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# Portugal as a Market for Fresh Agricultural Products from Guinea Bissau

Final Report

*September 1993*

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Office of Analysis, Research, and Technical Support
Bureau for Africa

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Abt Associates Inc.

**Portugal as a Market for Fresh Agricultural Products from Guinea Bissau**

**September 1993**

**Final Report**

**John Miller**

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## ACRONYMS AND NOTE ON CURRENCY

| | |
|---|---|
| ACP | Africa, Caribbean Pacific countries designated in the Lomé Convention |
| CIF | Cost, insurance, freight (cost upon arrival at importing country) |
| EC | European Community |
| ICE | Instituto de Cooperação Económica |
| OECD | Organization for Economic Cooperation and Development |
| USAID | U.S. Agency for International Development |
| WCA | West and Central Africa |

Currency: In August 1993, US$1.00 equals approximately 176 Portuguese Escudos.

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## EXECUTIVE SUMMARY

This report looks at the Portuguese market for fresh fruits and vegetables that are produced in Guinea Bissau and elsewhere in West and Central Africa. The report is intended to assist AID in its deliberations about program strategies in the region, and to provide information for potential investors in the horticulture sector.

The premise of the study is that Portugal is a natural market for Guinea Bissau products. After all, Guinea Bissau is a former Portuguese colony; Guinea Bissau and Portugal continue to maintain strong ties; Bissau is only 1,900 miles from Lisbon.

The study premise suggests that the short distance means lower costs, that the common language and commercial traditions means easier relationships, that Guinea Bissau production is sound, and that the Portuguese market is strong. These assumptions, however, lose their validity with a close look at the facts and market characteristics.

Guinea Bissau is small, with a population of slightly over one million. It has the lowest GNP per capita ($180) in the region. Portugal is small, with a population of 10.5 million. Its GNP per capita of $5,900 is the lowest in the European Community (EC).

Simply put, the Portuguese market for fresh fruits and vegetables is relatively small compared to other European countries. And, of the original 15 commodities reviewed, Guinea Bissau exports few.

Guinea Bissau exported an extremely limited share of Africa Caribbean Pacific (ACP) exports to Europe in 1990 and 1991. In those years, melon exports declined from ten tons to only two tons, and its share of ACP market to the EC declined from minimal to negligible. Its mango exports doubled from 75 to 150 tons, though its market share increased to slightly less than .02 percent.

While Guinea Bissau may enjoy duty-free entry on horticulture products as an ACP member exporting to an EC country, other West and Central African countries enjoy the same advantage. Thus, commodities from, for example, Côte d'Ivoire and Senegal, that are exported to French ports, are readily available to Portuguese buyers in France, rather than in the country of origin.

There is an extremely limited market in Portugal for many of the commodities apparently readily produced in Guinea Bissau.

- Yellow-green mangoes, but not green or other colored mangoes.
- *Gália* (Harvest King) melons and honey dew melons, but not *charentais* melons.
- Green beans, but not fine or extra-fine beans.
- White onions, but not purple *galmi* onions.
- Green and red peppers, but not sweet peppers of other colors.

- As for snow peas, chilies, and Asian vegetables, there is only a marginal awareness.
- Limes, fresh eggplants, and fresh asparagus are very small consumption items.

Of the fresh vegetables, both green beans and sweet peppers are grown in abundance in Portugal and Spain, and greenhouses in both countries supply the Portuguese market year round. Of the fruits, strawberries from Portugal and Spain also satisfy the Portuguese market.

Whether Portugal has a large or a small market for a particular fresh fruit or vegetable, it is well supplied by its domestic production, its neighbor Spain, other EC countries, and Israel, South Africa, Brazil, and Venezuela. These latter four countries are among the world's largest exporters of tropical fruits and vegetables. They have enormous advantages over Guinea Bissau and other West and Central African countries by the application of modern management to production, harvesting, handling, shipping, and marketing. These advantages are enhanced by modern communications systems, and the availability of air and sea cargo space on heavily trafficked routes. For Guinea Bissau to compete effectively in this environment is a daunting challenge.

Portuguese importers have a consistent view of Guinea Bissau production and export capacity, and it is not good. They believe Guinea Bissau's weak position in Portugal reflects limited management skills and technical know-how.

They see serious production and post-harvest handling problems:

- fruits are mixed by variety, color, shape/size, and stage of maturation,
- packaging is terrible,
- labeling is bad,
- bureaucracy is an obstacle.

They see serious infrastructure and management constraints:

- skilled personnel are absent,
- transportation is unreliable,
- materials are lacking,
- management is weak,
- cold storage facilities are minimal.

All that said, there are opportunities for Guinea Bissau produce in the Portuguese market. Portuguese importers stress a willingness to consider Guinea Bissau produce. Even now, they have a high tolerance for the uneven shipments of produce from Guinea Bissau (e.g., the poor packaging and labeling, the mix of varieties, etc., and the unpredictable arrival dates).

Guinea Bissau's most important advantage is the high quality of its produce, particularly for those fresh fruits for which there is the best chance for success in Portugal, namely pineapples, mangoes, melons, and papayas. The growth from 1988 to 1992 in the Portuguese market for some commodities is impressive. There were significant increases in imports of mangoes, melons, and papayas, year after year.

Guinea Bissau produce is cheaper at its source than that from other countries, principally because its labor costs are low, it is close to Europe, it is not land-locked and can ship directly by sea, and its produce can be grown in open fields during the European off-season.

Guinea Bissau producers and exporters must focus on markets for products in which:

- CIF prices are competitive;
- competition is not too great;
- production is technically easy (thus, eliminate strawberries, sweet peppers, and asparagus);
- there is year round demand (pineapples, mangoes, papayas, melons);
- available transportation is adequate; and
- there is strong, unsatisfied demand in the Portuguese market.

Because Guinea Bissau is a marginal exporter, and Portugal is a minor market,

- it will be extremely difficult for Guinea Bissau (and other West and Central African countries) to establish a solid presence in the Portuguese market;
- Guinea Bissau producers and exporters cannot rely on the high quality of their products nor the good will between the countries;
- Guinea Bissau producers and exporters must understand the market and meet its requirements and expectations;
- lower prices will assure market entry, but market share won't last if the source does not respond to other market requirements;
- producers and exporters for the Portuguese market should focus principally on mangoes and melons, also papayas and pineapples; and
- AID should promote (i) the creation of a Guinea Bissau association of horticulture producers and exporters, (ii) visits by producers and exporters to Portugal and European trade fairs, and (iii) the subsequent assistance by Portuguese importers to Guinea Bissau exporters.

# 1. INTRODUCTION

## 1.1 Portugal and Guinea Bissau

As an historically dominant discoverer and explorer, Portugal long benefited from its location on the Iberian Peninsula that extended into the Atlantic Ocean. By virtue of its easy access (compared to its European neighbors) to tropical Africa, Portugal exploited its comparative advantage in international trading.

One of the legacies of Portugal's maritime traditions is its capacity as a trading country. As a result of modern transportation and communication, however, Portugal's role in international trading has decreased, it is primarily a market for traders from other countries, simply one more importing country. And, although now, as a full member of the European Community (EC), Portugal enjoys new benefits, it remains a relatively small market, and a small trader.

Since independence in the mid 1970s of Portugal's colonies in Africa, and despite the political changes that ensued, ties between Portugal and Guinea Bissau, Mozambique, Angola, Cape Verde, and São Tomé e Príncipe remain strong. History, culture, tradition, personal relationships, and language have served to maintain those relationships. As a result, Portugal remains the major exporter of goods to those countries, and remains the natural importer of goods from those countries.

It is in this context that one of the underlying assumptions of USAID/Bissau and USAID/WCA is that Portugal is a natural market for selected commodities produced in Guinea Bissau. For these reasons this paper explores the potential for fresh fruits and vegetables produced in Guinea Bissau to be exported to its traditional market, in substantial quantities.

Among the 12 countries that make up the European Community, Portugal's population of about 10.5 million makes it the fourth smallest market in the EC, just ahead of Denmark, Ireland and Luxembourg. Its GNP per capita of approximately $5,900 makes it the poorest population in the EC.

Among the countries in West and Central Africa, Guinea Bissau is relatively small. Its population of slightly over one million is greater than only two countries in the region, The Gambia and Equatorial Guinea. And its GNP per capita of approximately $180 makes it the poorest in the region.

## 1.2 The Study

This report examines the current and potential market in Portugal for the import of selected fresh fruits and vegetables (identified below) from West and Central African (WCA) countries, with a particular focus on Guinea Bissau. The objective of the study is to evaluate the current and potential demand in the Portuguese market for products that are currently produced, or can be produced and exported from WCA countries. The report provides an analysis of the constraints and opportunities facing Guinea Bissau in the Portugal horticulture import market.

The report's purpose is to assist USAID/WCA and USAID/Bissau in their internal deliberations about program strategies in West and Central Africa, and as well to contribute to their discussions with private investors in West and Central African horticulture production and export.

The study is based on two weeks of fieldwork in Portugal (in August 1993), an analysis of secondary data on Portuguese imports and exports of horticulture crops, and interviews with representatives of some of Portugal's largest importers, wholesalers, retail buyers, and shippers. In addition, meetings were held with Government of Portugal officials and others familiar with the Portuguese marketplace.

Although several sources provided import and export data, and price and product information, much of the data is incomplete or simply incompatible among sources. Quantitative findings have substantially augmented official statistics, so that conclusions drawn reflect the realities of the Portuguese market.

It should be noted that neither the author, nor the Portuguese market informants (with the exception of one), have first-hand familiarity with horticulture production in Guinea Bissau.

The products originally identified by USAID for review are the following:

---

FRUITS

1. Pineapple
2. Mango
   a. Colored varieties
   b. Yellow Green
   c. Green Varieties
3. Melon
   a. Gália
   b. Charentais
   c. Yellow Honey Dew
4. Papaya
5. Strawberries
6. Limes

VEGETABLES

7. French Beans
   a. Bobby
   b. Fine
   c. Extra Fine
8. Eggplants
9. Asparagus
10. Fresh Herbs
11. Sweet Peppers
   a. Green
   b. Red
   c. Other Colors
12. Snow Peas
13. Chilies
14. Asian Vegetables
15. Galmi Onion (purple)

---

## 2. THE PORTUGUESE MARKET FOR FRESH FRUITS AND VEGETABLES

### 2.1 The Market

Most tropical fruits and vegetables are relatively new to the Portuguese consumer. Prior to its membership in the EC, Portugal was highly protective of its domestic products. It is only now, as a full member of the EC, that Portugal can be regarded as a good, though small, market.

As recently as 1990, one large buyer imported only 500 to 600 kilos per week of tropical fruits; he now imports two tons per week of mango alone. This trend is well illustrated by the following data represented in Figure 1, showing the growth in the Portuguese market since 1988 for several products.

**FIGURE 1. GROWTH IN IMPORTS OF SELECTED PRODUCTS, 1988 - 1992**

| | PERCENT CHANGE | | | |
|---|---|---|---|---|
| | 1988-1989 | 1989-1990 | 1990-1991 | 1991-1992 |
| Mangoes | 19 | 38 | 85 | 19 |
| Melons | (31) | 340 | 30 | 41 |
| Papayas | 39 | 83 | 33 | 18 |
| Strawberries | 12 | 149 | 481 | 96 |
| Eggplants | 7 | 54 | 53 | 15 |

Source: National Statistics Institute, Directorate General for Foreign Trade

South Africa and Israel, as well as South American countries (notably Venezuela and Brazil), are the most important non-EC suppliers of the Portuguese horticultural market. Figure 2 shows the dominance of Brazil as an exporter to Portugal. Spain is an important exporter as well, and in fact, Spain can respond quickly throughout the year to any immediate demand by Portuguese importers.

Portugal granted special trade preferences (namely, duty-free imports) to its former colonies at the time of their independence in the 1970s. That important advantage became irrelevant for imports to Portugal upon implementation of the Lomé Convention in 1976 because each former Portuguese colony was also an ACP country under the Convention. Then, after Portugal became a member of the EC, other European countries became interested in the Portuguese market. As a consequence, Guinea Bissau's current competitive position is no better in Portugal than that of other former colonies, indeed no better than any ACP country.

With respect to Portuguese import duties, Guinea Bissau enjoys the same competitive advantage as all ACP countries, that is, no duties are collected on imports from those countries.

| FIGURE 2. NUMBER OF SHIPMENTS AND QUANTITIES RECEIVED, BY ORIGIN, FROM THIRD COUNTRIES, SELECTED PRODUCTS, 1992 | | | | | |
|---|---|---|---|---|---|
| | Mangoes Shipments and Tons | Melons Shipments and Tons | Papayas Shipments and Tons | Limes Shipments and Tons | Asian Vegetables Shipments and Tons |
| Brazil | 55/41 tons | 4/8 tons | 64/29 tons | 9/23 tons | 70/6 tons |
| Venezuela | 45/110 tons | 4/18 tons | ---- | ---- | ---- |
| South Africa | 1/15 tons | 2/12 tons | ---- | ---- | ---- |
| Guinea Bissau | 1/6 tons | ---- | ---- | ---- | ---- |
| Source: Directorate General of Customs, Agricultural Policy Division | | | | | |

And, as a member of the European Community, no duties are collected on imports to Portugal from other EC countries. However, imports from Guinea Bissau have an advantageous position compared to imports from third countries such as Brazil, Venezuela, South Africa, and Israel (neither ACP nor EC countries), which must pay duties (on the CIF price) as shown in Figure 3 below.[1]

## 2.2 Sources, Seasons, and Standards

Figures 4 and 5 below show the primary sources of the commodities during each month of the year. Most of the products reviewed are not produced in Portugal. Among fruits, melons and strawberries are produced in Portugal during the summer months, and *ananás*[2] are produced year round in the Portuguese Azores. Among vegetables, green beans are produced in Portugal; the others are grown in small quantities in Portugal.

The requirements for sizes, weights, colors, ripeness, varieties, and packaging of fresh fruits and vegetables are specified in Portuguese legislation and regulations, some of which (but not all) have been superseded in the 1970s and 1980s by regulations of the Organization for Economic Cooperation and Development (OECD), and in the 1980s and 1990s by EC regulations.[3] Ultimately, all specifications will comply with EC regulations.

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[1] Unfortunately, the source by which Portuguese customs officials establish the value of the imported commodity is unclear. Commodities are presumably valued in a consistent manner, with consequent duties fairly applied.

[2] *Ananás* are larger, sweeter, and more expensive than common pineapples.

[3] Annex 6 identifies the operative regulations for each product reviewed.

| FIGURE 3. EUROPEAN STANDARD IMPORT DUTIES, 1993 (applied to CIF prices) | | |
|---|---|---|
| | THIRD COUNTRIES[1] | AFRICA, CARIBBEAN, PACIFIC[2] |
| **FRUITS** | | |
| Pineapples | 9% | 0% |
| Mangoes | 4%[3] | 0% |
| Melons | 11%[3] | 0% |
| Papayas | 2% | 0% |
| Strawberries | 14% | 0% |
| Limes | 16% | 0% |
| **VEGETABLES** | | |
| French Beans | 16% | 0% |
| Eggplants | 16% | 0% |
| Asparagus | 16% | 0% |
| Fresh Herbs | 13% | 0% |
| Sweet Peppers | 9%[3] | 0% |
| Snow Peas | 10% | 0% |
| Chilies | 10% | 0% |
| Asian Vegetables | 16%[3] | 0% |
| Onions | 12%[4] | 0% |
| Source: Pauta Integrada das Comunidades Europeias, TARIC, May 1993 | | |

NOTE: As a full member of the EC, Portugal collects no duty on imports from EC countries. Bilateral agreements between the EC and any country are applied in Portugal. Israel is the only country relevant to the Portuguese market with such an agreement.

For many products other than those reviewed in this report, duties are based on productive seasons, and consequently vary by month.

1 Countries not part of the Lomé Convention (ACP), nor EC members. In the context of fruit and vegetable imports to Portugal, these are principally Israel, Brazil, Venezuela, Costa Rica and South Africa.
2 African, Caribbean and Pacific countries in the Lomé Convention.
3 Israel imports pay no duties, as per bilateral agreement with the EC.
4 Israel imports pay no duties from February 15 to May 15, as per bilateral agreement with the EC.

## FIGURE 4. PRIMARY SOURCES OF FRESH FRUITS IN PORTUGAL, BY APPROXIMATE MONTH

| FRUITS | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PINEAPPLES | Year round from Brazil, Côte d'Ivoire and Costa Rica | | | | | | | | | | | |
| ANANÁS | Azores | Azores | | | | | | | | | Azores | Azores |
| MANGOES | S. Africa | S. Africa | S. Africa | Venezuela | Venezuela | Venezuela | Israel | Israel | Israel | Brazil | Brazil | Brazil |
| MELONS | Brazil<br>Venezuela<br>Spain | Brazil<br>Venezuela<br>Spain | Brazil<br>Venezuela<br>Spain | Brazil<br>Venezuela<br>Spain | domestic<br>Spain | domestic<br>Spain | domestic<br>Spain | domestic<br>Spain | domestic<br>Spain | domestic<br>Spain | Brazil<br>Venezuela<br>Spain | Brazil<br>Venezuela<br>Spain |
| PAPAYAS | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela | Brazil<br>Venezuela |
| STRAWBERRIES | Spain | Spain | Spain | Spain | domestic | domestic | domestic | domestic | domestic<br>(Algarve greenhouses) | domestic<br>(Algarve greenhouses) | domestic<br>(Algarve greenhouses) | domestic<br>(Algarve greenhouses) |
| LIMES | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil | Brazil |

## FIGURE 5. PRIMARY SOURCES OF FRESH VEGETABLES IN PORTUGAL, BY APPROXIMATE MONTH

| VEGETABLES | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| GREEN BEANS | domestic (greenhouse) | domestic (greenhouse) | domestic (greenhouse) | domestic (greenhouse) | domestic | domestic | domestic | domestic | domestic | domestic | domestic (greenhouse) | domestic (greenhouse) |
| EGGPLANTS | domestic (greenhouse) Spain | domestic (greenhouse) Spain | domestic (greenhouse) Spain | domestic (greenhouse) Spain | Spain | Spain | Spain | Spain | Spain | Spain | Spain | Spain |
| ASPARAGUS | Spain | domestic Spain | domestic Spain | domestic Spain | domestic Spain | Spain | Spain | Spain | Spain | Spain | Spain | Spain |
| FRESH HERBS | | domestic | domestic | domestic | | | | | | | | |
| SWEET PEPPERS | domestic (greenhouse) Spain | domestic (greenhouse) Spain | domestic (greenhouse) Spain | domestic (greenhouse) Spain | domestic (greenhouse) Spain | domestic | domestic | domestic | domestic | domestic | domestic | domestic (greenhouse) |

## 2.3 Distribution

Fresh tropical fruits and vegetables are generally shipped from the Americas and Africa to Portugal by sea into the port in Lisbon and by air to the Lisbon airport, and from other EC countries by land directly to Portugal's larger cities. Portugal itself often serves as a point of transhipment for commodities destined for other countries in Europe.

Significant volumes of Portuguese imports of tropical fruits and vegetables do not arrive directly from their point of origin in West Africa (normally Côte d'Ivoire), but rather are trucked from other points in Europe, particularly Rotterdam and Marseille. Rotterdam and Marseille based importers and wholesalers are well-positioned to develop Portuguese distribution networks for horticultural products. Many have established offices in Portugal.

Lisbon-based importers and buyers dominate the national market channels. There are many importers and traders who order and import the commodities. The very largest supermarket chains[4] utilize their own buyers and importers, though not exclusively; the smaller stores are served as well by independent importers.[5] In addition, there are large "cash and carries", functioning as importers, warehousers, and wholesalers to the food industry and retail stores, as well as to dues-paying individuals. Such companies (or cooperatives) used to maintain a sales force to sell to retail stores. As they have grown, however, they no longer sell in that manner; their size guarantees them large-purchase customers.

Some importers only sell to very large buyers. Some buyers purchase the great majority of their fresh products from domestic producers. They generally are financed by letters of credit or regular accounts; occasionally, consignments are made.

