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North American Buyers Survey

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Table of Contents

Introduction

Section 1 Buyers Survey Results

- 1 1 Location of Respondents
- 1 2 Identification of Major Competitors
- 1 3 Overall Findings on Competitiveness with Other Suppliers
- 1 4 Strongest and Weakest Features of Moroccan Products Identified by Importers
- 1 5 Strongest and Weakest Features of Moroccan Packaging Identified by Importers
- 1 6 Buyer Survey Findings for Individual Products
 - 1 6 1 Olives
 - 1 6 2 Olive Oil
 - 1 6 3 Capers
 - 1 6 4 Onions, Cornichons, Peppers
 - 1 6 5 Anchovies
 - 1 6 6 Sardines
 - 1 6 7 Clementines
 - 1 6 8 Herbs and Spices
 - 1 6 9 Tomato Products
 - 1 6 10 Essential Oils
 - 1 6 11 Beer

Section 2 Analysis of US and Canadian Import Statistics

- 2 1 Overview of Performance
- 2 2 Performance of Selected Products in the US Market
 - 2 2 1 Overview of Performance
 - 2 2 2 Performance of Selected Products in US Market
- 2 3 Performance of Selected Products in the Canadian Market

Annex I US and Canadian Import Statistics

Executive Summary

The Morocco Agribusiness Promotion Project (MAPP) conducted a survey of US and Canadian buyers to evaluate MAPP sales and Moroccan product and packaging quality. The survey's objective was to obtain quantitative data on MAPP-facilitated sales of food products from buyers in the US and Canadian markets and to provide qualitative information on product quality, packaging quality, and reliability of supply from Moroccan producers and exporters. MAPP also analyzed US and Canadian import trends, market shares, and unit values for a range of agricultural products produced by Morocco.

Sixty-two US and Canadian buyers completed the survey. The survey respondents imported a range of products from Morocco, including olives, olive oil, capers, onions, cornichons, peppers, anchovies, sardines, clementines, herbs, spices, tomato powder, sun-dried tomatoes, tomato paste, essential oils, and beer.

Overall, Morocco ranked slightly above average with its competition in the market, receiving an average score of 6.0 on a scale of 1 (uncompetitive) to 10 (most competitive). Generally, price was considered the best competitive advantage held by Morocco, while overall product quality and packaging scored somewhat lower. Despite overall lower product quality, some buyers noted that the price paid was fair given that higher quality product was available from other suppliers. For the most part, buyers found business practices to be the most limiting factor affecting Moroccan competitiveness. Unsolicited comments from some buyers revealed that if it was not for price factors, they would prefer to switch to what they perceive to be more reliable and transparent suppliers.

Buyer perceptions varied depending on which products they were importing. For instance, buyers of clementines, herbs, spices, and essential oils ranked Morocco much more competitive overall than importers of sardines, olive oil, anchovies, and olives. Notably, buyers of the first group of products had a much better impression of Moroccan business practices. Those buyers who had imported from Morocco over a longer period, building long-standing relationships with suppliers there, or who had their own representatives in Morocco, were generally less concerned about business practices. Some long-term importers also commented that over time they have noticed an improvement in both quality and business practices.

More detailed findings from the buyers survey are presented in Section 1.

US and Canadian import statistics were analyzed for a range of agricultural products specified by MAPP project personnel. Volumes, values, import market share, and import unit values were obtained for products reported by the import statistics services.

Moroccan exports to the US of selected products increased 27 percent between 1992 and 1997, going from \$38 million to \$52 million. Olives, anchovies, olive oil, sardines, and dried tomatoes continue to account for the vast majority of the value of Moroccan exports to the US. These five products accounted for 93 percent of the total value of selected agricultural imports from Morocco in 1997, down only slightly from 95 percent in 1992. Of these five products, canned olives became the largest Moroccan export by value of all products studied, accounting for 42 percent of the total imports. The relative importance of canned anchovies and olive oil declined slightly, while the share comprised of dried tomatoes declined much more steeply. Few new products appeared on the US market, however, and beyond these products Morocco has diversified its exports to the US only marginally.

Canadian imports of selected agricultural products from Morocco fell 45 percent in value terms over the period 1992-1997, going from C\$57.7 million to C\$39.8 million (See Table 17). Clementine oranges accounted for 94 percent of the total value of the selected products in 1992, although this dropped to only 81 percent in 1997. Imports of clementines fell 46 percent in value and 70 percent in volume over the five years. Most remaining imports from Morocco were comprised of olives, paprika oleoresin, anchovies, olives oil, and sardines. Volumes of olives, olive oil, and paprika oleoresin increased sharply over the period, while Canadian imports of canned anchovies, sardines, and apricots fell substantially.

More detailed findings of the import statistics analysis are given in Section 2.

Section 1 Buyers Survey Results

Fintrac market information specialists surveyed US and Canadian importers of selected Moroccan products over the period April-May 1998. Surveys were conducted by telephone although in some cases importers requested the surveys be sent by facsimile. Survey results are presented in this section.

Importers were identified through the following sources:

- (a) a list provided by MAPP of importers known to have expressed an interest in importing or having previously purchased from Morocco (121 total names)
- (b) importers of selected products identified in the Thomas Register and known to import product from Morocco or other Mediterranean countries (67 total names), and
- (c) commercial invoices of import shipments from Morocco for three non-consecutive months over the last year as reported by Port Import Export Reporting Service (66 total names)

Due to duplicates or incorrect/unavailable contact information, a total of 192 of the 256 importers identified were telephoned during the survey. Sixty-two importers agreed to complete the questionnaire and reported that they had or were currently importing agricultural products from Morocco. Of these respondents, some did not answer all questions. This was particularly the case for questions dealing with packaging (considered irrelevant to many importers that purchased in bulk) and with volume and value of imports. For questions involving volume and value, many importers did not want to divulge the information, while others were unaware of the actual figures and did not have time to retrieve them. One hundred importers refused to take part in the survey and many of these would not even verify whether they had imported or currently import from Morocco. Thirty importers reported that they had never imported from Morocco, and some of these were informally interviewed to ascertain their reasons for not doing so and to determine if they were at all familiar with Moroccan product. Some importers in this latter group expressed an interest in finding potential sources of supply in Morocco, contact names will be forwarded to MAPP under separate cover.

In order to augment the lack of volume/value data available through the buyer survey process, Section 2 provides a statistical analysis of Moroccan import performance between 1992 and 1997 in the US and Canadian markets for certain agricultural products.

This section analyzes the results of the buyer surveys.

1 1 Location of Respondents

Of the 62 importers responding to the survey 59 are located in the US and 3 are located in Canada Breakdown by US state is as follows

New Jersey	20	Indiana	1
New York	17	Florida	1
California	7	Louisiana	1
Connecticut	2	Michigan	1
Illinois	2	New Mexico	1
Maryland	2	Pennsylvania	1
Massachusetts	2	Washington	1

1 2 Major Competitors

Survey respondents identified nineteen countries as Moroccan competitors for the selected products studied Some importers named more than one country for an individual product The most-mentioned competing country suppliers included

Spain	28	Argentina	1
Turkey	15	Bulgaria	1
Italy	5	China	1
Canada	3	Egypt	1
Greece	3	France	1
Chile	2	Germany	1
Portugal	2	India	1
Romania	2	Israel	1
Tunisia	2	Russia	1
USA	2		

Whether a supplier was mentioned by an importer depended on the product This explains the large number of mentions of Turkey and Spain, which are the main competitors to Morocco in olives, olive oil, and capers Competing suppliers to the US and Canadian markets are discussed in more detail and on an individual product basis later in this section as well in Section 2 which analyzes import trade statistics

A supplier breakdown by product group is given below in Table 2

1 3 Overall Findings on Competitiveness with Other Suppliers

For almost all product areas, it was evident that US and Canadian importers of Moroccan product do so primarily because of prices Lower prices, compared to those of competitors generally outweighed reported poorer quality substandard packaging, unreliable delivery, and unacceptable business practices Moroccan business practices were derided by a large majority of those importers surveyed and questions regarding this area spurred the most comments The overall impression was that if Morocco was not competitive on price, most importers would prefer to source from other suppliers Some importers surveyed have decided to source from other suppliers regardless of price, primarily because of what they perceive to be poor business ethics and unreliability of quality and delivery

Table 1 shows average measures of competitiveness for all Moroccan products and individual commodities or related groupings. The measurements given are on a scale of 1 (uncompetitive) to 10 (most competitive)

Table 1 Moroccan Competitiveness with Other Suppliers

Product	# Firms	Overall	Price	Quality	Business Practices	Packaging
ALL	62	6.0	7.6	6.8	4.7	6.2
Olives	24	5.7	6.9	6.4	4.0	5.6
Olive Oil	7	5.6	6.0	5.5	4.9	5.8
Capers	9	6.4	7.1	6.8	2.9	6.4
Onions, Cornichons, Peppers	2	5.5	3.5	5.0	3.0	3.0
Anchovies	9	5.8	8.2	7.2	4.7	7.4
Sardines	7	5.6	9.0	7.7	4.6	6.0
Clementines	4	8.0	8.0	10.0	8.0	-
Herbs & Spices (1)	15	6.7	7.9	6.2	6.8	6.9
Tomato Products (2)	4	6.3	9.0	7.0	4.8	5.5
Essential Oils (3)	2	7.0	7.5	5.0	5.0	9.0
Beer	2	1.0	7.0	7.5	1.5	7.0

Notes: Competitive scores are based on a scale from 1 (non-competitive) to 10 (most competitive). Not all importers ranked Morocco in each area, particularly the case for packaging for firms importing Moroccan product in bulk.

(1) includes rosemary, thyme, paprika, coriander, pimento, and other spices

(2) includes dried, powder, and paste

(3) includes rose and jasmine

Table 2 provides a breakdown of responses to questions on main competitors, product strengths/weaknesses, and packaging strengths/weaknesses by product group and overall. Note that percentages total responses and percentages in Table 2 may differ slightly from results shown in Tables 1 and 3-5 since product groupings are slightly different and individual importers may have imported several products from more than one product group. Therefore, these importers are given more weight in Table 2 than in the other tables.

Table 2 Responses to Questions Regarding Moroccan Products and Packaging

Question	Response	Clementines (4)	Canned Fish (14)	Olive Oil (7)	Beer (2)	Essential Oils (2)	Herbs & Spices (14)	Tomato Products (4)	Canned Fruit & Veg (27)	Total (62)	Percent
3 Main Competitors	Spain	4	6				5	3	16	34	27%
	h (price)	1	5	3			5	1		15	150%
	Turkey		1	3			2	2	8	16	13%
	a grades	1	1	2			3	2		9	90%
	h (overall quality)		3	2			2			7	70%
	e-appearance	3	2	1			1			7	70%
	g season	1	2				2	1		6	60%
	h (flavor/odor)	1	2	1		1				5	50%
	Italy			4					3	7	6%
	Greece			1					2	3	2%
	Canada							3		3	2%
	h (price vs quality)		1				1			2	20%
	c-color	1						1		2	20%
	b sizes			1				1		2	20%
	Chile			2						2	2%
	Portugal			2						2	2%
	USA							1		1	2%
	h (uniqueness of country)				1					1	10%
8 Product Strengths	Tunisia								1	1	1%
	India						1			1	1%
	China						1			1	1%
	Egypt					1				1	1%
	France								1	1	1%
	Germany					1				1	1%
	Argentina						1			1	1%
	Bulgana					1				1	1%
	Israel							1		1	1%
	Romania							1		1	1%
	Russia						1			1	1%
	d cleanliness									0	0%
	h (none)									0	0%
f varieties									0	0%	
9 Product Weaknesses	a grades						3	1		4	8%
	b sizes	1						1		2	4%
	c color							1		1	2%
	d cleanliness		1				6	2		9	18%
	e appearance		1	1				1		3	6%
	f varieties						1			1	2%
	g season		3				1	1		5	10%
	h (timely shipping)		3	2						5	10%
	h (negative image)		1							1	2%
	h (business practices)		2							2	4%
	h (overall quality)		1					2		3	6%
	h (quality control)			1			1			2	4%
	h (none)	3	1			1		1	1	7	14%
	h (packaging)			1						1	2%
	h (flavor)			1						1	2%
h (market knowledge)			1						1	2%	
h (price)							1		1	2%	
10 Packaging Strengths	a homogeneity		1							1	5%
	b quality			1				1		2	11%
	c-design			1						1	5%
	d color						1			1	5%
	e labeling				1		2	1		4	21%
	f (flexibility)		1	1						2	11%
	f (sizes)		1	1						2	11%
	f (none)		2	1						3	16%
	f (overall)							2	1	3	16%
11 Packaging Weaknesses	a homogeneity		1							1	4%
	b quality		1				2			3	13%
	c design		1	1						2	9%
	d color									0	0%
	e labeling		1	1				1		3	13%
	f (variability)		1							1	4%
	f (units of measure)		1							1	4%
	f (strength)		1							1	4%
	f (none)		2			1		2	2	7	30%
	f (availability)		2	1						3	13%
f (cleanliness)							1		1	4%	

1.4 Strongest and Weakest Features of Moroccan Products Identified by Importers

Price was mentioned most often by buyers when asked to identify the strongest features of Moroccan products. This is all the more surprising because it was not a listed choice on the questionnaire. Quality was also mentioned, sometimes on its own, but more often in relation to price (e.g. "quality is acceptable given the lower prices"). The various grades offered, product appearance, and season of availability round out the top five strongest features identified by buyers. See Table 3.

Table 3 Strongest Features of Moroccan Products as Identified by Importers

	% Mentioning
Price*	38%
Quality (generally in relation to price)*	18%
Grades offered	16%
Appearance	15%
Season of availability	15%
Odor/Taste/Flavor*	9%
Calibers/Sizes	9%
Color	5%
Cleanliness	4%
Varieties available	4%
None*	4%
Overall/Combination of Factors*	4%
Uniqueness of Morocco as a country*	2%

Notes "Percent mentioning" refers to percentage of total respondents (55) that stated factor

* This factor was not listed on the survey form and was volunteered by the respondents

Overall quality and cleanliness of product were the most mentioned weak features of Moroccan products. Some buyers said specifically that Moroccan products had no weaknesses of which they were aware. Business practices and timely delivery were also mentioned as major weaknesses. See Table 4.

Table 4 Weakest Features of Moroccan Products as Identified by Importers

	% Mentioning
Overall quality*	16%
Cleanliness	16%
None*	13%
Business ethics/practices*	13%
Timely delivery*	13%
Season of availability	11%
Grades offered	9%
Calibers/sizes	7%
Appearance	5%
Overall Moroccan reputation*	5%
Packaging*	5%
Varieties available	4%
Color	2%
Price*	2%
Unfamiliar with US consumers	2%

Notes: "Percent mentioning" refers to percentage of total respondents (55) that stated factor.

* This factor was not listed on the survey form and was volunteered by the respondents.

1.5 Strongest and Weakest Features of Moroccan Packaging as Identified by Importers

Less than half of respondents answered the two questions regarding strengths and weaknesses of Moroccan packaging. This was mostly because many buyers purchased in bulk and therefore had few if any comments on packaging. For the most part, buyers not responding considered packaging acceptable.

For those that did respond, 26 percent stated that Moroccan packaging had no strengths. However, 17 percent thought that the clarity of labeling was a strength. Other strengths identified included the design of packaging and availability of a range of sizes (and suitable sizes). Twenty-four percent of those buyers answering the question regarding weaknesses in Moroccan packaging said that there were none, while 20 percent mentioned packaging quality and 16 percent clarity of labeling. Packaging design, availability, and pack homogeneity were also considered major weaknesses. See Table 5.

Table 5 Strongest and Weakest Features of Moroccan Packaging as Identified by Importers

	Strongest	Weakest
None*	26%	24%
Clarity of labeling	17%	16%
Design of packaging	9%	12%
Good sizes*	9%	-
Packaging quality	4%	20%
Use of color	4%	-
Flexibility for customer*	4%	-
Availability*	-	12%
Homogeneity of pack	-	12%
Variability*	-	8%
Strength*	-	4%
Units of Measure*	-	4%
Cleanliness*	-	4%
	23 respondents	25 respondents

Notes: Percentage is percent of times mentioned by respondents to these questions. Some respondents gave more than one answer. Low number numbers of respondents to this question is due to the large number of importers buying bulk product.

* This factor was not listed on the survey form and was volunteered by the respondents.

1 6 Buyer Survey Findings for Individual Products

1 6 1 Olives

Twenty-four respondents reported importing olives from Morocco. Overall, buyers gave an average rating of 5.7 to Moroccan olives on the ten-point scale (one being least competitive and ten being most competitive). When rating Moroccan competitiveness in various areas, olive buyers gave an average rating of 6.9 for price, 6.4 for quality, 4.0 for business practices, and 5.6 for packaging. Individual ratings ranged widely (see Table 6). Price was mentioned most often as Morocco's key strength while business practices, unreliable supply, and quality issues were mentioned most frequently as main weaknesses. Spain and Italy were identified as Morocco's primary competitors.

Thirteen of the olive buyers reported import volumes from Morocco. These thirteen buyers imported an estimated 8 thousand MTs from Morocco last year, a significant portion of overall US imports from Morocco in 1997. Most respondents did not report prices paid. Of those that did, reported prices were between \$15,000 and \$25,000 per container.

