | | | | | |

Reporting City MC Report Type FV280 Report Received Wed Aug 25 09-09 02 1993

MC FV280
MCALLEN AUG 25, 1993
- MEXICO CROSSINGS ORN CROP THRU TX PNTS IN STEMS UNLESS
OTHERWISE STATED FOR AUG 24

CHAM 32,000 BCH
ROSE 2,800

0905H KB

0--

Reporting City SX Report Type FV280 Report Received Wed Aug 25 11 02 45 1993

SX FV280
SANFRAN FEDERAL-STATE AUGUST 25, 1993
EDWARDS-WASH

REPORTING OFFICE SAN FRANCISCO AUG 25 1993

<RETURN> to continue
DOMESTIC SHIPMENTS AND IMPORTS OF ORNAMENTAL CROPS FOR 24-AUG-93

COMMODITY TOTALS FOLLOW ASTERISKS

*STEM COUNT, UNLESS OTHERWISE DESIGNATED

THROUGH OTAY MESA

| COMMODITY | ORIGIN | PUN W/E DATE | STEMS BUNCHES OR BLOOMS | PUN OR DED STEMS BUNCHES OR BLOOMS |
|---------------------------------|--------|--------------|-------------------------------|---|
| <RETURN> to continue | | | | |
| ALSTROEMERIA | MX | ***** | 6,790 | |
| | | | 6,790 | |
| CARNAPIONS | MX | ***** | 37,480 | |
| | | | 37,480 | |
| CARNATIONS, MINIATURE (BUNCHES) | MX | ***** | 3,616 | |
| | | | 3,616 | |
| <RETURN> to continue | | | | |
| DAISIES | MX | ***** | 4,500 | |
| | | | 4,500 | |
| FREESIA | MX | ***** | 20 | |
| | | | 20 | |
| GYPSOPHILA (BUNCHES) | MX | ***** | 142 | |
| | | | 142 | |
| <RETURN> to continue | | | | |
| ROSES | MX | ***** | 11,161 | |
| | | | 11,161 | |
| STATICE (BUNCHES) | MX | ***** | 2,749 | |
| | | | 2,749 | |
| OTHERS | MX | ***** | 88,651 | |
| | | | 88,651 | |
| <RETURN> to continue | | | | |
| | | | 88,651 | |

TING OFFICE CHICAGO A

ANNEX L

**MAJOR BIBLIOGRAPHIES COVERING AGRICULTURE
AVAILABLE ON CD-ROM**



PLEASE ADDRESS

Albert R. Mann Library
Ithaca, New York 14853-4301

CORE AGRICULTURAL LITERATURE PROJECT

PROGRESS REPORT

August 1992

The Project's aim is to identify the most important current literature valuable for instruction and research in the agricultural sciences. This is being accomplished for developing countries, and for developed countries. The final result will be the production of compact disks containing the full text of this most important journal and monograph literature. Determining the core agricultural literature has been underway three years.

Tentative agreement has now been reached for the production of the compact disk library. This immense undertaking with the full text of 6,000 monographs and 400 journals of five year runs will be a venture of the Rockefeller Foundation and University Microfilms, Inc. As soon as papers are signed within two months, production will begin on the digitizing of the core literature of agricultural economics and rural sociology. The first compact disk segment will be ready mid- or late 1993. Additional subjects will be completed every six to nine months following. Estimated price for a full set with the necessary equipment will be near \$50,000 with an annual subscription of near \$3,000 for the journal update.

The Rockefeller Foundation is interested in hearing from Third World organizations or institutions which plan or wish to obtain sets. They would like to know how you perceive this project as an aid in your educational and research efforts. Comments should be addressed before Nov 1 to Dr Robert W Herdt, Rockefeller Foundation, 1133 Avenue of the Americas, New York City, N Y , 10036 (FAX 212-764-3468)

Enclosed are notices on two of the volumes in the planned series of seven. Animal Science, Soil Science, and Food Science and Human Nutrition volumes should appear in 1993. The final two completing the set will follow the next year. Crop Improvement and Protection currently has these chapters and authors organized

- | | | |
|----|---|---|
| 1 | Overview and Trends in Crop Improvement | John M Poehlman, University of Missouri |
| 2 | Overview and Trends in Crop Production | Don Plucknett, CGIAR, Washington, D C |
| 3 | Overview and Trends in Crop Protection | Ivan Buddenhagen, University of California, Davis |
| 4 | Crop Literature of the Third World | Paul Teng, International Rice Research Institute, Philippines |
| 5 | Characteristics of Crop Science Literature | Wallace C Olsen and Peter McDonald, Cornell University |
| 6 | Twenty-Year Trends in the PHYTOMED Database | Wolfrudolph Laux, Biologische Bundesanstalt Berlin, Germany |
| 7 | Publishing Influence of the Crop Societies | Raymond Tarleton, American Phytopathological Society and Lee Campbell, North Carolina State University |
| 8 | Core List of Primary Monographs in Crop Science | Wallace C Olsen, Cornell University |
| 9 | Core List of Primary Journals in Crop Science | Wallace C Olsen, Cornell University |
| 10 | Reference Update | Phyllis Reich, University of Minnesota, St Paul and Barbara DiSalvo, Cornell University |
| 11 | Historical American Crops Literature | Donna Herendeen, Cornell University |