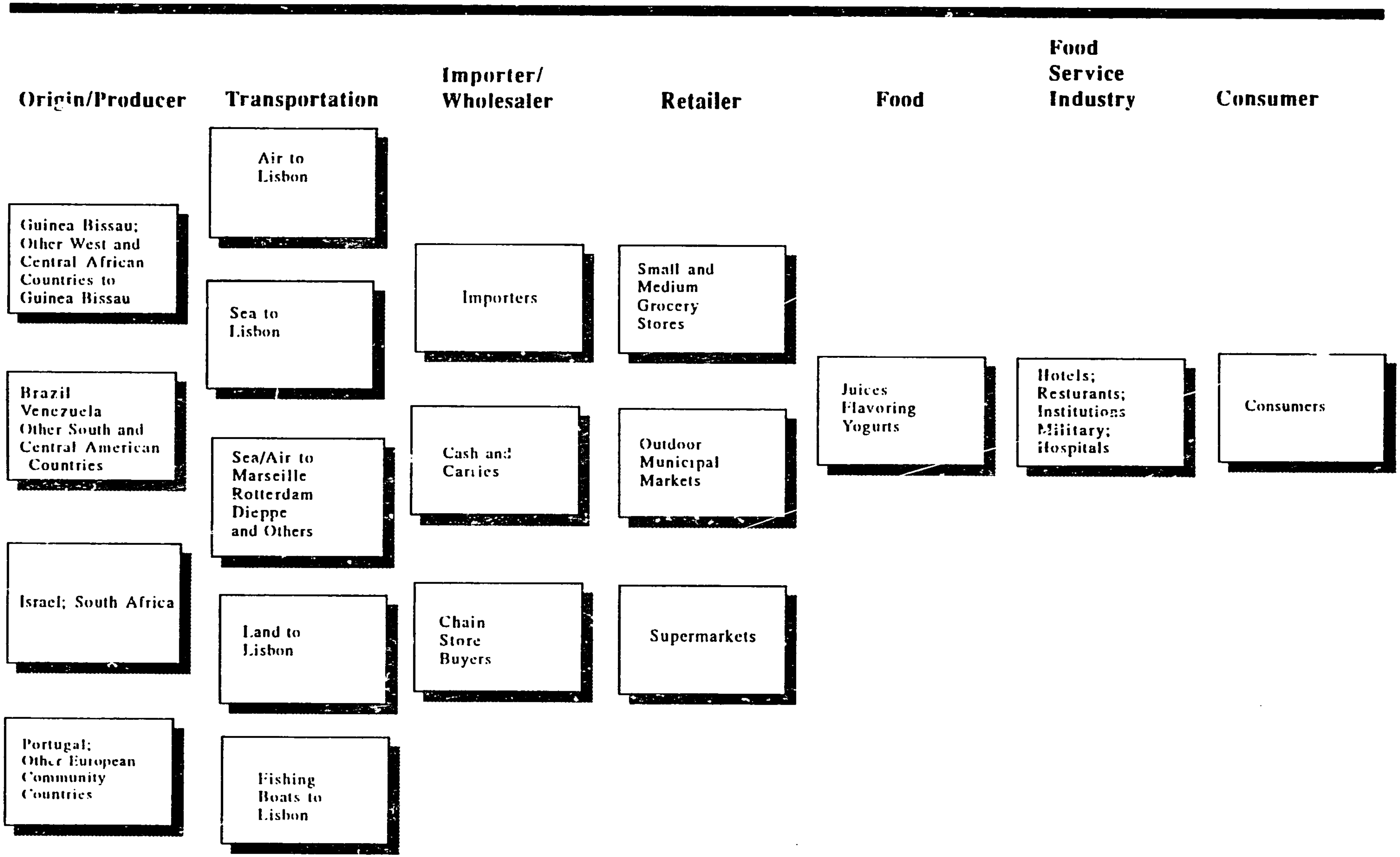
Figure 6 on the following page suggests the complexities of the distribution system of fresh fruits and vegetables imported into Portugal.

---

[4] While urban land was still available in the Lisbon area at reasonable prices, extremely large retail stores, *hipermercados*, opened, and quickly became buyers of large quantities of fresh produce.

[5] Two of the larger supermarket chains purchase about US$1 million per year worth of fresh fruits and vegetables.

## Figure 6
## Selected Components of Market Chain in Portugal for Fresh Fruits and Vegetables



## 2.4 Prices

Changes in nominal CIF prices between 1988 and 1992 of the commodities reviewed are extreme. As shown on Figures 7, 8, and 9 below, some have increased and decreased sharply during the period but all except one showed a net increase. During the 1988-1992 period, Portugal's Consumer Price Index increased by nearly 55 percent. Pineapple prices more than doubled in that period. Mango, melon, and papaya prices increased very little. Strawberries nearly tripled; limes increased about 40 percent.

**FIGURE 7. CIF PRICES, SELECTED COMMODITIES, US$/KILO 1988-1992**

| | 1988 | 1989 | 1990 | 1991 | 1992 |
|---|---|---|---|---|---|
| **FRUITS** | | | | | |
| Ananás | $1.67 | $2.69 | $1.76 | $2.22 | $3.91 |
| Mangoes | $1.94 | $1.78 | $2.00 | $2.00 | $2.15 |
| Melons | $ .71 | $1.08 | $ .82 | $ .88 | $ .77 |
| Papayas | $2.05 | $1.74 | $1.94 | $2.22 | $2.04 |
| Strawberries | $ .53 | $ .40 | $2.20 | $1.49 | $1.39 |
| Limes | $1.70 | $1.01 | $1.67 | $2.06 | $2.39 |
| | | | | | |
| **VEGETABLES** | | | | | |
| Eggplants | $1.37 | $1.58 | $1.93 | $1.45 | $1.72 |
| Asparagus | $4.40 | $5.53 | $3.57 | $4.88 | $1.74 |
| Fresh herbs | $1.12 | $1.98 | $1.75 | $2.25 | $2.51 |
| Sweet peppers | $1.08 | $ .55 | $1.55 | $1.09 | $1.09 |
| Snow peas | $ .66 | $1.01 | $3.19 | $2.44 | $1.47 |
| Chilies | $2.18 | $1.30 | $1.87 | $1.64 | $3.15 |
| Onions | $ .21 | $ .22 | $ .34 | $ .25 | $ .24 |
| French Beans | $ .82 | $1.31 | $1.38 | $1.71 | $3.44 |

Note: Data reported as average annual prices in escudos, and then converted to dollars using average annual exchange rate.

Source: National Statistics Institute, Directorate General for Foreign Trade

FIGURE 8. CIF PRICES, SELECTED FRUITS, US$/KILO 1988–1992

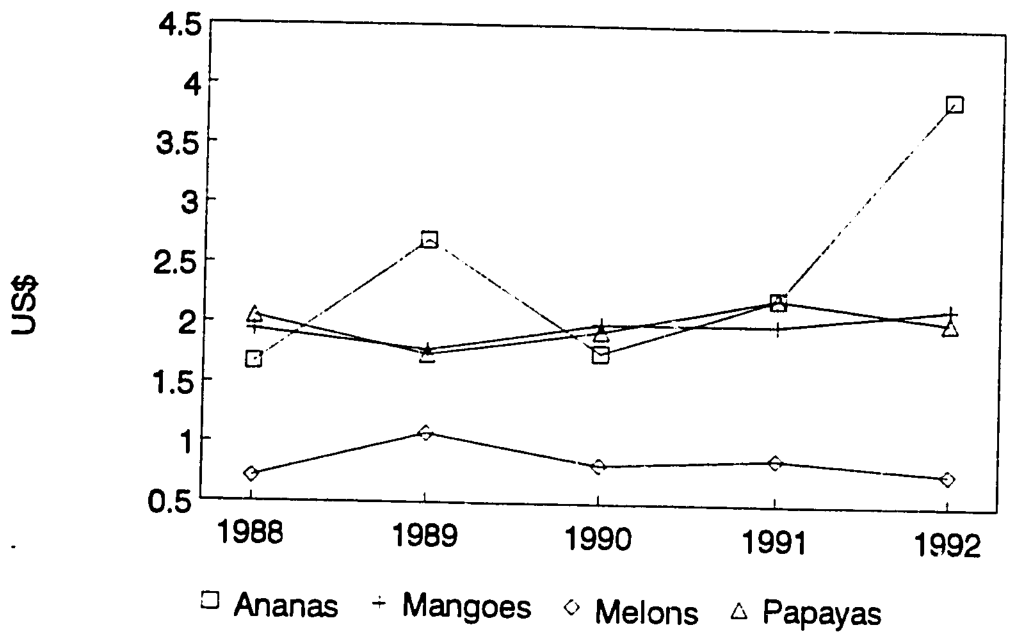
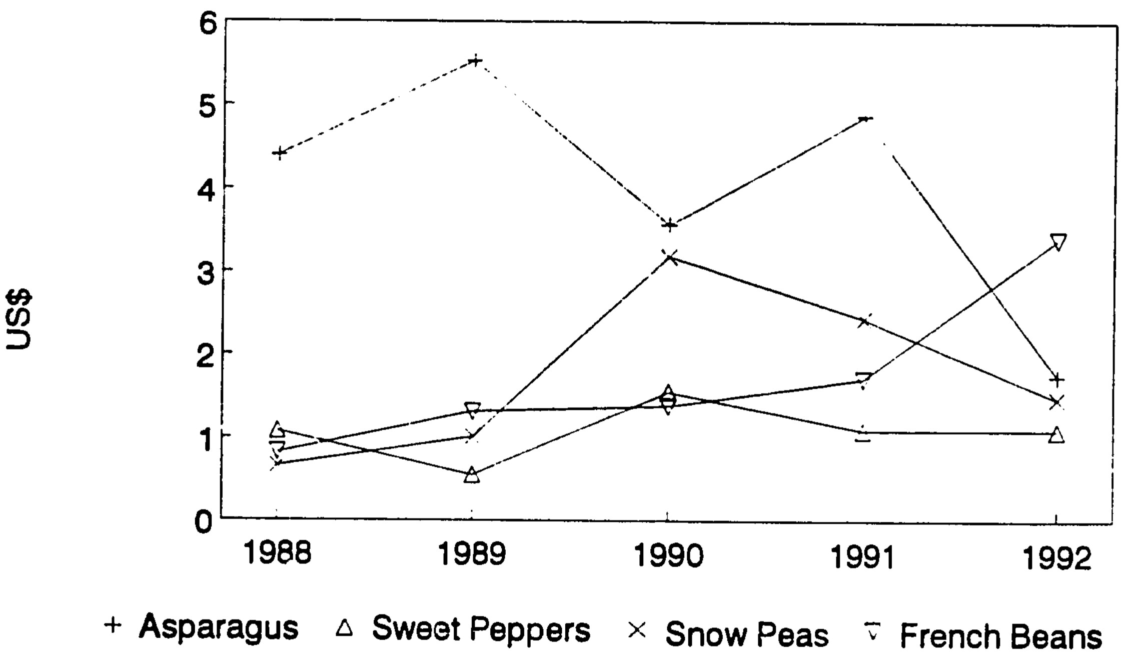



FIGURE 9. CIF PRICES, SELECTED VEGETABLES, US$KILO 1988–1992



Eggplant prices increased by 25 percent. Fresh herbs and snow peas each more than doubled. Sweet peppers and onions remained the same. Chilie prices went up about 45 percent. French beans more than tripled in price. The price of asparagus decreased by 60 percent.

Much of the instability and uneven patterns are a result of the EC market that opened during this period and the consequent inflation in the general price index. Figure 10 below provides wholesale prices for some of the fruits.

**FIGURE 10. WHOLESALE FRUIT PRICES, AUGUST 1993 (US$/kilo)**

| | |
|---|---|
| 1. Pineapples | $1.31 |
| Ananás (Azores) | $4.71 |
| 2. Mangoes | $2.72 |
| 3. Melons | $1.96 |
| 4. Papayas | $2.61 |
| 5. Strawberries | $1.99 |

Note: Prices vary widely, by day, source, season, variety, degree of deterioration. (Exchange rate: US$1.00=176$162 escudos in August 1993)
Source: GRULA (Lisbon Group of Food Product Suppliers)

Consumer prices vary widely in Lisbon markets, as reported in Figure 11. The prices to the consumer for fresh fruits and vegetables at five different retail markets are lowest for most, but not all, commodities, at the two large supermarkets. Melons are a low-cost fruit to consumers, while mangoes and papayas are high-cost items.

The seasonal fluctuations of the retail prices of some fruits are shown in Figure 12.

| FIGURE 11. CONSUMER PRICES, BY KILO, SELECTED PRODUCTS, AUGUST 1993 | | | | | |
|---|---|---|---|---|---|
| | Supermarket[1] "Continente" (Cascais) | Supermarket[1] "Carrefour" (Lisbon) | Foodstore Brazil[1] (Lisbon) | Pão de Açúcar[2] Amoreiras (Lisbon) | Municipal Market[2] (Lisbon) |
| Pineapples | US$ 3.96[3] | US$ 1.85[4] | US$ 6.97[5] | NA | US$ 6.81[5] |
| Mangoes | US$ 3.79 | US$ 2.04 | US$ 5.00 | US$ 3.55 | US$ 3.97 |
| Melons | US$ 0.73 | US$ 0.56 | US$ 0.71 | US$ 0.84 | US$ 0.73 |
| Papayas | US$ 3.85 | US$ 4.34 | US$ 4.84 | US$ 3.87 | US$ 3.97 |
| Chilies | US$ 4.92 | NA | NA | NA | NA |
| Limes | US$ 3.91 | US$ 3.85 | NA | US$ 4.49 | NA |
| Eggplants | US$ 1.36 | US$ 2.81 | NA | US$ 2.21 | US$ 2.27 |
| Fresh Herbs | US$ 2.46 | US$ 1.70 | NA | NA | NA |
| Sweet Peppers | NR | US$ 2.75 | NR | US$ 1.30 | NR |

1 August 9 - 10, 1993
2 August 23, 1993
3 From Côte d'Ivoire, by air
4 From Côte d'Ivoire, by sea
5 From Azores

NA product not available
NR price not reported

| FIGURE 12. AVERAGE MONTHLY RETAIL PRICE IN LISBON MARKETS,US$ PER KILO, SELECTED FRUITS, 1992 | | | | |
|---|---|---|---|---|
| | Pineapples (ananás) | Honey Dew Melons | Gália Melons | Strawberries |
| Jan | $5.66 | --- | --- | --- |
| Feb | $5.58 | --- | --- | --- |
| Mar | $5.64 | --- | --- | $3.47 |
| Apr | $6.05 | --- | --- | $2.59 |
| May | $6.13 | --- | $2.57 | $1.63 |
| Jun | $6.56 | --- | $1.83 | $1.70 |
| Jul | $7.71 | $1.12 | $1.51 | $1.73 |
| Aug | $7.23 | $1.01 | $1.23 | $1.91 |
| Sep | $6.86 | $ .98 | $1.17 | $2.36 |
| Oct | $6.85 | $1.09 | $1.61 | $2.67 |
| Nov | $6.70 | --- | --- | --- |
| Dec | $6.73 | --- | --- | --- |

Note: Exchange rate used: US$1.00=176$162 escudos in August 1993.
Source: Directorate General of Competition and Prices

# 3. PRODUCT ANALYSIS

## 3.1 The Products

There is an extremely limited market in Portugal for several of the 15 products identified for review, namely green mangoes, other color mangoes, *charentais* melons, bobby beans, fine beans, extra fine beans, fresh herbs, other color sweet peppers, snow peas, chilies, asian vegetables, and *galmi* onions. Although comments are provided below for the 15 identified products, and data is elsewhere provided where available, the following 11 products enjoy at least a small, stable market, and in some cases a significant market.

---

1. Pineapples
2. Yellow Green Mangoes
3. Harvest King Melons (Gália)
4. Yellow Honey Dew Melons
5. Papayas
6. Strawberries
7. Limes
8. Green Beans (Runner Beans)
9. Eggplants
10. Asparagus
11. Green and Red Peppers

---

## 3.2 Fresh Fruits

- **Pineapple.** The pineapple from Portugal's Azores Islands, called *ananás*, is produced in the winter months. It is well known, regarded with great pride, and extremely expensive. Throughout the year, but mostly from February to October, Portugal imports the more common pineapple, called *abacaxi*, primarily from Brazil, Costa Rica, and Côte d'Ivoire. They are imported year round, at prices ranging from 50 escudos per kilo to 200 escudos per kilo but most often at 130 to 150. The markup varies dramatically; both the 50 escudo and the 200 escudo shipments are often sold to retail stores for 200 escudos per kilo.

  About 20 percent of Portuguese consumption is domestic *ananás*; 80 percent is from imported pineapples. Because of the significant price differences and consumer tastes, the two types of pineapples are regarded as distinct products in the Portuguese market.

  The common pineapple is a warm weather food in Portugal; the market is considerably smaller during rainy weather. One importer buys 100 to 200 tons per month; another importer often buys 300 tons per month.

  Pineapples from Côte d'Ivoire and Brazil are usually purchased in Spain and Holland, where they arrive by sea. Importers expect pineapples to arrive in a nine-kilo box of 5-6 pineapples. High losses are common due to fast deterioration during sea freight and in overland transport.

Although relatively weak at the moment, the market for traditional pineapples has grown about 50 percent in the past five years. Pineapples have good potential in the Portuguese market.

*Ananás*, Portugal's traditional type of pineapple, is consumed year round, but in enormous quantities at Christmas season. Ananás are expensive; they usually come from the Azores by air at about 400 escudos per kilo. One importer purchased a shipment in December 1992 for 528 escudos per kilo, sold them to retail buyers for 882, which in turn sold them to consumers for 1,184.

- **Mango**. Mangoes are not produced in Portugal. Consumption patterns are high, and there is a strong year-round market. Imports are high during the harvest seasons in the four major countries of origin: January through March from South Africa; April through June from Venezuela; July through September from Israel; and October through December from Brazil.

Mango is extremely well accepted in Portugal. One buyer imports about two to three tons a day much of the year, and much more from November to March; during one three-day period in December 1992, the importer sold 40 tons. Another buyer now imports about 300 tons of mango a year. He suggests he could sell double that amount elsewhere in Europe. Consumption appears to be growing at about 40 percent over the last three years.

The normal, acceptable mangoes are Rosa (imported from Brazil, Venezuela, and in minor quantities from Guinea Bissau), Tommy Atkins, and Keith. Tommy Atkins is the variety most in demand in Portugal, and has a potentially good market for Guinea Bissau producers. The more fibrous, green mangoes grown in Guinea Bissau are less acceptable in the Portuguese market but are accepted by its population formerly resident in the tropics (about ten percent of the population). In general, mangoes have excellent potential in the Portuguese market.

Some low-quality mango is imported from West Africa on fishing boats returning to Portugal. Such mango is sold in poor markets, and occasionally to the food industry for juice and yogurt.

Mangoes are shipped in four-kilo boxes of five to eight mangoes each. The current CIF price is about 430 escudos per kilo, sold to retail outlets for 480 escudos per kilo. In winter months, mangoes reach a retail price of 650 escudos per kilo. Demand for fruit is generally quite price elastic, so that the consumer will chose to purchase apples at 145 escudos per kilo in winter months rather than mangoes at four times that price.

- **Melon**. Portugal produces Gália Melons and Honey Dew Melons from May to September. Gália melon is very popular. Over the course of a year, Portugal's melon consumption is about half domestic and half imported. Consumption has been stable over the past three years.

One buyer has imported 37 tons this year mostly from Brazil, averaging over five tons per month. Melons are shipped in five-kilo boxes of 4-5 fruits each.

- **Papaya.** Papayas are not grown in Portugal; most are imported from Brazil. Papayas from Africa are not well known in the Portuguese market; they are too large (*mamão*, rather than papaya). Consumption of papaya is growing at about 20 to 30 percent in the last three years. Papaya is shipped in 3.5 kilo boxes with 7-8 fruits per box.

  Papaya growers worldwide face a major problem with a fungal disease called anthracnose. If an African country could produce disease-free papayas that met phytosanitary regulations, there would be an import market throughout Europe.

- **Strawberries.** About 60 percent of Portugal's strawberry consumption is domestically grown; about 40 percent is imported. They are shipped in half kilo or 250 gram packages. Consumption has been stable in recent years.

  The difficult technology associated with cultivation, handling, and shipping suggests this is not a high potential product for Guinea Bissau.

- **Limes.** There is a small market for limes in Portugal; all are imported. They are regarded as important for use in the traditionally Brazilian drink *caipirinha*. The Portuguese demand is not otherwise developed.

  One buyer suggests that limes from Guinea Bissau are of doubtful quality; they are not controlled, they have thick skins, they arrive with insects, in mixed variety and color.

## 3.3 Fresh Vegetables

- **Green Beans** (French Beans, Runner Beans). Green beans are extremely common in Portugal. Year-round demand is high, and stable in the past three years. About 75 percent are domestic; the rest are imported. Green beans are generally easy to cultivate, and port beans can beat European prices. There are a lot of greenhouses in Portugal that produce off-season.

  Bobby beans, fine beans, and extra fine beans are not generally consumed in Portugal.

