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# **Food Distribution in the 1990s:**

## **Opportunities for U.S. Products in Asia**

by

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### **Introduction**

Since 1979, Asia has been the leading regional market for U.S. agricultural products. Rising per capita incomes and the increased popularity of western fast foods is creating a wide range of market opportunities for U.S. food exporters in the Pacific Rim. High value products and convenience foods will be two of the fastest growing markets in Japan and the newly industrialized countries of Taiwan, South Korea, Hong Kong and Singapore. Bulk commodity exports will provide tremendous market opportunities in developing countries such as China, Indonesia, Malaysia and the Philippines.

Increased international pressure is resulting in the liberalization of some trade restrictions for U.S. food products, particularly in Japan. A recent example of Japan's market opening further was the removal of restrictions on rice imports in November 1990. However, a shortage of hard currency and/or large foreign debt obligations, as well as pressures from local groups, are creating new barriers in other nations. The outcome of the

Uruguay Round of the General Agreement on Tariffs and Trade will play an important role in determining the development of future agricultural trade in Asia.

According to the United States Department of Agriculture, analysts estimate that the exports of U.S. fruits and vegetables for fiscal year 1991 are likely to reach an all time high of more than \$2 billion. Leading commodities will include citrus products, apples and grapes. With consumption increasing in the Pacific Rim countries, along with a cheaper U.S. dollar and enhanced promotion in prime markets, both growers and the United States government are optimistic. As a result of Japan's phasing out of import quotas, export of oranges to that country increased by 20 percent in 1990 and is expected to grow by a like amount in 1991. Grapefruit exports continue to grow in Japan, Taiwan, and South Korea while newer markets are being developed in Australia, Indonesia and Thailand. Rapidly gaining ground as an export commodity are apples, primarily from Washington State, in prime markets that include Hong Kong, Taiwan and Singapore but

are also making inroads in to Indonesian and Thai markets. Equally optimistic are U.S. growers of grapes and cherries that are seeking to expand exports to all Asian markets. Export of grains and feedstuffs will vary on a country to country basis.

However, most U.S. agricultural products will face stiff competition in the Asian market during the decade of the 1990s. The major competitors will include Australia, New Zealand, Canada, Chile, the European Community, Thailand and China. Price competitiveness and quality will be two of the critical determinants of the future U.S. market share in Asian markets. Aseptic packaging will help competitiveness of some products in the lesser developed countries, as well as in rural areas of the more developed economies where there is a lack of refrigeration for perishable goods.

The opportunities for food distribution in Asia in the 1990s is highlighted in this article by examining selected countries' economic, social and market trends.

## **Japan**

### *Overview*

The removal of key trade barriers and the high value of the yen relative to the U.S. dollar have made Japan an important market for U.S. food products in the 1990s. With sales to Japan reaching \$8.2 billion in fiscal year 1989, Japan replaced the European Community as the largest market for U.S. agricultural exports.<sup>1</sup> Substantial growth is anticipated in the markets for bulk commodities, frozen and convenience foods, and fresh fruits and vegetables.

### *Economy*

In 1989, Japan was the world's second largest economy with a GNP in nominal terms of \$2.9 trillion.<sup>2</sup> Japan's population of 123,642,461 people is projected to grow at an annual rate of 0.4 percent through the remainder of the decade.<sup>3</sup> Less than 7 percent of Japan's labor force is engaged in agriculture. Domestic agriculture accounts for 3 percent of the gross national product

and supplies 71 percent of domestic food requirements.<sup>4</sup> Approximately 20 percent of disposable income in Japan is spent on food, compared to 12 percent in the United States.<sup>5</sup>

### *Trade*

In 1989 Japan accounted for 21 percent of all U.S. agricultural exports.<sup>6</sup> Wheat, corn, soybeans, fruits, beef and veal were among the major U.S. exports to Japan. Japan's restrictive trade policies, import quotas, domestic price supports and tariffs have created sizeable barriers to market entry over the past three decades. While the ban on the import of rice is traditionally viewed as a matter of national security, there are indications of a general trend towards liberalization of all agricultural trade, particularly with the recent changes in policy on rice.

The impact of the 1988 U.S.-Japan Beef and Citrus Agreement has been significant. Quotas on imports of citrus and beef will be phased out by 1991. As a result, the U.S. share of beef imports rose from 58 percent in fiscal year 1987 to 73 percent in fiscal year 1989. Orange juice imports rose from 4 percent to 14 percent in the same time period.<sup>7</sup> Both markets represent growth opportunities for U.S. exporters, although there will be competition in the beef market from Australia and citrus products from Latin America.

Japan bought \$200,000 of U.S. ice cream from 1985 to 1989. Quotas for both ice cream and frozen yogurt were eliminated on April 1, 1990 although tariffs of at least 25 percent remain. Removal of the quotas opens the market to further expansion in the 1990s.<sup>8</sup>

Imports of processed wheat-based products are also increasing due to the high rice support prices set by the Japanese government and to the low quality of domestic wheat. Imports of cake mixes and doughs from the United States rose over 25 percent in 1989 and accounted for almost 30 percent of the Japanese market.<sup>9</sup>

### *Market*

There is great potential in Japanese markets for U.S. high value and value-added processed

food products. Higher per capita income and changing lifestyles increased the market opportunities for fast-foods and microwave convenience foods. Demand for red meats, poultry, dairy products, fruits and convenience foods has risen due to changes in the Japanese diet.

Quality, packaging and product uniqueness are highly emphasized in the Japanese markets. Lithographed cans and several layers of packaging are standard in the processed food markets. Packaging is of particular importance in the gift market. The year-end and summer gift seasons account for roughly \$11 billion in sales of food and beverages annually. The value of U.S. wine imports increased 61 percent in 1988, followed by an additional increase of 9 percent in 1989.<sup>10</sup> Investment in promotional campaigns, in-store demonstrations and point of purchase materials assure better distribution among retailers, particularly supermarkets.

The traditional multi-tiered distribution system in Japan is breaking down, in part due to its slowness in passing on the benefits of a strong yen in the form of lower prices on imported goods. The food service sector has been most receptive to the marketing efforts of U.S. exporters on a volume basis. This sector has a high strategic value as it often sets the trends which later influence home consumption patterns.