Table 6 Buyer Survey Results for Olives

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	5	8	8	2	5	price	business habits
b	5	10	5	8	5	price	unreliable delivery
c	5	10	5	1	5	price	business practices response time
d	10	2	10			season of availability price	none
e	5	5	5	1		combination of factors	grades offered, calibers & sizes, cleanliness
f	2	1	3	1	1	grades offered	appearance
g	1			1			
h	10	10	5	4			
i		7	8	6	5	good quality fair price	labeling ethnic packaging
j	5	3	6	3	7	none	business practices
k	6	10	8	5	5	varieties available	
l	5	10	4	5	5	calibers and sizes	varieties available season of availability
m	3		5	1	6	combination of price and quality	overall image
n	4	10	6	3		appearance	none

Table 6 Buyer Survey Results for Olives

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
o	7	8	10	3		taste	consistency of supply
p	2	10	5	2	5	none	quality, service, reliability
q	6		5	6		appearance season of availability price	late arrivals
r	5	5	7	3	6	season of availability	business mentality
s	4	5	4	3		price	quality business ethics
t	7	4	8	1		relative price and quality	doing business
u	10	3		10	6	taste	packaging
v	70	7	9	9		calibers & sizes cleanliness	texture
w	6	9	7	3	5	price	cleanliness
x	8	8	7	10	10	price	quality

1 6 2 Olive Oil

Seven firms reported importing olive oil from Morocco. None of the firms would reveal price information, although based on the three firms that gave volume information, it is estimated that the seven firms surveyed accounted for more than three-quarters of total US imports from Morocco in 1997. Overall, the importers gave an average rating of 5.6 to Moroccan olive oil on the ten-point scale. Price competitiveness was rated highest with a 6.0 rating, although this was relatively low compared to the price rating received for other Moroccan products. An average 5.8 rating was received for packaging, followed by 5.5 for quality and 4.9 for business practices. Individual importer ratings ranged widely, from 1 to 10 in each rating area (see Table 7). Most mentioned strengths identified by buyers included price, grades offered, and quality. Importers differed on the main areas of weakness, but two noted that timely shipments are a major problem. Turkey, Italy, and Spain were considered Morocco's primary competitors.

Table 7 Buyer Survey Results for Olive Oil

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	6	8	6	8		grades offered, price	lack of familiarity with US consumer
b	4	8	3	3	7	appearance	lax quality control
c	10	3		10	6	taste	packaging
d	6	10	8	3		price, overall quality	shipping and distribution
e	2	1	3	1	1	grades offered	appearance
f	7	5	5	4		price	flavor
g	4	7	8	5	9	quality	timely shipments

1 6 3 Capers

Nine importers of capers were surveyed. Except for an extremely poor competitive rating for business practices (it was the lowest of all but one product with an average 2.9 on the ten-point scale), caper buyers rated Morocco generally higher in other areas: overall (6.4), price (7.1), quality (6.8), and packaging (6.4). Ratings from individual buyers varied (see Table 8). Turkey and Spain are Morocco's primary competitors. Most buyers could not cite individual strengths of Moroccan capers, although most stated that it was a combination of factors (primarily price and quality). Business practices were cited as the major competitive weakness. Five importers reported volumes imported from Morocco last year. Based on these figures it is estimated that the nine importers surveyed accounted for the vast majority of Moroccan capers imported into the US in 1997. Price information reported by the buyers is not thought to be accurate.

Table 8 Buyer Survey Results for Capers

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	5	8	8	2	5	price	business habits
b	10	9	10			combination of many	none
c	10	10	4	4			
d	3		5	1	6	combination of price and quality	overall image
e	5	3	6	3	7	none	business practices
f	5	5	5	1		combination of several	grades offered, calibers & sizes, cleanliness
g	5	10	4	5	5		varieties available, season of availability
h	7	4	8	1		relative price and quality	doing business
i	8	8	10	6	9	overall	right sizes

1 6 4 Onions, Cornichons, Peppers

Only two buyers of bottled/canned onions, cornichons and peppers responded to the survey. One imported all three products and the other only imported cornichons. Total imports from Morocco of these products by the buyers were reported at \$400 thousand in 1997 although, based on official trade statistics, actual imports were probably lower. Moroccan competitiveness was generally rated at average or below average, although the main strengths for Moroccan suppliers were considered price and a combination of price and quality.

Table 9 Buyer Survey Results for Onions, Cornichons and Peppers

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	6	2	5	5	3	price	packaging
b	5	5	5	1		combination of price & quality	grades offered, calibers & sizes, cleanliness

1 6 5 Anchovies

Nine respondents reported that they imported anchovies from Morocco. Seven of the nine buyers provided either volume or value information on levels of imports from Morocco in 1997. Based on this information, it is estimated that these seven buyers accounted for nearly 60 percent of total imports from Morocco that year.

Spain, Italy, and Chile were identified as Morocco's key competitors. Morocco's competitive position was rated strong for price (8.2 on the ten-point scale), packaging (7.4), and quality (7.2). However, business practices were rated much less competitively (4.7) which lowered the buyers' overall rating to 5.8 for Moroccan anchovies. While there was a variation of ratings by the nine importers (see Table 10), it was less pronounced than for other products. Price was mentioned most often as a key strength of Moroccan product, while unreliable delivery and business practices were mentioned as main weaknesses.

Table 10 Buyer Survey Results for Anchovies

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	7	10	8	3	9	calibers and sizes	negative image
b	5	10	5	8	7	price	unreliable shipping
c	7	4	8	1		relative price and quality	doing business
d	4	7	8	5	9	quality	timely shipments
e	8	8	7	10	10	price	quality
f	6	8	8	7	7		
g	4	10	6	3		appearance	
h	6	9	7	3	5	price	
i	5	8	8	2	5	price	business habits

1 6 6 Sardines

Seven survey respondents imported sardines from Morocco. Despite the limited volume and value reporting of imports by these buyers, these seven buyers are estimated to account for the majority of imports from Morocco in 1997. Morocco must compete with a number of suppliers in the market including Canada, Norway, Mexico, Thailand, Ecuador, Peru, Portugal, the UK, Japan, and Spain. Price was rated as the most competitive factor for Morocco (9.0 on the 10-point scale), followed by quality (7.7) and packaging (6.0). A low rating for business practices (4.6) contributed to the overall lower rating for Moroccan sardines (5.6). Price and overall quality were regarded as the key strengths for Moroccan product, while season of availability was regarded as the main weakness.

Table 11 Buyer Survey Results for Sardines

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	5	8	8	2	5	price	business habits
b	5	10	10	3	8	grades offered, price	season of availability
c	4	8	9	5	9	overall quality	season of availability
d	6	10	6	6	5		season of availability
e	6		5	6		appearance, season of availability, flavor	late arrivals
f	7		9	7	4	overall quality	appearance
g	6	9	7	3	5	price	cleanliness

1 6 7 Clementines

Four buyers reporting importing clementines from Morocco, three in the United States and one in Canada. Overall, buyers of clementines ranked Morocco higher than buyers of any other Moroccan product. They gave Morocco an average overall rating of 8.0 on the ten-point scale, and gave equally high ratings for quality, price, and business practices. Appearance was mentioned most often as the major competitive strength of Moroccan clementines, while only two buyers could identify weaknesses (one for price and the other for sizes). Spain was named by all as Morocco's primary competitor.

Table 12 Buyer Survey Results for Clementines

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a		10	10			grades offered, sizes, appearance, flavor	none
b	8	10	10	8		appearance	none
c	10	2	10			season of availability	price
d	6	10	10			appearance	sizes

1 6 8 Herbs and Spices

Fifteen respondents imported a variety of herbs and spices from Morocco. Herb and spice products imported from Morocco by these buyers included thyme, rosemary, paprika, oregano, coriander, and a range of other products.

Spain, Canada, and other Mediterranean countries were considered to be Morocco's main competition. Other specific countries mentioned were Turkey, Romania, China, Israel, and the USA. Overall, buyers were generally pleased with Moroccan product and gave it an average overall rating of 6.7 on the ten-point scale. Morocco's competitive position was weakest for quality (6.2), but was stronger for business practices (6.8), packaging (6.9), and price (7.9). Major strengths mentioned by the buyers for Moroccan product included price, season of availability, grades offered, and quality. Cleanliness was the most often cited weakness.

Table 13 Buyer Survey Results for Herbs and Spices

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	8	10	10	10		appearance	cleanliness
b	5	10	2	4	5	season of availability, price	grades offered, overall quality
c	10	10	10	10	10	price	none
d	8	8	8	8	8	price	varieties available
e	5	5	5	7		season of availability, price	grades offered
f	5	1	2	1	4	calibers and sizes	price
g	6	10	4	6	8	grades offered	cleanliness
h	5	10	3	8		color	cleanliness
i	9	10	9				
J		5	10			grade offered, overall quality	season of availability
k	6	8	8				
l	5	7		5			cleanliness
m	8	10	4	10		price	grades offered, overall quality
n	7	8	5	5	6	quality	cleanliness
o	7	7	7	7	7	grades offered	cleanliness

1 6 9 Tomato Products

Four importers reported purchasing tomato products from Morocco tomato powder (one) sun-dried tomatoes (two), and tomato paste (one)

The importer of tomato powder gave the highest rating (10) for Morocco overall as a supplier, and gave the same high rating for price, quality, business practices, and packaging The importer reported purchasing \$1 million of tomato powder from Morocco last year Price was considered the main strength and the importer identified no weaknesses Spain was mentioned as Morocco's primary competitor

The two importers of sun-dried tomatoes combined to import 215 MTs from Morocco last year One importer reported paying \$2 00 per kilogram Overall, Morocco was rated nearly equal on the ten point scale (at 6 and 7 respectively) Price was rated highest by both importers (6 & 10), while quality, business practices, and packaging were rated lower The two importers differed on business practices and packaging, with one rating both much lower than the other One importer mentioned grades offered as a major strength, while the other mentioned season of availability Both importers mentioned cleanliness as a problem, and one also mentioned grades, sizes, color, and appearance Spain and Turkey were identified as Morocco's major competitors

The importer of tomato paste did not reveal volume or value information, but reported that Spain is Morocco's primary competitor While price and quality were both rated highly (at 10 and 9, respectively), business practices and packaging were rated very low (both at 1) The importer gave an overall rating of 2 for Morocco Grades offered was considered a major strength of Morocco as a supplier, while season of availability was mentioned as a weakness Packaging quality was considered weak, although labeling was mentioned as a strength

Table 14 Buyer Survey Results for Tomato Products

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a (powder)	10	10	10	10	10	price	none
b (sun-dried)	7	6	5	2	3	season of availability	grades, sizes, color, cleanliness, appearance
c (paste)	2	10	9	1	1	grades	season of availability
d (sun-dried)	6	10	4	6	8	grades	cleanliness

Only two firms surveyed reported purchasing essential oils from Morocco. One firm imported both rose and jasmine oils from Morocco, while the other imported only rose oil. Egypt, Bulgaria, and Russia were named as Morocco's main competitors. Competitiveness rankings are given in Table 15, as well as identification of the key strengths and weaknesses. Only one buyer provided volume/value information, reporting purchases of 6 kilograms of rose oil in 1997 at \$4,000/kg.

Table 15 Buyer Survey Results for Essential Oils

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	8	10	-	-	9	odor	quality control, every batch is different
b	6	5	5	5	9	price in relation to quality	

Only two respondents reported having imported Moroccan beer in the past, but volumes were small (trial shipments) and both have not imported recently. While both importers were pleased overall with the price, quality, and packaging of the product, they were very disappointed in business practices. Because of the large number of potential beer suppliers from around the world, both felt that it was not worth their time to deal with Moroccan suppliers of this product.

Table 16 Buyer Survey Results for Beer

Buyer	Competitiveness Rankings					Key Strengths	Key Weaknesses
	Overall	Price	Quality	Business Practices	Packaging		
a	1		7	2	5	uniqueness of country	
b		7	8	1	9		

2.1 Overview of Performance

US and Canadian import statistics were analyzed for a range of agricultural products specified by MAPP project personnel. Not all products were reported in the import statistics for each country, those that were are listed in Tables 17 and 18.

US Market Overview Moroccan exports to the US of selected products increased 27 percent between 1992 and 1997, going from \$38 million to \$52 million. See Table 17. Olives, anchovies, olive oil, sardines, and dried tomatoes continue to account for the vast majority of the value of Moroccan exports to the US. These five products accounted for 93 percent of the total value of selected agricultural imports from Morocco in 1997, down only slightly from 95 percent in 1992. Of these five products, canned olives became the largest Moroccan export by value of all products studied, accounting for 42 percent of the total imports. The importance of canned anchovies and olive oil declined slightly, while the share comprised of dried tomatoes declined much more steeply. Over the period, it is notable that several new products are now being exported to the US from Morocco, including fresh clementines, paprika oleoresin, and fresh carnations. Exports of these items are still low, however, and beyond these products Morocco has diversified only marginally its exports to the US.

Make-Up of US Imports of Selected Agricultural Products from Morocco (based on value)

	<u>1992</u>	<u>1997</u>
Olives (canned)	23.7%	42.3%
Anchovies (canned)	29.4%	23.6%
Olive Oil	14.0%	11.3%
Sardines (canned)	8.5%	10.2%
Tomatoes (dried)	19.5%	5.1%
Paprika Oleoresin		2.0%
Capers (canned)	2.1%	1.9%
Clementine Oranges (fresh)		1.2%
Herbs/Spices	1.9%	0.9%
Carnations (fresh, stems thousands)		0.8%
Gherkins/Pickles (canned)	0.5%	0.4%
Other Selected Products	0.4%	0.2%
Total	100.0%	100.0%

Canadian Market Overview Canadian imports of selected agricultural products from Morocco fell 45 percent in value terms over the period 1992-1997, going from C\$57.7 million to C\$39.8 million. (See Table 18.) Clementine oranges accounted for 94 percent of the total value of the selected products in 1992, although this dropped to only 81 percent in 1997. Imports of clementines fell 46 percent in value and 70 percent in volume over the five years. Most remaining imports from Morocco were comprised of olives, paprika oleoresin, anchovies, olives oil, and sardines. Volumes of olives, olive oil, and paprika oleoresin increased sharply over the period, while Canadian imports of canned anchovies, sardines, and apricots fell substantially.

2 2 Performance of Selected Products in the US Market

US import statistics for the selected products are analyzed in this section, providing additional details on Morocco's market position, change over the period 1992-1997, and competitors. Note that, in this section, import value and import unit value is expressed as f a s (freight at side). Corresponding tables follow this section.

2 2 1 Fresh Mushrooms

Imports of fresh mushroom increased from 2,056 MTs (\$3.5 million) to 6,783 MTs (14.7 million) over the period 1992-1997. Canada's import market share has fallen from 96 percent in 1992 to 78 percent in 1997. China and Mexico have substantially increased exports to the US over the period and now account for 11 percent and 10 percent of import market share. Morocco supplied no product in either year. See Table 19.

2 2 2 Fresh Truffles

Imports of truffles have increased from 11 MTs (\$794 thousand) in 1992 to over 29 MTs (\$1.7 million) in 1997. Italy replaced France as the largest supplier to the market over the period. Morocco did not export any truffles to the US in either year. F a s import unit value is in the range of \$55-\$58 per kilogram from both Italy and France. See Table 20. (Note: The high import unit value shown in the table below for Spain is erroneous due to the small volumes imported.)

2 2 3 Fresh Strawberries

US imports of fresh strawberries increased from 10,796 MTs (\$15.1 million) to 14,479 MTs (\$26.1 million) over the period 1992-1997. Mexico supplied 95 of import demand in 1997 up from 86 percent in 1992. New Zealand and Canada accounted for most remaining imports in 1997 although smaller quantities were also received from Australia and Colombia. Morocco supplied no fresh strawberries to the US market in either 1992 or 1997. See table 21.

2 2 4 Carnations

US imports of carnations increased 31 percent in volume (to 1.2 billion stems) and 36 percent in value (to \$117 million) over the period. Colombia continues to dominate the market accounting for 94 percent of total import volume, down slightly from 96 percent in 1992. The period was marked by increasing supplies from other countries, most notably Ecuador, Guatemala, and Morocco. Morocco, which did not export any carnations to the US in 1992, exported 2.9 million stems in 1997 with a f a s value of \$430 thousand. Despite this increase, however, Morocco is only a very minor supplier to the market with an import market share of under one percent. Average f a s import unit values generally were in the range of \$0.10-\$0.20/stem. Central and South American suppliers were in the lower range, while the Netherlands was the highest cost supplier. Morocco's average import unit value was in the middle. See table 22.

2 2 5 Clementine Oranges

US imports of clementine oranges are grouped together with wilkings, mandarins, and other citrus hybrids for reporting purposes. Total imports of all of these products increased around 400 percent in both volume and value. Spain supplied 91 percent of all imports in 1997, followed by Australia (3 percent), South Korea (2 percent) and Morocco (2 percent). Jamaican supplies mostly the citrus hybrid Ugli (Unique) fruit and its exports

have dropped significantly. Morocco exported 592 MTs (\$605 thousand f a s) of clementines to the US in 1997 compared with no exports in 1992. Morocco had a more favorable average import unit value in 1997 than Spain in both f a s (\$1 02/kg vs \$1 23/kg) and c i f (\$1 31/kg vs \$1 43/kg) terms. See Table 23.

2 2 6 Melons

The US imported \$55 million or 164,582 MTs of fresh melons (excluding watermelons) in 1997, compared to only \$37 million or 103,911 MTs in 1992. Mexico and Central American suppliers dominate the import market, although small amounts also enter from Israel, Spain and other more distant suppliers. The US did not import melons from Morocco in either 1992 or 1997. See Table 24.

2 2 7 Onions

The US imported 259,074 MTs of fresh onions in 1997 worth an estimated \$127 million (f a s value). Imports since 1992 have increased 37 percent in volume terms, but only 14 percent in value. Mexico is the largest supplier to the market, accounting for 83 percent of total imports in 1997, followed by Canada (9%), Peru (3%), France (2%), and Chile (2%). Morocco was the fifteenth largest supplier in 1997, shipping 43 MTs worth an estimated \$45 thousand. While Moroccan exports have more than doubled in volume since 1992 when they were 21 MTs, they have fallen in value from \$68 thousand. See Table 25.