- **Eggplant.** There is a limited market for eggplant in Portugal. About 80 percent of the market is met by local production, the remainder by imports, mostly from Spain.

- **Asparagus.** There is a limited market for fresh asparagus in Portugal. Consumption is small, and about 20 percent is local, 80 percent imported. Asparagus is a technically difficult product; it requires strong management of cultivation.

- **Fresh Herbs.** There is an extremely small market for fresh herbs in Portugal. Most are imported from Israel and Spain.

- **Sweet Peppers.** There is a stable market for both green and red peppers in Portugal. About 60 percent are local, 40 percent imported, mostly from Spain and Holland. They are shipped in 5 kilo boxes. Peppers require high levels of management.

- **Snow Peas.** There is an extremely small market for snow peas in Portugal. They are expensive, and technically difficult to grow.

- **Chilies.** There is an extremely small market for chilies in Portugal. Nearly 70 percent of them are domestically produced, most of the rest are imported from Spain.

- **Asian Vegetables.** There is an extremely limited market for Asian vegetables in Portugal.

- **Galmi Onions.** Although there is a strong demand in Portugal for traditional white onions, there is an extremely limited market for Galmi, or purple, onion. They are nearly unknown in Portugal.

The market and characteristics for each commodity are summarized on Figures 13 and 14 that follow.

| FIGURE 13. QUANTITIES AND PRICES (US$) OF PRODUCTS IN THE PORTUGUESE MARKET | | | | | | | |
|---|---|---|---|---|---|---|---|
| | AVERAGE ANNUAL IMPORTS (TONS) 1988-1992 | AVERAGE ANNUAL IMPORTS ($) 1988-1992 | 1992 IMPORTS (TONS) | 1992 IMPORTS ($) | AVERAGE CIF PRICE 1988-1992 (PER KILO) | CURRENT CIF PRICE 1992 (PER KILO) | CURRENT RETAIL PRICE 1993 (PER KILO) |
| Pineapples (not ananás) | 96.1 | $183,349 | [1] | [1] | $2.08 | [1] | $2.92 |
| Yellow Green Mangoes | 1223.4 | $2,424,965 | 2114.0 | $3,506,451 | $1.97 | $2.15 | $3.42 |
| Melons | 2550.9 | $2,050,198 | 4981.8 | $2,967,205 | $.85 | $.77 | $.84[2] |
| Papayas | 265.4 | $557,861 | 431.2 | $789,611 | $1.99 | $2.04 | $4.00 |
| Strawberries | 163.1 | $185,360 | 490.0 | $673,394 | $1.20 | $1.39 | $1.88 |
| Limes | 16.5 | $30,745 | 18.3 | $33,725 | $1.76 | $2.39 | $4.11 |
| Eggplants | 35.9 | $57,549 | 57.1 | $75,685 | $1.61 | $1.72 | $2.17 |
| Asparagus | 10.4 | $32,810 | 20.9 | $27,971 | $4.02 | [1] | $4.30 |
| Green and Red Peppers | 470.4 | $512,998 | 956.1 | $804,668 | $1.07 | $1.09 | $2.04 |
| Sources: National Statistic Institute, Directorate General for Foreign Trade; Market Survey; Serviço de Informação dos Mercados Agrícolas (SIMA). (Note that SIMA was established in 1985 with USAID/Portugal assistance.) | | | | | | | |

1. Unreliable data; unused.
2. Apparent low retail price reflects high supply at time of survey.

## FIGURE 14. CHARACTERISTICS OF PRODUCTS IN THE PORTUGUESE MARKET

| | Principal Sources | Percent Domestic Imported | Consumption Trends (Rate of Change 1990-1992) | Market Potential for Guinea Bissau |
|---|---|---|---|---|
| Pineapples (not ananás) | Brazil, Costa Rica Côte d'Ivoire | 100% imported | up to 50% growth | good |
| Yellow Green Mangoes | Portugal, Israel, South Africa Venezuela, Brazil | 50% domestic 50% imported | up to 40% growth | excellent |
| Melons (Harvest King and Yellow Honey Dew) | Portugal, Israel, South Africa Venezuela, Brazil | 50% domestic 50% imported | stable | good |
| Papayas | Brazil | 100% imported | up to 30% growth | good |
| Strawberries | Portugal, Spain | 60% domestic 40% imported | stable | nil |
| Limes | Brazil | 100% imported | stable | minimal |
| Green Beans | Portugal | 50% domestic 50% imported | stable (high) | minimal |
| Eggplants | Portugal, Spain | 80% domestic 20% imported | stable (low) | nil |
| Asparagus | Portugal Spain | 20% domestic 80% imported | stable | nil |
| Green and Red Peppers | Portugal, Holland, Spain | 60% domestic 40% imported | stable | nil |

# 4. GUINEA BISSAU AS AN EXPORTER OF FRESH FRUITS AND VEGETABLES

## 4.1 The Export Market

Guinea Bissau produce is cheaper at its source than many other producing countries for two principal reasons. First, labor costs are low. Second, Guinea Bissau is one of the Sub-Saharan African countries closest to Europe, is not land-locked and hence can ship directly by sea. Third, horticultural products can be grown in open fields during the European off-season. Competitors such as Spain, Portugal itself, and other European countries grow their horticultural products in greenhouses during the winter months. Guinea Bissau growers do not incur the costs of constructing and maintaining greenhouses, a significant investment by competitors in horticultural production.

Despite lower production costs, Guinea Bissau was not among the top 23 sources of melons to EC countries from 1987 to 1991, nor among the top 25 sources of mangoes in the same period.[6]

Figure 15 suggests Guinea Bissau's extremely limited market share with respect to all African, Caribbean, and Pacific (ACP[7]) countries' imports of melons and mangoes to the EC.[8]

**FIGURE 15. MELON AND MANGO IMPORTS TO EUROPE FROM GUINEA BISSAU AND ACP COUNTRIES, 1990-1991 (metric tons)**

| | 1990 | | | 1991 | | |
|---|---|---|---|---|---|---|
| | Guinea Bissau | ACP | Percent of ACP | Guinea Bissau | ACP | Percent of ACP |
| Melons | 10 | 2,554 | .004 | 2 | 2,703 | .001 |
| Mangoes | 75 | 5,785 | .013 | 150 | 8,429 | .018 |
| Total | 85 | 8,339 | .010 | 152 | 11,132 | .014 |

Source: Eurostat

[6] Eurostat.

[7] ACP countries are some 69 less developed countries designated in the Lomé Convention to receive favorable treatment as exporters to developed countries.

[8] According to the COLEACP data, Guinea Bissau imported no other fresh fruits and vegetables to EC countries.

Guinea Bissau's melon exports declined from 1990 to 1991 from ten tons to only two tons, and its share of the ACP market to the EC declined from minimal to negligible. At the same time, its mango exports doubled from 75 to 150 tons, though its market share increased from slightly more than .01 percent to slightly less than .02 percent.

## 4.2 Perceptions of Guinea Bissau as a Market Source

According to Portuguese horticulture buyers, Guinea Bissau's weak position in the Portuguese market reflects its limited management skills, technical know-how, and investment capital.

Portuguese importers believe the products are of good or high quality, but production is spontaneous, not cultivated; varieties are not controlled. The problem, they say, is not the market, but the production. Among the serious problems:

| Production Problems | Infrastructure and Management Constraints |
|---|---|
| • packaging is terrible | • transportation is unreliable |
| • labeling is bad | • skilled personnel are absent |
| • bureaucracy is an obstacle | • materials are lacking (including pallets) |
| • fruits are mixed | • management is weak |
| • stages of maturation are mixed | • cold storage facilities are minimal |

The most significant constraints are the inadequate postharvest handling, the non-standard labeling and packaging, the mixing of grades and maturity, even the mixing of crops, and the absence of cold storage facilities in Bissau.

Proper packaging of fruits and vegetables is essential to maintaining product quality during transportation and marketing. In addition to protection, packaging in the form of shipping containers serves to enclose the product and provide a means of handling. It makes no sense to ship-high quality, high-value, perishable products in poor-quality packaging which will lead to damage, decay, low prices, or outright rejection of the products by the buyer.

Labeling of shipping containers helps to identify and advertise the products and assists receivers in storing and retrieving them. Indeed, the appearance of the packaging and labeling is essential to assure importers, wholesalers, and consumers of the quality and maintenance of standards of the product. The lack of proper packaging and labeling has been identified as a major constraint to Portuguese importers of Guinea Bissau products.

According to Portuguese importers, suggestions that major constraints to Guinea Bissau's horticultural exports are limited scheduled air service and air cargo allocations are not well founded. First, Guinea Bissau exporters frequently ship mangoes and melons to European terminal markets by air; Marseilles and Rotterdam are the destinations of most of the produce.

More importantly, Air Portugal (TAP) serves Guinea Bissau with one scheduled commercial flight per week, plus an additional flight per week during peak summer months (July through September).[9] The flight normally does not come directly to Lisbon, but makes one stop in Dakar, Senegal. It is usually a 310 airbus, with a cargo capacity of about ten tons. Although cargo space is not refrigerated, the flight is short enough to have no adverse effect on the fresh products it carries.[10]

As shown on the TAP cargo records for five recent flights, fresh fruits, almost certainly mangoes, have been shipped in extremely small quantities of 1,815 kilos, 1,338 kilos, 1,936 kilos, and 958 kilos. TAP sources do not provide total tons carried for these flights, but they do indicate, as this data does, that cargo from Guinea Bissau is generally not close to the aircraft capacity.[11] Freight charges are negotiable, and vary by cargo and exporter, not by distance.

| | |
|---|---|
| June 14 | 4 pieces with 1,815 kilos of unspecified fresh fruits destined for Lisbon at a freight cost to the shipper of US$.80 per kilo; 12 pieces with 210 kilos of dried salted fish, destined for Montreal, Canada; 47 pieces with 1,130 kilos of fresh fish from Dakar destined for Lisbon; 8 pieces with 95 kilos of aeronautical material; diplomatic pouches destined for various international destinations; personal effects. |
| June 21 | 3 pieces with 1,338 kilos of unspecified fresh fruit destined for Lisbon at a freight cost to the shipper of US$.80 per kilo. |
| July 12 | 69 pieces with 1,936 kilos of unspecified fresh fruits destined for the Portuguese island of Madeira at a freight cost to the shipper of US$1.07 per kilo. |
| August 2 | 201 pieces with 958 kilos of unspecified fresh fruit destined for Lisbon at a freight cost to the shipper of US$.80 per kilo. |
| August 16 | 1 piece with 1,960 kilos of fresh fish from Senegal destined for Lisbon; 1 piece with 810 kilos of fresh fish from Senegal destined for Lisbon. |

[9] Transporte Aéreo de Guiné Bissau has scheduled service once a week from Bissau, but with a smaller cargo capacity on its 727 aircraft.

[10] One-hour flight from Bissau to Dakar and five-hour flight from Dakar to Lisbon.

[11] Other sources indicate that in early 1993, some five chartered flights carried melons from Bissau to Lisbon.

Besides Bissau and Dakar, TAP also provides service from West and Central Africa, non-stop from Abidjan, Sal (Cape Verde), Luanda, Kinshasa, Libreville, and Brazzaville, and one-stop from São Tomé.

Because of the traditional ties between the two countries, Portuguese importers stress a willingness to consider Guinea Bissau produce. Indeed, despite the myriad problems encountered in production, harvesting, and handling until shipment from Bissau, both Portuguese importers and government officials alike noted the high tolerance in Portugal for the less than ideal shipments. Although this attitude is likely to last only until Portugal is forced to comply more rigorously with EC standards, for the time being it can be regarded as an informal, and yet temporary, comparative advantage.[12]

Nevertheless, nearly all importers expressed some interest in products from Guinea Bissau, and are willing to cooperate in promoting the market.

[12] The common non-standard state of shipments from Guinea Bissau would not be tolerated, for example, from Holland.

# 5. CONCLUSIONS AND RECOMMENDATIONS

## 5.1 Market Evaluation

The Portuguese market for fresh fruits and vegetables is small relative to other Western European countries. The Portuguese market is generally well served by its domestic production, its immediate neighbor Spain, and other EC countries. For more specialized fruits and vegetables, Portugal is served by major exporters in major producing countries in Central and South America, as well as Israel and South Africa. Those countries have enormous advantages over Guinea Bissau and other West and Central African countries by the modern management they apply to production, harvesting, handling, shipping, and marketing. All of these advantages are enhanced by the most up-to-date communication systems, and the availability of air and sea cargo space on heavily trafficked routes.

Despite the advantages enjoyed by major exporters to Portugal, there are possibilities to increase its exports into the Portuguese market. Guinea Bissau has several advantages: custom and language, of shorter distance than most other countries, of zero import duties, and most importantly of high-quality products. Priority of course should be given to those products not produced in Portugal, notably tropical fruits.

## 5.2 Recommended Products

Guinea Bissau producers should seek markets for products in which

- competition is not too great
- average yearly margins are reasonable, high at some months, less at others
- production is technically easy
- there is a year-round demand
- available transportation is adequate
- there is a strong, unsatisfied demand in the Portuguese market

Those products which are technically difficult to cultivate and handle are extremely risky for Guinea Bissau producers. Thus, strawberries, sweet peppers, and asparagus, despite a solid market, are unlikely prospects for Guinea Bissau exports. Instead, those horticulture products that are easy, and for which there is a strong market, should be pursued.

The market in Portugal has grown, and continues to grow, for pineapples, mangoes, and papayas. For melons, the market is stable but high. Healthy pineapples shipped by air from Guinea Bissau have good prospects in the Portuguese market. These tropical fruits are the best possibilities for Guinea Bissau.

Mangoes arriving at the correct maturation stage from Guinea Bissau have good prospects in the Portuguese market. They must be packaged well and labeled correctly. The *manga de Indiano* is of excellent quality. Market prices in Portugal will be highest from December to

March. Some Senegalese mangoes are now exported to Portugal through Guinea Bissau, good evidence that Guinea Bissau mangoes could be exported in greater quantities. Although mangoes do not require a high level of technical expertise to grow, the spontaneous production in Guinea Bissau would apparently benefit by better tree crop management.

Gália melons would find a good market in Portugal. A melon will grow in Guinea Bissau in 60 days or less, while in southern Europe, including Portugal, it requires about 90 days. This gives Guinea Bissau a slight advantage during Portugal's off-season of November to March.

Papayas (*mamãos*) from Guinea Bissau should be able to compete in price with Brazilian papayas. Because of the importance of freshness, they must be transported by plane, but they must be sure to arrive clean and disinfected. If Guinea Bissau could produce healthy papayas all year, there is a market in Portugal.

## 5.3 Recommended Actions

It is important that Guinea Bissau producers and exporters establish and maintain permanent contact with Portuguese importers. USAID should consider a program that supports an exchange of Guinea Bissau producers and exporters with Portuguese importers. This should be one of the first undertakings. USAID could finance visits by Guinea Bissau exporters to Portugal (and perhaps Marseille and Rotterdam). The Portuguese importers could partially finance their visits to Guinea Bissau.

There are several Portuguese importers, one with direct Guinea Bissau experience, that are prepared to visit Guinea Bissau producers and exporters, and to host the same people in Lisbon. Constraints to production, handling, storing, and shipping would be the focus of the exchange.

Each visit should be at least a week, and should conclude with concrete agreements on how to meet Portuguese importer needs. Support is needed, for instance, in improving packaging operations. The Portuguese would work with Guinea Bissau exporters, providing technical assistance in marketing, the quality of exported horticulture products, and import requirements. A Guinea Bissau association of producers and/or exporters should be created and closely involved. A horticulturist should participate in these activities providing production advice. Major Portuguese retailers could be involved. One major Portuguese retailer is prepared to sponsor a point-of-sale promotion[13]; a USAID program could support this. For these and other ideas, USAID should seek collaboration with the Portuguese aid agency, the Instituto de Cooperação Económica (ICE).

Simultaneously, feasibility analyses should be undertaken in Guinea Bissau for the export of mangoes, melons, papayas, and pineapples. Specific comparisons should be made with current competition.

[13]Including prominent displays and samples, and attending sales personnel.

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## ANNEX 1
## IMPORTS, BY ORIGIN, IN TONS AND ESCUDOS, 1988 - 1992

1.1 - 1.14 Each Product
1.15 Summary, By Major Origin

Source: National Statistics Institute, Directorate General for Foreign Trade

AGO Angola
BEL Belgium/Luxembourg
BRA Brazil
CSK Senegal
CHE Switzerland
CHN China
CIV Ivory Coast
CNR Canary Islands
CPV Cape Verde
CRI Costa Rica
DEU Germany
DNK Denmark
FRA France
GNB Guinea Bissau
IND India

ISL Iceland
ISR Israel
ITA Italy
LBR Liberia
MAR Morocco
MEX Mexico
MWI Malawi
NLD Netherlands
PBD Provisions on Board Ships
SAF South Africa
SPA Spain
STP São Tomé e Príncipe
THA Thailand
UK United Kingdom
VEN Venezuela

# 1.1. PINEAPPLE – IMPORTS

**Quantity – Tons  Value – 1,000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | – – | 25.2 / 5,841 | 27.5 / 5,893 | – – |
| HOLLAND | 3.7 / 1,526 | 13.8 / 5,733 | 12.5 / 5,726 | 4.7 / 1,966 | 7.9 / 3,498 |
| GERMANY | – – | 17.0 / 7,315 | 15.6 / 2,950 | – – | 0.3 / 913 |
| ITALY | 17.8 / 3,444 | – – | – – | – – | – – |
| UNITED KINGDOM | 0.700 / 265 | – – | – – | – – | – – |
| BELGIUM | – – | – – | 59.6 / 13,315 | 15.0 / 3,156 | 1.5 / 654 |
| SPAIN | – – | – – | 4.5 / 1,499 | 47.5/ 16,951 | – – |
| **SUB-TOTAL: E.C.** | **22.2 / 5,235** | **30.8 / 13,048** | **117.7 / 29,332** | **94.7 / 27,966** | **9.7 / 5,065** |
| BRAZIL | 20.2 / 5,069 | – – | – – | – – | – – |
| IVORY COAST | – – | – – | – – | 77.8 / 28,135 | – – |
| SOUTH AFRICA | – – | – – | – – | 4.5 / 1,369 | – – |
| COSTA RICA | – – | – – | 15.8 / 3,707 | – – | – – |
| THAILAND | – – | – – | – – | 16.3 / 4,290 | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **20.8 / 5,128** | – – | **15.8 / 3,707** | **98.6 / 3,379** | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **41.0 / 10,197** | **30.8 / 13,048** | **133.5 / 33,039** | **193.3 / 61,760** | **9.7 / 5,065** |

# 1.2. MANGO – IMPORTS

Quantity – Tons Value – 1.000 Escudos

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 3.3 / 1,030 | 32.6 / 10,929 | 5.8 / 2,124 | 167.9 / 54,263 | 140.2 / 4,836 |
| HOLLAND | 2.4 / 833 | 51.5 / 15,566 | 106.6 / 36,700 | 252.9 / 71,631 | 262.8 / 75,704 |
| UNITED KINGDON | 0.6 / 112 | – – | – – | 0.6 / 641 | 0.2 / 153 |
| BELGIUM | – – | 26.7 / 4,106 | – – | – – | – – |
| SPAIN | – – | – – | 0.7 / 211 | 3.2 / 1,571 | 16.6 / 3,360 |
| GERMANY | – – | – – | – – | – – | 17.8 / 5,643 |
| SUB–TOTAL: E.C. | 6.3 / 1,975 | 110.8 / 30,603 | 113.3 / 39,035 | 441.4 / 126,538 | 436.6 / 133,021 |
| GUINEA BISSAU | 1.8 / 319 | 28.7 / 4,715 | 75.5 / 11,704 | 154.5 / 19,721 | 31.9 / 6,290 |
| GUINEA | – – | 0.5 / 66 | – – | 22.2 / 3,926 | 24.8 / 4,706 |
| B.T. INDIAN O. | – – | 0.6 / 137 | – – | – – | – – |
| MOZAMBIQUE | 2.5 / 665 | 0.2 / 50 | – – | – – | – – |
| SOUTH AFRICA | 18.4 / 6104 | 10.4 / 3,615 | 39.0 / 14,763 | 38.8 / 14,044 | 42.2 / 12,739 |
| VENEZUELA | 231.6 / 63,440 | 233.6 / 66,197 | 358.8 / 99,284 | 569.0 / 174,325 | 815.9 / 217,011 |
| GUYANA | 2.8 / 499 | – – | – – | – – | – – |
| ECUADOR | 0.2 / 56 | – – | – – | – – | – – |
| BRAZIL | 293.1 / 81,657 | 279.9 / 79,613 | 294.8 / 87,461 | 471.7 / 147,990 | 655.5 / 206,840 |
| ISRAEL | 21.9 / 7,219 | 27.8 / 9,143 | 49.4 / 14,424 | 62.4 / 20,265 | 63.9 / 21,577 |
| INDIA | – – | 0.2 / 60 | – – | 1.3 / 750 | 0.8 / 469 |
| NICARAGUA | – – | – – | 20.7 / 4,245 | – – | 28.2 / 4,232 |
| LEBANON | – – | – – | – – | – – | 3.8 / 1,344 |
| CANADA | – – | – – | – – | – – | 4.8 / 1,222 |
| ARGENTINA | – – | – – | – – | – – | 1.4 / 473 |
| ALGERIA | – – | – – | – – | – – | 1.3 / 414 |
| U.S.A. | – – | – – | 4.5 / 1,119 | – – | 1.0 / 366 |
| SWEDEN | – – | – – | – – | – – | 1.0 / 356 |
| MEXICO | – – | – – | – – | – – | 1.3 / 321 |
| SWITZERLAND | – – | – – | – – | – – | 0.1 / 196 |
| DJIBUTI | – – | – – | – – | 1.2 / 511 | – – |
| COLOMBIA | – – | – – | – – | 5.3 / 1,394 | – – |
| YUGOSLAVIA | – – | – – | – – | 2.2 / 601 | – – |
| THAILAND | – – | – – | – – | 1.0 / 635 | – – |
| SUB–TOTAL: 3RD COUNTRIES | 572.3 / 159,959 | 581.9 / 163,628 | 842.7 / 233,000 | 1,329.6 / 384,162 | 1,677.9 / 480,560 |
| TOTAL: E.C. & 3RD COUNTRIES | 578.6 / 161,934 | 692.7 / 194,231 | 956.0 / 272,036 | 1,771.0 / 510,700 | 2,114.5 / 613,581 |