The mass retail market in Japan, which is largely untapped by U.S. exporters, offers the greatest long-term potential for growth. New companies along with supermarkets, department stores and other retailers are directly importing more food products. Competition in this market is stiff, but the lower costs of U.S. imports makes it an attractive niche. If exporters are to be successful in the Japanese market, it is essential that they learn and understand the unique market structure, channels, customs and culture as they attempt to penetrate this growing and lucrative market.

## Republic of Korea

### *Overview*

Agricultural exports to South Korea in 1989 totalled \$2.45 billion, making it the fourth largest market for U.S. goods.<sup>11</sup> U.S. exports of soybeans, cotton, corn and hides are expected to rise in the future. Changes in import restrictions and quotas could also lead to increased demand for beef, fruits, vegetables and nuts. Bulk commodities continue to dominate Korea's agricultural imports with the highest growth potential seen in consumer and high value products.

Korea's real GNP growth slowed to close to 7 percent in 1989, sending a ripple through the economy after three years of double digit growth rates. The Bank of Korea cited the negative growth in exports due to won appreciation, increased wages and production losses resulting from labor disputes as the underlying cause of the fall in GNP growth.<sup>12</sup> Future agricultural imports could be limited if Korea's long-term debt increases and if economic growth continues to slow down.

### *Economy*

In 1989, per capita GNP was \$4,600 with a real growth rate of 6.5 percent. Agriculture accounted for 11 percent of GNP.<sup>13</sup> Korea's Economic Planning Board forecasts economic growth of 8 to 9 percent in 1990.

In spite of this upturn, the Board also anticipates that Korea will have a trade deficit of \$500 million this year, the first since 1986. Lagging exports and brisk import growth were cited as reasons for the deficit.<sup>14</sup> Export growth dropped from 28 percent in 1988 to 2.8 percent in 1989 with continuing decreases in 1990 due to labor disputes and currency appreciation. In 1989 imports rose by 18.5 percent with bulk commodities and industrial raw goods making up more than 90 percent of imports. Indications are that the rate of growth for bulk commodities will continue to slow down. High-value product imports are expected to increase.<sup>15</sup>

The average annual growth of population in Korea was 1.2 percent from 1980 to 1988 and is projected to be 0.9 percent annually to the year 2000.<sup>16</sup> The current population of Korea is 43 million. Increased industrialization of Korea has led to a decline in the agricultural labor force. At present, approximately 20 percent of the population is engaged in farming.<sup>17</sup> As in Japan, women account for 40 percent of the workforce.

### *Trade*

Korea's major agricultural imports are bulk commodities such as wheat, corn, soybeans, cotton and raw hides. South Korea is also expected to be a major buyer of U.S. corn in 1990. Most of these products will be used in the manufacture of export goods.

International and domestic politics continue to dominate Korean agricultural policies. In April, 1989 Korea announced an agricultural agreement opening its markets to 243 products from the United States with liberalization occurring in three stages over the following two years. While a few market opportunities were created, the existence of other non-tariff barriers greatly limited the impact of the agreement.

The four-year beef import ban ended in August, 1988 with implementation of quotas and the establishment of the quasi-governmental Livestock Product Marketing Organization as the sole purchaser. The Korean government also implemented a five year liberalization plan for imported wine in January of 1989 following the filing of a Section 301 of the U.S. Omnibus Trade Act petition by the U.S. government.<sup>18</sup>

Korea has agreed to give up Balance-of-Payments restrictions on imports by 1997. This is of particular significance in the agriculture sector and should, over time, enhance market access.

### *Market*

While bulk commodities such as wheat, cotton, corn and cattle hides make up nearly 98 percent of Korea's agricultural imports, the prospect for these markets is mixed. Export value and

volume of these commodities have fluctuated, and the growth rates vary significantly.<sup>19</sup>

Rice, corn, barley and soybean production are heavily subsidized by the Korean government. Korea is self-sufficient in rice and, like many other countries with rice subsidy programs, Korea faces unmanageable surpluses of rice. The future trade prospects for these commodities is mixed.

The greatest potential for U.S. food imports is in the high-value market. In 1988 high value foods accounted for only 1.4 percent of the market, but experienced the largest percentage increase for U.S. agricultural exports in 1989. A strong Korean economy has created high demand in urban areas for consumer ready products such as meat, confectionery goods, and fresh and processed fruits and vegetables. The young internationally minded consumer market is quite large. Approximately 65 percent of Korea's population of 43 million is 30 years old or less. Competition for the Korean market is growing with several countries focusing product promotion on fresh fruits and nuts, juices, chocolate and wine.<sup>20</sup> Lack of product awareness, high tariffs, quotas and strict phytosanitary regulations are some of the barriers to market entry. Creative non-tariff barriers are likely to be developed as Korea's current trade restrictions fall under international pressure.

The Citizen's Alliance for Consumer Protection of Korea (CACPK), an anti-import movement, which caused a severe drop in sales of U.S. grapefruit in 1989, will continue to focus on the high-value import market. In the aftermath of the June 1989 charges by CACPK that U.S. grapefruit contained traces of Alar and were therefore unsafe, total sales of U.S. grapefruit to Korea has dropped 67 percent from 1989. There are currently eight grapefruit importers, a sharp contrast to the 35 to 40 importers in 1989.<sup>21</sup>

### *Taiwan*

#### *Overview*

As personal incomes rise and the fast food industry grows, consumer demand for imports will increase. If Taiwan continues to liberalize

trade restrictions, strong growth is expected in wines, high quality beef and feed grains. Taiwan was the seventh largest market for U.S. agricultural imports in 1989 with purchases of \$1.59 billion.<sup>22</sup> Forty-one percent of Taiwan's agricultural imports in 1987 were from the United States. The U.S. Department of Agriculture predicts that Taiwan will become the second leading market in the world for U.S. agricultural products in the future.<sup>23</sup>

### *Economy*

Taiwan's gross national product was \$121.4 billion in 1989 with a real growth rate of 7.2 percent. Taiwan's population is currently 20,546,664 with a projected growth rate of 1.1 percent.<sup>24</sup>

Agriculture accounted for 6 percent of the gross national product and employs 20 percent of the labor force, including part-time farmers.<sup>25</sup> Rice, sugarcane, sweet potatoes, fruits and vegetables are Taiwan's major crops. Taiwan is self-sufficient in poultry, hog and rice production. Beef, milk and cattle are also important sources of agricultural revenues.