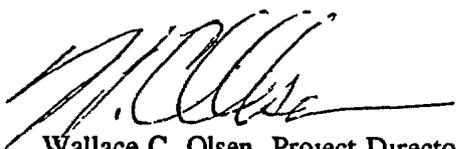
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III There has been great interest in the end results and in the prospect of having full text of this core literature on compact disks. Agricultural scientists have willingly invested time in evaluating lists and providing counsel. The final lists of literature and volumes published will probably serve as primary works in agricultural literature for a generation or more. Results of the core literature identification for six of the seven subject areas are

| | Monographs | | | Journals | |
|--------------------------------|---------------------|-------------|----------------|---------------------|-------------|
| | Developed Countries | Third World | Common to Both | Developed Countries | Third World |
| Ag Economics & Rural Sociology | 1,421 | 1,002 | 564 | 82 | 65 |
| Ag Engineering | 811 | 633 | 388 | 57 | 30 |
| Animal Science & Health | 953 | 1,030 | 681 | 47 | 31 |
| Soil Science | 618 | 671 | 348 | 53 | 26 |
| Food Science & Human Nutrition | 890 | 506 | 362 | 49 | 25 |
| Crop Improvement & Protection | 1,185 | 1,147 | 681 | 62 | 38 |

The monographic overlap between developed and Third World is 30-40% in all areas except animal science and health which has a 52% overlap. The journal overlap in all subject areas is close to 65%.

IV Discussions have been held with some donor agencies, international organizations, and UMI concerning the implementation of the compact disk libraries in the Third World. There will be additional discussions soon concerned with donor agency financial support, educational plans, and equipment requirements and servicing. Tentative educational plans call for the introduction of the concept by demonstration to gatherings of agricultural academic administrators and librarians in various parts of the world.



Wallace C. Olsen, Project Director
 Phone 607-255-8939
 FAX 607-255-0850



Oya Y. Rieger
 Numeric Files Librarian

Albert R. Mann Library
 Cornell University
 Ithaca, NY 14853-4301

(607) 255-7960
 Fax (607) 255-0850
 Bitnet FKCC@Cornell



MEMORANDUM

TO: John Lamb
FROM: Jodean Robbins
DATE: June 18, 1993

As requested, I phoned Silver Platter Information to explore the quotes on the data bases

The data bases, frequency of updates, and costs are

| | | single user access fee | multi-user access fee |
|----------------|---------------|---------------------------|---------------------------|
| Agricola * | - quarterly | \$825 | \$1238 |
| w/archives | | \$1675 | \$2513 |
| | | \$825/update | \$1238/update |
| Agris + | - quarterly | | |
| (1975-present) | | \$2035/825updt | \$3053/1238updt |
| (1986-present) | | \$1350/750updt | \$2025/1125updt |
| (1991-present) | | \$825 | \$1238 |
| Agrisearch | - annual | \$795 | \$1193 |
| Cab Hort | - annual | \$7790/ \$2510/renew | \$15,580/ \$5020/renew |
| Tropag | - semi-annual | \$825 | \$1238 |

* The quote above for Agricola is for information from 1984 on Agricola with archives contains information dating back to 1970. If you would like to purchase Agricola with archives the fee is \$1675 for the initial purchase (including archives and current info) and \$825 for the updates thereafter for a single user. Multiple user fee is \$2513 for initial purchase and \$1238 thereafter for updates. All of this information is on CDROM

PRICE DISCOUNTS

Only Agricola can be purchased at a multiple year pricing discount. All three years must be paid in advance to qualify for the discount.

If you only want the Agricola information since 1984 the price is

| | Year 1 | Year 2 | Year 3 |
|-------------|--------|--------|--------|
| Single user | \$825 | \$784 | \$743 |
| Multi user | \$1238 | \$1176 | \$1114 |

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For Agricola with Archive (info from 1970), you would purchase the archives in Year 1 and then the updates in years 2 & 3

| | Year 1 | Year 2 | Year 3 |
|-------------|--------|--------|--------|
| Single user | \$1675 | \$784 | \$743 |
| Multi user | \$2513 | \$1176 | \$1114 |

+ AGRIS

There are actually 3 different versions of AGRIS that one may purchase, as follows.

1975-present. Single-user fee of \$2,035 for initial archival information and update/renewal fee of \$825 after that Multi-user fee is \$3053 for initial info and \$1238 for updates.

1986-present Single-user fee of \$1350 for initial archival info and \$750 for updates. Multi-user fee of \$2025 for initial info and \$1125 for updates

1991-present: Single-user fee of \$825 for each update and multi-user fee of \$1238

* As with AGRICOLA, you would pay the initial fee for your first information disc (i.e. YearXX-present), and then the update/renewal fee for updates in future years

DEVELOPING COUNTRY DISCOUNT

Purchasers from a developing country receive a 50% discount of the prices quoted above for AGRICOLA, AGRIS, and AGRISEARCH



CENTRO DE COMERCIO INTERNACIONAL
UNCTAD/GATT

**SELECTED CD/ROMs OF
PARTICULAR INTEREST TO
TRADE INFORMATION SERVICES**

COMPILED BY

TRADE INFORMATION SERVICE
DIVISION OF PRODUCT AND MARKET DEVELOPMENT

MAY 1993

SELECTED CD/ROMs OF PARTICULAR INTEREST TO
TRADE INFORMATION SERVICES

A Market information

CD/ROM : ABI/INFORM ONDISC
Coverage . 50,000 records per year, coverage from 1971 to date.
Abstracts from 900 business and management periodicals with
complete bibliographic references
Updated . Monthly
Cost : US\$ 5,200 annual subscription
Contact : University Microfilms International (UMI)
International Sales and Marketing
300 N Zeeb Road
Ann Arbor, Michigan 48106
USA
Tel: (1 313) 761 4700 (extension 3773)
Fax: (1 313) 973 7007