# 1.3. MELON – IMPORTS

**Quantity – Tons  Value – 1,000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 8.8 / 1,274 | 0.7 / 170 | – – | 55.3 / 10,220 | 181.6 / 31,008 |
| HOLLAND | 7.8 / 1,238 | 106.8 / 19,225 | 43.3 / 10,180 | 112.9 / 23,795 | 41.3 / 9,605 |
| SPAIN | 789.6 / 69,145 | 447.3 / 69,309 | 2,481.2 / 252,614 | 3,156.2 / 369,727 | 4,417.9 / 417,512 |
| BELGIUM | – – | – – | 15.6 / 2,622 | – – | – – |
| **SUB-TOTAL: E.C.** | **806.2 / 71,657** | **554.8 / 88,704** | **2,540.1 / 265,416** | **3,324.6 / 403,742** | **4,640.6 / 458,125** |
| I.S.L. | 0.6 / 232 | – – | – – | – – | – – |
| SOUTH AFRICA | – – | 5.5 / 1,840 | 66.5 / 21,664 | 43.7 / 10,684 | 36.0 / 10,436 |
| VENEZUELA | 45.6 / 10,174 | 43.7 / 11,557 | 102.0 / 27,567 | 86.8 / 20,387 | 79.3 / 18,646 |
| BRAZIL | 21.4 / 2,319 | 7.8 / 1,310 | 3.4 / 872 | 78.7 / 11,568 | 46.9 / 7,266 |
| ISRAEL | 18.0 / 6,667 | 6.4 / 2,161 | 10.2 / 3,354 | 3.8 / 1,382 | 7.5 / 1,924 |
| **GUINEA BISSAU** | – – | – – | – – | **2.0 / 284** | **169.5 / 22,170** |
| SEYCHELLES | – – | – – | – – | – – | 1.9 / 695 |
| HONDURAS | – – | – – | 1.2 / 405 | – – | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **85.0 / 19,160** | **63.4 / 16,868** | **182.1 / 53,862** | **215.0 / 44,305** | **341.1 / 61,136** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **891.2 / 90,817** | **618.2 / 105,572** | **2,722.2 / 319,278** | **3,539.6 / 448,047** | **4,981.9 / 519,261** |

# 1.4. PAPAYA – IMPORTS

**Quantity – Tons    Value – 1.000 Escudos**

| | 1988<br>TONS / ESC | 1989<br>TONS / ESC | 1990<br>TONS / ESC | 1991<br>TONS / ESC | 1992<br>TONS / ESC |
|---|---|---|---|---|---|
| HOLLAND | – – | 3 / 1,099 | 5.8 / 2,346 | 60.3 / 20,868 | 18.5 / 6,636 |
| ITALY | – – | 7 / 1,960 | – – | – – | – – |
| **SUB–TOTAL: E.C.** | – – | **10.0 / 3,059** | **5.8 / 2,346** | **60.3 / 20,868** | **18.5 / 6,636** |
| SOUTH AFRICA | – – | 4.7 / 1,138 | – – | – – | – – |
| VENEZUELA | 0.1 / 15 | – – | 5.4 / 1,430 | 11.5 / 2,845 | – – |
| ECUADOR | 0.2 / 44 | – – | – – | – – | – – |
| BRAZIL | 106.3 / 31,409 | 134.7 / 36,661 | 262.4 / 71,699 | 291.6 / 92,974 | 411 / 131.079 |
| ISRAEL | 0 7 / 176 | – – | – – | 0.1 / 51 | 0.6 / 204 |
| U.S.A. | – – | – – | – – | 0.8 / 283 | 1.1 / 244 |
| **SUB–TOTAL: 3RD COUNTRIES** | **107.3 / 31,644** | **139.4 / 37,799** | **267.8 / 73,129** | **304.0 / 96,153** | **412.7 / 131,527** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **107.3 / 31,644** | **149.4 / 40,858** | **273.6 / 75,475** | **364.3 / 117,021** | **431.2 / 138,163** |

# 1.5. EGG PLANT – IMPORTS

**Quantity – Tons        Value – Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | 0.5 / 203 | 3.7 / 1,334 | 1.0 / 288 | 1.0 / 90 |
| HOLLAND | – – | 12.5 / 3,011 | 5.2 / 1,592 | 14 / 3,819 | 11.4 / 3,427 |
| SPAIN | 9 / 1,787 | 8 / 2,034 | 21.3 / 5,535 | 34.2 / 6,053 | 44.8 / 9,728 |
| **SUB-TOTAL: E.C.** | **9 / 1,787** | **21.0 / 5,248** | **30.2 / 8,461** | **49.2 / 10,176** | **57.2 / 13,245** |
| VENEZUELA | 5 / 887 | – – | – – | 0.2 / 42 | – – |
| BRAZIL | 0.2 / 50 | – – | 1.0 / 179 | – – | – – |
| ISRAEL | 5.4 / 1,125 | – – | 1.2 / 314 | – – | – – |
| FINLAND | – – | – – | – – | 0.5 / 101 | – – |
| **TOTAL: 3RD COUNTRIES** | **10.6 / 2,062** | **– –** | **2.2 / 493** | **0.7 / 143** | **– –** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **19.6 / 3,849** | **21.0 / 5,248** | **32.4 / 8,954** | **49.7 / 10,319** | **57.2 / 13,245** |

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# 1.6. ASPARAGUS – IMPORTS

**Quantity – Tons          Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| HOLLAND | – – | 0.1 / 118 | 3.8 / 3,291 | 1.6 / 1,128 | 0.9 / 998 |
| SPAIN | 17.6 / 11,151 | – – | 2.8 / 1,030 | – – | 20.0 / 3,897 |
| FRANCE | – – | – – | 1.3 / 604 | – – | – – |
| **SUB–TOTAL: E.C.** | **17.6 / 11,151** | **0.1 / 118** | **7.9 / 4,925** | **1.6 / 1,128** | **20.9 / 4,895** |
| SOUTH AFRICA | – – | 1.2 / 1,056 | – – | – – | – – |
| ISRAEL | – – | 0.1 / 44 | 0.1 / 89 | – – | – – |
| CHINA | – – | – – | 2.6 / 331 | – – | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | – – | **1.3 / 1,100** | **2.7 / 420** | – – | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **17.6 / 11,151** | **1.4 / 1,218** | **10.6 / 5,345** | **1.6 / 1,128** | **20.9 / 4,895** |

# 1.7. FRESH HERBS – IMPORTS

**Quantity – Tons     Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | – – | 15.8 / 7,881 | 1.6 / 774 | 2.3 / 573 |
| HOLLAND | – – | – – | 8.8 / 3,349 | 0.4 / 104 | – – |
| SPAIN | 18.6 / 6,477 | 34.7 / 10,810 | 205.1 / 51,772 | 120.5 / 38,853 | 155.4 / 54,136 |
| **SUB–TOTAL: E.C.** | **18.6 / 6,477** | **34.7 / 10,810** | **229.7 / 63,002** | **122.5 / 39,731** | **157.7 / 54,709** |
| U.S.A. | 53.6 / 5,175 | – – | – – | – – | – – |
| GUINEA BISSAU | – – | – – | – – | – – | 9.2 / 1,566 |
| VENEZUELA | – – | – – | – – | – – | 1.9 / 988 |
| SOUTH AFRICA | – – | – – | 40.0 / 4,207 | – – | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | **53.6 / 5,175** | **– –** | **40.0 / 4,207** | **– –** | **11.1 / 2,554** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **72.2 / 11,652** | **34.7 / 10,810** | **269.7 / 67,209** | **122.5 / 39,731** | **168.8 / 57,263** |

# 1.8. SWEET PEPPER – IMPORTS

**Quantity – Tons          Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 1.2 / 270 | 0.9 / 251 | 7.0 / 2,227 | 3.7 / 781 | 5.9 / 778 |
| HOLLAND | – – | 5.4 / 1,461 | 12.9 / 4,687 | 29.9 / 9,976 | 36.2 / 9,397 |
| GERMANY | 0.2 / 189 | – – | – – | – – | – – |
| SPAIN | 167.7 / 25,728 | 289.6 / 24,125 | 306.0 / 65,153 | 571.2 / 95,331 | 914.0 / 130,642 |
| **TOTAL: E.C.** | **169.1 / 26,187** | **295.9 / 25,837** | **325.9 / 72,067** | **604.8 / 106,088** | **956.1 / 140,817** |
| BRAZIL | – – | – – | 0.3 / 76 | – – | – – |
| ISRAEL | – – | – – | 0.1 / 40 | – – | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | – – | – – | **0.4 / 116** | – – | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **169.1 / 26,187** | **295.9 / 25,837** | **326.3 / 72,299** | **604.8 / 106,088** | **956.1 / 140,817** |

# 1.9. STRAWBERRY – IMPORTS

Quantity – Tons Value – 1.000 Escudos

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| SPAIN | – – | 17.3 / 1,064 | 42.8 / 13,307 | 249.9 / 53,635 | 475.4 / 113,956 |
| HOLLAND | 15.3 / 1,119 | – – | – – | – – | – – |
| **SUB-TOTAL: E.C.** | **15.3 / 1,119** | **17.3 / 1,064** | **42.8 / 13,307** | **249.9 / 53,635** | **475.4 / 113,956** |
| MEXICO | – – | – – | – – | – – | 2.6 / 1,960 |
| MORROCO | – – | – – | – – | – – | 10.4 / 1,136 |
| BRAZIL | 0.1 / 599 | – – | – – | – – | 1.6 / 776 |
| ISRAEL | – – | – – | 0.2 / 121 | – – | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **0.1 / 59** | **– –** | **0.2 / 121** | **– –** | **14.6 / 3,872** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **15.4 / 1,178** | **17.3 / 1,064** | **43.0 / 13,428** | **249.9 / 53,635** | **490.0 / 117,828** |

# 1.10 LIME – IMPORTS

**QUANTITY – TONS      VALUE – 1,000 ESCUDOS**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| HOLLAND | – – | – – | 5.3 / 1,163 | 14.1 / 3,949 | 0.8 / 260 |
| FRANCE | – – | – – | – – | 0.1 / 34 | – – |
| **SUB–TOTAL E.C.** | – – | – – | **5.3 / 1,163** | **14.2 / 3,983** | **0.8 / 260** |
| VENEZUELA | – – | 0.1 / 23 | – – | 5.3 / 1,065 | 1.6 / 445 |
| BRAZIL | 7.3 / 1,785 | 10.0 / 1,581 | 10.8 / 2,711 | 10.8 / 3,969 | 15.8 / 5,164 |
| U.S.A. | – – | – – | – – | 0.3 / 51 | – – |
| **SUB–TOTAL 3RD COUNTRIES** | **7.3 / 1,785** | **10.1 / 1,604** | **10.6 / 2,711** | **16.4 / 5,085** | **17.4 / 5,609** |
| **TOTAL E.C. & 3RD COUNTRIES** | **7.3 / 1,785** | **10.1 / 1,604** | **16.1 / 3,874** | **30.6 / 9,068** | **18.2 / 5,869** |

# 1.11. SNOW PEA – IMPORTS

**Quantity – Tons　　Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | 2.8 / 822 | 8.6 / 4,284 | 0.7 / 171 | – – |
| HOLLAND | 20.0 / 1,082 | 0.3 / 100 | 0.2 / 68 | 1.1 / 392 | – – |
| UNITED KINGDOM | – – | 2.0 / 391 | – – | – – | – – |
| DENMARK | – – | 21.0 / 2,744 | – – | – – | – – |
| SPAIN | 3.7 / 1,169 | 1.3 / 262 | 7.6 / 3,095 | 12.5 / 4,481 | 29.4 / 7,995 |
| BELGIUM | – – | – – | – – | – – | 21.8 / 2,188 |
| **TOTAL E.C.** | **23.7 / 2,251** | **27.4 / 4,319** | **16.4 / 7,447** | **14.3 / 5,044** | **51.2 / 10,183** |
| **SUB-TOTAL: 3RD COUNTRIES** | – – | – – | – – | – – | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **23.7 / 2,251** | **27.4 / 4,319** | **16.4 / 7,447** | **14.3 / 5,044** | **51.2 / 10,183** |

# 1.12. CHILIES – IMPORTS

**Quantity – Tons** **Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| BELGIUM | 1.0 / 429 | – – | – – | – – | – – |
| HOLLAND | – – | – – | 0.4 / 204 | 1.7 / 719 | 3.3 / 1,850 |
| UNITED KINGDOM | – – | 0.6 / 330 | – – | – – | – – |
| SPAIN | 3.2 / 607 | 5.1 / 743 | 5.2 / 1,276 | 6.5 / 715 | 1.5 / 191 |
| **SUB-TOTAL: E.C.** | **4.2 / 1,036** | **5.7 / 1,073** | **5.6 / 1,480** | **8.2 / 1,434** | **4.8 / 2,041** |
| MALAWI | 1.0 / 559 | – – | – – | 6.5 / 1,981 | – – |
| BRAZIL | 0.1 / 38 | 0.2 / 66 | – – | – – | – – |
| INDIA | – – | – – | – – | 0.2 / 75 | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | – – | – – | – – | – – | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **5.3 / 1,633** | **5.9 / 1,208** | **5.6 / 1,480** | **14.9 / 3,490** | **4.8 / 2,041** |

# 1.13. ONION – IMPORTS

**Quantity – Tons        Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 674.3 / 21,458 | 539.2 / 18,596 | 777.5 / 45,894 | 1,466.3 / 56,871 | 7,202.7 / 222,817 |
| BELGIUM | 1,207.3 / 34,365 | 794.0 / 25,313 | 348.1 / 19,327 | 440.0 / 15,626 | 187.9 / 7,763 |
| HOLLAND | 17,473.5 / 501,575 | 11,735.0/389,753 | 14,052.7 / 678,898 | 8,923.3 / 315,582 | 9,845.0 / 317,201 |
| ITALY | 48.3 / 1,638 | – – | – – | – – | 25.0 / 773 |
| U.K. | – – | – – | 52.0 / 2,466 | 196.0/ 5,932 | 175.1 / 4,271 |
| SPAIN | 8,511.1 / 283,207 | 1,2836.7 / 464,306 | 756.7 / 36,754 | 2,776.4 / 102,406 | 1,363.6 / 55,170 |
| GERMANY | – – | – – | – – | 38.0 / 1,594 | 24 / 790 |
| DENMARK | – – | – – | – – | – – | 3.0 / 426 |
| **SUB–TOTAL: E.C.** | **27,914.5 / 842,243** | **25,904.9 / 897,968** | **15,987.0 / 783,339** | **13,840.0 / 498,011** | **18,826.3 / 609,211** |
| MORROCO | – – | 19.2 / 746 | – – | – – | – – |
| SWEDEN | – – | – – | – – | – – | 38.4 / 1,339 |
| ARGENTINA | – – | – – | – – | – – | 10.4 / 569 |
| POLAND | – – | – – | 159.0 / 7,229 | – – | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | **– –** | **19.2 / 746** | **159.0 / 7,229** | **– –** | **48.8 / 1,908** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **27,914.5 / 842,243** | **25,924.1 / 898,714** | **16,146.0 / 790,568** | **13,840.0 / 498,011** | **18,875.1 / 611,119** |

# 1.14 FRENCH BEANS / ASIAN VEGETABLES – IMPORTS

**Quantity – Tons** **Value – 1,000 Escudos**

| | 1988<br>TONS / ESC | 1989<br>TONS / ESC | 1990<br>TONS / ESC | 1991<br>TONS / ESC | 1992<br>TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | .06 / 141 | 0.9 / 405 | 1.0 / 436 | 0.3 / 109 |
| BELGIUM | 0.9 / 418 | – – | – – | – – | – – |
| UNITED KINGDOM | 0.1 / 118 | 0.2 / 125 | – – | 2.9 / 3,107 | 0.5 / 316 |
| SPAIN | 32.9 / 2,205 | 6.2 / 750 | 3.0 / 693 | 7.8 / 1,134 | 3.0 / 359 |
| HOLLAND | – – | – – | 76.3 / 18,051 | 30.5/ 5,816 | 0.2 / 199 |
| **SUB-TOTAL: E.C.** | **33.9 / 2,741** | **7.0 / 1,016** | **80.2 / 19,149** | **42.2 / 10,493** | **4.0 / 983** |
| D.D.R. | – – | 0.4 / 120 | – – | – – | – – |
| MOZAMBIQUE | 0.1 / 48 | – – | – – | – – | – – |
| BRAZIL | 7.4 / 2,099 | 4.3 / 1,280 | 1.8 / 643 | 6.8 / 2,690 | 7.3 / 2883 |
| INDIA | – – | – – | – – | 8.5 / 4,464 | 12.2 / 7,065 |
| COSTA RICA | – – | – – | – – | 38.4 / 5,874 | – – |
| ISRAEL | – – | – – | 0.1 / 121 | 0.1 / 107 | – – |
| CHINA | – – | – – | 31.8 / 2,466 | – – | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **7.5 / 2,147** | **4.7 / 1,400** | **33.7 / 3,235** | **53.8 / 13,135** | **19.5 / 9,948** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **41.4 / 4,888** | **11.7 / 2,416** | **113.9 / 22,384** | **96 / 23,628** | **23.5 / 10,931** |