Rural population is expected to decline from over four million to 900,000 by the year 2000.<sup>26</sup> Labor shortages, currency appreciation and pollution pose serious problems to Taiwan's agricultural industry. In 1989 the agricultural sector experienced a growth rate of negative 0.9 percent.<sup>27</sup> Agricultural imports were 12 percent of total imports in 1989, with the United States supplying 95 percent of those imports.<sup>28</sup>

### *Trade*

Taiwan is highly vulnerable to U.S. trade retaliation as much of its export driven economy is dependent on U.S. markets. Good trade relations and open markets for Taiwan's products are of great importance to Taiwan since it has diplomatic relations with only a handful of countries.

The main barrier to U.S. entry in Taiwan's agricultural markets is high tariffs. As the United States has become increasingly vocal, Taiwan has made some moves towards liberalization of trade

restrictions. Positive developments include Taiwan's interest in joining GATT, OECD, and other international economic organizations.

### *Market*

Taiwan's top five imports in descending order were logs and lumber, corn, soybeans, cotton, milk powder and formula.<sup>29</sup>

The United States has dominated the market for soybeans in recent years with a 95 percent or greater market share. Growth in soybean imports is expected throughout the 1990s.<sup>30</sup>

Taiwan depends solely on imports for its wheat. The United States dominates the market with 85 to 95 percent of wheat imports. As dietary preference shifts away from rice, consumption of wheat is increasing and imports of wheat are expected to rise in the 1990s. However, the bulk commodities market in general is expected to shrink in the near future due to increased competition.<sup>31</sup>

Rising consumer incomes, the shift towards a service/industrial economy and the rapid growth of fast food restaurants and grocery stores make high value agricultural products the imports of the future. Areas that are estimated to be the most successful are special beef cuts, deciduous fruits and fruit juices and convenience foods. These are all products that Taiwan cannot produce competitively.

The Taiwanese have large discretionary incomes and there is a trend towards more westernized eating habits. Western style steak houses are enjoying increased popularity. The United States remains Taiwan's sole supplier of high quality beef, although Australia entered the market in 1989 in Taiwan's top supermarkets.<sup>32</sup> The reduced tariffs for high-quality beef have given the United States and added advantage.

There are over 500 convenience outlets in Taiwan and the supermarket and minimarket industries are booming. Taiwan has 70 supermarkets, about 80 percent of which are in Taipei with a majority of the remainder in the port city of Kaohsiung. Direct importing by larger supermar-

kets is an emerging trend. Supermarkets are increasing their freezer chest capacity to accommodate the new-to-market microwave foods and other consumer ready items. For the past five years, Taiwan has been one of the largest Asian markets for U.S. ice cream along with Hong Kong and Singapore. Taiwan's annual imports of ice cream averaged \$330,000 from 1985 to 1989. Market potential also exists for exports of yogurt.<sup>33</sup>

Snack items such as popcorn and french fries are also gaining in popularity. The snack food and juice markets are two areas of potential expansion. Consumers are moving towards more natural fruit juices and the United States is a likely candidate for this market although the juice standards are very rigid.

High value food products face stiff tariffs. Import control is also practiced through the use of health regulations, and arbitrary import licensing practices. Bans exist on the imports of fresh offal, peanuts, rice, chicken meat, wheat flour and fresh milk.

Imports of wine and beer have high monopoly taxes and are still subject to restrictive advertising and promotional provisions. Wine has an effective tariff rate of nearly 225 percent, grapefruit and other citrus fruits 50 percent, and microwave popcorn and sugar confections 40 percent. In May of 1989 Taiwan proposed to reduce the nominal average tariff rate on agricultural product imports from a 25.99 percent average to 19.75 percent by 1992. Fresh fruit and most value-added products would likely not be affected.

In late 1991, Taiwan will decide if the United States will be designated a codling moth-infested area. Taiwan is currently the leading U.S. apple importer, and such a finding would eliminate apple exports to Taiwan.<sup>34</sup>

Agricultural trade issues have contributed to the rise of an independent farm movement. In 1988 large violent demonstrations were staged in Taipei by the nation's first nongovernmental farm federations. Despite the high food prices resulting from trade protectionism, the activist movement

enjoys popular support and is a factor to consider when entering Taiwan's market.

## Hong Kong

### *Overview*

Hong Kong offers many opportunities for U.S. agricultural products, particularly as western food becomes more popular and as incomes rise. Since fiscal year 1985, imports of U.S. food products have been increasing.<sup>35</sup> The United States has close to 20 percent of the food export market to Hong Kong and is the number two supplier.<sup>36</sup> Price competitiveness and product quality will be the key to maintaining a good market share. Price competition will come from nations with cheaper freight rates such as New Zealand, Australia and other Asian nations. Fruits, vegetables, high quality beef, ginseng, convenience and prepackaged foods are among the high value products that promise expanding markets. Future U.S. bulk commodity markets look less growth oriented with the possible exception of wheat. Furthermore, with Hong Kong being transferred to the People's Republic of China in 1997, thus losing its independent status, the outlook is very uncertain as its future status has not been fully established.

### *Economy*

Per capita income in Hong Kong is the second highest in East Asia, just after Japan.<sup>37</sup> In 1989 the population of Hong Kong was 5.8 million, with an annual growth rate of 1.2 percent.<sup>38</sup>

Hong Kong imports almost 90 percent of its food requirements. In 1989 Hong Kong imported \$615 million of U.S. foodstuffs. Hong Kong citizens buy more American food products than any other country in the world outside of the United States.<sup>39</sup> Agricultural exports to Hong Kong accounted for 11.65 percent of the total value of all U.S. exports to Hong Kong. Food prices in Hong Kong are kept low by import policies that provide an efficient market and good infrastructure for agricultural products.

Chinese rule over Hong Kong will resume in 1997. This may provide new opportunities for

U.S. agricultural goods in South China as China has pledged to maintain Hong Kong's free market system for fifty years. China's own internal demand and its transportation problems are likely to prevent it from supplying agricultural products to Hong Kong in the early 1990s. However, this situation could change as the September meetings of the Standing Committee of the People's National Congress have placed priority on infrastructure development, particularly in South China and the adjacent coastal area, China's breadbasket, to better connect the rest of the country.