2 2 8 Canned Anchovies

Morocco remains the largest supplier of canned anchovies to the US, although its import market share has slipped somewhat from 54 percent to 50 percent over the period 1992-1997. Spain, Italy, and Chile have all increased their import market shares, while Argentina has also seen a decline. US imports increased from 2,725 MTs (\$20 million) to 3,149 MTs (22 million) over the period. Imports from Morocco increased from 1,484 MTs (\$11 million) to 1,583 MTs (\$12 million). In 1997, Spain had the highest f a s import unit value at \$7 86/kg, followed by Morocco (\$7 80/kg), Italy (\$5 68/kg), Chile (\$5 64/kg), and Argentina (\$4 06/kg). See Table 26.

2 2 9 Canned Sardines

US imports of canned sardines increased from \$45 million (16,561 MTs) to \$49 million (19,401 MTs) between 1992 and 1997. Many countries supply the market, although Mexico (25% import market share in 1997), Canada (18%), Thailand (15%), and Ecuador (9%) are the largest by volume. Morocco was the fifth largest supplier in 1997 and has increased its value (\$3 2 million to 5 3 million), volume (871 MTs to 1,438 MTs) and market share (5% to 7%) over the period. Morocco's average import unit value of \$3 71/kg is much higher than the unit value of other suppliers: Mexico (\$1 02/kg), Canada (\$3 47/kg), Thailand (\$1 60/kg), and Ecuador (\$1 22/kg). See Table 27.

2 2 10 Canned Olives

US imports of canned olives increased 10 percent in value (to \$181 million) and 18 percent in volume (to 78,249 MTs) over the period 1992-1997. Moroccan exports to the US more than doubled over the same period to 12,303 MTs and \$22 million. Morocco's import market share also doubled from 8 percent to 16 percent, although Spain is still the leading supplier despite its market share dropping from 79 percent to 67 percent. Other key suppliers include Greece (10% import share in 1997) and Turkey (3%), with smaller amounts entering from Portugal, Italy, France, Israel, and Mexico. Morocco had the

lowest average import unit value of the top three suppliers in 1997 at \$1 80/kg compared to Spain (\$2 37/kg) and Greece (\$2 90/kg) Turkey's import unit value however was only \$1 44/kg See Table 28

2 2 11 Capers

US imports of canned capers increased 55 percent in volume and 31 percent in value over the period 1992-1997 1997 imports stood at 1,639 MTs or \$7 0 million (f a s) Turkey is the largest supplier with 45 percent of import volume in 1997, down from 51 percent in 1992 Spain, the second largest supplier, increased its import market share from 29 percent to 32 percent over the same period Moroccan supplies accounted for 16 percent of total imports in 1997, down from 18 percent in 1992, although its exports did increase over the period Of the top three suppliers, Morocco has the lowest average f a s unit value at \$3,690/MT See Table 29

2 2 12 Onions in Vinegar and Acetic Acid

US imports of canned and other processed onions (excluding frozen) increased only slightly in volume terms between 1992 and 1997 (from 1,415 MTs to 1,468 MTs) Value increased more sharply from \$2 2 million to \$2 4 million Canada was the largest supplier to the market with a 42 percent import market share in 1997, followed by Israel at 16 percent Chile, China, Thailand, and the Netherlands all held 5 percent import market shares that year Morocco did not supply any product in either 1992 or 1997 See Table 30

2 2 13 Gherkins/Pickles/Cornichons

US imports of pickles (including gherkins and cornichons) increased substantially between 1992 and 1997 in both volume (4,755 MTs to 21,281 MTs) and value (\$5 million to \$15 million) terms Canada supplied 53 percent of volume imports in 1997, followed by India (11%) and Mexico (10%) Morocco was the ninth largest supplier in 1997 Despite an increase in exports to the US over the period 1992-1997 (121 MTs to 207 MTs, \$178 thousand to \$216 thousand), Morocco's market share has fallen from 3 percent to 1 percent Compared to most other importers, Morocco's f a s import unit value is rather high at \$1,045 per MT See Table 31

2 2 14 Olive Oil

US imports of olive oil increased 50 percent to 159 thousand MTs over the period 1992-1997 F a s value over the same period increased 72 percent to \$425 million Italy is the largest supplier to the market, with a 74 percent volume import share in 1997, down only one percentage point from 1992 Spain, the second largest supplier, also saw a one percentage point reduction in import share over the period to 12 percent Turkey remained the third largest supplier and increased its import market share from 4 percent to 8 percent Morocco was the fifth largest supplier after Greece in both years While import volume from Morocco remained at 2,555 MTs, F a s value increased 11 percent \$5 9 million Average import unit value increased from \$2,336/MT in 1992 to \$2,673/MT in 1997 In 1997, Morocco had the second lowest import unit value at \$2 325/MT See Table 32

2 2 15 Canned Apricots

Canned apricot imports declined by 37 percent in volume and 21 in value over the period 1992-1997 In 1997, imports totaled 940 MTs (\$1 4 million) Argentina, Australia, and South Africa each supplied more than 20 percent of import volume in 1997, significant

increases over 1992 levels. Israel which had been the top supplier in 1992 supplied no product in 1997. Spanish imports also declined significantly. Morocco was the tenth largest supplier in 1997, but its exports to the US were minimal and were lower than in 1992. Import unit values ranged widely. Of the top four suppliers, unit values were much higher for France and Argentina (\$2,400 and \$1,719, respectively) than for Australia and South Africa (\$972/MT and \$898/MT respectively). See Table 33.

2 2 16 Green Beans Preserved in Vinegar or Acetic Acid

Processed green bean imports have increased substantially since 1992, with 1997 imports reported at 14,972 MTs or \$10.9 million. Canada supplies 80 percent of import market demand. Morocco did not export to the US in either 1992 or 1997. See Table 34.

2 2 17 Jams and Jellies

US imports of jams and jellies fell in volume (17,691 MTs to 15,782 MTs) but increased in value (\$20.1 million to \$26.5 million) between 1992 and 1997. There are many suppliers to the market, Morocco is not one of them. Egypt is the third largest supplier with US imports of \$1.4 million in 1997, compared to barely more than \$7 thousand in 1992. See Table 35.

2 2 18 Wine

US imports of wine increased from \$1.1 million to \$1.7 million between 1992 and 1997. France supplied 45 percent of the import demand (value) in 1997, followed by Italy (26%), Chile (7%), Australia (7%), and Spain (5%). Many other countries, include Morocco also export smaller quantities to the US. In 1997, Morocco exported \$73 thousand to the US, up from \$49 thousand in 1992. See Table 36.

2 2 19 Beer

Morocco exported no beer to the US in 1992, and only a small quantity in 1997 (13 thousand liters, US\$12 thousand). This compares to total US beer imports of 1,651 million liters or \$1.5 billion in 1997. Total beer imports have increased more than 70 percent in both value and volume terms since 1992. Sixty other countries supply more beer to the US than does Morocco. Mexico accounted for 31 percent of volume imports in 1997 (up from 19 percent in 1992) making it the largest volume supplier to the market. The Netherlands accounted had a 26 percent import volume share in 1997, although in value terms it is the largest supplier. Canada, Germany, the United Kingdom, and Ireland are other major suppliers. Of the top ten suppliers, only Japanese product showed a decline in imports over the period 1992-1997. F A S unit values for beer imports averaged \$0.90/liter. Of the top ten suppliers, f a s unit values ranged from a low of \$0.53/liter for Canadian product to \$1.49/liter for Japanese beer. Average f a s unit value for Moroccan beer was \$0.96/liter in 1997. See Table 37.

2 2 20 Dried Apricots

The US imported 12,162 MTs or \$33 million (f a s) of dried apricots in 1997, up from only 8,266 MTs or \$19 million in 1992. Turkey dominates the market, with an import volume share of 95 percent. No product was imported from Morocco in either 1992 or 1997. Average f a s import unit value for Turkish product was \$2,732/MT in 1997. See Table 38.

2 2 21 Dried Tomatoes

US imports of dried tomatoes have fallen in both volume (7 786 MTs to 5 938 MTs) and value (\$32 million to \$22 million) since 1992. Over the same time, market shares have also changed quite dramatically. Spain which had been the top supplier in 1992 (35% import market share), dropped to second with 18 percent. Mexico, which has supplied only small quantities in 1992, increased its exports to the US becoming the largest supplier in 1997 (22 percent import share). Israel and Turkey also increased their exports to the US dramatically, becoming the third and fourth largest suppliers. Moroccan exports to the US dropped from 1,846 MTs in 1992 to 739 MTs in 1997. Its share of the import market dropped from 24 percent to 12 percent and it has become the fifth largest supplier (it was the second largest in 1992). The top five suppliers average f a s import unit values were all in the range of \$3 43-\$3 75/kg in 1997. See Table 39.

2 2 22 Thyme

US imports of thyme increased from 1,837 MTs (\$4 6 million) in 1992 to 2,114 MTs (\$5 5 million) in 1997. Morocco increased its market share over the period from 10 percent to 16 percent, at the expense of the top two suppliers (Spain and Turkey). In 1997, Morocco's average import unit value of \$0 85/kg was much lower than either for Spanish (\$3 16/kg) or Turkish (\$2 63/kg) product. See Table 40.

2 2 23 Oregano

US oregano imports remained relatively unchanged in 1997 compared to 1992. Turkey supplied 59 percent of the total 5,806 MTs imported in 1997, with Mexico supplying 34 percent and Greece accounting for 4 percent. Israel was the fourth largest supplier with a 3 percent market share. Morocco's exports to the US fell from 33 MTs to 24 MTs over the period. Morocco's average import unit value in 1997 was comparable to that for Turkey. See Table 41.

2 2 24 Mint

Morocco exported 28 MTs (\$23 thousand) of mint to the US in 1997. No imports from Morocco were recorded in 1992. Total imports have grown from 383 MTs (\$848 thousand) to 458 MTs (\$1 5 million) over the period. Egypt accounted for 36 percent of imports in 1997, although its volume and import share is lower than in 1992. Other main suppliers include Mexico, Hong Kong, Germany, and China. Morocco had the lowest f a s average import unit value of the top eight suppliers in 1997. See Table 42.

2 2 25 Parsley

US imports of parsley totaled \$2 7 million (753 MTs) in 1997, up from \$731 thousand (227 MTs) in 1992. Israel supplied 78 percent of imports in 1997, followed by Mexico (7%), Egypt (6%), and Morocco (3%). Of these suppliers, Morocco had the highest average import unit value in 1997 (\$4 06/kg, f a s), compared with Israel (\$3 72/kg), Mexico (\$3 17/kg), and Egypt (\$1 77/kg). See Table 43.

2 2 26 Paprika Oleoresin

US imports of paprika oleoresin were not reported in 1992. 1997 imports totaled 262 MTs worth \$8 5 million. India was the largest supplier with a 52 percent import market share, followed by Spain (24%), Morocco (9%), and Brazil (8%). Of the top three suppliers, Morocco had the highest average import unit value (\$43 17/kg), compared to India (\$31 24/kg) and Spain (\$38 26/kg). See Table 44. (Note: The low average import unit value for Brazilian product is most likely caused by statistically reporting errors.)

2 2 27 Thymol

US imports of thymol increased from 87 MTs (\$621 thousand) to 181 MTs (\$1.2 million) over the period 1992-1997. Germany was the largest supplier in 1997, accounting for 45 percent of import demand, followed by the UK (32%), France (17%), and India (5%). Morocco supplied no product to the US in either 1992 or 1997. See Table 45.

2 2 28 Camphor

US imports of camphor (both natural and synthetic) more than doubled over the period 1992-1997 to 697 MTs (\$1.8 million). Morocco did not export any product to the US in either year. China is the dominant supplier in the market (91 percent import market share in 1997), with most remaining import demand supplied by India, Hong Kong, and Taiwan. Of the top four suppliers, China had the lowest average f.a.s. unit value of \$2,565/MT. See Table 46.

2 2 29 Bergamot Oil

The US imported 37 MTs (\$1.7 million) of bergamot oil in 1997, down from 46 MTs (\$3.8 million) in 1992. In 1997, Italy had a 41 percent import market share, followed by France (25%), and Switzerland (11%). Morocco supplied no product to the US in either 1992 or 1997. See Table 47.

2 2 30 Geranium Oil

The US imported 58 MTs (\$2.8 million) of geranium oil in 1997, up from 53 MTs (\$2.0 million) in 1992. France, Egypt, and China were the major suppliers both years. Morocco supplied small quantities in 1992, but shipped no product in 1997. See Table 48.

2 2 31 Saffron

The US imported 11 MTs (\$4.6 million) of saffron in 1997, up from 5 MTs (\$3.2 million) in 1992. Value did not increase as quickly as volume, with the result that average import unit values have dropped. Spain remains the top supplier, accounting for 97 percent of total imports in 1997. Much smaller amounts also entered from Italy, Brazil, Greece, India, and Belgium. Morocco shipped 9 kilograms to the US in 1992, but no product in 1997. See Table 49.

2 2 32 Coriander

US imports of coriander increased from 2,313 MTs (\$1.5 million) to 3,101 MTs (\$2.7 million) over the period 1992-1997. Canada supplied 84 percent of import demand in 1997, followed by India (8%) and Bulgaria (5%). Morocco, which had supplied 12 percent of demand in 1992 (with exports of 266 MTs or \$211 thousand), shipped only 13 MTs (\$11 thousand) in 1997. Morocco's average import unit value in 1997 (\$0.79/kg) was the lower than any of the top 10 suppliers in 1997 with the exception of Bulgaria (\$0.68/kg). See Table 50.

2 2 33 Cumin

Morocco did not export any cumin to the US in either 1992 or 1997. Total US imports were 6,559 MTs (\$10.6 million) in 1997, down in value but up in volume from 1992. India supplied 31 percent of total imports in 1997, followed by Turkey (30%), Syria (19%), Pakistan (13%), and Greece (5%). Average import unit values for the top five

suppliers ranged between \$1 52/kg and \$1 70/kg in 1997 See Table 51

2 2 34 Sage

Morocco shipped 59 MTs (\$223 thousand) of sage to the US in 1992, but none in 1997 Total sage imports decreased from 2,415 MTs (\$5 6 million) to 2 008 MTs (\$3 4 million) over the period Albania remained the largest supplier with a 48 percent import market share in 1997, followed by Macedonia (16%), Greece (9%), and Turkey (9%) Average import unit value of these top four suppliers ranged between \$1 48/kg to \$1 73/kg in 1997 See Table 52

2 2 35 Bay Leaves

The US imported \$348 thousand (121 MTS) of bay leaves in 1997, up from \$50 thousand (29 MTs) in 1992 Turkey dominates the import market with a 96 percent share, with much smaller amounts entering from Spain, Bangladesh, and Egypt Morocco exported no bay leaves to the US in either 1992 or 1997 See Table 53

2 2 36 Basil

The US imported 2,765 MTs (\$3 6 million) of basil in 1997, up from 2,153 MTs (\$3 0 million) in 1992 Morocco exported no basil to the US in either year Egypt accounted for 83 percent of imports followed by Mexico (12%), Israel (3%), and Greece (1%) See Table 54

2 3 Performance of Selected Products in the Canadian Market

Canadian import statistics for the selected products are analyzed in this section, providing additional details on Morocco's market position, change over the period 1992-1997, and competitors Corresponding tables follow this section

2 3 1 Clementines

Canadian imports of clementine oranges are grouped together with wilkings, mandarins, and other citrus hybrids for reporting purposes Total imports of all of these products increased slightly in volume terms over the period 1992-1997, going from 63,782 MTs to 66,263 MTs However, import value decreased from C\$103 0 million to C\$94 3 million Morocco was the largest supplier in both 1992 and 1997, although its share of the market has been dropping as its shipments have declined and China and Spain have increased their exports to Canada Morocco's exports to Canada fell from 30,670 MTs (C\$54 5 million) to 20,969 MTs (\$32 1 million) between 1992 and 1997 Morocco's 1997 average import unit value of C\$1 53/kg is slightly below the C\$1 61/kg recorded by Spain See Table 55

2 3 2 Fresh Tomatoes

Canadian imports of fresh tomatoes increased from 145,632 MTs (C\$152 million) to 162,059 MTs (C\$182 million) over the period 1992 to 1997 The United States is the largest supplier to the market, although its import market share has fallen from 96 percent in 1992 to 79 percent in 1997 Mexico has increased its shipments to Canada nine-fold over the period and its import market share has increased from 2 percent to 17 percent Morocco was the third largest supplier in 1997, shipping 1,845 MTs (C\$2 6 million) in 1997 up from 279 MTs (C\$762 thousand) in 1992 Its import market share is only 1 percent however Other suppliers include Spain (1,837 MTs), the Netherlands (1,550 MTs) Belgium (428 MTs), and Israel (332 MTs) Morocco's average import unit value

of C\$1 43/kg in 1997 compares unfavorably with average import unit values from the US (C\$1 06/kg) and Mexico (C\$1 31/kg), but favorably with Spain (C\$1 86/kg) and the Netherlands (C\$1 87/kg) See Table 56

2 3 3 Fresh Bell/Hot Peppers

Canadian imports of fresh peppers (bell and hot types) more than doubled over the period 1992-1997, reaching 128,869 MTs (C\$162 million) The United States was the largest supplier to the market with a 87 percent import market share, followed by Mexico (10%), Spain (2%), the Netherlands (1%), and Israel (under 1%) Morocco supplied no product in either 1992 or 1997 See Table 57

2 3 4 Melons

Canadian imports of fresh melons (excluding watermelons) increased from 85,636 MTs (C\$52 million) to 114,213 MTs (C\$71 million) over the period 1992-1997 Morocco supplied no product in either 1992 or 1997 The United States was the largest supplier in 1997 accounting for 67 percent of total import volume, followed by Mexico (13%), Honduras (6%), Costa Rica (5%), Guatemala (4%), the Dominican Republic (2%), Ecuador (1%), and Panama (1%) Average import unit value in 1997 ranged between C\$0 58/kg to C\$0 78/kg for the top eight suppliers See Table 58