CD/ROM . AGRIS
Coverage . Agriculture-related information from over 100 countries and
agricultural research institutions worldwide; multilingual.
Updated : Quarterly
Cost : US\$ 750 annual subscription
US\$ 1,250 archival disc set (1975-1990)
50% discount for developing countries
Contact . Mr. A I. Lebowitz, Head
AGRIS/CARIS Coordinating Centre
UN Food & Agriculture Organization (FAO)
Via delle Terme di Caracalla
00100 Rome
Italy
Tel: (39 6) 5797 4993
Fax: (39 6) 5797 3152

CD/ROM . BPO BUSINESS PERIODICALS ONDISC
Coverage . A full-text supplement to the CD/ROM ABI/INFORM with
complete articles from approximately 500 business and
management journals indexed and abstracted in ABI, coverage
from 1989 to date
Updated . Monthly
Cost : US\$ 19,900 annual subscription
Contact . University Microfilms International (UMI)
International Sales and Marketing
300 N Zeeb Road
Ann Arbor, Michigan 48106
USA
Tel (1 313) 761 4700 (extension 3773)
Fax: (1 313) 973 7007

Other CD-ROMs of interest in this category are

- PAIS· Public Affairs Information Service (US\$ 1,600)
- GENERAL BUSINESS FILE 3 files from Information Access Co (US\$ 11,500)
- BUSINESS PERIODICALS INDEX (BPI) bibliographic references from approximately 300 periodicals (US\$ 1,495)

B. Business contacts

CD/ROM EUROPEAN KOMPASS ON DISC (EKOD)
Coverage Information on approximately 375,000 companies in 13
 European countries
Updated : Annually
Cost : UK£ 2,800 annual subscription
 Includes a "dongle" for downloading up to 5000 companies. A
 fee of UK£ 80 per 1,000 companies is charged for additional
 company data
Contact : KOMPASS CD
 Reed International plc
 Windsor Court
 East Grinstead House
 West Sussex RH19 1XA
 United Kingdom
 Tel· (44 342) 335 671
 Fax· (44 342) 335 612

CD/ROM · CD-EXPORT
Coverage : Compiled by Telexport/France, CERVED/Italy and ICEX/Spain
 Contains company contact and product information, comprises
 2 databases with 70,000 export/import companies in France
 and Italy, and 1 database on export companies in Spain
 Company information for Portugal to be added.
Updated · Bi-annually
Cost · US\$ 6,400 annual subscription [FF 40,000, ECU 5,740]
Contact : Trade promotion organizations in France, Italy and Spain

| <u>France</u> | <u>Italy</u> | <u>Spain</u> |
|-----------------------|-----------------------|-----------------------|
| CCIP | CERVED | ICEX |
| 2, rue des Viarmes | Via Appia Nuova 696 | Apartado postal 14710 |
| F-75001 Paris | I-00179 Rome | E-28046 Madrid |
| Tel: (33 1) 4508 3630 | Tel (39 6) 780 541 | Tel· (34 1) 431 1240 |
| Fax: (33 1) 4508 3851 | Fax. (39 6) 780 54299 | Fax· (34 1) 431 6128 |

CD/ROM · DIRECTORY OF US IMPORTERS & EXPORTERS
Coverage · Company profiles of 16,000 importers and 19,000 exporters
 in the USA; data from Piers and the Journal of Commerce
Updated · Biannually
Cost · US\$ 3,150 annual subscription (two discs per year)
Contact · DIALOG Information Services, Inc
 3460 Hillview Avenue
 Palo Alto, CA 94304
 USA
 Tel (1 415) 858 3785
 Fax· (1 415) 858 7069

CD/ROM · INTERNATIONAL FINANCIAL STATISTICS
 Coverage 24,000 time series from over 140 countries
 Updated Monthly
 Cost · US\$ 1,000 annual subscription for single-user PC license
 (PC network, timesharing and multiple copy prices available
 upon request).
 Contact · International Monetary Fund
 Publication Services
 700, 19th Street NW
 Washington, DC 20431
 USA
 Tel: (1 202) 623 7430
 Fax (1 202) 623 7201

CD/ROMs · USDC CD/ROM ON US IMPORTS OF MERCHANDISE
 USDC CD/ROM ON US EXPORTS OF MERCHANDISE
 Coverage · US foreign trade statistics based on HSTUSA (HS + 4 digits)
 Updated · Monthly
 Cost · US\$ 150 per disc
 US\$ 1,200 annual subscription for import OR export series
 US\$ 2,400 annual subscription for import AND export series
 Contact US Department of Commerce
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ANNEX M

SUMMARY OF WINDOWS NT ADVANCED SERVER



Operating System
Version 3.1

Microsoft® WINDOWS NT™ ADVANCED SERVER

Client-server computing enables you to deliver business applications and enterprise information using today's powerful personal computers. With Microsoft Windows NT Advanced Server, you can deploy robust client-server solutions in a powerful, reliable, and open system—no matter the size of your organization.