### *Trade*

Hong Kong imported a record US\$615 million of U.S. agricultural products in 1989. Hong Kong has relatively few barriers to trade. It is a duty free port and generally accepts USDA and FDA standards and inspection certificates. Tariffs are imposed on alcoholic and nonalcoholic beverages as well as on cigarettes and tobacco.<sup>40</sup>

Hong Kong is an important entrepot center for southern China and for other Asian countries. In 1987 Hong Kong's Kwai Chung container port overtook Rotterdam as the busiest in the world in terms of container throughput. Hong Kong is a transshipment point for the booming economies of Thailand, Singapore and Indonesia. With a new airport planned and with current port expansion, Hong Kong is likely to remain one of the best sites in Asia for providing the telecommunications, business and transportation services needed to support trading operations.<sup>41</sup>

### *Market*

The United States has a 90 percent share of the wheat export market to Hong Kong. Per capita wheat consumption in Hong Kong is higher than that of other Asian nations. Imports of wheat flour have been increasing and it is unclear what effect this will have on the growing market demand for wheat based products such as noodles, spaghetti and macaroni.

Hong Kong's high standard of living and strong tourist industry makes it a lucrative market for high value added products, particularly high quality beef, convenience foods, fruits and vegeta-

bles, ginseng, eggs, wine and beer. The growing number of fast food restaurants have increased demand for frozen chicken exports. Strong upward movement in this market indicates additional opportunities for expansion. Australia, South America and the European Community will be prime competitors in this market.

The outlook for fresh fruit is equally promising. Price competitiveness and high quality have assured a good market for U.S. fruit although increased competition will come from China, Taiwan, Chile, South Africa, Australia and New Zealand. "In Hong Kong, we eat more California and Florida oranges per head than anyone else in the world, including the United States," says Mr. Andrew Ma, assistant director of the Hong Kong Trade Development Council. "It leaves a very good taste in the mouth for our U.S. trade relations."<sup>42</sup>

In 1989 Hong Kong was the leading importer of U.S. ice cream with \$2.6 million and a 27 percent share of the market sale by country. Since 1985 Hong Kong imported an average of approximately \$2 million annually of U.S. ice cream.<sup>43</sup>

Hong Kong residents shop daily and generally prefer fresh to frozen foods. Traditional "wet" markets account for roughly half of consumer food shopping, with the other half attributed to modern supermarkets. Supermarkets are quickly gaining in popularity over the traditional markets. There are now more than 600 supermarkets and convenience stores in Hong Kong.

The entrenched suppliers of the British-controlled food chains provide a competitive environment, but recent successes have been made by U.S. companies introducing products through the increasing number of Chinese-owned food chains and through promotions in the big Japanese department stores. The Japanese-owned department stores/supermarkets are becoming more popular and are expanding. Japanese stores generally do not charge shelf fees to the suppliers of new products, while the two largest supermarket chains charge steep shelf fees, as high as US\$128,000.<sup>44</sup>



## Singapore

### *Overview*

Good marketing, competitive pricing and quality packaging will determine the future U.S. market share of Singapore's agricultural imports. Singapore's rising standard of living has made competition stiff for high value products. According to a 1988 U.S. trade mission to Singapore, products that are targeted to the Asian market will be the most successful. Demand for bulk commodities is likely to be flat with nearby Asian countries competing with lower prices.

As the gateway to Southeast Asia, Singapore is a key market. Many of the products that sell successfully in Singapore are re-exported by Singaporean importers to Indonesia, Malaysia, Thailand and the Philippines.

### *Economy*

Gross domestic product rose to \$27.5 billion in 1989, with a slower growth rate of 9.2 percent over the 11 percent growth of the preceding year.<sup>45</sup> Singapore's population is 2,270,915 with a growth rate of 1.3 percent.<sup>46</sup> The annual growth rate of Singapore's population to the year 2000 is estimated at 1.0 percent.<sup>47</sup> The agricultural sector accounts for 1.2 percent of the labor force.<sup>48</sup>

### *Trade*

Singapore is a free port with duties on a few "luxury" items such as wine, alcohol, chocolates, sugar-based confectionery and tobacco. Singapore serves as a transshipment port for some high value products destined for Indonesia and other South Asian countries. Singapore aims to use its comparative advantage in services and infrastructure to take advantage of the developmental need of the region in the 1990s.

### *Market*

Higher per capita income, changing life styles and the decline of traditional "wet" markets has created strong opportunities for U.S. food products. Supermarkets and convenience stores

are aggressively competing with the traditional "mom and pop" provision shops. Western fast foods and microwaveable products are increasingly popular.

According to Geoffrey Wiggin, the U.S. agricultural trade officer in Singapore, good growth markets exist in poultry and poultry parts in particular. Mr. Wiggin believes that the U.S. exporters should exploit their technological advantage in microwaveable, high quality food items. He also points out that several U.S. vegetables are unknown in Singapore. With consumer education, increased marketing, and particular care to the problems of packaging perishable food items, the vegetable and fruit markets could also expand.

The U.S. reputation for high quality gives U.S. exports a marketing edge. Mr. Wiggin stressed the importance of maintaining a good relationship with a Singaporean importer and of providing marketing support for the development of product sales.<sup>49</sup> The limited number of distributors and their prohibition from taking on competing product lines once exclusive franchises are obtained poses a serious constraint to U.S. exports.

Increased competition for Singapore's import markets is coming from Japan, Australia and New Zealand. Dedication to customer relations, aggressive marketing and a focus on long term gains characterize Japan's competitive edge. Australia and New Zealand's advantage is in lower transportation costs due to both proximity as well as the lower cost of containerized vessels because of more competitive rates offered by Asian shipping lines. Wheat and fruit and vegetable sales to Singapore are facing increasing competition from Australia. Thailand dominates the corn market and also supplies most of Singapore's rice.

The top U.S. export item to Singapore traditionally has been frozen chicken parts. High quality beef, wine fresh fruits, packaged foods, confectionery and bakery items along with other high value food products look the most promising. U.S. ice creams exports to Singapore averaged just over \$300,000 annually from 1985 to 1989.