2 3 5 Truffles

Canadian imports of truffles increased from 4 MTs (C\$45 thousand) in 1992 to 15 MTs (C\$113 thousand) in 1997 Italy was the largest supplier in 1997, accounting for 52 percent of import volume The only other suppliers that year were the US (34 percent of total import volume), France (12%), and Switzerland (2%) See Table 59

2 3 6 Mushrooms

Canada imported C\$16 2 million or 6,737 MTs of fresh mushrooms in 1997, compared to only C\$2 0 million or 864 MTs in 1992 The United States accounted for 81 percent of import volume in 1997, down from 99 percent in 1992 China had a import market share of 18 percent in 1997 and supplied no product in 1992 Morocco did not export fresh mushrooms to Canada either year See Table 60

2 3 7 Carnations

Canada did not import any carnations from Morocco in either 1992 or 1997 Total imports grew from 7 6 million dozens (C\$12 6 million) to 9 2 million dozens (C\$18 8 million) over the period Colombia had a 92 percent import volume share in 1997, followed by Ecuador (4%), the US (3%), and Guatemala (1%) See Table 61

2 3 8 Roses

Canadian rose imports increased from 1 6 million dozens (C\$6 4 million) in 1992 to 3 9 million dozens (C\$18 3 million) in 1997 Colombia held a 54 percent import market share in 1997, followed by Ecuador (26%), the US (7%), Guatemala (7%), Mexico (3%), and the Netherlands (2%) Morocco shipped only 1,994 dozen (C\$9 thousand) in 1997, down from 6,552 dozen (C\$20 thousand) in 1992 Average import unit value for Moroccan product in 1997 was C\$4 46/dozen, compared to C\$4 62/dozen for Colombian roses and C\$4 23/dozen for Ecuadorian roses See Table 62

2 3 9 Canned Anchovies

Canadian imports of canned anchovies decreased from C\$4 2 million (380 MTs) to C\$2 8 million (338 MTs) between 1992 and 1997. Spain was the largest supplier in both years with import market shares of 58 percent and 41 percent, respectively. Moroccan import market share also dropped over the period, from 25 percent to 21 percent. Italy, the US, and Chile increased their exports to Canada over the period and took market share away from both Spain and Morocco. Moroccan exports to Canada fell from 95 MTs (C\$772 thousand) to 69 MTs (C\$551 thousand) between 1992 and 1997. See Table 63

2 3 10 Canned Sardines

Canadian imports of sardines also fell over the period 1992-1997, going from 5,539 MTs (C\$13 9 million) to 3,878 MTs (C\$10 6 million). Moroccan exports to Canada fell from 128 MTs to 43 MTs over the same period. The US was the largest supplier in 1997, with a 64 percent import market share, followed by Japan (7%), Thailand (7%), Portugal (6%), Norway (5%), Peru (4%), and Morocco (1%). See Table 64

2 3 11 Olives

Canadian imports of canned olives increased from 9,190 MTs (C\$19 8 million) to 10,880 MTs (C\$25 5 million) between 1992 and 1997. Spain supplied 32 percent of total import volume in 1997, down from 58 percent in 1992. Other major suppliers in 1997 included Greece (22% import market share), the US (20%), and Morocco (16%). Morocco increased its exports to Canada from 319 MTs (C\$469 thousand) in 1992 to 1,782 MTs (C\$3 3 million) in 1997. Moroccan average import unit value was only C\$1 86/kg in 1997, much lower than all of the other major suppliers with average import unit values ranging from C\$2 02/kg to C\$2 85/kg. See Table 65

2 3 12 Onions in Vinegar and Acetic Acid

Canadian imports of canned and other processed onions (excluding frozen) decreased from 309 MTs (C\$389 thousand) in 1992 to 203 MTs (C\$274 thousand) in 1997. The UK accounted for 38 percent of import volume in 1997, followed by the Netherlands (30%), Israel (18%), Italy (3%), Thailand (2%), Japan (2%), and the US (1%). Morocco shipped no product to Canada in either 1992 or 1997. See Table 66

2 3 13 Gherkins/Pickles/Cornichons

Canadian imports of pickles in jars or cans decreased from \$9 6 million to \$7 4 million between 1992 and 1997. Morocco supplied no product in either year. The US held a 72 percent import market in 1997, followed by Turkey (4%), India (4%), Poland (3%), Thailand (3%), and Greece (3%). See Table 67

Canadian imports of cucumbers or gherkins preserved in vinegar or acetic acid increased from 6,469 MTs (C\$6 4 million) to 8,904 MTs (C\$9 7 million) over the period 1992-1997. The United States was the largest supplier in 1997 with a 86 percent import market share, followed by Turkey (4%), Poland (3%), Hungary (2%), and India (1%). Morocco was the sixth largest supplier in 1997. Its exports to Canada increased from 49 MTs (C\$75 thousand) in 1992 to 71 MTs (C\$82 thousand) in 1997. See Table 68

2 3 14 Olive Oil

Canadian imports of olive oil increased from 11,694 MTs (C\$36 0 million) in 1992 to 18 110 MTs (C\$75 4 million) in 1997. Italy supplied 73 percent of the market in 1997

followed by Spain (12%) Greece (7%) Portugal (2%) Lebanon (1%) the US (1%) and Turkey (1%) Morocco shipped no product in 1992 but exported 31 MTs (C\$127 thousand) to Canada in 1997 See Table 69

2 3 15 Canned Apricots

Moroccan exports of canned apricots to Canada fell from 238 MTs (C\$338 thousand) in 1992 to 22 MTs (C\$32 thousand) in 1997 Morocco's import market share fell from 16 percent to 2 percent Total Canadian imports of canned apricots fell from 1,456 MTs (C\$2 0 million) to 946 MTs (C\$1 4 million) The US was Canada's largest supplier in 1997 with a 29 percent import market share, followed by South Africa (25%), Australia (21%), and Spain (14%) Moroccan average import unit value was C\$1 48/kg in 1997, compared to C\$1 43/kg for the US, C\$1 39/kg for South Africa and Australia, and C\$1 70/kg for Spain See Table 70

2 3 16 Green Beans Preserved in Vinegar or Acetic Acid

Processed green bean imports increased from C\$6 million to C\$10 million in value terms over the period 1992-1997 and from 7,358 MTs to 10,154 MTs in volume terms The United States had an 83 percent import market share in 1997, followed Japan (4%), the UK (3%), and China (2%) Morocco shipped no product to Canada in either 1992 or 1997 See Table 71

2 3 17 Jams and Jellies

Canadian imports of jams and jellies remained steady in volume (6,923 MTs) but increased in value (C\$12 6 million to C\$14 0 million) between 1992 and 1997 Morocco supplied no product to Canada in either year Main suppliers include the US (40 percent import market share in 1997), France (10%), Germany (8%), the UK (8%), Belgium (5%), Switzerland (5%), Poland (3%), and Lebanon (2%) See Table 72

2 3 18 Wine

Canadian imports of wine increased from C\$332 million (138 million liters) to C\$528 million (174 million liters) between 1992 and 1997 France supplied 32 percent of the import demand in 1997, followed by the US (18%), Chile (16%), Italy (15%), and Australia (4%) Morocco shipped only 2,700 liters (C\$11 thousand) in 1997, up from 2 340 liters (C\$10 thousand) in 1992 See Table 73

2 3 19 Beer

Morocco exported no beer to Canada in either 1992 or 1997 Total Canadian beer imports increased from 70 million liters (C\$57 million) to 111 million liters (C\$118 million) between 1992 and 1997 The US had a 52 percent import market share in 1997, followed by Mexico (15%), the Netherlands (8%), the UK (8%), Ireland (6%), and Germany (5%) See Table 74

2 3 20 Dried Apricots

Canada imported 1,641 MTs (C\$5 million) of dried apricots in 1992, compared to 1,623

MTs (C\$6 million) in 1997. Turkey accounted for 83 percent of imports in 1997 with lesser amounts entering from the US (13%), Hong Kong (1%), the UK (1%) and Syria (1%). Morocco exported no dried apricots to Canada in either 1992 or 1997. See Table 75.

2 3 21 Thyme and Bay Leaves

Canadian imports of thyme and bay leaves increased from 236 MTs (C\$697 thousand) to 329 MTs (C\$1.2 million) over the period 1992 to 1997. Moroccan exports to Canada increased from 11 MTs (C\$23 thousand) to 18 MTs (C\$35 thousand) over the period, although its import market share in both years was only 5 percent. The US was the largest supplier to the market with a 21 percent import market share in 1997, followed by Spain (20%), France (17%), Turkey (16%), and Jamaica (10%). See Table 76.

2 3 22 Saffron

Canadian imports of saffron increased from C\$544 thousand (7 MTs) in 1992 to C\$621 thousand (8 MTs) in 1997. Spain accounted for 75 percent of total import volume in 1997, followed by the US (7%), Iran (6%), and Italy (5%). Morocco did not export any saffron to Canada in either 1992 or 1997. Average import unit value for the top four suppliers ranged between C\$52.62/kg to C\$85.40/kg. See Table 77.

2 3 23 Cumin

Canadian imports of cumin increased from 233 MTs (C\$673 thousand) in 1992 to 371 MTs (C\$961 thousand) in 1997. India supplied 43 percent of total imports in 1997, followed by Turkey (40%), Iran (10%), and the US (4%). Morocco exported no cumin to Canada in either 1992 or 1997. Average import unit value for the top four suppliers in 1997 was in the range of C\$2.29/kg to C\$3.30/kg. See Table 78.

2 3 24 Coriander

Morocco less than 1 MT (C\$2 thousand) of coriander to Canada in 1997, down sharply from 46 MTs (C\$64 thousand) in 1992. Total imports increased from 134 MTs to 144 MTs over the period. India replaced Morocco as the largest supplier to the market in 1997 with a 70 percent import market share. The US supplied 19 percent of import volume in 1997 followed by Austria (7%), the UK (1%), and Morocco (1%). Of the top five suppliers, India had the lowest average import unit value in 1997 with C\$1.56/kg, followed by Morocco (C\$1.76/kg), the US (C\$1.85/kg), Austria (C\$1.99/kg), and the UK (C\$2.02/kg). See Table 79.

2 3 25 Paprika Oleoresin

Morocco is the third largest supplier of paprika oleoresin to Canada. In 1997, Morocco shipped 33 MTs (C\$785 thousand) to Canada, compared to 4 MTs (C\$225 thousand) in 1992. Total imports of paprika oleoresin have increased from 62 MTs (C\$2.0 million) to 192 MTs (C\$2.5 million) over the period. The US was the top supplier to the market in 1997 with a 60 percent import market share, followed by Spain (18%), Morocco (17%) and India (5%). See Table 80.

2 3 26 Camphor

Canadian imports of camphor increased from 18 MTs (C\$99 thousand) to 34 MTs (C\$159 thousand) over the period 1992-1997. China accounted for 73 percent of imports in 1997, followed by the US (18%), Hong Kong (3%), Taiwan (3%), and India (2%). Morocco supplied no camphor to Canada in either 1992 or 1997. See Table 81.

2 3 27 Mint Essential Oils

Canadian imports of mint essential oils increased from 129 MTs (C\$6.1 million) to 181 MTs (C\$9.8 million) over the period 1992-1997. The US supplied 95 percent of imports in 1997, followed by India (5%), the UK (3%), Italy (2%), and Spain (2%). Morocco supplied no product in either 1992 or 1997. See Table 82.

2 2 28 Geranium Oil

Canada imported 3 MTs (C\$162 thousand) of geranium oil in 1997, up from under 1 MT (C\$161 thousand) in 1992. In 1997, the US had 81 percent import market share, followed by China (12%), the UK (2%), and Egypt (1%). Morocco supplied no product to Canada in either 1992 or 1997. See Table 83.

2 2 29 Bergamot Oil

Canada imported 4 MTs (C\$88 thousand) of bergamot oil in 1997, up from 2 MTs (\$51 thousand) in 1992. The US supplied 58 percent of imported volume in 1997, followed by the UK (19%) and Italy (15%). Morocco supplied no product to Canada in either 1992 or 1997. See Table 84.

**ANNEX I US and Canadian Import Statistics
Tables 17 to 84**

Table 17 Summary Table of US Imports from Morocco of Selected Agricultural Products

	FAS Value (\$000s)			Volume (MTs unless otherwise stated)			Import Market Share (%)	
	1992	1997	Change	1992	1997	Change	1992	1997
Mushroom (fresh)								
Truffles (fresh)								
Strawberries (fresh)								
Carnations (fresh stems thousand)		430	100%		2944	100%		<1%
Clementine Oranges (fresh)		605	100%		592	100%		2%
Melons (fresh)								
Onion (fresh)	68	45	51%	21	43	51%	<1%	<1%
Anchovies (canned)	11,194	12,355	9%	1484	1583	6%	54%	50%
Sardines (canned)	3,239	5,333	39%	871	1,438	39%	5%	7%
Olives (canned)	9,016	22,117	59%	5515	12,303	55%	8%	16%
Capers (canned)	785	985	20%	190	267	29%	18%	16%
Onions (canned)								
Gherkins/Pickles (canned)	178	216	18%	121	207	42%	3%	1%
Olive Oil	5,347	5,939	10%	2,555	2,555		2%	2%
Apricots (canned)	55	22	150%	29	12	142%	2%	1%
Green Beans (canned)								
Jams/Jellies								
Wine	49	73	33%	n/a	n/a		<1%	<1%
Beer (liters 000s)		12	100%		13	100%		<1%
Apricots (dried)								
Tomatoes (dried)	7,414	2,686	176%	1,846	739	-150%	24%	12%
Thyme	219	289	24%	181	341	47%	10%	16%
Oregano	78	56	39%	33	24	-38%	1%	<1%
Mint		23	100%		28	100%		6%
Parsley		91	100%		23	100%		3%
Paprika Oleoresin	n.a.	1,051	n.a.	n.a.	24	n.a.	n.a.	9%
Thymol								
Camphor								
Bergamot Oil								
Geranium Oil	30			1			1%	
Saffran	12			<1			<1%	
Coriander	211	11	-1818%	266	13	-1946%	12%	<1%
Cumin								
Sage	223			60			2%	
Bay Leaves								
Total	38,118	52,339	27%					

Source US Census Bureau

Make Up of US Imports of Selected Agricultural Products from Morocco (based on value)

	1992	1997
Olives (canned)	23.7%	42.3%
Anchovies (canned)	29.4%	23.6%
Olive Oil	14.0%	11.3%
Sardines (canned)	8.5%	10.2%
Tomatoes (dried)	19.5%	5.1%

Table 18 Summary Table of Canadian Imports from Morocco of Selected Agricultural Products

	Value (C\$ 000s)			Volume (MTs unless otherwise stated)			Import Market Share (Vol)	
	1992	1997	Change	1992	1997	Change	1992	1997
Tomatoes (fresh)	762	2 639	71%	279	1845	85%	<1%	1%
Fresh Bell/Hot Peppers (fresh)	0	0		0	0		0%	0%
Melons (fresh)	0	0		0	0		0%	0%
Truffles (fresh)	0	0		0	0		0%	0%
Mushroom (fresh)	0	0		0	0		0%	0%
Clementine Oranges (fresh)	54 545	32 063	70%	30 670	20 969	46%	48%	32%
Carnations (stems thousands)	0	0		0	0		0%	0%
Roses (stems thousands)	20	9	122%	79	24	229%	<1%	<1%
Anchovies (canned)	772	551	-40%	95	69	-38%	25%	21%
Sardines (canned)	441	106	316%	128	43	198%	2%	1%
Olives (canned)	469	3,320	86%	319	1782	82%	3%	16%
Onions (canned)	0	0		0	0		0%	0%
Gherkins/Pickles	75	82	9%	49	71	31%	1%	1%
Olive Oil	0	127	100%	0	31	100%	0%	<1%
Apricots (canned)	338	32	956%	238	22	982%	16%	2%
Green Beans (canned)	0	0		0	0		0%	0%
Jams/Jellies	0	0		0	0		0%	0%
Wine (liters 000s)	10	11	9%	2	3	33%	<1%	<1%
Beer (liters 000s)	0	0		0	0		0%	0%
Apricots (dried)	0	0		0	0		0%	0%
Thyme & Bay Leaves	23	35	34%	11	18	39%	5%	5%
Saffron	0	0		0	0		0%	0%
Cumin	0	0		0	0		0%	0%
Coriander	64	2	-3100%	46	1	-4500%	34%	1%
Paprika Oleoresin	225	785	71%	4	33	88%	6%	17%
Camphor	0	0		0	0		0%	0%
Mint Oil	0	0		0	0		0%	0%
Geranium Oil	0	0		0	0		0%	0%
Bergamot Oil	0	0		0	0		0%	0%
Total	57 744	39 762	-45%					

Table 19 US Imports of Fresh Mushrooms

Suppliers	MTs		FAS Value (\$000s)		CIF Value (\$000s)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Canada	1 969	5 304	3 100	12,278	3 158	12 393	96%	78%	1 57	2 31
China	21	739	59	870	116	3 068	1%	11%	2 75	1 18
Mexico	0	663	0	1 092	0	1 237	0%	10%		1 65
France	13	34	98	254	139	325	1%	1%	7 78	7 47
Hong Kong	0	19	0	17	0	18	0%	0%		0 92
Taiwan	1	6	3	14	4	15	0%	0%	3 55	2 39
Japan	36	5	186	35	363	40	2%	0%	5 20	7 38
South Africa	0	5	0	56	0	75	0%	0%		11 83
Others	16	9	72	68	142	102	1%	0%	4 45	7 60
Total	2 056	6 783	3 518	14 684	3 921	17 273	100%	100%	1 71	2 16