OVERVIEW

More and more, information managers are looking to client-server computing as the way to bring the enterprise to desktop computer users.

For one thing, it can help improve computing efficiencies and reduce costs by taking advantage of powerful, affordable hardware and 32-bit client server applications.

The Microsoft Windows NT Advanced Server operating system brings this together on a platform that's powerful, reliable, and open—meeting your organization's present needs and future, long term goals.

First, it provides powerful, 32-bit, preemptive multitasking, access to gigabytes of memory and terabytes of disk storage, built in networking, and scalability to run on Intel®, RISC, and symmetric multiprocessing systems. The single network logon

offers users easy single-password access to resources.

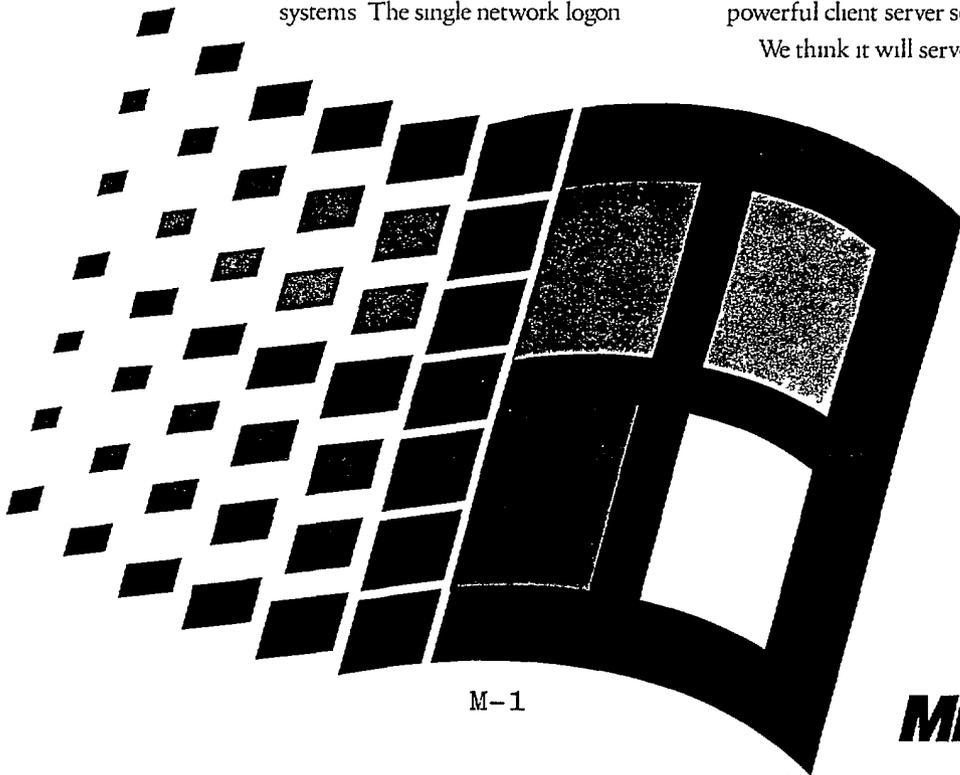
The reliable, centrally managed system offers administrators peace of mind. It's a system designed for a high level of security and to help protect data from hardware failure through advanced fault tolerance.

The openness of Advanced Server can be summed up in a word: choices. From advanced hardware and client-server applications to network connectivity that enhances existing systems, such as file and print servers and mainframes.

The built in Services for Macintosh® and Remote Access Service expand access to data and resources even further.

See for yourself how Windows NT Advanced Server can deploy your most powerful client server solutions.

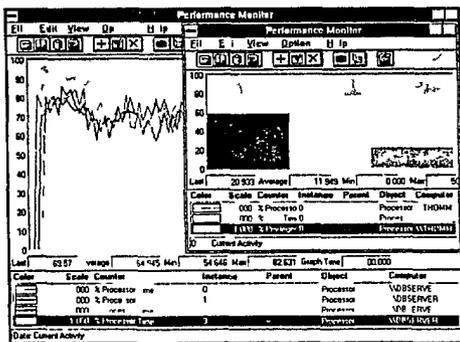
We think it will serve you well.



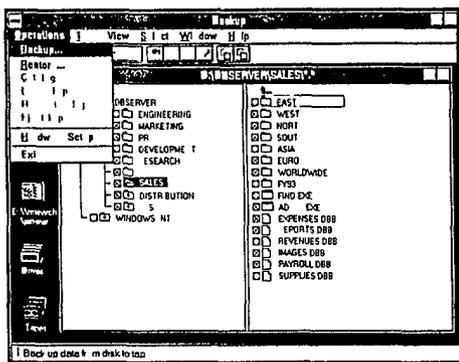
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Microsoft®

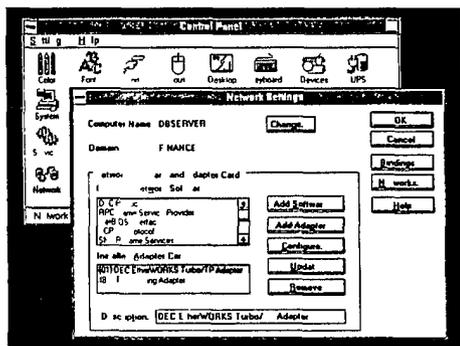
190



The Performance Monitor provides system information such as tracking a SQL Server database across a four processor machine to help you balance server loads and isolate bottlenecks before they become problems