# 1.15 – IMPORT QUANTITIES FROM MAJOR SUPPLIERS

Quantity – Tons

| FRUITS | 1983 | | | 1989 | | | 1990 | | | 1991 | | | 1992 | | | ANNUAL AVERAGE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PINEAPPLES | BRA 20.7 | ITA 17.8 | HLD 3.7 | – – | GER 17.0 | NLD 13.0 | BEL 59.6 | FRA 29.2 | CRI 15.8 | CIV 77.8 | SPA 47.5 | BEL 15.0 | NLD 7.9 | BEL 1.5 | – – | 326.5/5 65.3 |
| MANGOES | BRA 293.1 | VEN 231.6 | ISR 21.9 | BRA 279.9 | VEN 233.6 | NLD 51.5 | VEN 358.8 | BRA 294.8 | NLD 106.8 | VEN 569.0 | BRA 471.7 | NLD 252.9 | VEN 815.9 | BRA 655.5 | NLD 262.8 | 4899.6/5 980.0 |
| MELONS | BRA 293.1 | VEN 231.6 | ISR 21.8 | BRA 279.9 | VEN 233.6 | NLD 51.5 | SPA 2,481.2 | VEN 102.0 | SAF 66.5 | ESP 3,156.2 | HLD 112.9 | VEN 86.8 | SPA 4,417.9 | FRA 181.6 | **GNB 169.5** | 11886.1/5 2,377.2 |
| PAPAYAS | BRA 106.3 | – – | – – | BRA 134.7 | – – | – – | BRA 262.4 | – – | – – | BRA 291.6 | HLD 60.3 | – – | BRA 411.0 | – – | – – | 1266.3/5 34.9 |
| EGGPLANTS | SPA 9.0 | ISR 5.4 | VEN 5.0 | NLD 12.5 | SPA 6.1 | | SPA 21.3 | NLD 5.2 | FRA 3.7 | SPA 34.2 | HLD 14.0 | – – | SPA 44.6 | NLD 11.4 | – – | 174.6/5 34.9 |
| ASPARAGUS | SPA 17.6 | – – | – – | SAF 1.2 | – – | – – | NLD 3.8 | SPA 2.8 | CHN 2.6 | NLD 1.6 | – – | – – | SPA 20.0 | – – | – – | 49.6/5 9.9 |
| FRESH HERBS | SPA 167.7 | – – | – – | SPA 289.6 | – – | – – | SPA 306.0 | NLD 12.9 | – – | SPA 571.2 | HLD 29.9 | – – | SPA 914.0 | NLD 36.2 | FRA 5.9 | 568.1/5 113.6 |
| SWEET PEPPERS | SPA 167.7 | – – | – – | SPA 289.6 | – – | – – | SPA 306.0 | NLD 12.9 | – – | SPA 571.2 | HLD 29.9 | – – | SPA 914.0 | NLD 36.2 | FRA 5.9 | 2333.4/5 466.7 |
| STRAWBERRIES | NLD 15.3 | – – | – – | SPA 17.3 | – – | – – | SPA 42.8 | – – | – – | SPA 249.9 | HLD – – | – – | SPA 475.4 | MAR 10.4 | – – | 811.2/5 162.3 |
| LIMES | BRA 7.3 | – – | – – | BRA 10.0 | – – | – – | BRA 10.8 | NLD 5.3 | – – | NLD 14.1 | BRA 10.8 | VEN 5.3 | BRA 15.8 | VEN 1.6 | – – | 81.0/5 16.2 |
| SNOW PEAS | NLD 20.0 | SPA 3.7 | – – | DNK 21.0 | FRA 2.8 | UK 2.0 | FRA 8.6 | SPA 7.6 | – – | SPA 12.5 | HLD 1.1 | – – | SPA 29.4 | BEL 21.8 | – – | 130.5/5 26.1 |
| CHILIES | SPA 3.2 | MWI 1.0 | – – | SPA 5.1 | – – | – – | SPA 5.2 | – – | – – | SPA 6.5 | MWI 6.5 | – – | NLD 3.3 | ESP 1.5 | – – | 32.3/5 6.5 |
| ONIONS | NLD 17,473.5 | SPA 8,511.1 | BEL 1,207.3 | SPA 12,836.7 | NLD 11,735.0 | BEL 794.0 | NLD 14,052.7 | FRA 777.5 | SPA 756.7 | NLD 8,923.3 | SPA 2,776.4 | FRA 1,466.3 | NLD 9,845.0 | FRA 7,207.7 | SPA 1,363.6 | 99728/5 19,945.4 |
| FRENCH BEANS & ASIAN VEGETABLES | SPA 32.9 | BRA 7.4 | BEL 0.9 | SPA 6.2 | BRA 4.3 | FRA 0.6 | NLD 76.3 | CHN 31.8 | SPA 3.0 | CRI 38.4 | HLD 30.5 | IND 8.5 | IND 12.2 | BRA 7.3 | SPA 3.0 | 263.3/5 52.7 |

## ANNEX 2
## IMPORTS SUMMARY, IN TONS, ESCUDOS, CIF, 1988 - 1992

2.1 - 2.14 Each Product

Source: National Statistics Institute, Directorate General for Foreign Trade

| | |
|---|---|
| AGO | Angola |
| BEL | Belgium/Luxembourg |
| BRA | Brazil |
| CSK | Senegal |
| CHE | Switzerland |
| CHN | China |
| CIV | Ivory Coast |
| CNR | Canary Islands |
| CPV | Cape Verde |
| CRI | Costa Rica |
| DEU | Germany |
| DNK | Denmark |
| FRA | France |
| GNB | Guinea Bissau |
| IND | India |
| ISL | Iceland |
| ISR | Israel |
| ITA | Italy |
| LBR | Liberia |
| MAR | Morocco |
| MEX | Mexico |
| MWI | Malawi |
| NLD | Netherlands |
| PBD | Provisions on Board Ships |
| SAF | South Africa |
| SPA | Spain |
| STP | São Tomé e Príncipe |
| THA | Thailand |
| UK | United Kingdom |
| VEN | Venezuela |

# 2.1. PINEAPPLE – IMPORTS

**Quantity – Tons** **Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C & 3RD COUNTRIES | 43.0 / 3,444 | 30.9 / 13,102 | 11[illegible].2 / 29,332 | 193.3 / 62,012 | 9.6 / 5,065 |
| MOST REPRESENTATIVE COUNTRIES | BRA / 506 | GER / 7,315 | BEL / 13,315 | CIV / 28,135 | NLD / 3,498 |
| | ITA / 3,444 | NLD / 5733 | FRA / 5,841 | SPA / 16,951 | GER / 913 |
| | NLD / 1,526 | – – | NLD / 5,726 | FRA / 5893 | BEL / 654 |
| | – – | – – | CRI / 3,707 | THA / 4290 | – – |
| % OF TOTAL IMPORTS | 98.1 / 96.8 | 99.7 / 99.6 | 96.4 / 97.5 | 87.5 / 89.1 | 100.0 / 100.0 |
| CIF – ESCUDOS/KILOGRAMS | 241.0 | 424.0 | 250.3 | 320.8 | 527.6 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAMS | 1.67 | 2.69 | 1.76 | 2.22 | 3.91 |

NOTES : – QUANTITIES AND VALUES NOT CONSISTANT AND SMALL
– IRREGULAR CIF VALUES
– EXCEPT BRAZIL (1988) COSTA RICA (1990) COTE D'IVOIRE (1991) SUPPLIERS ARE E.C. COUNTRIES.

## 2.2. MANGO – IMPORTS

**Quantity – Tons    Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 578.5 / 161,934 | 693.4 / 194,231 | 956.1 / 272,157 | 1,774.2 / 512,383 | 2,114.9 / 613,629 |
| MOST REPRESENTATIVE COUTRIES | BRA / 81,657 | BRA / 79,613 | VEN / 99,284 | VEN / 174,325 | VEN / 217,011 |
| | VEN / 63,440 | VEN / 66,197 | BRA / 67,461 | BRA / 147,990 | BRA / 208,840 |
| | ISR / 7,219 | NLD / 15,568 | NLD / 36,700 | NLD / 71,631 | NLD / 75,784 |
| | SAF / 6,104 | FRA / 10,929 | SAF / 14,763 | FRA / 54,266 | FRA / 48,081 |
| % OF TOTAL IMPORTS | 97.7 / 97.8 | 86.2 / 88.7 | 83.6 / 87.5 | 83.5 / 87.4 | 88.6 / 89.6 |
| CIF – ESCUDOS/KILOGRAMS | 279.9 | 280.1 | 284.7 | 288.7 | 290.2 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 141.482 | 134.998 |
| CIF – $US/KILOGRAM | 1.94 | 1.78 | 2.00 | 2.00 | 2.15 |

# 2.3. MELON – IMPORTS

**Quantity – Tons     Value – 1,000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 891.7 / 91,055 | 618.3 / 105,569 | 2,723.3 / 319,278 | 3,539.3 / 448,047 | 4,981.8 / 519,261 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 69,145 | SPA / 69,306 | SPA / 252,614 | SPA / 369,727 | SPA / 417,512 |
| | VEN / 10,174 | NLD / 19,225 | VEN / 27,567 | NLD / 23,795 | FRA / 31,008 |
| | ISR / 6,667 | VEN / 11,557 | SAF / 21,664 | VEN / 20,387 | **GNB / 22,170** |
| | BRA / 2,319 | ISR / 2,161 | NLD / 10,180 | BRA / 11,568 | VEN / 18,646 |
| % OF TOTAL IMPORTS | 98.1 / 97.0 | 97.7 / 96.9 | 98.9 / 97.7 | 97.0 / 95.0 | 97.3 / 94.2 |
| CIF – ESCUDOS/KILOGRAMS | 102.1 | 170.7 | 117.3 | 126.6 | 104.2 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAMS | 0.71 | 1.08 | 0.82 | 0.88 | 0.77 |

NOTES: – GUINEA BISSAU WAS A SIGNIFICANT IMPORTER IN 1992
- VALUES AND QUANTITIES SHOW GROWTH
- SPAIN IS DOMINANT SUPPLIER
- CIF VAULES IRREGULAR DUE TO UNEVEN PORTUGUESE PRODUCTION RESULTING FROM IRRIGATION PROBLEMS.

## 2.4. PAPAYA – IMPORTS

**Quantity – Tons        Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 107.3 / 31,646 | 149.3 / 40,858 | 273.6 / 75,475 | 365.4 / 117,422 | 431.2 / 138,182 |
| MOST REPRESENTATIVE COUNTRIES | BRA / 31,409 | BRA / 36,661 | BRA / 71,699 | BRA / 92,974 | BRA / 131,540 |
| | ISR / 176 | ITA / 1,960 | NLD / 2,346 | NLD / 20,868 | NLD / 6,636 |
| | – – | SAF / 1,138 | VEN / 1,430 | VEN / 2,845 | – – |
| | – – | NLD / 1,099 | – – | – – | – – |
| % OF TOTAL IMPORTS | 99.8 / 99.8 | 100.0 / 100.0 | 100.0 / 100.0 | 99.5 / 99.4 | 99.6 / 100.0 |
| CIF – ESCUDOS/KILOGRAMS | 294.9 | 273.7 | 275.9 | 321.4 | 320.5 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157 458 | 142.555 | 144.482 | 134.998 |
| CIF $US/KILOGRAMS | 2.05 | 1.74 | 1.94 | 2.22 | 2.04 |

NOTES : – INCREASE OF QUANTITIES AND VALUES IN A REDUCED MARKET
- BRAZIL CLEARLY DOMINATES THE MARKET
- POSITION OF HOLLAND DENOTES THE ADVANTAGE OF AN E.C. COUNTRY THAT HAS BETTER ACCESS TO PRODUCTION THAN PORTUGAL

# 2.5. EGGPLANT – IMPORTS

**Quantity – Tons** **Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 19.5 / 3,849 | 21.2 / 5,261 | 32.5 / 8,954 | 40.2 / 10,325 | 57.1 / 13,245 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 1,787 | NLD / 3,011 | SPA / 5,535 | SPA / 6,053 | SPA / 9,728 |
| | ISR / 1,125 | SPA / 2,034 | NLD / 1,592 | NLD / 3,819 | NLD / 3,427 |
| | – – | – – | FRA / 1,334 | – – | – – |
| % OF TOTAL IMPORTS | 73.8 / 75.6 | 97.2 / 95.9 | 92.9 / 94.5 | 98.0 / 95.6 | 98.4 / 99.3 |
| CIF – ESCUDOS/KILOGRAM | 197.4 | 248.2 | 275.5 | 209.9 | 232.0 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 1.37 | 1.58 | 1.93 | 1.45 | 1.72 |

NOTES : – COMPARATIVELY SMALL MARKET WITH SOME GROWTH TRENDS
– IS NOT A TRADITIONAL PORTUGUESE FOOD
– MARKET DOMINATED BY SPAIN

## 2.6. ASPARAGUS – IMPORTS

**Quantity – Tons Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 17.6 / 11,151 | 1.4 / 1,218 | 10.5 / 5,345 | 1.6 / 1,128 | 20.9 / 4,895 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 11,151 | SAF / 1,056 | NLD / 3,291 | NLD / 1,128 | SPA / 3,897 |
| | – – | – – | SPA / 1,030 | – – | – – |
| | – – | – – | FRA / 604 | – – | – – |
| % OF TOTAL IMPORTS | 100.0 / 100.0 | 85.6 / 86.7 | 75.2 / 92.1 | 100.0 / 100.0 | 95.7 / 79.6 |
| CIF – ESCUDOS/KILOGRAM | 633.6 | 870.0 | 509.0 | 705.0 | 234.2 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 4.40 | 5.53 | 3.57 | 4.88 | 1.74 |

NOTES : – THE VERY SMALL QUANTITIES DO NOT ALLOW RELIABLE CONCLUSIONS. THE VERY LIMITED CONSUMPTION IS SATISFIED MAINLY BY CANNED PRODUCTS AND A SMALL LOCAL PRODUCTION.

# 2.7. FRESH HERBS — IMPORTS

**Quantity – Tons** **Value – Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 72.2 / 11,661 | 34.8 / 10,838 | 269.7 / 67,209 | 122.5 / 39,753 | 169.0 / 57,283 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 6,477 | SPA / 10,810 | SPA / 51,772 | SPA / 38,853 | SPA / 54,136 |
| | USA / 5,175 | – – | FRA / 7,881 | – – | GNB / 1,566 |
| % OF TOTAL IMPORTS | 100.0 / 100.0 | 99.7 / 99.7 | 96.7 / 95.0 | 98.4 / 97.7 | 97.4 / 97.2 |
| CIF – ESCUDOS/KILOGRAM | 161.5 | 311.4 | 249.2 | 324.5 | 339.0 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 1.12 | 1.98 | 1.75 | 2.25 | 2.51 |

NOTES : – SMALL AND IRREGULAR MARKET.
– ALMOST EXCLUSIVELY FROM SPAIN.

# 2.8. SWEET PEPPER – IMPORTS

**Quantity – Tons  Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 169.1 / 26,202 | 295.9 / 25,837 | 326.3 / 72,183 | 604.8 / 106,088 | 956.1 / 140,817 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 25,728 | SPA / 24,125 | SPA / 65,153 | SPA / 95,331 | SPA / 130,642 |
| | – – | NLD / 1461 | NLD / 4,687 | NLD / 9,976 | NLD / 3,397 |
| % OF TOTAL IMPORTS | 99.1 / 98.2 | 99.7 / 99.0 | 97.7 / 96.8 | 99.4 / 99.3 | 99.4 / 99.5 |
| CIF – ESCUDOS/KILOGRAM | 155.0 | 87.3 | 221.2 | 175.4 | 147.2 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 1.08 | 0.55 | 1.55 | 1.09 | 1.09 |

NOTES : – SMALL BUT INCREASING MARKET.
– COMPLETE DOMINATION BY SPAIN WITH SMALL AND STABLE HOLLAND CONTRIBUTION.
– CIF VALUES SOMEWHAT ERRATIC

# 2.9. STRAWBERRY — IMPORTS

**Quantity – Tons   Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 15.5 / 1,178 | 17.1 / 1,064 | 43.0 / 13,476 | 249.9 / 53,635 | 490.0 / 117,844 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 1,119 | SPA / 1,064 | SPA / 13,307 | SPA / 53,635 | SPA / 113,972 |
| | – – | – – | – – | – – | MEX / 1,960 |
| | – – | – – | – – | – – | MAR / 1,136 |
| % OF TOTAL IMPORTS | 98.7 / 95.0 | 100.0 / 100.0 | 99.5 / 98.7 | 100.0 / 100.0 | 99.7 / 99.3 |
| CIF – ESCUDOS/KILOGRAM | 76.0 | 62.2 | 313.4 | 214.6 | 240.5 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 0.53 | 0.40 | 2.20 | 1.49 | 139.9 |

NOTES : – A SMALL MARKET DOMINATED BY SPAIN.
THE RELATIVELY HIGH PRICES FROM 1990 TO 1992 CAN BE ATTRIBUTED
TO SOME OFF SEASON DEMAND.

## 2.10. LIME – IMPORTS

**Quantity – Tons** **Values – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 7.3 / 1,785 | 10.1 / 1,604 | 16.1 / 3,884 | 30.5 / 9,068 | 18.3 / 5902 |
| MOST REPRESENTATIVE COUNTRIES | BRA / 1,785 | BRA / 1,581 | BRA / 2,711 | BRA / 3,969 | BRA / 5,164 |
| | – – | – – | NLD / 1,163 | NLD / 3,949 | VEN / 445 |
| | – – | – – | – – | VEN / 1,065 | – – |
| % OF TOTAL IMPORTS | 100.0 / 100.0 | 98.0 / 98.6 | 100.0 / 99.7 | 99.0 / 99.0 | 95.1 / 95.0 |
| CIF – ESCUDOS/KILOGRAM | 244.5 | 158.8 | 241.2 | 297.3 | 322.5 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 1.70 | 1.01 | 1.67 | 2.06 | 2.39 |

NOTES : – BRAZIL DOMINATES THIS VERY SMALL MARKET LINKED TO THE DRINKING HABITS OF THE BRAZILIAN COMMUNITY IN PORTUGAL

# 2.11. SNOW PEA – IMPORTS

**Quantity – Ton    Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 23.7 / 2,263 | 27.3 / 4,319 | 16.7 / 7,447 | 14.4 / 5,066 | 51.2 / 10,183 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 1,169 | DNK / 2,744 | FRA / 4,284 | SPA / 4,481 | SPA / 7,995 |
| | NLD / 1,082 | FRA / 822 | SPA / 3,095 | NLD / 392 | BEL / 2,188 |
| | – – | UK / 391 | – – | – – | – – |
| % OF TOTAL IMPORTS | 100.0 / 99.5 | 94.1 / 91.6 | 98.8 / 99.1 | 94.4 / 96.2 | 100.0 / 100.0 |
| CIF – ESCUDOS/KILOGRAM | 95.5 | 158.2 | 454.1 | 351.8 | 199.0 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 0.66 | 1.01 | 3.19 | 2.44 | 1.47 |

NOTES : – VERY SMALL MARKET. SNOW PEAS ARE NOT PART OF PORTUGUESE EATING HABITS. NEARLY ALL DEMAND IS SATISFIED BY LOCAL PRODUCTION.
– VERY ERRATIC CIF PRICES.

# 2.12. CHILIES – IMPORTS

**Quantity – Tons        Value – 1,000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 5.3 / 1,663 | 5.9 / 1,208 | 5.6 / 1,492 | 14.9 / 3.538 | 4.8 / 2,041 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 607 | SPA / 743 | SPA / 1,276 | MWI / 1,981 | NLD / 1,850 |
| | BEL / 429 | UK / 330 | – – | NLD / 719 | SPA / 191 |
| | MWI / 559 | – – | – – | SPA / 715 | – – |
| % OF TOTAL IMPORTS | 98.1 / 95.9 | 96.6 / 88.8 | 92.9 / 85.5 | 98.7 / 96.5 | 100.0 / 98.0 |
| CIF – ESCUDOS/KILOGRAM | 313.8 | 204.8 | 266.4 | 237.5 | 425.2 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 2.18 | 1.30 | 1.87 | 1.64 | 3.15 |

NOTES : – VERY SMALL MARKET DOMINATED BY SPAIN WITH SOME MALAWI PRESENCE.

# 2.13. ONION – IMPORTS

**Quantity – Tons   Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 27,914.5 / 642,247 | 25,924.1 / 898,728 | 16,146.0 / 790,568 | 13,639.9 / 496,011 | 18,875.0 / 611,110 |
| MOST REPRESENTATIVE COUNTRIES | NLD / 501,575 | SPA / 464,306 | NLD / 678,898 | NLD / 315,582 | NLD / 317,201 |
| | SPA / 283,207 | NLD / 389,753 | FRA / 45,894 | SPA / 102,406 | FRA / 222,817 |
| | BEL / 34,365 | – – | SPA / 36,754 | FRA / 56,871 | SPA / 55,178 |
| % OF TOTAL IMPORTS | 97.4 / 97.3 | 94.8 / 95.0 | 96.5 / 96.3 | 95.1 / 95.4 | 97.5 / 97.4 |
| CIF – ESCUDOS/KILOGRAMS | 30.2 | 34.7 | 49.0 | 36.0 | 32.4 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAM | 0.21 | 0.22 | 0.34 | 0.25 | 0.24 |

NOTES : – MARKET APPARENTLY DECREASING. IMPORTS ARE DOMINATED BY HOLLAND AND SPAIN. CIF IS PARTICULARY UNIFORM.