Note HS 070921

Source US Census Bureau

Table 20 US Imports of Truffles

Supplier	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
France	7 031	9 183	532 399	511 331	557 849	543 109	4%	3%	76	56
Spain	37	9	14 992	1 463	15 434	1 483	0%	0%	405	163
Italy	3 872	20 103	246 700	1 160 956	254 558	1 210 043	2%	6%	64	58
Total	10 940	29 295	794 091	1 673 750	829 833	1 756 632	6%	8%	73	57

Note HS2003200000

Source US Census Bureau

Table 21 US Imports of Fresh Strawberries

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Mexico	9 238 003	13 743 970	11 127 227	23 682 452	11 468 842	24 212 146	86%	95%	1 20	1 72
New Zealand	407 409	575 745	1 224 472	1,995,825	2 068 169	3 671 734	4%	4%	3 01	3 47
Canada	4 377	87 861	10 290	185 580	10 439	190 081	0%	1%	2 35	2 11
Australia	38 502	32 992	140 806	152 242	220 643	269 551	0%	0%	3 66	4 61
Colombia	513 806	28 937	2 002 865	84 653	2 450 835	107 728	5%	0%	3 90	2 93
Argentina	3 427	7 060	10 094	20 320	14 349	26 762	0%	0%	2 95	2 88
Guatemala	560 870	1 786	535 918	1 296	919 805	2 307	5%	0%	0 96	0 73
Netherlands	0	600	0	6 442	0	8 275	0%	0%		10 74
Costa Rica	3 132	0	4 573	0	6 472	0	0%	0%	1 46	
Israel	1 398	0	1 398	0	3 760	0	0%	0%	1 00	
Sweden	190	0	4 152	0	4 973	0	0%	0%	21 85	
Hungary	3 524	0	3 947	0	4 895	0	0%	0%	1 12	
Ecuador	12 689	0	22 420	0	31 624	0	0%	0%	1 77	
Chile	9 215	0	17 389	0	30 156	0	0%	0%	1 89	
Total	10 796 542	14 478 951	15 105 551	26 128 810	17 234 962	28 488 584	100%	100%	1 40	1 80

Note Aggregate HS 081010

Source US Customs Bureau

Table 22 US Imports of Carnations

	Stems (000s)		FAS Value (\$000s)		CIF Value (\$000s)		Import Market Share (Volume)		FAS Unit Value per Stem	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Colombia	892 079	1 132 652	83 144	109 614	100 432	134 924	96%	94%	0 09	0 10
Ecuador	10 755	45 997	1 126	4 702	1 541	6 007	1%	4%	0 10	0 10
Guatemala	4 757	17 827	356	1 573	442	2 096	1%	1%	0 07	0 09
Morocco	0	2 944	0	430	0	607	0%	0%		0 15
Mexico	4 021	2 613	254	151	266	166	0%	0%	0 06	0 06
Bolivia	114	1 844	9	170	11	228	0%	0%	0 08	0 09
Netherland	237	1 133	57	239	84	340	0%	0%	0 24	0 21
Turkey	25	985	3	176	5	237	0%	0%	0 10	0 18
Spain	0	474	0	80	0	109	0%	0%		0 17
Israel	502	422	62	46	126	86	0%	0%	0 12	0 11
Others	12 281	503	1 097	74	1 508	103	1%	0%	0 09	0 15
Total	924 770	1 207 395	86 108	117 254	104 416	144 903	100%	100%	0 09	0 10

Note HS 0603103000 (spray) and HS 060310030 (standard)

Source US Census Bureau

Table 23 US Imports of Clementine Oranges, Wilkings, Mandarins, and Other Citrus Hybrids

	MTs		FAS (\$000s)		CIF (\$000s)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Spain	5 967	34 381	7 567	42 226	9 064	49 233	80%	91%	1 27	1 23
Australia	0	1 146	0	1 187	0	1 499	0%	3%		1 04
South Korea	0	793	0	855	0	941	0%	2%		1 08
Morocco	0	592	0	605	0	773	0%	2%		1 02
Jamaica	803	388	422	178	516	234	11%	1%	0 53	0 46
South Africa	0	187	0	267	0	321	0%	0%		1 43
Japan	615	127	1 315	323	1 401	340	8%	0%	2 14	2 55
Others	47	106	25	120	29	137	1%	0%	0 53	1 13
Total	7 433	37 721	9 329	45 760	11 010	53 478	100%	100%	1 26	1 21

Note HS 080520000 category includes various fresh citrus fruits (clementines wilkings mandarins other hybrids)

Source US Census Bureau

Table 24 US Imports of Melons (fresh, excluding watermelons)

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Mexico	44 732 499	75 308 713	15 669 492	24 926 102	17 939 803	28 060 029	43%	46%	0 35	0 33
Costa Rica	17 745 659	25 130 000	8 274 426	9 819 579	10 578 126	12 156 244	17%	15%	0 47	0 39
Honduras	3 520 432	22 877 517	1 186 893	5 065 762	1 949 412	6 581 922	3%	14%	0 34	0 22
Guatemala	14 323 198	18 270 300	4 248 299	5 403 909	6 906 132	7 506 956	14%	11%	0 30	0 30
Panama	9 408 930	13 426 962	3 252 593	6 128 339	5 355 417	7 732 175	9%	8%	0 35	0 46
Nicaragua	4 726 955	3 238 891	1 526 904	1 296 512	2 664 417	1 963 361	5%	2%	0 32	0 40
El Salvador	5 208 471	2 533 868	2 006 935	1 215 055	3 391 232	1 852 601	5%	2%	0 39	0 48
Brazil	344 499	1 868 340	108 789	769 669	225 142	1 169 985	0%	1%	0 32	0 41
Ecuador	3 119 631	1 056 425	936 749	368 383	1 345 437	616 890	3%	1%	0 30	0 35
Dominican	388 413	573 734	89 914	129 994	142 350	197 874	0%	0%	0 23	0 23
Israel	222 289	220 392	90 575	93 754	792 022	1 058 793	0%	0%	0 41	0 43
Spain	0	41 417	0	40 863	0	86 276	0%	0%		0 99
Others	170 313	35 961	58 504	38 828	83 449	60 728	0%	0%	0 34	1 08
Total	*****	*****	37 450 073	55 296 749	51 372 939	69 043 834	100%	100%	0 36	0 34

Note Aggregate 08019

Source US Customs Bureau

Table 25 US Imports of Fresh Onions

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Mexico	*****	*****	93 871 309	*****	97 316 161	*****	81%	83%	0 62	0 51
Canada	26 690 098	23 320 772	9 735 570	6 860 593	10 230 564	7 561 005	14%	9%	0 36	0 29
Peru	0	7 918 786	0	3 334 944	0	4 957 818	0%	3%		0 42
France	2 104 495	4 682 315	3 486 400	3 414 775	4 852 601	4 390 504	1%	2%	1 66	0 73
Chile	3 519 746	3 896 914	1 045 791	1 677 924	1 653 746	2 811 055	2%	2%	0 30	0 43
Guatemala	0	1 472 922	0	717 297	0	1 220 335	0%	1%		0 49
Netherland	833 443	1 316 665	940 867	1 187 950	1 219 742	1 475 110	0%	1%	1 13	0 90
New Zeala	1 410 022	914 799	556 239	247 068	848 390	379 831	1%	0%	0 39	0 27
Nicaragua	55 110	375 360	16 200	90 170	24 700	166 109	0%	0%	0 29	0 24
China	21 263	146 247	19 179	96 514	22 851	113 622	0%	0%	0 90	0 66
Belgium	244 066	106 896	424 592	90 596	560 515	105 934	0%	0%	1 74	0 85
Uruguay	0	86 466	0	62 104	0	99 502	0%	0%		0 72
Italy	3 475	74 100	6 341	199 333	11 168	309 415	0%	0%	1 82	2 69
Honduras	0	47 767	0	27 479	0	33 473	0%	0%		0 58
Morocco	21 481	43 321	67 846	45 108	73 638	59 050	0%	0%	3 16	1 04
Others	1 805 886	84 276	911 136	218 506	1 486 482	234 635	1%	0%	0 50	2 59
Total	*****	*****	*****	*****	*****	*****	100%	100%	0 59	0 49

Note Aggregate 1703 10 20 + 30 + 40

Source US Customs Bureau

Table 26 US Imports of Canned Anchovies

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Morocco	1 483 962	1 583 331	11 194 421	12 355 362	11 533 100	12 742 525	54%	50%	7 54	7 80
Spain	388 234	526 417	3 978 862	4 139 128	4 099 537	4 266 933	14%	17%	10 25	7 86
Italy	173 947	292 028	828 473	1 659 606	861 419	1 719 703	6%	9%	4 76	5 68
Chile	70 889	246 912	423 950	1 393 346	452 132	1 490 178	3%	8%	5 98	5 64
Argentina	255 870	169 495	1 166 523	688 469	1 256 509	713 757	9%	5%	4 56	4 06
Others	352 270	331 059	2 427 773	2 010 600	2 504 256	2 097 222	13%	11%	6 89	6 07
Total	2 725 172	3 149 242	20 020 002	22 246 511	20 706 953	23 030 318	100%	100%	7 35	7 06

Note Aggregate 1604 16

Source US Customs Bureau

Table 27 US Imports of Canned Sardines

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Mexico	1 573 505	4 934 702	2 196 229	5 022 562	2 231 678	5 194 959	10%	25%	1 40	1 02
Canada	2 207 980	3 463 492	7 204 336	12 005 268	7 255 767	12 093 282	13%	18%	3 26	3 47
Thailand	5 255 520	2 942 859	7 355 942	4 707 977	8 083 527	5 081 432	32%	15%	1 40	1 60
Ecuador	683 643	1 735 680	842 313	2 121 681	921 511	2 260 820	4%	9%	1 23	1 22
Morocco	871 346	1 438 200	3 238 751	5 333 307	3 373 043	5 569 206	5%	7%	3 72	3 71
Peru	513 891	1 299 926	620 095	1 624 022	691 125	1 738 385	3%	7%	1 21	1 25
Norway	2 079 647	1 276 927	12 838 161	10 862 106	13 224 859	11 204 440	13%	7%	6 17	8 51
Japan	1 417 146	551 124	3 207 241	1 427 267	3 501 661	1 495 198	9%	3%	2 26	2 59
Portugal	652 649	351 925	3 094 051	1 609 187	3 187 264	1 654 741	4%	2%	4 74	4 57
Spain	325 312	299 375	1 351 066	1 114 374	1 400 173	1 156 008	2%	2%	4 15	3 72
UK	227 208	292 478	1 353 364	1 602 608	1 398 338	1 648 203	1%	2%	5 96	5 48
Other	753 711	813 984	1 715 515	1 871 435	1 834 843	1 986 535	5%	4%	2 28	2 30
Total	16 561 558	19 400 672	45 017 064	49 301 794	47 103 789	51 083 209	100%	100%	2 72	2 54

Note Aggregate 1604 13

Source US Customs Bureau

Table 28 US Imports of Canned Olives

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Spain	52 245 497	52 797 133	*****				79%	67%	2 57	2 37
Morocco	5 515 170	12 302 663	9 016 429	22 116 549	9 877 351	24 218 317	8%	16%	1 63	1 80
Greece	5 641 115	7 535 043	14 288 665	21 861 449	15 203 385	23 446 622	8%	10%	2 53	2 90
Turkey	464 623	2 127 893	553 417	3 064 011	604 737	3 369 519	1%	3%	1 19	1 44
Portugal	946 365	1 128 396	1 945 920	2 052 235	2 103 403	2 246 937	1%	1%	2 06	1 82
Italy	276 709	689 379	919 306	2 330 917	969 825	2 486 141	0%	1%	3 32	3 38
France	204 971	552 538	711 482	1 869 100	767 469	1 991 703	0%	1%	3 47	3 38
Israel	301 532	370 464	730 272	906 835	797 067	983 590	0%	0%	2 42	2 45
Mexico	267 067	219 951	540 179	284 487	549 622	287 137	0%	0%	2 02	1 29
Others	674 456	525 511	1 144 830	1 011 526	1 258 385	1 093 491	1%	1%	1 70	1 92
Total	66 537 505	78 248 971	*****				100%	100%	2 47	2 31

Note Aggregate 2005 70

Source US Customs Bureau

Table 29 US Imports of Capers

Suppliers	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Turkey	543 418	742 434	2 113 690	2 902 365	2 178 439	2 986 176	51%	45%	3 89	3 91
Spain	305 951	518 292	2 332 683	2 659 151	2 441 111	2 814 508	29%	32%	7 62	5 13
Morocco	189 752	266 998	785 399	985 163	818 151	1 023 385	18%	16%	4 14	3 69
Italy	13 733	48 924	103 106	229 493	107 949	243 970	1%	3%	7 51	4 69
Other	6 613	62 181	28 569	243 276	30 607	255 135	1%	4%	4 32	3 91
Total	1 059 467	1 638 829	5 363 447	7 019 448	5 576 257	7 323 174	100%	100%	5 06	4 28

Note Canned capers (HS 2001 90 10 + 2001 90 20)

Source US Census Bureau

Table 30 US Imports of Onions in Vinegar & Acetic Acid (including canned)

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Canada	231 075	619 546	278 379	691 480	283 951	711 320	16%	42%	1 20	1 12
Israel	666 140	236 564	641 894	203 179	751 164	234 773	47%	16%	0 96	0 86
Chile	0	79 832	0	101 832	0	106 948	0%	5%		1 28
China	19 500	76 698	22 706	155 772	25 519	164 409	1%	5%	1 16	2 03
Thailand	106 764	70 906	336 087	284 891	365 902	305 175	8%	5%	3 15	4 02
Netherlands	112 282	66 227	201 855	181 728	218 199	198 864	8%	5%	1 80	2 74
UK	46 663	50 142	143 280	146 716	153 737	162 908	3%	3%	3 07	2 93
Belgium	68 172	48 461	85 396	40 014	91 613	44 605	5%	3%	1 25	0 83
Others	163 952	219 849	467 316	629 275	507 038	669 317	12%	15%	2 85	2 86
Total	1 414 548	1 468 225	2 176 913	2 434 887	2 397 123	2 598 319	100%	100%	1 54	1 66

Note HS 20012000 + 20059020

Source US Census Bureau

Table 31 US Imports of Cucumbers (prepared or prepared by vinegar or acetic acid)

	Kilograms		FAS \$		CIF \$		Import Market Share (Volume)		FAS Import Unit Value per MT	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Canada	527 600	11 294 019	157 926	7 246 824	170 789	7 946 040	11%	53%	299	642
India	16 733	2 401 735	16 651	1 181 825	19 428	1 502 515	0%	11%	995	492
Mexico	0	2 188 195	0	575 883	0	593 753	0%	10%		263
Poland	949 214	1 451 707	750 176	1 273 230	888 042	1 518 443	20%	7%	790	877
Germany	500 382	907 755	764 467	1 059 640	825 870	1 180 094	11%	4%	1 528	1 167
Turkey	22 467	797 834	26 950	495 653	29 300	566 139	0%	4%	1 200	621
Israel	569 183	715 340	785 681	931 481	861 136	1 022 720	12%	3%	1 380	1 302
Sri Lanka	785 514	358 160	471 801	287 091	614 015	339 570	17%	2%	601	802
Morocco	120 618	206 850	177 536	216 096	193 452	244 748	3%	1%	1 472	1 045
Others	1 263 023	959 683	1 873 236	1 673 886	2 084 275	1 837 384	27%	5%	1 483	1 744
Total	4 754 734	21 281 278	5 024 424	14 941 609	5 686 307	16 751 406	100%	100%	1 057	702

Note HS 2001100000

Source US Customs Bureau

Table 32 US Imports of Olive Oil

	MTs		FAS Value (000s)		CIF Value (000s)		Import Market Share (MTs)		FAS Import Unit Value per MT	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Italy	79 946	117 127	186 527	313 140	196 469	327 311	75%	74%	2 333	2 674
Spain	13 846	18 415	33 648	53 678	35 387	56 017	13%	12%	2 430	2 915
Turkey	3 732	12 390	7 333	26 871	7 710	28 374	4%	8%	1 965	2 169
Greece	2 680	4 580	5 605	13 098	5 942	13 807	3%	3%	2 091	2 860
Morocco	2 555	2 555	5 347	5 939	5 621	6 211	2%	2%	2 093	2 325
Tunisia	1 751	1 218	4 870	2 876	5 091	3 008	2%	1%	2 781	2 361
Portugal	864	913	2 430	2 805	2 541	2 930	1%	1%	2 813	3 071
Lebanon	128	708	353	2 239	380	2 335	0%	0%	2 755	3 163
Argentina	100	261	373	1 401	396	1 448	0%	0%	3 719	5 370
Syria	0	227	0	695	0	722	0%	0%		3 066
Others	290	533	921	2 067	981	2 167	0%	0%	3 181	3 878
Total	105 893	158 928	247 407	424 810	260 519	444 330	100%	100%	2 336	2 673

Note Statistics are totals for HS 1509

Source US Census Bureau

Table 33 US Imports of Canned Apricots

Suppliers	MTs		FAS Value (\$000s)		CIF Value (\$000s)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Argentina	125	209	143	360	160	383	8%	22%	1.14	1.72
Australia	1	201	3	195	4	216	0%	21%	6.55	0.97
South Africa		188		168	0	194	0%	20%		0.90
France	40	109	75	261	81	288	3%	12%	1.86	2.40
Spain	395	87	398	87	444	93	27%	9%	1.01	0.99
Mexico	3	34	5	159	5	161	0%	4%	1.76	4.61
Canada	<1	22	1	21	1	22	0%	2%		0.97
Dom Rep		22		16	0	17	0%	2%		0.73
Syria	23	12	18	9	21	10	2%	1%	0.78	0.77
Morocco	29	12	55	22	58	22	2%	1%	1.86	1.81
Others	869	44	1 027	65	1 099	73	58%	5%	1.18	1.48
Total	1 486	940	1 725	1 363	1 873	1 478	100%	100%	1.16	1.45