Singapore is also one of the leading markets for U.S. yogurt.<sup>50</sup>

In 1988 the U.S. Agricultural Trade and Development Mission offered the following advice to high value exporters to Singapore. Increased tourism is creating a strong demand in Singapore for western products. U.S. exporters who want to capitalize on this market must develop products with the Asian customer in mind. Kentucky Fried Chicken success is due to their development of a special formula for Asian customers. Furthermore, brand name goods need to be represented by the manufacturer face to face, rather than through a broker. The mission also noted that buyers reported being unable to reach U.S. sellers to place orders. Efficient follow-up and attention to logistics and packaging could greatly increase the U.S. market share in Singapore.<sup>51</sup>

Mr. G. Salvadas, First Secretary of the Singapore Embassy in Washington, D.C., suggested that Singapore's annual three to four million airport passenger arrivals makes the market for airport meals highly lucrative. He also mentioned Singapore's active international port and the replenishment of ship stores as a possible market for U.S. food exporters.<sup>52</sup>

## **People's Republic of China**

### *Overview*

In 1989 China was the eighth largest market for U.S. agricultural exports at \$1.48 billion. China's import demand has varied widely. From 1983 to 1988 its agricultural exports have exceeded imports.<sup>53</sup> In some commodities such as cotton, rice, soybeans and corn, China has become a major competitor. Nevertheless, U.S. export sales to China are expected to reach \$1.2 billion in 1990.<sup>54</sup> Projected shortfalls of corn and wheat production in the next few years could create export opportunities for the United States. China's possible entrance to GATT will impact the patterns of future agricultural trade.

### *Economy*

In 1989 China's gross national product grew 3.9 percent. Total exports from the United

States were \$5.8 billion, with grain sales increasing 61 percent.<sup>55</sup> Per capita income in 1989 was US\$340.<sup>56</sup> As of July 1990, China's population numbered 1,118,162,727 with a growth rate of 1.4 percent.<sup>57</sup> China's population growth is projected at an average annual rate of 1.3 percent to the year 2000.<sup>58</sup>

Sixty-one percent of China's 513,000,000 labor force is engaged in agriculture and forestry. China is basically self-sufficient in food with agriculture accounting for 26 percent of GNP. China is also among the world's largest producers of rice, potatoes, peanuts, tea, barley and pork.<sup>59</sup> However, agricultural development in China is constrained by a weak infrastructure.

### *Trade*

The availability of foreign exchange and China's trade policies limit the number of imports to China. Bulk commodities make up almost 95 percent of China's agricultural imports.<sup>60</sup> Trade restrictions to China come in the form of import licensing, tariffs, and quarantine regulations to protect domestic production.

### *Market*

Wheat, sugar and vegetable oil are among the top imports to China. In 1988, the United States shipped 6.6 million tons of wheat valued at \$697 million to China. High value imports were estimated at \$350 million in 1988. Growth prospects for high value products through the early 1990s are bleak. Most of the outlets for these products are international tourist hotels, Friendship Stores, local tourism administrations and the expatriate community. The retrenchment policy begun in the fall of 1988 precipitated a sharp drop in tourism and foreign investment. Recovery is expected to be slow.<sup>61</sup>

Competition in the high value meat market supplying hotels will come from Australia, New Zealand, Western Europe and a Sino-German venture outside of Beijing. Some interest has been expressed in high quality fruits but quarantine regulations prevent market penetration. The removal of the Mediterranean Fruit Fly in the United States may lead to a revising of the Chi-

nese quarantine restriction on U.S. fruit. Some hotels have the right to import directly from Hong Kong brokers, but most must use the China National Cereals, Oils, and Foodstuffs Import/Export Corporation (CEROILS) or their local Tourism Administration. All alcoholic beverages must be imported through CEROILS and the markup is generally 200 to 300 percent.

South China offers the greatest potential for U.S. exporters. As one of the most dynamic and independent regional markets, Guangdong will be a particularly strong market for high value products. Per capita income in South China tends to be several times higher than the national average and exposure to western tastes is greater. Foreign products are viewed as a status symbol and those goods with a long shelf life, such as candy, nuts, snack foods, canned goods and beverages, represent enormous market potential.

## **Thailand**

### *Overview*

Thailand is currently the 38th largest market for U.S. agricultural exports. Thailand has a strong agricultural history and remains the world's top rice exporter. Other major Thai crops include tapioca, maize and sugar. Thailand's agricultural policy is geared towards export growth and import substitution. However, Thailand's boom economy has created a growing middle and upper middle class and an increasing demand for western food products.<sup>62</sup>

### *Economy*

Thailand's economy grew 10.8 percent in 1989, giving Thailand the best economic performance in all of Asia.<sup>63</sup> This rapid growth is one of the reasons Thailand is believed to be the next Newly Industrialized Country (NIC) in Asia. Still, the 1989 per capita GNP of \$1,179 is less than one-third of South Korea's and 13 percent of Singapore's.

The population of Thailand is 56 million with an annual growth rate of 1.7 percent.<sup>64</sup> Eighteen percent of Thailand's work force is employed in agriculture.<sup>65</sup> The agricultural sector

accounted for 14.2 percent of the gross domestic product in 1990, down from 39.8 percent in 1960.<sup>66</sup>

Thailand imported \$1.62 billion of agricultural products in 1989. The United States accounted for approximately 15 percent of the total imports.<sup>67</sup>

### *Trade*

In 1989 total U.S. exports to Thailand were \$190 million, a 13 percent increase from 1988.<sup>68</sup> Major exports to Thailand were wheat (\$21 million), dairy products (\$10 million) and fresh apples (\$7 million).<sup>69</sup>

Trade barriers exist in the form of tariffs, import controls, quotas, licenses and prohibitions. Luxury items and products perceived to compete with domestic goods face greater restrictions. Imported fruit (excluding apples) and convenience foods are taxed at 60 percent or greater.<sup>70</sup> In 1988 the Thai government reduced the import tariffs on wheat by 57 percent and on apples by 88 percent. The Thai government's standards, product testing, labeling and certification requirements are perceived by most importers as obstacles equal to or greater than the tariffs.

Thailand's weak infrastructure and the limited capacity of the port of Bangkok have made transportation problems a key factor in exporting to Thailand. The new deep sea port at Laem Chabang in Chon Buri province is scheduled to be completed in late 1990 or early 1991 and will serve Thailand's northeastern agricultural provinces. Laem Chabang will also have large container facilities. In the future, these facilities may lessen Thailand's dependence on Singapore as a transshipment port, and may eliminate the limited size shipment restrictions on exports.<sup>71</sup>

### *Market*

Thailand's growing middle class and tourism industry is increasing the popularity of fast food restaurants. The restaurant and food service sector will be an important market for U.S. exporters. Areas of possible export growth include beef, turkey, canned and dried fruit, condiments

and specialty items. U.S. frozen potatoes are another potential market, but the Thai government has restricted this market by using high tariffs and taxes on imports to protect the local producers of potatoes.