## 2.14. FRENCH BEANS / ASIAN VEGETABLES – IMPORTS

**Quantity – Tons Value – Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| TOTAL IMPORTS: E.C. & 3RD COUNTRIES | 41.4 / 4,888 | 11.7 / 2,416 | 113.7 / 22,384 | 95.9 / 23,672 | 23.6 / 10,966 |
| MOST REPRESENTATIVE COUNTRIES | SPA / 2,205 | BRA / 1,280 | NLD / 18,051 | CRI / 5,816 | IND / 7,065 |
| | BRA / 2,099 | SPA / 750 | CHN / 2,466 | NLD / 5,816 | BRA / 2,883 |
| | – – | – – | SPA / 693 | IND / 4,464 | – – |
| | – – | – – | BRA / 648 | BRA / 2,600 | – – |
| % OF TOTAL IMPORTS | 97.3 / 90.3 | 89.7 / 84.0 | 99.3 / 97.7 | 87.9 / 79.6 | 82.6 / 90.7 |
| CIF – ESCUDOS/KILOGRAMS | 118.1 | 206.5 | 196.9 | 246.8 | 464.7 |
| AVERAGE EXCHANGE RATE (ESCUDOS/$US) | 143.954 | 157.458 | 142.555 | 144.482 | 134.998 |
| CIF – $US/KILOGRAMS | 0.82 | 1.31 | 1.38 | 1.71 | 3.44 |

NOTES : – SEPARATE STATISTICS FOR "FRENCH BEANS" AND "ASIAN VEGETABLES" ARE NOT AVAILABLE. THIS DATA MUST BE USED WITH CAUTION.

## ANNEX 3
## EXPORTS, BY DESTINATION, IN TONS AND ESCUDOS, 1988 - 1992

3.1 - 3.14 Each Product

Source: National Statistics Institute, Directorate General for Foreign Trade

| | | | |
|---|---|---|---|
| AGO | Angola | ISL | Iceland |
| BEL | Belgium/Luxembourg | ISR | Israel |
| BRA | Brazil | ITA | Italy |
| CSK | Senegal | LBR | Liberia |
| CHE | Switzerland | MAR | Morocco |
| CHN | China | MEX | Mexico |
| CIV | Ivory Coast | MWI | Malawi |
| CNR | Canary Islands | NLD | Netherlands |
| CPV | Cape Verde | PBD | Provisions on Board Ships |
| CRI | Costa Rica | SAF | South Africa |
| DEU | Germany | SPA | Spain |
| DNK | Denmark | STP | Sâo Tomé e Príncipe |
| FRA | France | THA | Thailand |
| GNB | Guinea Bissau | UK | United Kingdom |
| IND | India | VEN | Venezuela |

# 3.1. PINEAPPLE – EXPORTS

**Quantity – Tons        Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| GERMANY | – – | – – | – – | – – | 0.1 / 50 |
| SPAIN | 6.0 / 1,393 | – – | 0.2 / 56 | – – | 15.0 / 370 |
| **TOTAL: E.C.** | **6.0 / 1,393** | – – | **0.2 / 56** | – – | **15.1 / 420** |
| ANGOLA | – – | 0.7 / 579 | 1.9 / 2,178 | 0.3 / 306 | – – |
| U.S.A. | 0.5 / 249 | – – | – – | – – | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **0.5 / 249** | **0.7 / 579** | **1.9 / 2,178** | **0.3 / 306** | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **6.5 / 1,642** | **0.7 / 579** | **2.1 / 2,234** | **0.3 / 306** | **15.1 / 420** |

## 3.2. MANGO – EXPORT

**Quantity – Tons** **Values – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| HOLLAND | – – | 6.4 / 2,778 | – – | – – | – – |
| SPAIN | – – | – – | 0.7 / 174 | 7.9 / 3,577 | 8.2 / 2,958 |
| GERMANY | – – | – – | – – | 0.2 / 12 | – – |
| **SUB–TOTAL: E.C.** | **– –** | **6.4 / 2,778** | **0.7 / 174** | **8.1 / 3,589** | **8.2 / 2,958** |
| ANGOLA | – – | – – | 0.5 / 394 | 0.7 / 549 | 0.3 / 173 |
| CAPE VERDE | – – | – – | – – | – – | 0.1 / 52 |
| **SUB–TOTAL: 3RD COUNTRIES** | **– –** | **– –** | **0.5 / 394** | **0.7 / 549** | **0.4 / 225** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **– –** | **6.4 / 2,778** | **1.2 / 568** | **8.8 / 4,138** | **8.6 / 3,183** |

# 3.3. MELON – EXPORTS

**Quantity – Tons          Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | 50.5 / 1,250 | 86.2 / 4,656 | 383.3 / 25,327 | 135.3 / 16,263 |
| BELGIUM | – – | 45.6 / 4,750 | 82.9 / 12,177 | 214.0 / 22,010 | 430.9 / 51,576 |
| HOLLAND | 576.4 / 42,936 | 441.3 / 22,167 | 577.7 / 47,559 | 847.8 / 41,868 | 261.8 / 25,505 |
| GERMANY | 178.9 / 11,640 | 69.1 / 2,561 | 46.8 / 2,834 | 99.8 / 7,865 | 192.5 / 29,833 |
| UNITED KINGDOM | 239.6 / 13,968 | 403.4 / 18,097 | 459.8 / 29,960 | 472.3 / 46 304 | 435.6 / 73,506 |
| DENMARK | 3.1 / 293 | – – | – – | 156.8 / 5,711 | 129.5 / 14,879 |
| SPAIN | – – | – – | 19.8 / 2.247 | 54.5 / 9,605 | 39.9 / 13,977 |
| ITALY | – – | – – | 37.2 / 3,207 | 14.2 / 1,468 | 41.4 / 5,655 |
| **SUB–TOTAL: E.C.** | **998.0 / 68,837** | **1,010.0 / 48,825** | **1,310.4 / 102,640** | **2,222.7 / 160,858** | **1,666.9 / 231,194** |
| SWEDEN | 20.5 / 1,025 | 41.0 / 2,052 | 62.0 / 3,366 | 8.0 / 307 | – – |
| SWITZERLAND | – – | 301.3 / 17,597 | 204.7 / 26,264 | 190.6 / 22,453 | 137.6 / 24,375 |
| MAURITANIA | – – | 0.3 / 37 | – – | – – | – – |
| ANGOLA | 2.5 / 687 | 23.2 / 8,865 | 10.9 / 3,396 | 6.2 / 2,369 | 2.8 / 869 |
| CAPE VERDE | – – | – – | 5.2 / 589 | 14.3 / 4,229 | 2.2 / 385 |
| CSK | – – | – – | – – | – – | 2.6 / 311 |
| NORWAY | – – | – – | 0.5 / 60 | 22.4 / 1,354 | – – |
| **GUINEA BISSAU** | **– –** | **– –** | **0.2 / 55** | **0.6 / 116** | **– –** |
| U.S.A. | – – | – – | – – | 16.0 / 2,047 | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | **25.7 / 1,[illegible]** | **368.6 / 28,855** | **284.1 / 33,931** | **258.1 / 32,695** | **145.0 / 2,[illegible]** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **1023.7 / 70,894** | **1,378.6 / 77,680** | **1,594.5 / 136,571** | **2,480.3 / 193,553** | **1,811.9 / 257,194** |

# 3.4. PAPAYA – EXPORTS

The total export for the period 1988 – 92 was only 1.2. tons to Switzerland in 1991, with a value of 87.000 escudos.

# 3.5. EGGPLANT – EXPORTS

**Quantity – Tons     Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| BELGIUM | – – | 3.0 / 673 | 7.2 / 2,125 | 10.5 / 2,275 | 4.7 / 1,751 |
| UNITED KINGDOM | 0.5 / 46 | 3.4 / 189 | 0.5 / 134 | 17.8 / 2,188 | – – |
| FRANCE | – – | – – | – – | 29.3 / 2,203 | 8.8 / 3,252 |
| HOLLAND | – – | – . | – – | 1.4 / 101 | 4.8 / 2,113 |
| ITALY | – – | – – | – – | – – | 0.3 / 124 |
| SPAIN | – – | – – | – – | – – | 0.2 / 26 |
| DENMARK | – – | – – | – – | 1.8 / 155 | 0.3 / 124 |
| GERMANY | – – | – – | – – | – – | 0.2 / 26 |
| **SUB–TOTAL: E.C.** | **0.5 / 46** | **6.4 / 862** | **7.7 / 2,259** | **61.7 / 6,996** | **18.8 / 7,266** |
| CANARY ISLANDS | – – | 0.3 / 95 | – – | – – | – – |
| ANGOLA | 0.3 / 100 | 0.5 / 205 | 0.1 / 20 | – – | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | **0.3 / 100** | **0.8 / 300** | **0.1 / 20** | – – | – – |
| **TOTAL: E.C. & 3RD COUNTRIES** | **0.8 / 146** | **7.2 / 1,162** | **2.1 / 2,234** | **61.7 / 6,996** | **18.8 / 7,266** |

# 3.6. ASPARAGUS – EXPORTS

**Quantity – Tons          Value – 1.000 Escudos**

| | 1988<br>TONS / ESC | 1989<br>TONS / ESC | 1990<br>TONS / ESC | 1991<br>TONS / ESC | 1992<br>TONS / ESC |
|---|---|---|---|---|---|
| UNITED KINGDOM | 0.4 / 170 | 0.1 / 24 | 7.4 / 877 | 2.2 / 540 | 8.2 / 1,821 |
| SPAIN | – – | 1.0 / 635 | 26.5 / 6,372 | 131.9 / 27,170 | 413.1 / 77,264 |
| FRANCE | – – | – – | – – | 7.9 / 4,638 | 190.7 / 65,444 |
| GERMANY | – – | – – | 1.0 / 586 | 51.5 / 23,768 | 121.3 / 53,913 |
| HOLLAND | – – | – – | 0.6 / 85 | 20.2 / 8,370 | 36.0 / 13,119 |
| IRELAND | – – | – – | – – | – – | 0.4 / 216 |
| ITALY | – – | – – | – – | 1.0 / 528 | – – |
| **SUB–TOTAL: E.C.** | **0.4 / 170** | **1.1 / 659** | **35.5 / 7,920** | **213.7 / 65,014** | **769.7 / 211,777** |
| ANGOLA | 0.1 / 44 | 0.4 / 380 | – – | 0.7 / 830 | 0.5 / 711 |
| SWITZERLAND | – – | – – | – – | 13.1 / 7,328 | 67.5 / 33,806 |
| NORWAY | – – | – – | – – | – – | 5.7 / 1,425 |
| AUSTRIA | – – | – – | – – | 0.4 / 58 | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | **0.1 / 44** | **0.4 / 380** | **– –** | **14.2 / 8,216** | **73.7 / 35,942** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **0.5 / 214** | **1.5 / 1,039** | **35.5 / 7,920** | **227.9 / 72,230** | **843.3 / 247,719** |

# 3.7. FRESH HERBS – EXPORTS

**Quantity – Tons** **Values – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | 9.5 / 964 | 2.4 / 188 | 2.1 / 651 | 8.8 / 4,371 |
| BELGIUM | – – | 2.7 / 784 | 34.2 / 7,690 | 6.4 / 2,601 | 13.6 / 4,130 |
| HOLLAND | 538.0 / 82,790 | 133.9 / 26,908 | 39.6 / 6,585 | 36.0 / 3,031 | 12.6 / 2,388 |
| UNITED KINGDOM | 5.5 / 621 | 67.2 / 16,670 | 147.1 / 37,062 | 106.5 / 27,587 | 247.4 / 46,271 |
| SPAIN | – – | – – | 42.0 / 4,650 | 84.3 / 11,168 | 27.6 / 6,918 |
| GERMANY | – – | – – | – – | 0.2 / 91 | 3.1 / 1,189 |
| ITALY | – – | – – | – – | – – | 5.8 / 1,065 |
| **SUB-TOTAL: E.C.** | **543.5 / 83,411** | **218.3 / 45,326** | **265.3 / 56,176** | **235.3 / 45,129** | **319.9 / 66,332** |
| SWEDEN | 0.2 / 81 | – – | – – | – – | – – |
| SWITZERLAND | – – | 27.3 / 5,279 | 0.6 / 146 | 1.4 / 418 | 0.9 / 227 |
| CAPE VERDE | – – | 0.3 / 29 | – – | – – | 0.1 / 17 |
| **GUINEA BISSAU** | – – | **5.9 / 834** | – – | – – | – – |
| ANGOLA | 6.7 / 1,750 | 24.1 / 5,580 | 28.6 / 5,686 | 56.2 / 10,848 | 14.3 / 3,178 |
| ANDORRA | – – | – – | – – | – – | 2.1 / 334 |
| S.TOMÉ E PRINC. | – – | – – | – – | 0.3 / 54 | – – |
| ZAIRE | – – | – – | 0.3 / 49 | – – | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **7.2 / 1,907** | **57.6 / 11,722** | **29.5 / 5,881** | **57.9 / 11,320** | **17.4 / 3,756** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **550.7 / 85,318** | **275.9 / 57,048** | **294.8 / 62,057** | **293.4 / 56,449** | **336.3 / 70,088** |

# 3.8. SWEET PEPPER – EXPORTS

Quantity – Tons    Value – Escudos

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 4.7 / 225 | 24.2 / 1,300 | 76.8 / 6,858 | 38.4 / 8,663 | 89.5 / 23,949 |
| BELGIUM | – – | 1.0 / 293 | 60.0 / 19,456 | 94.4 / 28,335 | 123.5 / 31,889 |
| GERMANY | 6.8 / 134 | 12.1 / 849 | 128.6 / 13,150 | – – | 9.6 / 1,162 |
| UNITED KINGDOM | 0.3 / 21 | – – | 28.0 / 8,670 | 65.9 / 23,897 | 90.4 / 25,367 |
| DENMARK | 21.4 / 2,472 | – – | – – | – – | 1.2 / 103 |
| SPAIN | – – | – – | – – | – – | 97.9 / 6,604 |
| HOLLAND | – – | – – | – – | 0.4 / 127 | 16.9 / [illegible],975 |
| ITALY | – – | – – | 2.0 / 283 | 5.5 / 442 | 7.8 / 1,320 |
| **SUB-TOTAL: E.C.** | **33.2 / 2,852** | **37.3 / 2,442** | **295.4 / 48,417** | **204.6 / 61,432** | **436.8 / 96,369** |
| SWEDEN | 49.3 / 7,870 | – – | – – | – – | – – |
| ANGOLA | 6.9 / 2,607 | 9.9 / 3,906 | – – | 0.5 / [illegible] | 0.5 / 279 |
| C.S.K. | – – | – – | – – | – – | 12.4 / 1,974 |
| CAPE VERDE | – – | – – | 0.2 / 23 | 0.1 / 26 | – – |
| GUINEA BISSAU | – – | – – | 0.1 / 40 | 0.1 / 25 | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **56.7 / 10,625** | **9.9 / 3,906** | **0.3 / 63** | **0.7 / 345** | **12.9 / 2,253** |
| **TOTAL: E.C. & 3RD COURTRIES** | **89.9 / 13,477** | **47.2 / 6,348** | **295.7 / 48,480** | **205.3 / 61,807** | **449.7 / 98,622** |

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# 3.9. STRAWBERRY – EXPORTS

**Quantity – Tons Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 71.4 / 8,590 | 249.0 / 31,548 | – – | 159.6 / 36,899 | 389.6 / 49,743 |
| BELGIUM | – – | 0.5 / 167 | – – | 27.4 / 10,078 | 47.4 / 14,921 |
| HOLLAND | 1.2 / 480 | 56.8 / 8,640 | 184.9 / 31,445 | 468.6 / 73,509 | 109.6 / 14,366 |
| GERMANY | 531.9 / 99,673 | 486.5 / 88,670 | 348.7 / 105,965 | 217.1 / 26,465 | 49.7 / 9,363 |
| UNITED KINGDOM | 293.6 / 55,790 | 597.8 / 111,454 | 514.9 / 94,194 | 698.6 / 137,123 | 765.3 / 156,658 |
| DENMARK | – – | – – | – – | 0.4 / 83 | 35.1 / 5,630 |
| ITALY | – – | – – | – – | – – | 4.8 / 792 |
| SPAIN | – – | – – | – – | – – | 3.8 / 756 |
| **SUB-TOTAL: E.C.** | **896.1 / 164,533** | **1390.6 / 240,479** | **1048.5 / 231,604** | **1571.7 / 284,155** | **1425.3 / 252,229** |
| SWEDEN | 3.7 / 438 | 0.8 / 265 | – – | 7.9 / 1,157 | 15.9 / 3,125 |
| AUSTRIA | 25.8 / 6,460 | 31.3 / 5,728 | 9.6 / 1,984 | 82.0 / 11,344 | 11.2 / 3,248 |
| ANGOLA | 0.6 / 253 | 0.5 / 210 | 0.8 / 501 | 0.2 / 83 | 0.2 / 107 |
| JAPAN | – – | 13.0 / 2,464 | – – | – – | – – |
| C.S.K. | – – | – – | – – | – – | 1.0 / 171 |
| CAPE VERDE | – – | – – | – – | 6.4 / 317 | – – |
| SWITZERLAND | – – | – – | – – | 0.1 / 23 | 61.0 / 13,023 |
| NORWAY | – – | – – | – – | 1.0 / 281 | 4.7 / 1,166 |
| **SUB-TOTAL: 3RD COUNTRIES** | **30.1 / 7,151** | **45.6 / 8,637** | **10.4 / 2,485** | **97.6 / 13,205** | **94.0 / 20,840** |
| **SUB-TOTAL: E.C. & 3RD COUNTRIES** | **926.1 / 171,684** | **1436.2 / 249,146** | **1058.9 / 234,089** | **1669.3 / 297,160** | **1519.3 / 273,069** |

# 3.10. SNOW PEA – EXPORTS

**Quantity – Tons    Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | 0.7 / 47 | 1.0 / 223 | 2.8 / 1,613 | 1.6 / 619 | 4.3 / 1,629 |
| BELGIUM | – – | 5.6 / 869 | 0.1 / 10 | 1.3 / 485 | 4.0 / 1,587 |
| HOLLAND | 28.5 / 5,020 | 43.9 / 2,106 | 8.4 / 642 | 0.5 / 57 | 2.3 / 788 |
| UNITED KINGDOM | 0.1 / 6 | 2.1 / 464 | – – | 0.4 / 172 | 36.7 / 11,596 |
| SPAIN | – – | 20.0 / 2,323 | – – | – – | – – |
| IRELAND | – – | – – | – – | – – | 0.3 / 39 |
| **SUB-TOTAL: E.C.** | **29.3 / 5,073** | **72.6 / 5,985** | **11.3 / 2,265** | **3.8 / 1,333** | **47.6 / 15,639** |
| SWEDEN | 0.5 / 125 | – – | – – | – – | – – |
| SWITZERLAND | – – | 0.9 / 221 | 3.5 / 1,352 | 1.5 / 472 | – – |
| GUINEA BISSAU | – – | 0.5 / 70 | – – | – – | – – |
| S.TOMÉ E PRINC. | – – | 0.2 / 37 | 0.4 / 71 | – – | – – |
| ANGOLA | 0.9 / 107 | 4.3 / 1,171 | 3.5 / 1,149 | 6.5 / 6,019 | 1.7 / 735 |
| NORWAY | – – | – – | – – | – – | 0.2 / 83 |
| **SUB-TOTAL 3RD COUNTRIES** | **1.4 / 232** | **5.9 / 1,499** | **7.4 / 2,572** | **8.0 / 6,491** | **1.9 / 818** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **30.7 / 5,305** | **78.5 / 7,484** | **18.7 / 4,837** | **11.8 / 7,824** | **49.5 / 16,457** |

# 3.11. CHILIES – EXPORTS

**Quantity – Tons          Value – 1,000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| BELGIUM | 4.0 / 711 | 37.7 / 8,341 | – – | – – | 2.9 / 187 |
| HOLLAND | – – | 0.7 / 177 | – – | – – | – – |
| UNITED KINGDOM | 1.4 / 132 | 1.3 / 72 | – – | 10.3 / 1,629 | – – |
| SPAIN | – – | – – | – – | – – | 41.8 / 5,512 |
| ITALY | – – | – – | – – | – – | 4.3 / 434 |
| GERMANY | – – | – – | 0.2 / 698 | – – | 2.9 / 334 |
| FRANCE | – – | – – | – – | 19.2 / 745 | – – |
| **TOTAL E.C.** | **5.4 / 843** | **39.7 / 8,590** | **0.2 / 698** | **29.5 / 2,374** | **51.9 / 6,467** |
| MAURITANIA | – – | 0.5 / 48 | – – | – – | – – |
| GUINEA BISSAU | – – | 0.1 / 19 | 0.1 / 31 | – – | – – |
| ANGOLA | 5.5 / 1,799 | 1.2 / 380 | 0.4 / 139 | 0.2 / [illegible] | 0.5 / 211 |
| U.S.A. | 3.0 / 428 | – – | – – | – – | – – |
| SWITZERLAND | – – | – – | – – | – – | 4.3 / 483 |
| CANADA | 4.9 / 238 | – – | – – | 0.8 / 179 | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **10.4 / 2,465** | **1.8 / 447** | **0.5 / 170** | **1.0 / [illegible]** | **4.8 / 694** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **15.8 / 3,308** | **41.5 / 9,037** | **0.7 / 868** | **30.5 / 2,655** | **56.7 / 7,[illegible]31** |