With integrated tape backup you can help ensure that data is readily available. Back up both local and remote drives from a single, central computer



Windows NT Advanced Server is built on an open protocol architecture that allows network administrators to choose from services that connect to different environments

HIGHLIGHTS

High-end power means powerful client-server solutions

- **Preemptive multitasking** Run multiple applications simultaneously within a responsive, available system
- **High capacity** Access more memory—up to 4 gigabytes of protected virtual memory—as well as terabytes of disk storage
- **Scalability** Run high performance, 32 bit applications, designed for the Windows NT operating system, on a range of Intel, RISC based, and symmetric multiprocessor systems
- **Single network logon** Let users access network resources, including client server applications, using one user account and one password per user
- **Centralized management** Manage user accounts centrally from a single computer, across divisions, departments, and workgroups
- **Easy server administration** Control security policy, manage user and group accounts, and configure data-protection options using graphical tools
- **Distributed management** Delegate management privileges to individuals, such as authorizing a user to perform tape backup
- **Automatic configuration** Enjoy automatic detection of network interface cards during server installation, and reconfigure components easily
- **Standards based systems management** Integrate Advanced Server with existing management frameworks through the Simple Network Management Protocol (SNMP) Also provides alerts to NetView consoles

Reliability you can run an enterprise with

- **Application protection** Protects memory and applications in a robust client-server environment with virtual memory management and preemptive scheduling
- **Data protection** Protects data from hardware failure with disk mirroring, disk striping with parity (RAID 5), and uninterruptible power supply support.

- **Advanced security** Designed to meet C2-level requirements
 - Protect from unauthorized access
 - Prevent unintentional errors to system
- **File replication** Replicates specified files to other network servers when files are changed
- **Built in tape backup** Provides graphical, easy to use tape backup

An open architecture that builds on your present for the future

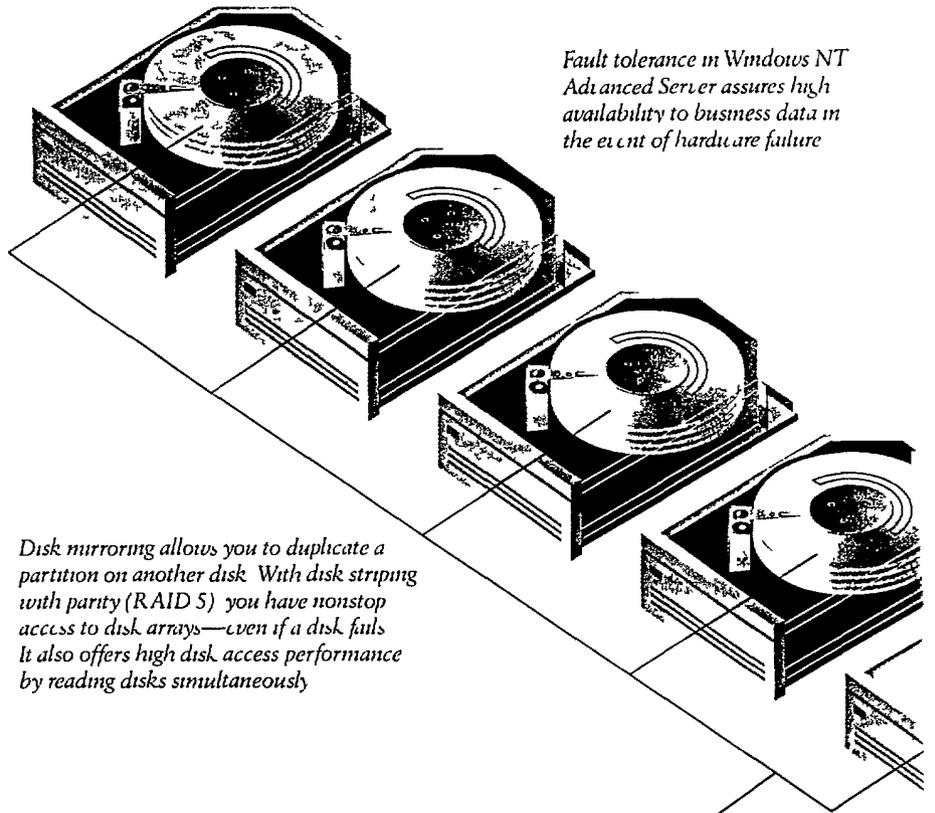
- **Application choices** Run 32 bit applications for Windows NT along with applications for the MS DOS operating system, Windows™ version 3.1, POSIX, and character-based OS/2 1.x
- **Integration** Use with mainframes, mini computers, and existing networking and communications software (additional software may be needed), including:
 - Windows-based networks
 - Novell® NetWare®
 - Banyan® VINES®
 - LAN Manager for OS/2, UNIX®, and VMS®
 - SNA networks
- **Built in connectivity** Access data and resources in multivendor environments using TCP/IP as a network transport and platform for open connectivity
 - Remote procedure calls (RPCs) that are compatible with the Open Software Foundation (OSF) Distributed Computing Environment (DCE)
 - Windows Sockets
 - Named Pipes
 - Data Link Control (DLC)
- **Extensibility** Adopt new technology while protecting your investment in people, applications, and resources

LOOKS LIKE YOUR NETWORK'S FUTURE JUST GOT BRIGHTER.

There's one thing to remember about Windows NT Advanced Server. It's designed to complement and enhance, not replace, an existing network.