Changing shopping styles has encouraged the growth of supermarkets, mini-markets and convenience stores. High value and microwave products have strong market potential. Thais traditionally eat large quantities of fresh fruit. U.S. fruit is perceived to be of better quality than local fruit and is often given as gifts during holidays. The United States has a large market share in apples, cherries and grapes. The citrus market is closed to U.S. imports, but if trade restrictions were revoked, it would become an important market.

There is also little production of frozen food items in Thailand and the increase in refrigerator ownership will lead to an increase in demand for frozen items. Quality remains an important issue in all food exports. Although Thailand produces the majority of its food needs, inconsistent quality has led to a preference for imported items.

Another potential market for U.S. agricultural products is the growing food processing industry in Thailand. Bulk shipments of fruit juice, vegetable oil, peanut butter and wine are currently being packaged in Thailand for the local retail market and for re-exportation in Asia. Opportunities exist for U.S. companies interested in joint ventures, licensing and repackaging agreements with the Thai food processing industry.<sup>72</sup>

## **Indonesia**

### *Overview*

Indonesia's emerging economy, large workforce and stable political environment make it an attractive market for the U.S. food industry. Opportunities exist for U.S. firms interested in developing the food processing sector in Indonesia as well as the high value food market. As a key developing country, Indonesia has a wide variety of agricultural and food product needs: from basic commodities to consumer ready products. Indonesia's persistent debt problems limit its ability to

purchase U.S. agricultural products. The current situation in the world oil market may benefit Indonesia's economy. Once the world's largest rice importer, Indonesia is nearly self sufficient in rice and the government continues to encourage growth in the agricultural sector.

### *Economy*

Indonesia's agricultural imports from the United States totaled \$231 million (FOB) in 1989, up from \$224 million in 1988. Cotton accounted for almost half of U.S. exports to Indonesia. Soybeans and wheat were significant exports.<sup>73</sup>

With a population of 190 million and an annual growth rate of 1.8 percent, Indonesia is one of the largest countries in the world. Approximately 70 percent of Indonesia's population lives in rural areas. Annual per capita income in 1989 was about \$550. Agriculture accounts for roughly 22 percent of the gross domestic product in Indonesia. Over half of the labor force of 67,000,000 is employed in the agricultural sector.<sup>74</sup>

### *Trade*

Indonesia's Fifth Five Year Development Plan (REPELITA V) of April 1989 stresses increased agricultural output, both for domestic consumption and export, and expansion of the food processing industry. Government policy controls the trade of wheat, sugar, soybeans and soybean meal. For wheat and corn, the United States serves as a "residual supplier," selling when competitors closer to Indonesia are undersupplied. The United States does have the advantage in the soybean market, being perceived as a high quality supplier. The import of fresh fruit and vegetables, as well as processed food products, is controlled by government appointed private companies. In 1988 trade in orange juice, processed meats and roasted nuts was liberalized. Future liberalization of trade restrictions on high value products is likely in the coming year. With about half of the population under the age of 15, job creation, particularly in labor-intensive industries, is one of the many challenges facing the government.<sup>75</sup>

Consumption of wheat continues to grow, with wheat imports to Indonesia reaching a record high in 1989. Noodles account for approximately 45 percent of wheat consumption; baked products 25 percent; and snack foods ten percent. Australia and Canada are major competitors in the wheat market and can usually offer lower freight rates.<sup>76</sup> Increases are expected in the demand for soybeans due to decreased production, an increasing domestic feed industry and food consumption. The People's Republic of China is the leading importer of soybeans, followed by the United States. Price competitiveness is a major determinant of market share in bulk commodities.

High value products represent a potential market for U.S. food exporters. An estimated two to five percent of the population are considered to have sufficient incomes to afford high value products. This represents a potential market of over seven million adults. Occasional purchasers of these products would increase the market even further. Substantial trade in high value foods already exists in Indonesia, despite current government restrictions. Fresh fruits, vegetables, beef, convenience foods, wines and packaged products are prime candidates for market expansion. Some U.S. food products are already well known in Indonesia, and in general they have a good reputation for quality.<sup>77</sup> Competition in these products will come from a variety of nations. Singapore is the main competitor for fresh fruits, while New Zealand competes in the market for red meat and dairy products.

Two state trading companies have exclusive import rights to a number of high value products, significantly restricting the market. Distinctions between importers, retailers and wholesale distributors are not always clearly drawn. Indonesia's largest grocery chain is active in all three areas.<sup>78</sup>

## **Malaysia**

### *Outlook*

Malaysia should continue to see widespread growth in the 1990s although its high dependency on exports makes it vulnerable to recessions in

other countries. Import demand in Malaysia remains strong for bulk commodities such as soybeans, corn and wheat. Expansion in the domestic livestock industry will increase demand for imports of agricultural feed products. The continued recovery of the Malaysian economy strengthens the outlook for imports of high value and consumer ready processed foods.

### *Economy*

A major objective of the Malaysian government is the eradication of poverty and economic restructuring. Agriculture remains a vital part of the economy and is being linked with rural economic development. Malaysia has a population of 17,510,546 with an annual growth rate in 1990 of 2.3 percent.<sup>79</sup> In 1989 real gross domestic product increased by 8.5 percent in Malaysia. Agriculture accounted for more than 20 percent of GDP, and employed approximately 28 percent of the total workforce. Malaysia is a net exporter of poultry and pork, and produces almost 60 percent of the world's palm oil. Recent efforts in the United States to require food labels that specify palm oil as a saturated fat brought charges of protectionism from Malaysia.<sup>80</sup>

### *Trade*

Malaysia has an open, trade based economy with no nontariff barriers. Agricultural imports to Malaysia accounted for ten percent of total imports in 1989, with a 21 percent increase in value over the preceding year. The largest import category was cereal grains, followed by dairy products and raw sugar. Preliminary indications are that U.S. agricultural exports to Malaysia declined in 1989 and U.S. market share dropped to only 7.0 percent. A large portion of this decline reflects the sharp drop in imports of U.S. corn. Price competitiveness with Argentina will determine the outcome of the U.S. market share for corn.<sup>81</sup>

Imports of wheat flour are not permitted in Malaysia and domestic demand is met by imports of wheat for milling. Concerns about foreign material and protein deficiencies in American wheat led to a drop in U.S. wheat imports to Malaysia. Australia is the main competitor in the

wheat market, but demand for U.S. wheat is expected to rise.