# 3.12. ONIONS – EXPORT

**Quantity – Tons　　Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | 122.9 / 7,736 | 258.3 / 13,507 | 34.3 / 3,031 | 135.1 / 10,759 |
| BELGIUM | – – | 5.7 / 414 | 21.4 / 1,638 | 87.7 / 9,793 | 218.6 / 27,427 |
| UNITED KINGDOM | 30.1 / 7,213 | 87.1 / 22,325 | 93.9 / 21,113 | 416.7 / 66,779 | 365.8 / 63,629 |
| HOLLAND | – – | – – | – – | – – | 27.4 / 3,932 |
| ITALY | – – | – – | 4.0 / 570 | – – | 6.0 / 940 |
| SPAIN | – – | – – | 65.4 / 1,613 | – – | 26.5 / 559 |
| DENMARK | – – | – – | – – | – – | 4.2 / 509 |
| GERMANY | – – | – – | 0.6 / 2,517 | 0.1 / 415 | 1.1 / 208 |
| **TOTAL: E.C.** | **30.1 / 7,213** | **215.7 / 30,475** | **473.6 / 40,858** | **538.8 / 80,018** | **784.7 / 108,163** |
| SWITZERLAND | 2.0 / 703 | 2.9 / 681 | 0.1 / 48 | – – | – – |
| MAURITANIA | – – | 25.0 / 1,399 | 100.0 / 2,949 | 5.0 / 225 | 4.0 / 264 |
| CAPE VERDE | – – | 12.5 / 952 | 2.7 / 96 | 58.4 / 3,386 | 259.3 / 8,149 |
| **GUINEA BISSAU** | **28.2 / 1,682** | **13.2 / 902** | **66.0 / 4,074** | **12.8 / 762** | **2.2 / 130** |
| S.TOME PRINCE | 31.9 / 1,940 | 23.8 / 1,566 | 12.3 / 1,094 | – – | 16.6 / 887 |
| CONGO | – – | 15.0 / 1,088 | – – | – – | – – |
| ANGOLA | 135.5 / 11,795 | 233.2 / 22,931 | 225.2 / 20,469 | 198.5 / 25,001 | 76.3 / 5,561 |
| GUINEA | – – | – – | – – | 1.5 / 104 | – – |
| **SUB-TOTAL: 3RD COUNTRIES** | **200.9 / 16,668** | **325.7 / 29,525** | **406.9 / 29,185** | **276.2 / 29,498** | **360.4 / 14,991** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **231 / 23,881** | **541.4 / 60,000** | **880.5 / 70,043** | **815 / 109,516** | **1145.1 / 123,154** |

# 3.13. FRENCH BEANS / ASIAN VEGETABLES – EXPORTS

**Quantity – Tons Value – 1.000 Escudos**

| | 1988 TONS / ESC | 1989 TONS / ESC | 1990 TONS / ESC | 1991 TONS / ESC | 1992 TONS / ESC |
|---|---|---|---|---|---|
| FRANCE | – – | 0.2 / 27 | · – | – – | 4.7 / 184 |
| BELGIUM | – – | 1.4 / 105 | 45.4 / 7,693 | 0.4 / 103 | – – |
| HOLLAND | 1.0 / 96 | 2.7 / 203 | 2.6 / 759 | – – | · – |
| GERMANY | – – | 0.6 / 2,165 | 0.1 / 22 | 1.3 / 98 | 4.5 / 553 |
| ITALY | 14.7 / 485 | – – | 0.9 / 58 | – – | – – |
| UNITED KINGDOM | 26.3 / 4,916 | 20.2 / 4,050 | 208.4 / 52,214 | 382.1 / 104,758 | 427.0 / 90,644 |
| SPAIN | – – | – – | 0.3 / 121 | 0.5 / 202 | 0.3 / 108 |
| **SUB–TOTAL: E.C.** | **42.0 / 5,497** | **25.1 / 6,550** | **257.7 / 60,867** | **384.3 / 105,161** | **436.5 / 91,489** |
| CANARY ISLANDS | – – | 0.3 / 118 | 1.3 / 497 | 2.3 / 846 | 0.7 / 210 |
| GUINEA BISSAU | – – | 0.1 / 37 | – – | – – | 0.6 / 73 |
| ANGOLA | 5.0 / 1,819 | 1.7 / 472 | 1.2 / 376 | 1.2 / 442 | 0.7 / 359 |
| BRAZIL | – – | – – | – – | – – | 2.0 / 2,044 |
| NORWAY | – – | – – | – – | – – | 2.5 / 573 |
| CAPE VERDE | – – | – – | 0.1 / 13 | – – | – – |
| CANADA | – – | – – | 1.3 / 652 | – – | – – |
| SWITZERLAND | – – | 0.1 / 60 | – – | 0.6 / 134 | – – |
| **SUB–TOTAL: 3RD COUNTRIES** | **10.6 / 2,517** | **3.9 / 772** | **3.9 / 1,538** | **4.1 / 1,422** | **6.5 / 3,259** |
| **TOTAL: E.C. & 3RD COUNTRIES** | **52.6 / 8,014** | **29.0 / 7,322** | **261.6 / 62,405** | **388.4 / 106,583** | **443 / 94,748** |

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# 3.14 – EXPORT QUANTITIES – MOST IMPORTANT COUNTRIES

Quantity – Tons

| FRUITS | 1988 | | | 1989 | | | 1990 | | | 1991 | | | 1992 | | | ANNUAL AVERAGE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| PINEAPPLES | SPA 6 : | USA 0.5 | PBD 0.5 | AGO 0.3 | – – | – – | AGO 0.3 | – – | – – | – – | – – | – – | SPA 15 | – – | – – | 23.2 4.6 |
| MANGOES | – – | – – | – – | NLD 6.4 | – – | – – | SPA 7.9 | AGO 0.5 | – – | SPA 7.9 | AGO 0.7 | – – | SPA 8.2 | – – | – – | 31.6 6.3 |
| MELONS | NLD 576.4 | UK 239.6 | DEN 178.9 | NLD 441.3 | UK 403.4 | CHE 301.3 | NLD 577.7 | UK 459.8 | CHE 204.7 | NLD 847.8 | UK 472.3 | FRA 383.3 | UK 435.6 | NLD 430.9 | BEL 430.9 | 6214.8 1243 |
| PAPAYAS | – – | – – | – – | – – | – – | – – | – – | – – | – – | CHE 1.2 | – – | – – | – – | – – | – – | – – |
| EGGPLANTS | UK 0.5 | AGO 0.3 | – – | UK 3.4 | BEL 3 | – – | BEL 7.2 | – – | | FRA 29.3 | UK 17.8 | FRA 29.3 | FRA 8.8 | NLD 4.8 | BEL 4.7 | 109.1 21.8 |
| ASPARAGUS | – – | – – | – – | SPA 1 | – – | – – | SPA 26.5 | UK 7.4 | – – | SPA 131.9 | DEN 51.5 | NLD 20.2 | SPA 413.1 | FRA 190.7 | DEU 121.3 | 963.6 192.7 |
| FRESH HERBS | NLD 538 | UK 5.5 | – – | NLD 138.9 | UK 67.2 | CHE 27.3 | UK 147.1 | SPA 42 | NLD 39.6 | UK 106.5 | SPA 84.3 | AGO 58.2 | UK 247.4 | SPA 27.6 | AGO 14.3 | 1541.9 308.4 |
| SWEET PEPPERS | SWE 49.3 | DNK 21.4 | AGO 6.9 | FRA 24.2 | DEU 12.1 | AGO 9.9 | DEN 128.6 | FRA 76.8 | BEL 60 | BEL 94.4 | UK 65.9 | FRA 38.4 | BEL 123.5 | SPA 97.9 | UK 90.3 | 899.6 179.9 |
| STRAWBERRIES | DNK 531.9 | UK 293.6 | FRA 71.4 | DEN 486.5 | UK 597.8 | FRA 249 | UK 514.9 | DEN 348.7 | NLD 184.9 | UK 698.6 | NLD 468.6 | DEN 217 | UK 785.3 | FRA 389.6 | NLD 109.6 | 5947.4 1189.5 |
| LIMES | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – | – – |
| SNOW PEAS | NLD 28.5 | – – | – – | NLD 43.9 | SPA 20 | AGO 4.3 | NLD 8.4 | AGO 3.5 | CHE 3.5 | AGO 6.5 | FRA 1.6 | CHE 1.5 | UK 36.7 | FRA 4.3 | BEL 4 | 166.7 33.3 |
| CHILIES | AGO 5.5 | BEL 4 | USA 1.4 | BEL 37.7 | UK 1.3 | AGO 1.2 | – – | – – | – – | FRA 19.2 | UK 10.3 | – – | SPA 41.8 | ITA 4.3 | CHE 4.3 | 131 26.2 |
| ONIONS | AGO 135.5 | STP 31.9 | UK 3 | AGO 233.3 | FRA 122.9 | UK 87.1 | FRA 258.7 | UK 93.9 | SPA 65.5 | UK 416.7 | BEL 87.7 | FRA 34.3 | UK 365.8 | BEL 218.6 | FRA 135.1 | 2346.5 469.3 |
| FRENCH BEANS & ASIAN VEGETABLES | ITA 14.7 | PBD 5.6 | AGO 5 | UK 20.2 | PBD 1.7 | AGO 1.7 | UK 208.4 | BEL 45.4 | NLD 2.6 | UK 382.1 | CNR 2.3 | DEN 1.3 | UK 427 | FRA 4.7 | DEN 4.5 | 1126.9 225.4 |

# ANNEX 4
# MONTHLY CONSUMER PRICES IN LISBON, RETAIL MARKETS, ESCUDOS PER KILO

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4.1 MONTHLY PRICES OF FRUITS IN LISBON, ESCUDOS PER KILO, 1990-1992

| | Pineapple | Mango | Melon | Strawberries |
|---|---|---|---|---|
| 1990 | | | | |
| Jan | 605 | 498 | -- | 551 |
| Feb | 587 | 512 | -- | 446 |
| Mar | 631 | 535 | -- | 325 |
| Apr | 648 | 486 | -- | 220 |
| May | 647 | 386 | -- | 178 |
| Jun | 668 | 366 | -- | 168 |
| Jul | -- | 358 | 63 | 185 |
| Aug | 700 | 394 | 90 | 195 |
| Sep | 700 | 460 | 65 | 237 |
| Oct | 638 | 490 | 71 | 407 |
| Nov | 612 | 554 | -- | -- |
| Dec | 612 | 410 | -- | -- |
| 1991 | | | | |
| Jan | 629 | 464 | -- | 713 |
| Feb | -- | 490 | -- | 653 |
| Mar | 677 | 578 | -- | 431 |
| Apr | -- | 498 | -- | 257 |
| May | -- | 428 | -- | 154 |
| Jun | -- | 404 | -- | 146 |
| Jul | -- | 430 | 96 | 220 |
| Aug | -- | 441 | 78 | 177 |
| Sep | -- | 437 | 69 | 431 |
| Oct | -- | 430 | 68 | 374 |
| Nov | 763 | 466 | -- | 409 |
| Dec | 726 | 423 | -- | 576 |
| 1992 | | | | |
| Jan | -- | 424 | -- | 486 |
| Feb | -- | 441 | -- | 471 |
| Mar | -- | 468 | -- | 311 |
| Apr | -- | 466 | -- | 230 |
| May | -- | 423 | -- | 150 |
| Jun | -- | 379 | 120 | 189 |
| Jul | -- | 413 | 107 | 133 |
| Aug | -- | 460 | 97 | 114 |
| Sep | -- | 416 | 87 | -- |
| Oct | -- | 414 | 63 | -- |
| Nov | 902 | 509 | -- | 201 |
| Dec | 883 | 487 | -- | -- |

Source: SIMA – Serviço de Informação dos Mercados Agrícolas

NOTE: 1989 – 1990 data not available. Data for limes not available

## 4.2 MONTHLY PRICES OF VEGETABLES IN LISBON, ESCUDOS PER KILO, 1988–1992

| | French Beans | Eggplant | Asparagus | Sweet Peppers | Snow Peas |
|---|---|---|---|---|---|
| **1988** | | | | | |
| Jan | 384 | 356 | -- | 193 | -- |
| Feb | 422 | 268 | 800 | 186 | -- |
| Mar | 491 | 246 | 536 | 254 | -- |
| Apr | 212 | -- | 321 | 197 | 244 |
| May | 113 | -- | 302 | 90 | 182 |
| Jun | 49 | -- | 400 | 81 | 177 |
| Jul | 54 | -- | -- | 133 | -- |
| Aug | 133 | -- | -- | 80 | -- |
| Sep | 120 | -- | -- | 60 | -- |
| Oct | 135 | -- | -- | 56 | -- |
| Nov | 304 | -- | -- | 78 | -- |
| Dec | -- | -- | -- | 192 | -- |
| **1990** | | | | | |
| Jan | -- | -- | -- | 299 | -- |
| Feb | -- | -- | 1083 | 329 | -- |
| Mar | -- | -- | 636 | 334 | -- |
| Apr | -- | -- | 394 | 302 | 447 |
| May | 200 | -- | 309 | 130 | 246 |
| Jun | 110 | -- | -- | 111 | -- |
| Jul | 95 | -- | -- | 92 | -- |
| Aug | 180 | -- | -- | 51 | -- |
| Sep | 126 | -- | -- | 98 | -- |
| Oct | 157 | -- | -- | 118 | -- |
| Nov | 240 | -- | -- | 178 | -- |
| Dec | -- | -- | -- | 279 | -- |
| **1991** | | | | | |
| Jan | -- | 267 | -- | 305 | -- |
| Feb | -- | -- | -- | 264 | -- |
| Mar | -- | -- | 600 | 235 | 767 |
| Apr | -- | 224 | 500 | 298 | 525 |
| May | -- | -- | -- | 249 | 267 |
| Jun | 304 | -- | -- | 163 | -- |
| Jul | 111 | -- | -- | 127 | -- |
| Aug | 203 | -- | -- | 73 | -- |
| Sep | 181 | -- | -- | 90 | -- |
| Oct | 207 | -- | -- | 112 | -- |
| Nov | 160 | -- | -- | 147 | -- |
| Dec | -- | -- | -- | 196 | -- |

4.2 MONTHLY PRICES OF VEGETABLES IN LISBON, ESCUDOS PER KILO, 1988–1992 (continued)

| | French Beans | Eggplant | Asparagus | Sweet Peppers | Snow Peas |
|---|---|---|---|---|---|
| 1992 | | | | | |
| Jan | -- | -- | -- | 179 | -- |
| Feb | -- | -- | -- | 181 | -- |
| Mar | -- | -- | 617 | 209 | 483 |
| Apr | -- | 143 | 528 | 238 | 309 |
| May | 348 | 117 | -- | 229 | 197 |
| Jun | 219 | 107 | 600 | 173 | -- |
| Jul | 128 | 133 | -- | 170 | -- |
| Aug | 137 | -- | -- | 114 | -- |
| Sep | 192 | -- | -- | 101 | -- |
| Oct | 176 | 106 | -- | 110 | -- |
| Nov | 140 | -- | -- | 119 | -- |
| Dec | -- | -- | -- | 134 | -- |

ource: SIMA – Serviço de Informação dos Mercados Agrícolas

OTE: 1988 – 1992 data not available for chilies, asian vegetables, fresh herbs and galmi onions.

## ANNEX 5
## CIF PRICES, SELECTED COMMODITIES, EACH SHIPMENT IMPORTED TO PORTUGAL

Source: Directorate General of Customs, Agricultural Policy Division

| Annex 5.1 MANGOES, CIF PRICES, BY SHIPMENTS, 1992 | | | | |
|---|---|---|---|---|
| | COUNTRY OF ORIGIN | DATE | CIF PRICE | |
| | | | ESCUDOS/KILO | US$/KILO |
| | | | | |
| 1 | BRAZIL | 1/3 | 206.07 | 1.18 |
| 2 | BRAZIL | 1/6 | 301.47 | 1.72 |
| 3 | BRAZIL | 1/7 | 226.27 | 1.29 |
| 4 | BRAZIL | 1/8 | 516.45 | 2.95 |
| 5 | BRAZIL | 1/8 | 295.51 | 1.69 |
| 6 | BRAZIL | 1/13 | 303.53 | 1.73 |
| 7 | BRAZIL | 1/13 | 318.00 | 1.82 |
| 8 | BRAZIL | 1/13 | 321.72 | 1.84 |
| 9 | BRAZIL | 1/13 | 302.79 | 1.73 |
| 10 | BRAZIL | 1/15 | 321.72 | 1.84 |
| 11 | BRAZIL | 1/20 | 312.56 | 1.79 |
| 12 | BRAZIL | 1/21 | 321.65 | 1.84 |
| 13 | BRAZIL | 1/28 | 305.09 | 1.74 |
| | | | | |
| 14 | BRAZIL | 2/3 | 306.25 | 1.75 |
| 15 | BRAZIL | 2/10 | 305.22 | 1.74 |
| 16 | BRAZIL | 2/17 | 307.55 | 1.76 |
| 17 | VENEZUELA | 2/21 | 219.14 | 1.25 |
| 18 | BRAZIL | 2/26 | 269.02 | 1.54 |
| | | | | |
| 19 | VENEZUELA | 3/2 | 295.88 | 1.69 |
| 20 | SOUTH AFRICA | 3/4 | 235.48 | 1.35 |
| 21 | VENEZUELA | 3/6 | 270.94 | 1.55 |
| 22 | BRAZIL | 3/9 | 414.75 | 2.37 |
| 23 | BRAZIL | 3/23 | 395.55 | 2.26 |
| 24 | BRAZIL | 3/23 | 351.47 | 2.01 |
| 25 | VENEZUELA | 3/23 | 279.47 | 1.60 |
| 26 | BRAZIL | 3/25 | 350.75 | 2.00 |

MANGOES CONTINUED

| | | | | |
|---|---|---|---|---|
| 27 | VENEZUELA | 3/25 | 279.94 | 1.60 |
| | | | | |
| 28 | VENEZUELA | 4/3 | 281.29 | 1.61 |
| 29 | VENEZUELA | 4/6 | 281.29 | 1.61 |
| 30 | BRAZIL | 4/6 | 514.26 | 2.94 |
| 31 | BRAZIL | 4/13 | 529.70 | 3.03 |
| 32 | VENEZUELA | 4/13 | 262.54 | 1.50 |
| 33 | VENEZUELA | 4/14 | 436.12 | 2.49 |
| 34 | BRAZIL | 4/15 | 519.97 | 2.97 |
| 35 | VENEZUELA | 4/15 | 262.54 | 1.50 |
| 36 | VENEZUELA | 4/21 | 391.02 | 2.23 |
| 37 | BRAZIL | 4/29 | 560.38 | 3.20 |
| 38 | VENEZUELA | 4/29 | 262.54 | 1.50 |
| 39 | VENEZUELA | 4/29 | 236.59 | 1.35 |
| 40 | VENEZUELA | 4/29 | 327.27 | 1.87 |
| | | | | |
| 41 | BRAZIL | 5/4 | 541.08 | 3.09 |
| 42 | VENEZUELA | 5/4 | 272.93 | 1.56 |
| 43 | VENEZUELA | 5/4 | 265.87 | 1.52 |
| 44 | VENEZUELA | 5/4 | 261.44 | 1.49 |
| 45 | BRAZIL | 5/4 | 422.04 | 2.41 |
| 46 | BRAZIL | 5/8 | 421.15 | 2.41 |
| 47 | VENEZUELA | 5/8 | 262.42 | 1.50 |
| 48 | BRAZIL | 5/11 | 535.40 | 3.06 |
| 49 | BRAZIL | 5/18 | 536.93 | 3.07 |
| 50 | VENEZUELA | 5/18 | 181.51 | 1.04 |
| 51 | VENEZUELA | 5/18 | 297.22 | 1.70 |
| 52 | BRAZIL | 5/22 | 420.00 | 2.40 |
| 53 | VENEZUELA | 5/25 | 231.04 | 1.32 |
| 54 | VENEZUELA | 5/25 | 224.09 | 1.28 |
| 55 | VENEZUELA | 5/25 | 289.97 | 1.66 |