Note HS 2008 50 20 HS 2008 50 40

Source US Census Bureau

Table 34 US Imports of Green Beans (preserved in vinegar or acetic acid)

	kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per MT	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Canada	1 700 666	12 039 449	820 868	7 099 924	835 162	7 251 177	51%	80%	483	590
Guatemala	372 422	966 685	478 240	1 305 117	540 794	1 436 465	11%	6%	1 284	1 350
Mexico	0	520 848	0	433 609	0	457 156	0%	3%		833
India	175 382	361 755	102 411	454 084	118 686	495 416	5%	2%	584	1 255
South Korea	104 064	251 325	189 141	354 150	206 383	386 441	3%	2%	1 818	1 409
Taiwan	183 031	160 891	363 245	315 592	384 954	331 939	5%	1%	1 985	1 962
China	104 185	136 262	86 516	109 184	97 359	120 941	3%	1%	830	801
Italy	7 941	102 830	12 223	51 115	13 177	60 702	0%	1%	1 539	497
Greece	30 903	70 522	72 330	156 039	76 448	164 751	1%	0%	2 341	2 213
Others	650 356	361 893	1 009 399	583 412	1 102 090	625 683	20%	2%	1 552	1 612
Total	3 328 950	14 972 460	3 134 373	10 862 226	3 375 053	11 330 671	100%	100%	942	725

Note HS 2008 5900

Source US Customs Bureau

Table 35 US Imports of Jams and Jellies

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Canada	825 291	2 235 476	1 574 519	3 135 668	1 591 436	3 182 135	5%	14%	1 91	1 40
Denmark	2 288 976	2 112 582	2 808 053	2 616 210	3 206 950	2 965 375	13%	13%	1 23	1 24
Egypt	3 170	1 747 516	7 166	1 445 325	7 844	1 601 727	0%	11%	2 26	0 83
France	899 627	1 377 914	2 680 873	3 606 869	2 868 452	3 835 897	5%	9%	2 98	2 62
Germany	488 952	1 354 539	1 097 192	2 466 570	1 207 750	2 684 937	3%	9%	2 24	1 82
Switzerland	587 173	1 098 024	1 670 265	3 248 540	1 743 348	3 428 013	3%	7%	2 84	2 96
Turkey	38 742	542 803	71 008	696 937	74 558	753 722	0%	3%	1 83	1 28
Czech Rep	0	424 160	0	446 408	0	489 130	0%	3%		1 05
Costa Rica	556 635	388 353	383 851	320 852	443 088	358 246	3%	2%	0 69	0 83
Brazil	444 162	367 592	328 523	381 190	373 805	408 998	3%	2%	0 74	1 04
Poland	988 453	359 162	788 375	488 292	934 518	555 885	6%	2%	0 80	1 36
UK	344 683	333 137	1 188 667	1 267 169	1 280 141	1 340 966	2%	2%	3 45	3 80
Others	10 225 119	3 440 888	7 496 398	6 332 208	8 931 060	6 823 419	58%	22%	0 73	1 84
Total	17 690 983	15 782 146	20 094 890	26 452 238	22 662 950	28 428 450	100%	100%	1 14	1 68

Note Aggregate HS 207799 07 + 10 + 20 + 25 + 30 + 35 + 40 + 45 + 70 + 75

Source US Customs Bureau

Table 36 US Imports of Wine

	Volume (Not Available)		FAS Value (\$ 000s)		CIF Value (\$ 000s)		Import Market Share (Value)		FAS Import Unit Value (not available)	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
France			520 693	756 344	545 262	795 077	49%	45%		
Italy			305 170	434 737	330 141	466 527	29%	26%		
Chile			34 040	125 685	38 440	137 545	3%	7%		
Australia			32 152	123 399	34 729	129 433	3%	7%		
Spain			68 658	87 985	73 890	94 081	6%	5%		
Portugal			24 341	50 106	26 288	52 395	2%	3%		
Germany			39 151	35 348	42 852	38 134	4%	2%		
Argentina			3 195	13 200	3 630	14 668	0%	1%		
Brazil			5 200	11 498	6 289	12 833	0%	1%		
South Africa			1 788	7 034	1 912	7 520	0%	0%		
Greece			4 684	4 613	5 152	5 011	0%	0%		
New Zealand			402	4 234	441	4 482	0%	0%		
Morocco			49	73	53	79	0%	0%		
Others			19 283	23 380	21 732	25 591	2%	1%		
Total			1 058 804	1 677 636	1 130 809	1 783 376	100%	100%		

Note Aggregate HS 2204

Source US Customs Bureau

Table 37 US Imports of Beer

	Litres (000s)		FAS Value (\$000s)		CIF Value (\$000s)		Import Market Share (Volume)		FAS Import Unit Value per Liter	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Mexico	179 380	509 526	147 431	417 045	155 482	436 221	19%	31%	0 82	0 82
Netherland	284 669	432 053	322 431	527 556	356 494	577 770	29%	26%	1 13	1 22
Canada	247 203	349 845	141 390	184 083	145 990	187 644	26%	21%	0 57	0 53
Germany	103 659	117 703	101 650	118 805	117 799	135 542	11%	7%	0 98	1 01
UK	42 477	92 688	38 548	84 503	44 111	97 413	4%	6%	0 91	0 91
Ireland	34 167	65 600	33 294	57 678	37 012	65 172	4%	4%	0 97	0 88
Dominican	1 591	13 837	1 925	16 022	212	17 876	0%	1%	1 21	1 16
Japan	19 746	11 648	19 577	17 328	22 906	18 985	2%	1%	0 99	1 49
New Zeala	7 097	7 872	5 504	6 595	7 351	8 176	1%	0%	0 78	0 84
Jamaica	3 783	7 689	3 309	6 779	4 186	7 894	0%	0%	0 87	0 88
Morocco	0	13	0	12	0	17	0%	0%		0 96
Others	42 902	42 740	38 710	43 973	49 545	52 528	4%	3%	0 90	1 03
Total	966 674	1 651 215	853 768	1 480 378	941 087	1 605 237	100%	100%	0 88	0 90

Note Aggregate of HS 1509

Source US Census Bureau

Table 38 US Imports of Dried Apricots

	MTs		FAS Value (\$000s)		CIF Value (\$000s)		Import Market Share (Volume)		FAS Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Turkey	8 044	11 494	18 826	31 396	19 562	32 458	97%	95%	2 34	2 73
China	1	347	2	738	2	770	0%	3%	2 90	2 13
Australia	13	128	70	549	73	570	0%	1%	5 30	4 29
India	0	71	0	213	0	219	0%	1%		2 98
Syria	61	65	55	151	65	157	1%	1%	0 91	2 32
UK	0	20	0	62	0	64	0%	0%		3 10
Argentina	35	18	82	22	87	24	0%	0%	2 37	1 24
Pakistan	13	10	24	12	28	14	0%	0%	1 83	1 22
Hong Kong	9	9	47	34	48	36	0%	0%	5 34	3 79
Other	91	1	213	4	224	4	1%	0%	2 34	6 76
Total	8 266	12 162	19 319	33 181	20 088	34 315	100%	100%	2 34	2 73

Note HS 0813 10 00

Source US Census Bureau

Table 39 US Imports of Dried Tomatoes

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Mexico	12 262	1 304 649	58 329	4 898 869	59 701	4 984 152	0%	22%	4 76	3 75
Spain	2 759 506	1 069 083	10 689 666	3 732 220	11 669 243	3 953 493	35%	18%	3 87	3 49
Israel	64 338	1 052 543	223 090	3 606 740	235 114	3 705 106	1%	18%	3 47	3 43
Turkey	56 818	829 187	235 216	2 962 231	249 623	3 117 551	1%	14%	4 14	3 57
Morocco	1 846 321	738 800	7 414,440	2 685,733	7,669 348	2 814 142	24%	12%	4 02	3 64
Chile	306 085	386 332	1 507 538	2 354 869	1 627 613	2 454 890	4%	7%	4 93	6 10
Italy	397 196	205 609	2 510 121	941 836	2 640 228	999 065	5%	3%	6 32	4 58
Switzerland	1 444 497	137 792	6 297 353	483 621	6 429 483	498 831	19%	2%	4 36	3 51
China	0	72 967	0	282 643	0	298 049	0%	1%		3 87
Portugal	600 000	60 000	2 379 486	215 441	2 453 127	221 452	8%	1%	3 97	3 59
Others	299 205	81 075	977 097	243 417	1 053 471	259 792	4%	1%	3 27	3 00
Total	7 786 228	5 938 037	32 292 336	22 407 620	34 086 951	23 306 523	100%	100%	4 15	3 77

Note HS 20020900

Source US Census Bureau

Table 40 US Imports of Thyme (fresh and dried)

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Spain	963 270	980 056	2 765 179	3 100 756	2 925 957	3 231 078	52%	46%	2 87	3 16
Turkey	564 381	537 404	1 365 154	1 416 034	1 479 562	1 505 783	31%	25%	2 42	2 63
Morocco	180 891	340 885	219 166	288 969	245 544	332 359	10%	16%	1 21	0 85
France	23 723	92 135	63 105	267 715	68 039	281 048	1%	4%	2 66	2 91
Mexico	0	52 628	0	95 957	0	123 116	0%	2%		1 82
Jamaica	53 333	47 554	140 894	191 593	167 029	208 359	3%	2%	2 64	4 03
Others	51 794	63 612	83 267	112 754	91 251	223 070	3%	3%	1 61	1 77
Total	1 837 392	2 114 274	4 636 765	5 473 778	4 977 382	5 904 813	100%	100%	2 52	2 59

Note Aggregate HS 0910402000 + 09104030000

Source US Customs Bureau

Table 41 US Imports of Oregano

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Turkey	2 531 754	3 407 248	6 252 212	7 899 237	6 643 505	8 365 982	46%	59%	2 47	2 32
Mexico	1 558 269	1 945 271	2 402 107	2 918 349	2 481 241	3 018 429	28%	34%	1 54	1 50
Greece	278 405	210 451	626 273	383 427	677 503	423 008	5%	4%	2 25	1 82
Israel	193 198	152 929	661 737	551 591	690 622	568 707	3%	3%	3 43	3 61
Syria	0	25 295	0	47 933	0	50 167	0%	0%		1 89
Morocco	32 840	24 000	77 880	56 450	84 302	58 993	1%	0%	2 37	2 35
Italy	0	16 218	0	46 925	0	49 434	0%	0%		2 89
Others	948 717	24 736	1 681 902	54 784	1 805 139	60 484	17%	0%	1 77	2 21
Total	5 543 183	5 806 148	11 702 111	11 958 696	12 382 312	12 595 204	100%	100%	2 11	2 06

Note HS 0910992000+0919940000

Source US Census Bureau

Table 42 US Imports of Mint

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Egypt	181 349	163 178	204 155	243 290	239 022	268 130	47%	36%	1 13	1 49
Mexico	18 854	77 896	39 108	181 185	40 189	192 200	5%	17%	2 07	2 33
Hong Kong	18 402	65 695	39 829	169 784	41 597	176 605	5%	14%	2 16	2 58
Germany	46 268	39 688	254 059	348 948	263 329	364 307	12%	9%	5 49	8 79
China	0	28 417	0	136 699	0	144 814	0%	6%		4 81
Morocco	0	28 000	0	22 720	0	28 338	0%	6%		0 81
Turkey	8 000	22 000	10 670	37 629	11 477	40 295	2%	5%	1 33	1 71
Others	110 582	32 669	300 558	375 415	334 942	411 922	29%	7%	2 72	11 49
Total	383 455	457 543	848 379	1 515 670	930 556	1 626 611	100%	100%	2 21	3 31

Note Aggregate 1211 90 20 + 1211 90 40

Source US Customs Bureau

Table 43 US Imports of Fresh Parsley

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Israel	135 923	589 783	421 814	2 196 491	471 295	2 392 513	60%	78%	3 10	3 72
Mexico	29 404	56 498	155 281	178 921	157 895	184 121	13%	7%	5 28	3 17
Egypt	21 600	46 848	69 006	82 784	77 780	90 860	10%	6%	3 19	1 77
Morocco	0	22 523	0	91 350	0	107 550	0%	3%		4 06
Canada	2 857	9 662	1 900	2 750	1 928	2 900	1%	1%	0 67	0 28
Others	37 241	28 078	83 206	110 336	93 930	125 215	16%	4%	2 23	3 93
Total	227 025	753 392	731 207	2 662 632	802 828	2 903 159	100%	100%	3 22	3 53

Note HS 0712906500

Source US Census Bureau

Table 44 US Imports of Parika Oleoresin

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
India	0	135 708	0	4 238 892	0	4 311 559		52%		31 24
Spain	0	62 460	0	2 389 655	0	2 441 685		24%		38 26
Morocco	0	24 357	0	1 051 425	0	1 062 543		9%		43 17
Brazil	0	19 995	0	63 573	0	65 087		8%		3 18
Ethiopia	0	11 975	0	539 507	0	545 234		5%		45 05
Sri Lanka	0	3 000	0	47 595	0	48 240		1%		15 87
Other	0	4 796	0	176 320	0	183 642		2%		36 76
Total	0	262 291	0	8 506 967	0	8 657 990		100%		32 43

Note HS 3301901010 1992 imports not reported

Source US Customs Bureau

Table 45 US Imports of Thymol

	kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Germany	16 675	81 600	94 221	610 284	97 149	626 152	19%	45%	5 65	7 48
UK	0	58 740	0	243 794	0	254 273	0%	32%		4 15
France	70 000	31 400	523 437	256 912	534 121	264 814	81%	17%	7 48	8 18
India	0	9 180	0	74 303	0	79 840	0%	5%		8 09
Japan	200	450	3 973	11 520	4 033	11 725	0%	0%	19 87	25 60
Total	86 875	181 370	621 631	1 196 813	635 303	1 236 804	100%	100%	7 16	6 60

Note HS 2901194000

Source US Customs Bureau

Table 46 US Imports of Camphor

	kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
China	286 186	634 087	683 443	1 626 238	743 860	1 744 349	90%	91%	2 39	2 56
India	9 450	27 118	23 102	79 690	25 515	84 772	3%	4%	2 44	2 94
Hong Kong	17 161	16 074	64 437	52 216	74 253	55 836	5%	2%	3 75	3 25
Taiwan	785	10 911	5 936	51 877	6 796	54 042	0%	2%	7 56	4 75
Indonesia	0	5 000	0	15 530	0	16 250	0%	1%		3 11
Fiji	0	2 228	0	3 493	0	3 968	0%	0%		1 57
Poland	0	2	0	3 000	0	3 050	0%	0%		1500 00
Germany	25	0	4 860	0	4 884	0	0%	0%	194 40	
Thailand	1 758	0	8 798	0	9 803	0	1%	0%	5 00	
Japan	3 676	0	19 237	0	20 082	0	1%	0%	5 23	
Total	319 041	695 420	809 813	1 832 044	885 193	1 962 267	100%	100%	2 54	2 63

Note includes both natural and synthetic

Source US Census Bureau

Table 47 US Imports of Bergamot Oil

	kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Italy	17 308	14 826	1 813 287	716 094	1 832 092	738 143	41%	41%	104 77	48 30
France	9 301	9 155	1 132 331	349 741	1 150 910	360 297	22%	25%	121 74	38 20
Switzerland	1 012	4 025	187 598	269 660	191 132	275 165	2%	11%	185 37	67 00
Ivory Coast	2 493	3 362	232 320	95 275	234 318	96 829	6%	9%	93 19	28 34
UK	7 803	2 266	232 006	76 054	234 850	77 001	18%	6%	29 73	33 56
Germany	2 479	836	62 091	20 343	65 230	21 213	6%	2%	25 05	24 33
Others	1 966	2 118	122 881	178 047	126 558	182 921	5%	6%	62 50	84 06
Total	42 362	36 588	3 782 514	1 705 214	3 835 090	1 751 569	100%	100%	89 29	46 61

Note HS 5301110000

Source US Customs Bureau

Table 48 US Imports of Geranium Oil

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
France	22 509	26 667	768 222	1 110 600	786 099	1 131 321	42%	46%	34 13	41 65
Egypt	11 800	15 894	432 106	775 489	449 693	797 156	22%	27%	36 62	48 79
China	11 644	11 350	334 288	710 353	342 836	725 733	22%	20%	28 71	62 59
UK	1 900	1 759	122 959	44 538	127 322	46 407	4%	3%	64 72	25 32
Switzerland	675	1 355	35 688	71 045	36 716	72 228	1%	2%	52 87	52 43
Germany	848	532	29 833	12 693	30 610	13 081	2%	1%	35 18	23 86
South Afric	0	200	0	13 896	0	14 166	0%	0%		69 48
Taiwan	0	180	0	3 038	0	3 330	0%	0%		16 88
Hong Kong	500	50	16 031	2 028	16 169	2 226	1%	0%	32 06	40 56
Belgium	0	50	0	6 549	0	6 782	0%	0%		130 98
Netherlands	0	42	0	3 919	0	3 943	0%	0%		93 31
Madagascar	0	10	0	1 598	0	2 018	0%	0%		159 80
Spain	2 109	0	147 998	0	149 024	0	4%	0%	70 17	
Morocco	549	0	30 088	0	30 884	0	1%	0%	54 81	
Reunion	540	0	52 320	0	52 651	0	1%	0%	96 89	
Total	53 074	58 089	1 969 533	2 755 746	2 022 004	2 818 391	100%	100%	37 11	47 44