Malaysia imports 60 percent of its beef for consumption, and beef imports are increasing steadily. India is the main supplier of low quality beef, with Australia, New Zealand and the United States competing in the high quality beef market.

High import duties restrict the trade of several U.S. agricultural products. Total taxes on high value agricultural imports are usually equal to 30 to 50 percent ad valorem.

### *Market*

Malaysia's continued economic growth has led to a rapid expansion of the retail food sector. Recently opened supermarkets are increasing the demand for imports of processed and high value foods with in-store promotions. American-style pizza, hamburger and doughnut fast food outlets are becoming even more popular. Domestic consumption of bread, wheat noodles and biscuits is also increasing.

Opportunities exist for the export of fresh and processed fruits and vegetables, fruit and vegetable juices, and canned fruits. Apples, grapes, almonds, wine, beef and frozen french fries are some particular items that have great market potential.<sup>82</sup> While many U.S. products are disadvantaged due to long shipping times, strong marketing plans, innovative promotions and an emphasis on quality can help overcome this handicap.

Advertising for food products in Malaysia is undergoing revision. Consumer interest groups have succeeded in persuading the government to issue new guidelines on advertising, after objecting to the television ads promoting "junk" foods to children. After October 1, 1990, all ads for any food or drink products that claim specific health or nutritional benefits will have to be approved by the Ministry of Health.<sup>83</sup> The United States has not been as competitive in advertising their products as Australia. Australia's promotional efforts include ads in Malay, Chinese and English language newspapers as well as in-store food samplings and food festivals at major hotels.

The bulk of the food distribution system in Malaysia is handled by the private sector, with importers distributing to supermarkets and grocery chains. Some of the larger supermarkets are also starting to directly import products.

Logistical convenience makes most transshipments pass through Singapore, although the Malaysian government offers a ten percent duty rebate on imports coming directly to Asian ports. Malaysia's infrastructure is sufficiently developed to make internal distribution efficient.

## **Philippines**

### *Overview*

Inflation and high interest rates may slow down the recovery of the Philippines' economy in the short run, but the long term prospects for growth are more promising. The Philippines is a net agricultural exporter whose principal imports are cotton, wheat, soybean meal, tobacco and dairy products. Limited purchasing power and a heavy debt burden will constrain the Philippines' ability to purchase imports. Inadequate infrastructure poses a serious constraint to the economic development of the Philippines.

### *Economy*

The Philippines imported and estimated \$319 million of U.S. agricultural imports in 1989, which accounted for 29 percent of the \$1.1 billion total Philippine agricultural imports. Imports of major U.S. products were valued on a FOB basis as follows: wheat, \$174 million; soybean meal, \$18 million; fresh fruit, \$10 million; and dairy products, \$4 million. The largest increase in imports from the United States was in fresh fruits.<sup>84</sup>

Philippine gross national product grew by 5.6 percent in 1989. Per capita income was \$740 in 1989 and over half of the country's 60 million citizens live in poverty. Agriculture accounts for 27 percent of the GNP and employs roughly half of the workforce. Major crops include rice, coconut and corn.<sup>85</sup>

The largest agricultural import from the United States is wheat. It is the Philippines' second largest agricultural import. In 1989, U.S. wheat accounted for 72 percent of the Philippines' import requirements, which is less than in previous years. The ability to maintain competitive prices will determine the future of the United States' market share. Increased consumption of wheat has led to a proposal to construct an additional eight flour mills in the Philippines and will cause an expansion in the market for wheat.<sup>86</sup>

Significant barriers to the import of certain high value foods were decreased by the Import Liberalization Program of the government. High value products, in general, face ad valorem taxes of an average of 50 percent. Imports of several major agricultural products, such as rice, corn, and other feed grains, are still significantly restricted. Bulk items are subject to tariffs ranging from ten percent to 30 percent ad valorem.<sup>87</sup>

### *Market*

Most food purchases are still made in traditional open air markets, although supermarkets, fast-food restaurants and convenience stores are growing in metropolitan areas like Manila and Cebu. Traders and large food processors import most high value agricultural products for redistribution to hotels, restaurants, supermarkets and other retail outlets. Import restrictions are not as great for establishments dependent of the tourist trade and they tend to be the major purchasers of high value goods.

Fresh fruits, canned vegetables and fruits, wine, beef and poultry are among the principal high value imports to the Philippines. Competition comes from a variety of nations, depending on the product. The European Community, China, Taiwan, Australia and New Zealand have all had success in exporting high value products to the Philippines. Promotions for new-to-market products are popular among supermarket managers. Effective product promotion and consumer education is essential to the successful introduction of U.S. food products.

### *Conclusion*

The agricultural markets in Asia are highly erratic in nature. Their dependency on climate creates tremendous surpluses, such as the current wheat surplus, followed by unanticipated shortages, such as the projected shortage of rice in Vietnam. These imbalances affect the ability of each country to trade efficiently and encourage protection of domestic agricultural markets.

The fear of liberalization of agricultural markets is a common element among Asian countries. South Korea's Minister of Agriculture was fired recently in an attempt to appease the highly vocal Korean farmers. Korea is seeking protection from competition in its rice and fruit markets, following Japan's lead in citing national security as justification of its actions. "If we fail to secure food security, that means complete surrender to foreign pressure," says Kim Jong Yong, a director-general of the Ministry of Agriculture. "If we give up that last one, it means the total collapse of our agriculture."<sup>88</sup>

The impact of surpluses and the need to support domestic markets has led to Thailand's current rice dilemma. A program to support rice prices created a surplus of low grade rice that the Thai government is now trying to sell at below market prices. While this strategy was successful in 1989, it appears to be failing. The threat of Thai rice being bought at its below market prices and being resold may necessitate government intervention, either in the form of restrictions of resale or further domestic price support programs. Vietnam has also become a strong competitor in the low grade market at a time when world exports of rice are slowing down.

There is tremendous demand in the developing countries in Asia as well as in the Soviet Union for agricultural equipment and technology. The potato crop in the Soviet Union is rotting in the fields because of a lack of harvesting equipment. The government has sent soldiers into the fields to pick the bumper crop of potatoes in an attempt to avoid a shortage of potatoes, the staple diet of many Russians. China also faces tremendous technological needs. It is counting on its surplus of corn to increase in its exports and to

bring into China the foreign currency earnings it desperately needs in order to continue improving its infrastructure.