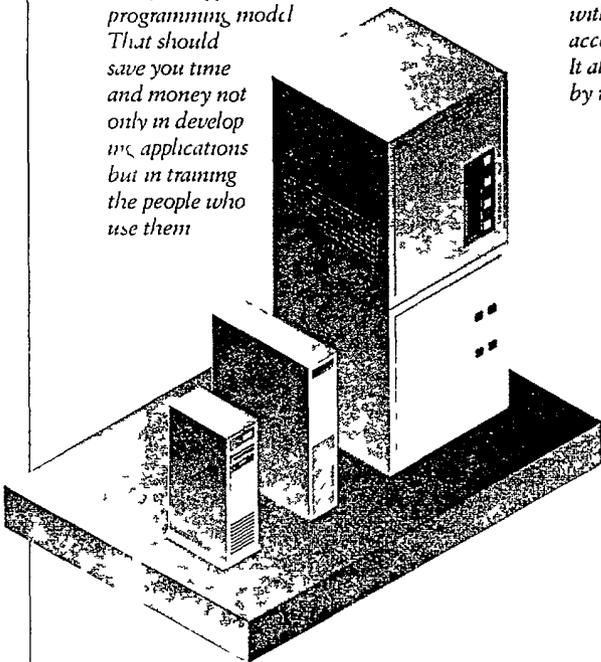
We think you'll see network enhancement in a new light.

Advanced Server grows with your business needs. It's scalable from single processor to multiprocessor machines—all sharing a common interface, applications and programming model. That should save you time and money not only in developing applications but in training the people who use them.



Fault tolerance in Windows NT Advanced Server assures high availability to business data in the event of hardware failure.

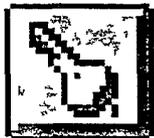
Disk mirroring allows you to duplicate a partition on another disk. With disk striping with parity (RAID 5), you have nonstop access to disk arrays—even if a disk fails. It also offers high disk access performance by reading disks simultaneously.



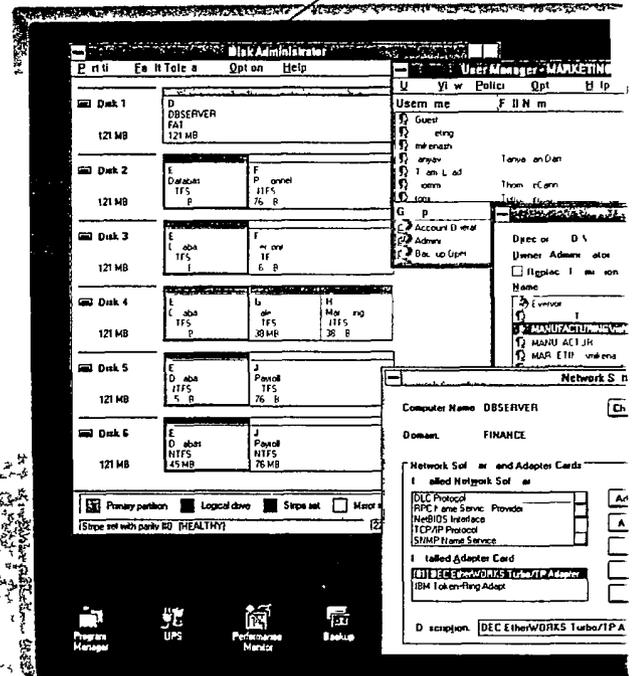
Protect servers from power failure with uninterruptible power supply support. It sends power failure warnings to administrators and users, then shuts down the server safely and automatically before battery power runs out.

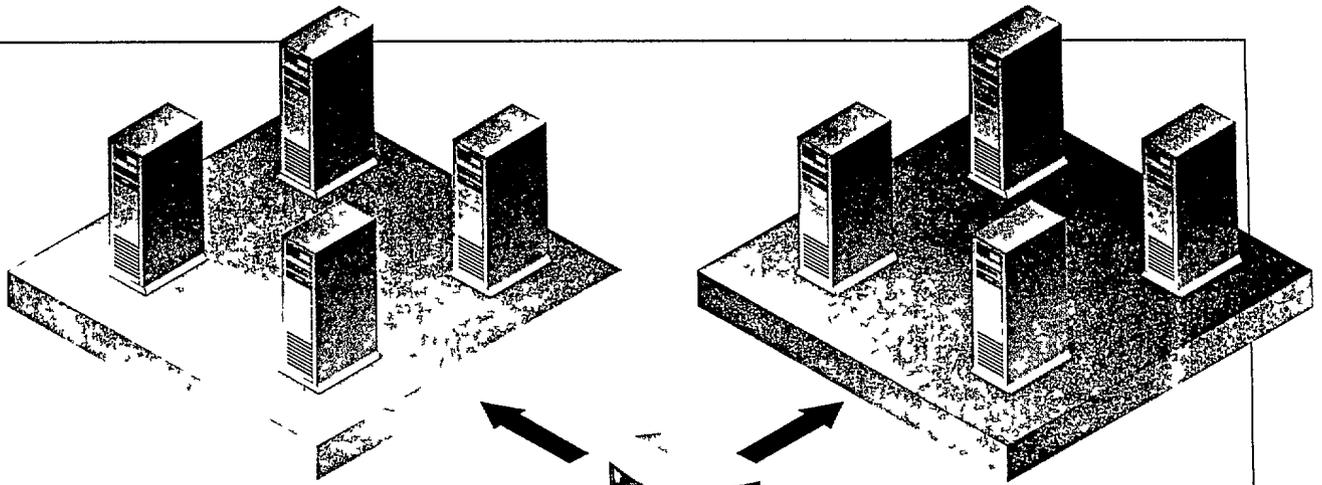


UPS



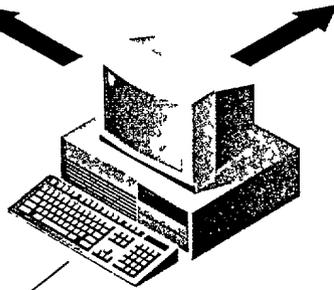
Provide controlled access to information through integrated security features.