MANGOES CONTINUED

| | | | | |
|---|---|---|---|---|
| 56 | BRAZIL | 5/25 | 594.86 | 3.40 |
| | | | | |
| 57 | VENEZUELA | 6/1 | 246.25 | 1.41 |
| 58 | VENEZUELA | 6/1 | 256.63 | 1.47 |
| 59 | VENEZUELA | 6/1 | 248.82 | 1.42 |
| 60 | BRAZIL | 6/5 | 421.82 | 2.41 |
| 61 | VENEZUELA | 6/8 | 221.90 | 1.27 |
| 62 | VENEZUELA | 6/8 | 275.35 | 1.57 |
| 63 | VENEZUELA | 6/15 | 186.62 | 1.07 |
| 64 | GUINEA BISSAU | 6/15 | 256.41 | 1.47 |
| 65 | VENEZUELA | 6/23 | 208.05 | 1.19 |
| | | | | |
| 66 | VENEZUELA | 7/3 | 268.57 | 1.53 |
| 67 | VENEZUELA | 7/23 | 239.33 | 1.37 |
| 68 | VENEZUELA | 7/23 | 232.89 | 1.33 |
| 69 | VENEZUELA | 7/23 | 253.74 | 1.45 |
| 70 | BRAZIL | 7/27 | 327.65 | 1.87 |
| 71 | BRAZIL | 7/27 | 685.95 | 3.92 |
| 72 | BRAZIL | 7/29 | 224.67 | 1.28 |
| 73 | VENEZUELA | 7/31 | 265.92 | 1.52 |
| 74 | VENEZUELA | 7/31 | 227.09 | 1.30 |
| | | | | |
| 75 | BRAZIL | 8/3 | 666.36 | 3.81 |
| 76 | VENEZUELA | 8/4 | 218.82 | 1.25 |
| 77 | VENEZUELA | 8/10 | 264.19 | 1.51 |
| 78 | VENEZUELA | 8/13 | 208.33 | 1.19 |
| 79 | BRAZIL | 8/17 | 683.40 | 3.91 |
| 80 | VENEZUELA | 8/17 | 250.67 | 1.43 |
| 81 | BRAZIL | 8/17 | 397.65 | 2.27 |
| 82 | BRAZIL | 8/17 | 396.14 | 2.26 |
| 83 | VENEZUELA | 8/17 | 228.88 | 1.31 |

MANGOES CONTINUED

| | | | | |
|---|---|---|---|---|
| 84 | BRAZIL | 8/17 | 683.40 | 3.91 |
| | | | | |
| 85 | VENEZUELA | 8/18 | 251.83 | 1.44 |
| 86 | VENEZUELA | 8/25 | 260.42 | 1.49 |
| 87 | VENEZUELA | 8/25 | 254.63 | 1.46 |
| 88 | VENEZUELA | 8/28 | 2777.76 | 15.87 |
| 89 | BRAZIL | 8/31 | 778.77 | 4.45 |
| | | | | |
| 90 | BRAZIL | 10/2 | 383.76 | 2.19 |
| 91 | BRAZIL | 10/6 | 698.80 | 3.99 |
| 92 | BRAZIL | 10/9 | 381.53 | 2.18 |
| 93 | BRAZIL | 10/26 | 701.14 | 4.01 |
| | | | | |
| 94 | BRAZIL | 11/9 | 339.45 | 1.94 |
| 95 | BRAZIL | 11/9 | 356.13 | 2.04 |
| 96 | BRAZIL | 11/19 | 355.59 | 2.03 |
| 97 | BRAZIL | 11/23 | 341.04 | 1.95 |
| 98 | BRAZIL | 11/23 | 336.39 | 1.92 |
| 99 | BRAZIL | 11/23 | 277.60 | 1.59 |
| 100 | BRAZIL | 11/23 | 335.25 | 1.92 |
| 101 | BRAZIL | 11/27 | 276.16 | 1.58 |
| 102 | BRAZIL | 11/27 | 452.01 | 2.58 |

## Annex 5.2 MELONS, CIF PRICES, BY SHIPMENTS, 1992

| | COUNTRY OF ORIGIN | DATE | CIF PRICE | |
|---|---|---|---|---|
| | | | ESCUDOS/KILO | US$/KILO |
| 1 | BRAZIL | 2/3 | 306.16 | 1.75 |
| 2 | BRAZIL | 2/10 | 305.22 | 1.74 |
| 3 | BRAZIL | 2/17 | 307.67 | 1.76 |
| 4 | VENEZUELA | 2/21 | 211.67 | 1.21 |
| | | | | |
| 5 | VENEZUELA | 3/6 | 226.94 | 1.30 |
| 6 | VENEZUELA | 3/7 | 157.06 | 0.90 |
| 7 | BRAZIL | 3/16 | 170.20 | 0.97 |
| 8 | SOUTH AFRICA | 3/18 | 177.66 | 1.02 |
| 9 | VENEZUELA | 3/23 | 210.44 | 1.20 |
| | | | | |
| 10 | SOUTH AFRICA | 4/15 | 210.44 | 1.20 |
| | | | | |
| 11 | GUINEA BISSAU | 5/5 | 134.20 | 0.77 |

| Annex 5.3 PAPAYAS, CIF PRICES, BY SHIPMENTS, 1992 | | | | |
|---|---|---|---|---|
| | COUNTRY OF ORIGIN | DATE | CIF PRICE | |
| | | | ESCUDOS/KILO | US$/KILO |
| 1 | BRAZIL | 1/6 | 301.46 | 1.72 |
| 2 | BRAZIL | 1/13 | 213.74 | 1.22 |
| 3 | BRAZIL | 1/13 | 317.97 | 1.82 |
| 4 | BRAZIL | 1/20 | 312.56 | 1.79 |
| 5 | BRAZIL | 1/21 | 264.93 | 1.51 |
| 6 | BRAZIL | 1/28 | 305.09 | 1.74 |
| 7 | COLOMBIA | 1/31 | 251.75 | 1.44 |
| | | | | |
| 8 | BRAZIL | 2/3 | 306.24 | 1.75 |
| 9 | BRAZIL | 2/10 | 305.23 | 1.74 |
| 10 | BRAZIL | 2/17 | 307.63 | 1.76 |
| 11 | BRAZIL | 2/26 | 269.02 | 1.54 |
| 12 | BRAZIL | 2/28 | 400.00 | 2.29 |
| | | | | |
| 13 | BRAZIL | 3/9 | 276.48 | 1.58 |
| 14 | BRAZIL | 3/23 | 329.58 | 1.88 |
| 15 | BRAZIL | 3/23 | 348.85 | 1.99 |
| 16 | BRAZIL | 3/25 | 400.06 | 2.29 |
| | | | | |
| 17 | BRAZIL | 4/6 | 293.84 | 1.68 |
| 18 | BRAZIL | 4/13 | 302.68 | 1.73 |
| 19 | BRAZIL | 4/15 | 297.11 | 1.70 |
| 20 | BRAZIL | 4/29 | 320.17 | 1.83 |
| | | | | |
| 21 | BRAZIL | 5/4 | 309.18 | 1.77 |
| 22 | BRAZIL | 5/4 | 415.00 | 2.37 |
| 23 | BRAZIL | 5/8 | 417.20 | 2.38 |
| 24 | BRAZIL | 5/11 | 305.91 | 1.75 |
| 25 | BRAZIL | 5/18 | 279.09 | 1.59 |

PAPAYAS CONTINUED

| | | | | |
|---|---|---|---|---|
| 26 | BRAZIL | 5/18 | 415.82 | 2.38 |
| 27 | BRAZIL | 5/22 | 417.33 | 2.38 |
| 28 | BRAZIL | 5/25 | 339.94 | 1.94 |
| 29 | BRAZIL | 5/29 | 415.22 | 2.37 |
| | | | | |
| 30 | BRAZIL | 6/5 | 415.26 | 2.37 |
| 31 | BRAZIL | 6/8 | 306.13 | 1.75 |
| 32 | BRAZIL | 6/23 | 307.92 | 1.76 |
| | | | | |
| 33 | BRAZIL | 7/3 | 353.21 | 2.02 |
| 34 | BRAZIL | 7/27 | 326.45 | 1.87 |
| 35 | BRAZIL | 7/27 | 274.38 | 1.57 |
| 36 | BRAZIL | 7/28 | 349.11 | 1.99 |
| 37 | BRAZIL | 7/29 | 360.90 | 2.06 |
| | | | | |
| 38 | BRAZIL | 8/3 | 301.62 | 1.72 |
| 39 | BRAZIL | 8/3 | 266.54 | 1.52 |
| 40 | BRAZIL | 8/4 | 308.87 | 1.76 |
| 41 | BRAZIL | 8/4 | 259.42 | 1.48 |
| 42 | BRAZIL | 8/6 | 233.11 | 1.33 |
| 43 | BRAZIL | 8/17 | 273.36 | 1.56 |
| 44 | BRAZIL | 8/17 | 420.15 | 2.40 |
| 45 | BRAZIL | 8/17 | 380.29 | 2.17 |
| 46 | BRAZIL | 8/17 | 273.36 | 1.56 |
| 47 | BRAZIL | 8/20 | 223.75 | 1.28 |
| 48 | BRAZIL | 8/25 | 350.15 | 2.00 |
| 49 | BRAZIL | 8/28 | 364.67 | 2.08 |
| 50 | BRAZIL | 8/31 | 259.64 | 1.48 |
| | | | | |
| 51 | BRAZIL | 9/8 | 342.20 | 1.95 |
| 52 | BRAZIL | 9/14 | 260.34 | 1.49 |

PAPAYAS CONTINUED

| | | | | |
|---|---|---|---|---|
| 53 | COSTA RICA | 9/28 | 452.89 | 2.59 |
| | | | | |
| 54 | BRAZIL | 10/2 | 336.24 | 1.92 |
| 55 | BRAZIL | 10/6 | 279.56 | 1.60 |
| 56 | BRAZIL | 10/9 | 336.34 | 1.92 |
| 57 | BRAZIL | 10/12 | 344.47 | 1.97 |
| 58 | BRAZIL | 10/13 | 344.47 | 1.97 |
| 59 | BRAZIL | 10/23 | 333.68 | 1.91 |
| 60 | BRAZIL | 10/26 | 280.48 | 1.60 |
| 61 | BRAZIL | 10/29 | 225.40 | 1.29 |
| | | | | |
| 62 | BRAZIL | 11/4 | 364.24 | 2.08 |
| 63 | BRAZIL | 11/6 | 320.95 | 1.83 |
| 64 | BRAZIL | 11/9 | 341.10 | 1.95 |
| 65 | BRAZIL | 11/23 | 272.84 | 1.56 |
| 66 | BRAZIL | 11/23 | 349.01 | 1.99 |

| Annex 5.4 LIMES, CIF PRICES, BY SHIPMENTS, 1992 | | | | |
|---|---|---|---|---|
| | COUNTRY OF ORIGIN | DATE | CIF PRICE | |
| | | | ESCUDOS/KILO | US$/KILO |
| 1 | BRAZIL | 1/21 | 333.40 | 1.91 |
| | | | | |
| 2 | BRAZIL | 5/4 | 366.04 | 2.09 |
| 3 | BRAZIL | 5/8 | 368.32 | 2.10 |
| 4 | BRAZIL | 5/18 | 365.57 | 2.09 |
| 5 | BRAZIL | 5/29 | 365.00 | 2.09 |
| | | | | |
| 6 | BRAZIL | 7/29 | 449.13 | 2.57 |
| | | | | |
| 7 | BRAZIL | 8/6 | 139.45 | 0.80 |
| 8 | BRAZIL | 8/17 | 340.66 | 1.95 |
| | | | | |
| 9 | BRAZIL | 9/8 | 727.77 | 4.16 |

| Annex 5.5 ASIAN VEGETABLES, CIF PRICES, BY SHIPMENTS, 1992 | | | | |
|---|---|---|---|---|
| | COUNTRY OF ORIGIN | DATE | CIF PRICE | |
| | | | ESCUDOS/KILO | US$/KILO |
| | | | | |
| 1 | BRAZIL | 1/6 | 376.81 | 2.15 |
| 2 | BRAZIL | 1/13 | 397.42 | 2.27 |
| 3 | BRAZIL | 1/20 | 390.69 | 2.23 |
| 4 | BRAZIL | 1/28 | 381.41 | 2.18 |
| | | | | |
| 5 | BRAZIL | 2/3 | 382.81 | 2.19 |
| 6 | BRAZIL | 2/10 | 381.55 | 2.18 |
| 7 | BRAZIL | 2/17 | 384.49 | 2.20 |
| 8 | BRAZIL | 2/26 | 336.29 | 1.92 |
| | | | | |
| 9 | BRAZIL | 3/9 | 345.50 | 1.97 |
| 10 | BRAZIL | 3/23 | 329.55 | 1.88 |
| | | | | |
| 11 | BRAZIL | 4/6 | 367.35 | 2.10 |
| 12 | BRAZIL | 4/13 | 378.39 | 2.16 |
| 13 | BRAZIL | 4/15 | 371.26 | 2.12 |
| 14 | BRAZIL | 4/29 | 400.25 | 2.29 |
| | | | | |
| 15 | BRAZIL | 5/2 | 386.47 | 2.21 |
| 16 | BRAZIL | 5/4 | 436.16 | 2.49 |
| 17 | BRAZIL | 5/8 | 437.81 | 2.50 |
| 18 | BRAZIL | 5/11 | 382.30 | 2.18 |
| 19 | BRAZIL | 5/18 | 383.55 | 2.19 |
| 20 | BRAZIL | 5/25 | 424.89 | 2.43 |
| 21 | BRAZIL | 5/29 | 436.05 | 2.49 |
| 22 | BRAZIL | 6/5 | 437.76 | 2.50 |

ASIAN VEGETABLES CONTINUED

| | | | | |
|---|---|---|---|---|
| 23 | BRAZIL | 6/8 | 382.90 | 2.19 |
| 24 | BRAZIL | 6/23 | 384.96 | 2.20 |
| | | | | |
| 25 | BRAZIL | 7/29 | 116.83 | 0.67 |
| | | | | |
| 26 | BRAZIL | 8/3 | 376.92 | 2.15 |
| 27 | BRAZIL | 8/3 | 333.18 | 1.90 |
| 28 | BRAZIL | 8/4 | 385.97 | 2.21 |
| 29 | BRAZIL | 8/4 | 324.22 | 1.85 |
| 30 | BRAZIL | 8/17 | 412.26 | 2.36 |
| 31 | BRAZIL | 8/31 | 324.49 | 1.85 |
| | | | | |
| 32 | BRAZIL | 9/14 | 325.07 | 1.86 |
| | | | | |
| 33 | BRAZIL | 10/6 | 349.48 | 2.00 |
| 34 | BRAZIL | 10/26 | 350.65 | 2.00 |
| | | | | |
| 35 | BRAZIL | 11/23 | 341.08 | 1.95 |

## ANNEX 6
## PRODUCT SPECIFICATION REGULATIONS

1. Pineapples
   - Portaria nº 961-B/85 (December 30, Annex)
   - Decreto Reg. nº 82/85 (December 30, Annex)
   - EC Regulations to be published soon

2. Mangoes
   - OECD, Annex

3. Melons
   - OECD, Annex

4. French Beans
   - Not yet established

5. Papayas
   - Not yet established

6. Eggplants
   - EC Reg. nº 1292/81 (May 12)

7. Asparagus
   - OECD, Annex (EC regulation to be published soon)

8. Fresh Herbs
   - EC Reg. nº 58/62 (June 15)

9. Sweet Peppers
   - EC Reg. nº 79/88 (January 13)
   - EC Reg. nº 778/90 (July 10)

10. Strawberries
    - EC Reg. nº 899/87 (March 30)
    - EC Reg. nº 3594/89 (November 30)

11. Limes
    - OECD, Annex (Citrus)

12. Snow Peas
    - EC Reg. nº 58/62 (June 15)

**ANNEX 6**

**PRODUCT SPECIFICATION REGULATIONS (continued)**

13. Chilies
    - Not yet published

14. Asian Vegetables
    - Miscellaneous, not available

15. Onions
    - EC Reg. n° 2213/83 (July 28)
    - EC Reg. n° 1654/87 (June 12)
    - EC Reg. n° 1872/91 (June 28)

**ANNEX 7**
**PORTUGUESE TERMINOLOGY AND EC CODES**

| | English | Portuguese | EC Code |
|---|---|---|---|
| | FRUITS | FRUTAS | |
| 1. | Pineapple | | 08.04.30.00.0 |
| | a. Azores Variety | Ananás | |
| | b. Others | Abacaxi | |
| 2. | Mango | Manga | 08.04.50.00.0 |
| | a. Yellow Green | Amarelo Verde | |
| | b. Green | Verde | |
| | c. Others Colors | Outras Cores | |
| 3. | Melon | Melão | 08.07.10.90.0 |
| | a. Harvest King | Gália | |
| | b. Charentais | Charentais | |
| | c. Honey Dew | Melão Amarelo | |
| | d. Cantaloupe | Meloa | |
| 4. | Papaya | Papaia, Mamão | 08.07.20.00.0 |
| 5. | Strawberries | Morangos | 08.10.10.00.0 |
| 6. | Limes | Limas | 08.05.30.90.0 |
| | VEGETABLES | LEGUMES | |
| 7. | French Beans | Feijão Francês | 07.09.90.90.0 |
| | a. Bobby | | |
| | b. Fine | Favas | |
| | c. Extra Fine | Feijão Branco | |
| | | Feijão Carrapato | |
| | d. Green Beans | Feijão Verde | |
| | Runner Beans | | |
| 8. | Eggplants | Beringelas | 07.09.30.00.0 |
| 9. | Asparagus | Espargos | 07.09.20.00.0 |
| 10. | Fresh Herbs | Ervas Aromaticas | 07.08.20.00.0 |

**ANNEX 7**
**PORTUGUESE TERMINOLOGY AND EC CODES** (continued)

| | | | |
|---|---|---|---|
| 11. | Sweet Peppers | Pimento Doce | 07.09.60.10.0 |
| | a. Green | Pimento Verde | |
| | b. Red | Pimento Vermelho | |
| | c. Other Colors | Outras Cores | |
| 12. | Snow Peas | Ervilhas de Vagem | 07.08.10.00.0 |
| 13. | Chilies | Pimenta Malagueta | 07.09.60.99.0 |
| 14. | Asian Vegetables | Vegetais Asiáticos | 07.09.90.90.0 |
| 15. | Galmi Onion<br>Purple Onion | Cebola (Rôxa) | 07.03.10.00.0 |

## ANNEX 8
## LIST OF PERSONS INTERVIEWED

**IMPORTERS AND WHOLESALERS:**

| | |
|---|---|
| Mr. Domingos Fiel Lourenço | President, Henrique Fiel Lourenço, Lda. |
| Dr. Manuel Gonçalves Francisco | Executive Administrator, PLANCO Comércio Internacional, SA |
| Mr. Fernando Gomes de Azevedo | Commercial Director, Imports PLANCO Comércio Internacional, SA |
| Mr. Alexandre Brito | Commercial Director, Exports PLANCO Comércio Internacional, SA |
| Eng° Bernardo dos Santos | Managing Partner, ARSICA; Board Member, National Association of Wholesalers Importers and Exporters of Fruits and Horticultural Products (ANAIEF) |
| Mr. José A. Segurado | Director, FRUTEXPORTA |
| Mr. Helder Apolónia | Managing Partner, BRIJOFRUTAS |
| Mr. Luis Cardoso | Buyer, BRIJOFRUTAS |
| Mr. António Balhanas | Deputy Director, Food Purchasing, MAKRO Auto Serviço Grossista, SA |
| Eng° A. Franco Freire | Purchasing Manager, Perishables Lisbon Group of Food Product Suppliers (GRULA) |

**SHIPPERS:**

| | |
|---|---|
| Dr. Pedro Avilez Pereira | Assistant to the Board, PORTLINE |
| Mr. Francisco S. Paiva | Cargo Sales Manager, Air Portugal (TAP) |

**BUYER:**

| | |
|---|---|
| Engª Laura Castelo Branco | Buyer, MODIS (Continente) |

**RETAILER:**

| | |
|---|---|
| Dr. Amaro Monteiro | Department Manager, Pão de Acucar (Alfragide) |

**TRADER:**

| | |
|---|---|
| Mr. A. R. Ferreira | Director, SIDOIL, Sociedade de Produtos Agrícolas, Lda. (Trading Company) |

**GOVERNMENT OF PORTUGAL:**

| | |
|---|---|
| Eng° Tropa Alves | Directorate General of Competition and Prices |
| Dr. Jorge Lopes | Directorate General for Customs, Division of Agricultural Policy |

[For future reference, note the following other large importers: Martins & Santos; Frutas Sobrinho; Figueira, Lda.; Super Frutas Gadanho; Tayrona; O Melro; Empresa Portugesa de Exportação de Produtos Agrícolas, Lda.]