Note HS 3301210000

Source US Customs Bureau

Table 49 US Imports of Saffron

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Spain	4 590	10 465	3 001 835	4 350 524	3 111 229	4 498 534	96%	97%	654	416
Italy	107	124	98 017	85 989	101 962	89 305	2%	1%	916	693
Brazil	0	82	0	33 366	0	41 906	0%	1%		407
Greece	0	49	0	54 405	0	55 566	0%	0%		1 110
India	14	27	15 030	41 350	16 403	41 912	0%	0%	1 074	1 531
Belgium	0	27	0	13 075	0	13 351	0%	0%		484
UAE	54	7	32 641	7 734	33 616	7 944	1%	0%	604	1 105
Canada	0	4	0	1 832	0	1 887	0%	0%		458
El Salvador	0	3	0	2 725	0	2 864	0%	0%		908
Mexico	2	2	2 125	1 750	2 495	2 060	0%	0%	1 063	875
Philippines	3	2	2 922	2 126	2 969	2 171	0%	0%	974	1 063
Trinidad	2	2	2 500	1 650	2 567	1 675	0%	0%	1 250	825
France	0	2	0	1 800	0	2 089	0%	0%		900
Germany	6	0	6 774	0	6 960	0	0%	0%	1 129	
Morocco	9	0	11 612	0	12 447	0	0%	0%	1 290	
Total	4 787	10 796	3 173 456	4 598 326	3 290 648	4 761 264	100%	100%	663	426

Note HS 0910200000

Source US Customs Bureau

Table 50 US Imports of Coriander

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Canada	959 753	2 594 485	623 027	2 090 721	639 451	2 162 894	41%	84%	0 65	0 81
India	95 345	244 876	98 646	330 698	111 001	363 290	4%	8%	1 03	1 35
Bulgaria	338 490	154 939	160 750	105 529	208 978	117 039	15%	5%	0 47	0 68
Dominican	2 386	33 365	1 838	62 498	2 430	75 736	0%	1%	0 77	1 87
Italy	0	19 980	0	28 969	0	30 969	0%	1%		1 45
Germany	0	16 800	0	14 097	0	15 597	0%	1%		0 84
Morocco	266 430	13 325	211 322	10 558	236 980	12 726	12%	0%	0 79	0 79
Pakistan	4 881	7 013	8 766	11 675	9 442	12 702	0%	0%	1 80	1 66
Egypt	70 140	6 650	67 670	10 181	75 572	10 965	3%	0%	0 96	1 53
Turkey	0	2 500	0	2 748	0	2 912	0%	0%		1 10
Other	576 383	6 823	324 645	35 191	413 130	38 585	25%	0%	0 56	5 16
Total	2 313 808	3 100 756	1 496 664	2 702 865	1 696 984	2 843 415	100%	100%	0 65	0 87

Note HS 0909200000

Source US Customs Bureau

Table 51 US Imports of Cumin

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
India	232 565	2 024 328	520 187	3 443 174	558 411	3 680 866	4%	31%	2 24	1 70
Turkey	615 873	1 979 842	937 597	3 010 104	986 684	3 169 514	10%	30%	1 52	1 52
Syria	684 767	1 249 569	1 420 954	2 014 965	1 483 836	2 111 695	11%	19%	2 08	1 61
Pakistan	4 350 766	821 543	8 802 685	1 317 515	9 218 949	1 390 821	68%	13%	2 02	1 60
Greece	0	314 900	0	521 350	0	542 800	0%	5%		1 66
Saudia Ara	8 165	40 040	34 677	63 266	35 458	66 866	0%	1%	4 25	1 58
Slovenia	0	25 000	0	42 400	0	43 975	0%	0%		1 70
UAE	286 401	24 000	613 077	29 327	639 963	31 777	4%	0%	2 14	1 22
South Kore	0	22 500	0	30 150	0	31 560	0%	0%		1 34
Canada	2 440	21 649	7 874	23 648	8 030	23 959	0%	0%	3 23	1 09
Egypt	138 085	14 496	135 026	15 520	147 637	17 621	2%	0%	0 98	1 07
Others	116 113	20 862	124 132	48 098	135 312	51 133	2%	0%	1 07	2 31
Total	6 435 175	6 558 729	12 596 209	10 559 517	13 214 280	11 162 587	100%	100%	1 96	1 61

Note HS 0909300000

Source US Customs Bureau

Table 52 US Imports of Sage

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Albania	1 016 448	970 150	2 222 935	1 566 121	2 395 798	1 747 826	42%	48%	2 19	1 61
Macedonia	60 000	327 350	141 000	483 180	148 886	532 222	2%	16%	2 35	1 48
Greece	113 721	187 553	260 708	280 279	283 037	311 503	5%	9%	2 29	1 49
Turkey	121 645	184 714	132 609	318 950	147 721	342 826	5%	9%	1 09	1 73
Croatia	71 120	100 618	214 300	217 501	229 801	235 903	3%	5%	3 01	2 16
Yugoslavia	466 612	88 650	1 160 997	183 679	1 244 927	197 712	19%	4%	2 49	2 07
France	319 222	55 736	707 347	128 869	773 686	165 763	13%	3%	2 22	2 31
Italy	51 580	52 476	105 839	114 410	114 291	119 378	2%	3%	2 05	2 18
Slovenia	0	35 085	0	85 820	0	88 868	0%	2%		2 45
Mexico	0	4 250	0	2 659	0	3 004	0%	0%		0 63
Israel	689	1 001	1 358	1 670	8 762	2 522	0%	0%	1 97	1 67
Germany	12 368	250	31 621	1 506	33 150	2 256	1%	0%	2 56	6 02
China	2 934	0	17 482	0	20 023	0	0%	0%	5 96	
Indonesia	18 250	0	30 720	0	32 885	0	1%	0%	1 68	
Canada	120	0	3 365	0	3 663	0	0%	0%	28 04	
Malaysia	500	0	2 885	0	3 055	0	0%	0%	5 77	
Bosnia	99 000	0	295 410	0	303 474	0	4%	0%	2 98	
Netherland	850	0	16 195	0	17 283	0	0%	0%	19 05	
Morocco	59 651	0	222 945	0	246 109	0	2%	0%	3 74	
Total	2 414 710	2 007 833	5 567 716	3 384 644	6 006 551	3 749 783	100%	100%	2 31	1 69

Note HS 1211908050

Source US Customs Bureau

Table 53 US Imports of Bay Leaves

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Turkey	27 028	115 629	47 311	327 608	51 488	349 240	92%	96%	1 75	2 83
Spain	0	1 871	0	5 463	0	5 637	0%	2%		2 92
Banglades	0	1 045	0	2 050	0	2 187	0%	1%		1 96
Egypt	0	1 000	0	1 457	0	1 563	0%	1%		1 46
Italy	0	581	0	3 762	0	3 945	0%	0%		6 48
India	0	225	0	2 123	0	2 272	0%	0%		9 44
Greece	0	154	0	5 437	0	5 604	0%	0%		35 31
Mexico	2 370	0	2 881	0	2 935	0	8%	0%	1 22	
Total	29 398	120 505	50 192	347 900	54 423	370 448	100%	100%	1 71	2 89

Note HS 0910404000

Source US Customs Bureau

Table 54 US Imports of Basil

	Kilograms		FAS Value (\$)		CIF Value (\$)		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997	1992	1997
Egypt	1 744 719	2 300 306	2 216 904	2 717 690	2 493 886	2 977 846	81%	83%	1 27	1 18
Mexico	324 785	343 181	590 970	659 367	670 037	860 252	15%	12%	1 82	1 92
Israel	5 689	74 473	13 028	136 898	51 602	412 311	0%	3%	2 29	1 84
Greece	0	24 000	0	26 742	0	29 917	0%	1%		1 11
Saudi Arabia	0	11 500	0	6 035	0	6 785	0%	0%		0 52
Peru	0	7 592	0	15 199	0	22 301	0%	0%		2 00
Turkey	550	2 980	1 650	4 150	1 820	4 664	0%	0%	3 00	1 39
Italy	0	1 215	0	9 591	0	10 056	0%	0%		7 89
Nicaragua	0	657	0	1 380	0	1 986	0%	0%		2 10
Philippines	0	70	0	3 277	0	3 441	0%	0%		46 81
Germany	5 000	0	52 031	0	54 252	0	0%	0%	10 41	
France	61 330	0	117 900	0	136 292	0	3%	0%	1 92	
Netherlands	375	0	7 500	0	8 287	0	0%	0%	20 00	
Costa Rica	5 291	0	20 233	0	23 357	0	0%	0%	3 82	
Thailand	3 828	0	10 248	0	10 867	0	0%	0%	2 68	
Malaysia	1 000	0	3 847	0	4 074	0	0%	0%	3 85	
Canada	253	0	4 199	0	4 231	0	0%	0%	16 60	
Total	2 152 820	2 765 974	3 038 510	3 580 329	3 458 705	4 329 559	100%	100%	1 41	1 29

Note HS 1211908040

Source US Customs Bureau

Table 55 Canadian Imports of Mandarins Clementines and Similar Citrus Hybrids

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
Morocco	50 669 674	20 968 549	54 545 482	32 063 382	48%	32%	1 78	1 53
China P Rep	5 984 314	17 560 646	6 000 410	18 225 273	9%	27%	1 00	1 04
Spain	7 624 578	13 280 706	11 432 702	21 375 733	12%	20%	1 50	1 61
Japan	10 230 984	3 856 215	19 649 476	6 394 513	16%	6%	1 92	1 66
South Africa		3 395 505		6 773 198	0%	5%		1 99
United States	3 486 284	1 649 675	3 663 678	1 804 751	5%	2%	1 05	1 09
Hong Kong	557 195	1 533 761	466 550	1 340 668	1%	2%	0 84	1 01
Uruguay	50 400	1 001 323	69 876	1 845 069	0%	2%	1 39	1 84
Korea South	794 180	949 380	1 213 539	1 262 822	1%	1%	1 53	1 33
Others	4 384 095	2 267 139	5 987 001	3 195 765	7%	3%	1 37	1 41
Total	63 781 704	66 262 899	*****	94 281 174	100%	100%	1 62	1 42

Table 56 Canadian Imports of Fresh Tomatoes

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	*****	*****	*****	*****	96%	79%	1 01	1 06
Mexico	3 501 567	27 018 829	4 868 375	35 305 900	2%	17%	1 39	1 31
Morocco	278 924	1 845 491	762 004	2 638 523	0%	1%	2 73	1 43
Spain	437 185	1 836 703	786 590	3 414 628	0%	1%	1 80	1 86
Netherlands	405 911	1 550 449	855 563	2 900 511	0%	1%	2 11	1 87
Belgium	281 595	428 233	828 643	465 108	0%	0%	2 94	1 09
Israel	964 348	331 528	1 270 301	613 854	1%	0%	1 32	1 85
France	158 259	273 000	513 387	728 448	0%	0%	3 24	2 67
Others	441 039	113 474	787 228	206 330	0%	0%	1 78	1 82
Total	*****	*****	*****	*****	100%	100%	1 04	1 12

Table 57 Canadian Imports of Fresh Bell/Hot Peppers

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	50 588 476	*****	50 157 243	*****	84%	87%	0 99	1 15
Mexico	5 879 737	12 721 384	8 532 054	17 350 476	10%	10%	1 45	1 36
Spain	721 935	1 990 471	2 229 938	7 451 153	1%	2%	3 09	3 74
Netherlands	1 784 611	1 543 779	6 792 342	6 707 209	3%	1%	3 81	4 34
Israel	769 356	476 224	1 246 070	907 669	1%	0%	1 62	1 91
Others	456 357	303 821	700 452	682 373	1%	0%	1 53	2 25
Total	60 200 472	*****	69 658 099	*****	100%	100%	1 16	1 26

Table 58 Canadian Imports of Fresh Melons

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	65 845 360	76 588 949	35 319 617	45 077 604	77%	67%	0 54	0 59
Mexico	9 579 099	14 434 408	7 737 557	9 873 331	11%	13%	0 81	0 68
Honduras	4 253 076	7 016 592	3 680 928	4 543 593	5%	6%	0 87	0 65
Costa Rica	2364609	6 036 821	2140011	4 724 072	3%	5%	0 91	0 78
Guatemala	1 239 057	4 495 220	1 093 114	3 070 986	1%	4%	0 88	0 68
Dominican Re	691 945	2 467 105	539 016	1 435 556	1%	2%	0 78	0 58
Ecuador	537 523	716 119	451 138	434 393	1%	1%	0 84	0 61
Panama	271 506	669 987	251 440	493 503	0%	1%	0 93	0 74
Nicaragua		498 666		319 513	0%	0%		0 64
China P Rep	67 510	335 809	113 098	245 708	0%	0%	1 68	0 73
Peru		223 749		217 461	0%	0%		0 97
Chile	243 391	140 274	215 587	125 112	0%	0%	0 89	0 89
Others	543 137	589 543	467 078	551 188	1%	1%	0 86	0 93
Total	85 636 213	*****	52 008 584	71 112 020	100%	100%	0 61	0 62

Table 59 Canadian Imports of Fresh Truffles

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	460	4 994	5 106	19 804	12%	34%	11 10	3 97
Switzerland		308		2 358	0%	2%		7 66
Italy	456	7 684	5 229	74 273	11%	52%	11 47	9 67
France	3 057	1 694	35 050	16 644	77%	12%	11 47	9 83
Total	3 973	14 680	45 385	113 079	100%	100%	11 42	7 70

Table 60 US Imports of Fresh Mushrooms

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	855 787	5 425 043	1 920 804	14 605 972	99%	81%	2 24	2 69
China P Rep		1 228 139		1428406	0%	18%		1 16
Others	8 344	83 401	29 834	174 039	1%	1%	3 58	2 09
Total	864 131	6 736 583	1 950 638	16 208 417	100%	100%	2 26	2 41

Table 61 Canadian Imports of Carnations

Suppliers	Dozens		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per Dozen	
	1992	1997	1992	1997	1992	1997	1992	1997
Colombia	6 431 782	8 383 274	9 975 537	16 962 685	84%	92%	1 55	2 02
Ecuador	133 967	378 128	136 453	746 973	2%	4%	1 02	1 98
United States	510738	251 242	1666885	735 556	7%	3%	3 26	2 93
Guatemala	72 690	69 738	131 843	132 392	1%	1%	1 81	1 90
Mexico	173 186	41 799	239 599	87 712	2%	0%	1 38	2 10
Chile	280 298	13 821	300 154	23 366	4%	0%	1 07	1 69
Netherlands	8 809	7 802	32 919	32 867	0%	0%	3 74	4 21
Peru	9 574	4 301	15 760	10 659	0%	0%	1 65	2 48
Others	25 180	6 821	55 792	20 697	0%	0%	2 22	3 03
Total	7 646 224	9 156 926	12 554 942	18 752 907	100%	100%	1 64	2 05

Table 62 Canadian Imports of Fresh Roses

Suppliers	Dozens		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per Dozen	
	1992	1997	1992	1997	1992	1997	1992	1997
Colombia	926 625	2 108 347	3 299 239	9 734 326	60%	54%	3 56	4 62
Ecuador	58 187	1 035 077	177 592	4 379 385	4%	26%	5 05	4 23
United States	303 209	270 569	1 583 287	1 509 309	20%	7%	5 22	5 58
Guatemala	55 233	268 246	175 118	1 200 605	4%	7%	3 17	4 48
Mexico	54 138	124 617	227 380	742 551	3%	3%	4 20	5 96
Netherlands	65 610	69 179	392 299	420 878	4%	2%	5 98	6 08
New Zealand	19 898	8 645	197 538	117 022	1%	0%	9 93	13 54
Israel	2 905	6 141	16 631	47 271	0%	0%	5 72	7 70
Dominican Re	40 261	4 309	252 035	44 399	3%	0%	6 26	10 30
Morocco	6 552	1 994	20 156	8 889	0%	0%	5 08	4 46
Others	19 677	10 617	84 631	71 862	1%	0%	4 30	6 77
Total	1 552 295	3 907 741	6 425 906	18 276 497	100%	100%	4 14	4 68

Table 63 Canadian Imports of Anchovies in cans or glass jars

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
Spain	220 338	139 766	2 998 305	1 482 628	58%	41%	13 61	10 61
Morocco	95 251	69 324	771 972	550 851	25%	21%	8 10	7 95
Italy	23 886	42 114	159 739	251 977	6%	12%	6 69	5 98
United States	8 427	39 852	49 677	215 470	2%	12%	5 89	5 41
Chile		19 727		189 126	0%	6%		9 59
Others	31 701	26 785	183 789	128 480	8%	8%	5 80	4 80
Total	379 603	337 568	4 163 482	2 818 532	100%	100%	10 97	8 35

Table 64 Canadian Imports of Sardines in Cans or Glass Jars

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	4 637 469	2 479 597	10 195 332	6 227 250	84%	64%	2 20	2 51
Japan	278 993	289 872	715 099	1 055 515	5%	7%	2 56	3 64
Thailand	136 486	287 760	283 453	777 332	2%	7%	2 08	2 70
Portugal	135 357	242 814	684 123	920 247	2%	6%	5 05	3 79
Norway	121 655	190 877	1 254 031	652 055	2%	5%	10 31	3 42
Peru		161 801		319 231	0%	4%		1 97
Morocco	127 807	43 330	441 291	106 302	2%	1%	3 45	2 45
Others	101 111	181 794	309 631	566 313	2%	5%	3 06	3 12
Total	5 538 878	3 877 845	13 882 960	10 624 245	100%	100%	2 51	2 74

Table 65 Canadian Imports of Canned Olives

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
Spain	5 359 980	3 459 207	10 809 040	8 074 175	58%	32%	2 02	2 33
Greece	1 924 501	2 377 867	5 050 759	6 765 264	21%	22%	2 62	2 85
United States	1 052 501	2 228 173	2 309 978	4 970 776	11%	20%	2 19	2 23
Morocco	318 718	1 782 077	469 064	3 319 800	3%	16%	1 47	1 86
Italy	133 441	296 117	377 657	706 105	1%	3%	2 83	2 38
Turkey	13 514	277 635	21 210	608 260	0%	3%	1 57	2 19
Portugal	268 190	153 959	506 508	357 739	3%	1%	1 89	2 32
Syrian Arab Rep		121 946		246 445	0%	1%		2 02
Lebanon	51 568	59 880	106 634	140 252	1%	1%	2 07	2 34
Israel	54 449	50 186	97 242	132 111	1%	0%	1 79	2 63
France	8 060	47 608	23 728	98 432	0%	0%	2 94	2 07
Others	5 524	25 514	14 103	60 034	0%	0%	2 55	2 35
Total	9 190 446	10 880 169	19 785 923	25 479 393	100%	100%	2 15	2 34