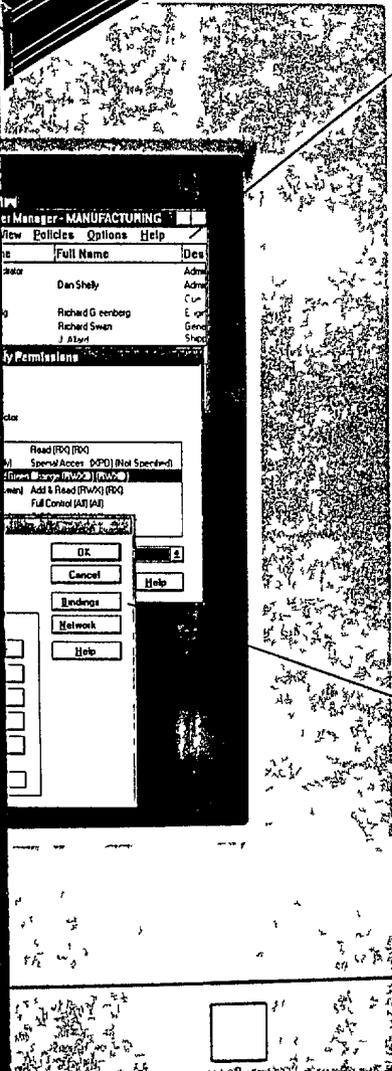


Organizations can manage servers more efficiently by putting them into logical groups—such as by division, department, or work group—while allowing PC users to access network-wide information using their individual passwords.

The example here shows a user in Finance who is authorized to access information from both the Sales and Marketing server groups (each of which is called a domain). Controlled management accessible data. Sounds like a good way to run a business.

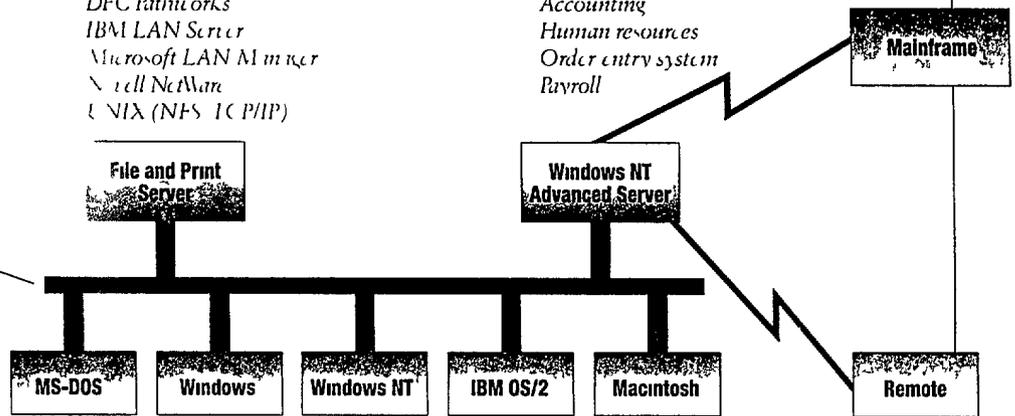


Built-in networking makes server resources and information easily available to users. With File Manager, you can manage all files the same way as in other Windows-based environments—no need to learn new tools.



Banyan VINES
 DEC Pathworks
 IBM LAN Server
 Microsoft LAN Manager
 Novell NetWare
 UNIX (NFS, TCP/IP)

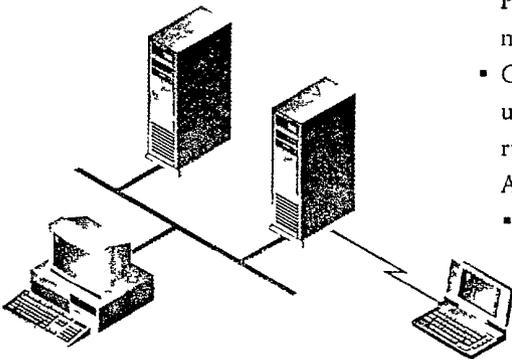
Client-server applications
 Database server
 Messaging server
 Accounting
 Human resources
 Order entry system
 Payroll



Microsoft Windows NT Advanced Server enhances your network file and print sharing capabilities by integrating powerful client-server applications—order entry, human resources, or payroll, for example—that run on Advanced Server.

Put your network close at hand with Remote Access Service

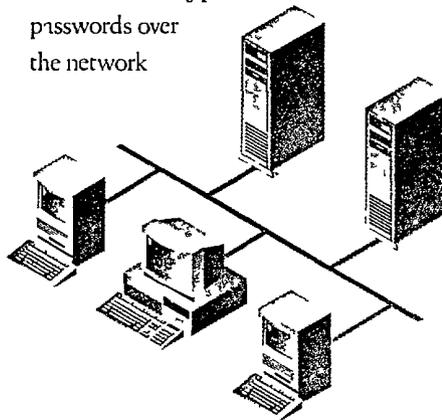
- **Full network access for remote computers**
Enjoy dial-in access to client server applications and network resources on computers running Windows NT, Microsoft LAN Manager, and Windows™ for Workgroups
- **Remote administration** Perform administrative tasks, such as monitoring server performance, managing user accounts, and starting and stopping services, from a remote location
- **Advanced security** Implement tight security before allowing a remote user access to the network
 - Builds on security of Windows NT to control user access to resources
 - Provides call back options
- **Integrated administration** Provide permission in the user account database—there is no administrative difference between remote users and on site users



With Remote Access Service you'll feel as though you're working at your usual desktop computer whether you're off site traveling or working at home. Dial in over asynchronous telephone lines, ISDN, and X.25 networks from computers running the MS-DOS, Windows, Windows for Workgroup, or Windows NT operating systems.

Network your Macintoshes across mixed platforms with Services for Macintosh

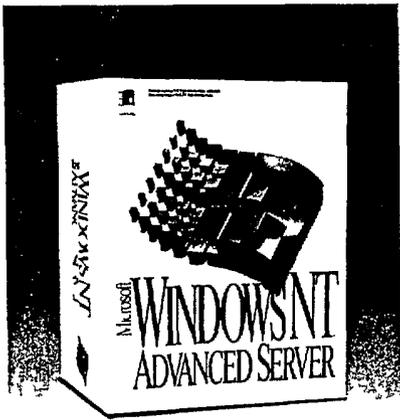
- **Seamless file sharing** Share files easily across platforms, with automatic translation into the appropriate format and automatic association of file to file type, whether PC or Mac®-created
 - Long filenames
 - Mac, file allocation table (FAT), or Windows NT file system (NTFS) formats
- **Cross-platform printer sharing** Let PC and Mac users share the same printers—Mac users can even print PostScript® jobs on non-PostScript printers
- **Integrated administration** Manage Macintosh user accounts like any other user account through full integration with Windows NT Advanced Server
 - Monitor Macintosh session information
 - Create Macintosh volumes the same way you create PC shares
- **Advanced networking** Use AppleTalk® Phase 2 router to connect to AppleTalk networks
- **Client server computing** Enable Mac users to access client server applications running on Microsoft Windows NT Advanced Server
 - **High capacity** Make use of AppleTalks 255 simultaneous connections on each server
 - **Security** Provide high security through NTFS, use optional client software to encrypt passwords over the network



Now Macintoshes and PCs can work together through Services for Macintosh. Macintosh users can access Windows NT Advanced Server just like any other AppleShare® server, to share files, printers, and client server applications.

Manage server resources with powerful, easy-to-use tools

-  **File Manager** Manage files and directories and distribute them to users on the network
-  **Print Manager** Install, secure, and share printers, view print queues, and change print job status
-  **Control Panel** Control central for customizing the server, including setting up network services and protocols, uninterruptible power supplies (UPS), and communication ports
-  **User Manager** Manage user accounts for your network, such as creating and managing groups and security policies
-  **Disk Administrator** Set up and manage hard disk resources, including partitioning disks and fault tolerance
-  **Event Viewer** View system, security, and application events, which enables you to troubleshoot problems and monitor unauthorized user activity



SPECIFICATIONS

System requirements

x86-based system

- Windows NT-compatible personal computer using a 386/25 or higher micro processor
- 16 MB of memory minimum
One high density disk drive and a hard disk with 90 MB of free space
- VGA, Super VGA, or video graphics adapter compatible with Windows NT version 3.1
- Network adapter card
- Optional: One Microsoft Windows NT-compatible CD-ROM drive

RISC based system

- Windows NT-compatible RISC based system
- 16 MB of memory minimum
- One Microsoft Windows NT-compatible CD-ROM drive and a hard disk with 110 MB of free space
- Network adapter card

Note: Software in package is for use with up to four processors

Options

- Microsoft Mouse or compatible pointing device (mouse recommended)

Networking options

Microsoft Windows NT Advanced Server is supported on the following networks

- AppleTalk
- Banyan VINES*
- DEC® Pathworks™*
- IBM® LAN Server

- IBM SNA networks*
- Microsoft LAN Manager
- Microsoft Windows for Workgroups
Novell NetWare*
- TCP/IP networks

Clients supported

- Apple® Macintosh
- MS DOS*
- OS/2*
- Windows*
- Windows for Workgroups
- Windows NT

* Requires additional software

Additional products for Windows NT Advanced Server

The Microsoft Windows NT Advanced Server Upgrade provides an inexpensive, easy, and reliable upgrade path for LAN Manager customers. It is a true superset of Windows NT Advanced Server and includes automated tools that enable LAN Manager customers to upgrade to and exploit the power of Windows NT Advanced Server without disrupting their current networks and users.

Microsoft SQL Server is ideal for managing large databases for business critical applications. Product versions range from single user to an unlimited number of users.

Microsoft SNA Server is a Windows NT-based server application that connects desktops running MS DOS, Windows, Windows NT, and OS/2 with IBM main frames and AS/400® minicomputers. Product versions available for the workgroup up to the enterprise.

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