Table 66 Canadian Imports of Onions, prepared or preserved by vinegar or acetic acid

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United Kingdo	44 840	77 458	85 175	114 069	15%	38%	1 90	1 47
Netherlands	57 910	60 491	76 416	69 154	19%	30%	1 32	1 14
Israel	181 420	36 000	187 776	45 080	59%	18%	1 04	1 25
Italy	4 698	6 735	8 828	9 823	2%	3%	1 88	1 46
Thailand	4 043	4 778	7 680	6 175	1%	2%	1 90	1 29
Japan	1 724	4 341	3 274	7 922	1%	2%	1 90	1 82
United States	10 379	2 550	12 702	5 159	3%	1%	1 22	2 02
Others	3 789	10 479	6 653	16 315	1%	5%	1 76	1 56
Total	308 803	202 832	388 504	273 697	100%	100%	1 26	1 35

Table 67 Canadian Imports of Pickles in Cans or Jars

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	11 829 185	4 789 184	8 944 351	4 826 027	95%	72%	0 76	1 01
Turkey	20 355	285 853	12 320	328 694	0%	4%	0 61	1 15
India	85 841	263 434	123 440	412 129	1%	4%	1 44	1 56
Poland	256 594	219 662	184 635	205 134	2%	3%	0 72	0 93
Thailand	26 192	202 038	32 941	331 695	0%	5%	1 26	1 64
Greece	22 000	193 168	8 400	200 021	0%	3%	0 38	1 04
United Kingdo	43 861	114 105	76 053	244 408	0%	2%	1 75	2 14
Others	188 851	616 263	248 643	850 156	2%	9%	1 32	1 38
Total	12 472 879	6 683 707	9 630 783	7 398 264	100%	100%	0 77	1 11

Table 68 Canadian Imports of Cucumbers and Gherkins Preserved in Vinegar or Acetic Acid

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	5 928 503	7 614 669	5 805 943	8 276 879	92%	86%	0 98	1 09
Turkey		320 182		317 290	0%	4%		0 99
Poland	206 648	272 465	135 993	262 676	3%	3%	0 66	0 96
Hungary		155 172		174 140	0%	2%		1 12
India	13 600	127 875	14 380	143 152	0%	1%	1 06	1 12
Morocco	49 055	70 565	75 171	82 331	1%	1%	1 53	1 17
Taiwan	39 828	68 822	50 327	88 404	1%	1%	1 26	1 28
Lebanon	47 337	57 634	53 883	89 365	1%	1%	1 14	1 55
Iran Isla Rep		46 124		63 282	0%	1%		1 37
Others	184 021	170 384	249 077	239 128	3%	2%	1 35	1 40
Total	6 468 992	8 903 892	6 384 774	9 736 647	100%	100%	0 99	1 09

Table 69 Canadian Imports of Olive Oil

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
Italy	8 120 420	13 299 461	25 213 088	56 417 520	69%	73%	3 10	4 24
Spain	2 380 002	2 225 241	6 765 881	8 291 105	20%	12%	2 84	3 73
Greece	672 366	1 266 406	2 056 200	4 984 867	6%	7%	3 06	3 94
Portugal	270 074	427 613	987 004	1 876 452	2%	2%	3 65	4 39
Lebanon	44 008	239 524	160 604	1 047 467	0%	1%	3 65	4 37
United States	119 068	206 467	479 166	929 495	1%	1%	4 02	4 50
Turkey	18 757	192 397	28 350	684 461	0%	1%	1 51	3 56
France	69 220	51 931	286 741	277 899	1%	0%	4 14	5 35
Tunisia		44 584		174 413	0%	0%		3 91
Argentina		44 108		223 030	0%	0%		5 06
Morocco		31 063		127 433	0%	0%		4 10
Others	0	81 446	0	319 481	0%	0%		3 92
Total	11 693 915	18 110 241	35 977 034	75 353 623	100%	100%	3 08	4 16

Table 70 Canadian Imports of Canned Apricots

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	351 997	277 982	420 986	398 110	24%	29%	1 20	1 45
South Africa		237 171		328 640	0%	25%		1 39
Australia	508 549	197 131	709 114	274 232	35%	21%	1 39	1 39
Spain	202 659	132 860	259 677	226 314	14%	14%	1 28	1 70
Luxembourg		51 908		82 290	0%	5%		1 59
France	17 748	21 922	25 984	34 681	1%	2%	1 46	1 58
Morocco	237 940	21 553	337 667	31 949	16%	2%	1 42	1 48
Others	136 690	5 488	280 933	11 846	9%	1%	2 06	2 16
Total	1 455 583	946 015	2 034 361	1 388 062	100%	100%	1 40	1 47

Table 71 Canadian Imports of Canned Beans

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	6 181 313	8 452 999	4 836 204	8 705 018	84%	83%	0 78	1 03
Japan	92 698	427 635	83 384	406 817	1%	4%	0 90	0 95
United Kingdo	274 840	269 395	265 103	215 930	4%	3%	0 96	0 80
China P Rep	72 331	213 157	60 366	157 110	1%	2%	0 83	0 74
Thailand	243 012	151 181	215 356	164 137	3%	1%	0 89	1 09
Hong Kong	48 664	126 814	43 135	126 254	1%	1%	0 89	1 00
Taiwan	66 501	85 582	59 840	74 590	1%	1%	0 90	0 87
Greece	30 674	66 312	26 841	54 220	0%	1%	0 88	0 82
Portugal	91 909	42 941	81 780	30 298	1%	0%	0 89	0 71
France	55 887	42 497	50 294	50 961	1%	0%	0 90	1 20
Guatemala		35 319		42 232	0%	0%		1 20
Others	200 105	240 667	175 712	222 006	3%	2%	0 88	0 92
Total	7 357 934	10 154 499	5 898 015	10 249 573	100%	100%	0 80	1 01

Table 72 Canadian Imports of Jams and Jellies

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	3 446 220	2 742 234	6 008 941	4 922 440	50%	40%	1 74	1 80
France	417 862	705 960	1 082 965	1 692 314	6%	10%	2 59	2 40
Germany	191 180	584 744	451 945	1 068 574	3%	8%	2 36	1 83
United Kingdo	460 912	582 431	1 052 280	1 349 423	7%	8%	2 28	2 32
Denmark	545 906	558 570	989 806	1 128 581	8%	8%	1 81	2 02
Belgium	124 494	315 049	252 928	631 113	2%	5%	2 03	2 00
Switzerland	306 101	305 597	733 282	877 652	4%	4%	2 40	2 87
Poland	374 913	223 660	298 019	432 227	5%	3%	0 79	1 93
Lebanon	71 576	107 194	126 206	244 303	1%	2%	1 76	2 28
Italy	75 488	72 511	154 445	155 571	1%	1%	2 05	2 15
Sri Lanka	17 218	68 934	34 868	154 279	0%	1%	2 03	2 24
Taiwan	32 710	64 610	52 860	92 383	0%	1%	1 62	1 43
Turkey	64 558	61 762	106 499	113 267	1%	1%	1 65	1 83
Austria	33 693	51 026	77 314	107 764	0%	1%	2 29	2 11
Others	760 178	478 452	1 178 778	996 221	11%	7%	1 55	2 08
Total	6 923 009	6 922 734	12 601 136	13 966 112	100%	100%	1 82	2 02

Table 73 Canadian Imports of Wine

Suppliers	Liters		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per Liter	
	1992	1997	1992	1997	1992	1997	1992	1997
France	47 559 686	55 265 366	*****	*****	35%	32%	3 14	3 49
United States	30 160 296	31 401 174	49 045 408	93 367 495	22%	18%	1 63	2 97
Chile	12 899 169	28 250 957	22 203 264	51 240 703	9%	16%	1 72	1 81
Italy	17 562 772	25 704 102	45 670 711	86 532 226	13%	15%	2 60	3 37
Australia	5 571 062	7 007 291	15 540 862	32 783 281	4%	4%	2 79	4 68
South Africa		5 219 521		11 730 323	0%	3%	ERR	2 25
Germany	7 201 662	4 701 911	21 147 046	17 424 380	5%	3%	2 94	3 71
Spain	6 247 310	3 324 792	10 581 980	11 818 938	5%	2%	1 69	3 55
Argentina	1 988 192	3 238 119	1 634 365	4 551 576	1%	2%	0 82	1 41
Portugal	1 726 228	2 094 232	4 738 022	6 664 847	1%	1%	2 74	3 18
Bulgaria	989 105	1 953 955	1 554 130	3 954 930	1%	1%	1 57	2 02
Hungary	2 451 037	1 931 634	4 031 939	3 828 540	2%	1%	1 64	1 98
Greece	1 674 319	1 644 136	3 015 922	4 160 279	1%	1%	1 80	2 53
Romania	191 880	619 449	316 808	1 184 611	0%	0%	1 65	1 91
New Zealand	179 866	342 649	781 980	1 922 205	0%	0%	4 35	5 61
Morocco	2 340	2 700	9 717	11 196	0%	0%	4 15	4 15
Others	1 249 542	1 352 818	2 358 063	3 827 737	1%	1%	1 89	2 83
Total	*****	*****	*****	*****	100%	100%	2 41	3 03

Table 74 Canadian Imports of Beer

Suppliers	Liters		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per Liter	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	41 601 524	57 079 283	24 940 567	44 676 974	59%	52%	0 60	0 78
Mexico	4 605 114	16 607 559	4 899 213	23 316 303	7%	15%	1 06	1 40
Netherlands	4 818 251	9 028 222	6 353 219	15 070 316	7%	8%	1 32	1 67
United Kingdo	6 801 892	8 479 350	6 468 593	10 706 349	10%	8%	0 95	1 26
Ireland	1 164 269	6 800 221	1 530 169	7 520 812	2%	6%	1 31	1 11
Germany	5 182 345	5 948 359	5 807 159	7 331 235	7%	5%	1 12	1 23
Denmark	483 452	1 172 578	601 532	1 414 326	1%	1%	1 24	1 21
Japan	1 720 483	1 045 208	1 934 443	1 419 004	2%	1%	1 12	1 56
Others	3 869 759	4 506 515	4 832 139	6 720 063	6%	4%	1 25	1 49
Total	70 247 089	*****	57 367 034	*****	100%	100%	0 82	1 07

Table 75 Canadian Imports of Dried Apricots

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
Turkey	1 165 907	1 354 109	3 485 071	5 342 754	71%	83%	2 99	3 95
United States	272 619	212 948	810 273	566 256	17%	13%	2 97	2 66
Hong Kong	1 263	18 156	4 293	43 555	0%	1%	3 40	2 40
United Kingdo	384	17 780	871	72 304	0%	1%	2 27	4 07
Syrian Arab	26 125	8 480	33 589	17 447	2%	1%	1 29	2 06
Pakistan	4 303	3 514	8 169	10 799	0%	0%	1 90	3 07
Iran Isla Rep		2 000		7 341	0%	0%		3 67
Italy		1 501		5 162	0%	0%		3 44
Others	170 832	4 497	489 709	15 218	10%	0%	2 87	3 38
Total	1 641 433	1 622 985	4 831 975	6 080 836	100%	100%	2 94	3 75

Table 76 Canadian Imports of Thyme and Bay Leaves

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	59 285	68 277	233 324	270 038	25%	21%	3 94	3 96
Spain	59 836	67 376	180 908	263 717	25%	20%	3 02	3 91
France	28 064	56 614	57 889	158 721	12%	17%	2 06	2 80
Turkey	43 020	51 805	89 194	187 721	18%	16%	2 07	3 62
Jamaica	24 416	31 408	90 857	148 634	10%	10%	3 72	4 73
Morocco	10 753	17 970	22 567	35 497	5%	5%	2 10	1 98
Lebanon	9 844	16 042	19 751	51 037	4%	5%	2 01	3 18
Others	627	19 479	2 170	70 294	0%	6%	3 46	3 61
Total	235 845	328 971	696 660	1 185 659	100%	100%	2 95	3 60

Table 77 Canadian Imports of Saffron

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
Spain	5 856	6 099	489 973	520 841	88%	75%	83 67	85 40
United States	425	537	28 393	28 258	6%	7%	66 81	52 62
Iran Isla Rep		484		25 480	0%	6%		52 64
Italy	350	430	24 010	28 413	5%	5%	68 60	66 08
Philippines	19	314	327	8 258	0%	4%	17 21	26 30
China P Rep		199		3 048	0%	2%		15 32
Others	14	92	906	6 487	0%	1%	64 71	70 51
Total	6 664	8 155	543 609	620 785	100%	100%	81 57	76 12

Table 78 Canadian Imports of Cumin

Suppliers	kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
India	48 537	160 052	126 685	376 391	21%	43%	2 61	2 35
Turkey	14 737	149 653	44 963	428 114	6%	40%	3 05	2 86
Iran Isla Rep	73 554	35 750	189 959	81 943	32%	10%	2 58	2 29
United States	20 275	16 582	79 365	54 766	9%	4%	3 91	3 30
Syrian Arab Rep		3 858		5 075	0%	1%		1 32
Pakistan	70 999	2 037	218 548	6 757	30%	1%	3 08	3 32
Others	5 143	2 712	13 952	8 401	2%	1%	2 71	3 10
Total	233 245	370 644	673 472	961 447	100%	100%	2 89	2 59

Table 79 Canadian Imports of Coriander

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
	India	32 987	101 080	46 908	157 493	25%	70%	1 42
United States	38 439	27 828	65 714	51 387	29%	19%	1 71	1 85
Austria	500	10 400	696	20 716	0%	7%	1 39	1 99
United Kingdo	375	1 020	450	2 061	0%	1%	1 20	2 02
Morocco	45 836	987	63 720	1 733	34%	1%	1 39	1 76
Pakistan	791	668	1 105	2 307	1%	0%	1 40	3 45
Others	15 025	2 501	27 052	5 927	11%	2%	1 80	2 37
Total	133 953	144 484	205 645	241 624	100%	100%	1 54	1 67

Table 80 Canadian Imports of Paprika Oleoresin

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
	Germany	758		14 242		1%	0%	18 79
India	408	10 347	6 234	146 034	1%	5%	15 28	14 11
Israel	4 706		88 432		8%	0%	18 79	
Mexico		206		3 856	0%	0%		18 72
Montserrat	3 024		113 335		5%	0%	37 48	
Morocco	4 002	33 051	225 099	785 173	6%	17%	56 25	23 76
Spain	30 432	34 165	1 061 373	543 287	49%	18%	34 88	15 90
United States	18 982	114 278	486 414	1 012 841	30%	60%	25 63	8 86
Total	62 312	192 047	1 995 129	2 491 191	100%	100%	32 02	12 97

Table 81 Canadian Imports of Camphor

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
	China P Rep	7 673	25 166	39 670	98 484	44%	73%	5 17
United States	1 412	6 190	9 905	40 713	8%	18%	7 01	6 58
Hong Kong	2 813	1 099	19 224	7 469	16%	3%	6 83	6 80
Taiwan	1 075	863	5 513	5 128	6%	3%	5 13	5 94
India	105	634	533	4 711	1%	2%	5 08	7 43
Germany	4 494	194	23 720	1 241	26%	1%	5 28	6 40
Others	0	192	0	1 380	0%	1%		7 19
Total	17 572	34 338	98 565	159 126	100%	100%	5 61	4 63

Table 82 Essential Oils of Mint

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
	United States	123 579	154 378	5 878 427	8 859 420	96%	85%	47 57
India	183	8 574	8 011	211 988	0%	5%	43 78	24 72
United Kingdo	2 123	6 140	101 253	233 162	2%	3%	47 69	37 97
Italy		4 277		197 299	0%	2%		46 13
Spain		4 216		135 650	0%	2%		32 18
Others	2 822	3 381	110 562	119 823	2%	2%	39 18	35 44
Total	128 707	180 966	6 098 253	9 757 342	100%	100%	47 38	53 92

Table 83 Essential Oils of Geranium

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per KG	
	1992	1997	1992	1997	1992	1997	1992	1997
	United States	619	2 531	28 281	115 207	85%	81%	45 69
China P Rep		384		30 952	0%	12%		80 60
United Kingdo	18	65	996	3 573	2%	2%	55 33	54 97
Egypt		33		2 569	0%	1%		77 85
Algeria		25		3 061	0%	1%		122 44
France	67	18	4 362	1 267	9%	1%	65 10	70 39
Germany		14		1 357	0%	0%		96 93
Italy	25	10	710	980	3%	0%	28 40	98 00
Others	0	28	0	3 016	0%	1%		107 71
Total	729	3 108	34 349	161 982	100%	100%	47 12	52 12

Table 84 Canadian Imports of Essential Oils of Bergamot

Suppliers	Kilograms		Canadian \$		Import Market Share (Volume)		FAS Import Unit Value per kG	
	1992	1997	1992	1997	1992	1997	1992	1997
United States	1 686	2 068	47 499	49 910	94%	58%	28 17	24 17
United Kingdom		688		16 631	0%	19%		24 17
Italy		527		12 965	0%	15%		24 60
Cote d'Ivoire		133		3 060	0%	4%		23 01
Chile		85		2 523	0%	2%		29 68
France		37		955	0%	1%		25 81
Germany	112	17	3 137	821	6%	0%	28 01	48 29
Others	0	21	0	773	0%	1%		36 81
Total	1 798	3576	50 636	87 638	100%	100%	28 16	24 51