Agricultural equipment, biotechnology, bulk commodities and high value food products will remain strong markets for the United States in Asia. Unless there is a deep downturn in the global economy, the demand from fresh fruit, particularly citrus, apples and grapes, will continue to increase. Trade balances, crop production and government programs will determine which sector is likely to be the most promising of the 1990s.

Adaptation to the Asian markets, both in high value products and in technology, will be fundamental to the success of U.S. package food exports. First, American exporters must recognize that the markets of Asia are changing. Who would have anticipated the success of Kentucky Fried Chicken in Beijing or the vast variety of fast food franchises stretching from McDonalds in Tokyo to Haagen Daz Ice Cream in Jakarta? There is, however, a need for direct market contact by would be exporters. Culture is a prime factor and this means that advertising, packaging, and taste must be taken into account if one is going to be successful in penetrating these highly individualistic markets. Furthermore, extended research needs to be done in terms of how goods are purchased, in what quantities, how often, and the distribution channels used. In short, American marketers of food products must take a renewed approach if they are going to be successful in fully penetrating and not just tapping the growing markets in Asia.

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**Appendix 1**  
**Top 15 markets for U.S. agricultural exports, 1/**  
**Fiscal years ending 1985-90 (\$ million)**

Country	1985	1986	1987	1988	1989	1990 (1) 2/
Japan	5,654	5,120	5,538	7,267	8,152	8,200
European Community 3/ 4/	6,567	6,425	6,774	7,513	6,544	6,100
Netherlands	1,906	2,040	1,954	2,084	1,839	5/
West Germany	900	1,001	1,266	1,307	918	5/
Spain	779	716	656	848	876	5/
United Kingdom	617	628	666	819	737	5/
Italy	674	685	733	713	601	5/
France	395	431	496	563	474	5/
Belgium-Luxembourg	470	361	423	436	432	5/
Portugal	487	308	259	336	301	5/
Ireland	121	88	131	141	176	5/
Denmark	111	101	111	124	97	5/
Greece	105	66	79	141	94	5/
Soviet Union	2,464	1,075	658	1,864	3,185	3,300
South Korea	1,400	1,277	1,693	2,250	2,454	2,600
Mexico	1,563	1,115	1,215	1,726	2,765	2,500
Canada 3/ 6/	1,703	1,457	1,762	1,973	2,189	2,200
Taiwan	1,342	1,131	1,354	1,577	1,594	1,600
China (PRC)	231	83	235	613	1,480	1,200
Iraq	362	335	5,263	732	774	900
Egypt	763	852	757	778	931	800
Hong Kong	396	400	436	488	575	600
Pakistan	216	284	98	276	599	500
Venezuela	716	493	459	596	587	400
Saudi Arabia	381	329	488	459	425	400
Philippines	285	269	259	345	344	400
<b>Total of top 15</b>	<b>21,578</b>	<b>19,570</b>	<b>26,331</b>	<b>26,593</b>	<b>29,412</b>	<b>28,400</b>
<b>Agricultural total</b>	<b>31,203</b>	<b>26,336</b>	<b>27,877</b>	<b>35,336</b>	<b>39,658</b>	<b>38,500</b>

1/ Ranking based on fiscal year 1990.

2/ Forecast estimates from Feb. 27, 1990, "Outlook for Agricultural Exports" report.

3/ Data not adjusted for transshipments.

4/ Rankings for EC countries based on fiscal year 1989.

5/ Not available.

6/ U.S. agricultural exports to Canada have been underreported in past years by about \$1 billion a year and officially recognized by both Governments. Effective January 1990, the U.S. Bureau of the Census began adjusting U.S. export statistics to account for these differences.

Source: U.S. Bureau of the Census.

## Appendix 2

### Value of U.S. agricultural exports by major commodity group

Fiscal years ending 1985-90 (\$ million)

Commodity	1985	1986	1987	1988	1989	1990 (f) 1/
Grains and feeds	12,997	9,070	8,733	12,115	16,347	15,400
Wheat	4,264	3,261	2,879	4,470	6,018	5,100
Wheat flour	165	225	207	170	266	200
Rice, milled basis	677	648	551	729	956	900
Feed grains 2/	6,890	3,824	3,760	5,203	7,403	7,300
Corn 3/	5,788	3,291	3,048	4,324	6,108	6,400
Grain sorghum	855	386	391	564	916	5/
Feeds and fodders	506	647	843	1,048	1,081	5/
Oilseeds and products	6,819	7,048	7,062	8,469	7,519	6,343 *
Soybeans	3,872	4,171	4,205	5,024	4,086	3,500
Soybean meal	833	1,113	1,325	1,470	1,290	900
Soybean oil	558	292	223	437	404	300
Corn gluten feed and meal	457	596	581	628	741	663 *
Unmanufactured tobacco	1,588	1,318	1,203	1,297	1,274	1,300
Cotton and linters	1,967	692	1,429	2,150	2,059	2,600
Planting seeds	343	357	361	407	498	500
Livestock products	3,307	3,515	3,956	4,913	5,391	5,500
Red meats	1,154	1,006	1,289	1,785	2,327	5/
Animal fats	589	463	405	528	524	5/
Poultry products	393	455	593	648	730	800
Poultry meat	257	282	404	424	513	5/
Dairy products	422	434	496	540	489	500
Horticultural products	2,625	2,680	3,168	3,839	4,159	4,300
Fresh/processed fruits	1,003	1,091	1,284	1,465	1,538	5/
Fresh/processed vegetables	503	522	592	729	904	5/
Tree nuts	512	492	594	780	694	5/
Sugar and tropical products	740	766	875	956	1,190	1,300
Wood products 4/	2,651	2,831	3,726	5,125	5,876	5/
<b>Agricultural total</b>	<b>31,203</b>	<b>26,336</b>	<b>27,877</b>	<b>35,336</b>	<b>39,658</b>	<b>38,500</b>

*Note: Totals may not add due to rounding.*

*1/ Forecast estimates from Feb. 27, 1990, "Outlook for Agricultural Exports" report where available and "World Oilseed Situation and Market Highlights" # FOP 2-90 where denoted by "\*\*".*

*2/ Includes corn, oats, barley, sorghum, and rye and products.*

*3/ Excludes products.*

*4/ Not included in agricultural product value total.*

*5/ Not available.*

*Source: U.S. Bureau of the Census.*

### Appendix 3

#### Volume of U.S. agricultural exports by major commodity group Fiscal years ending 1985-90 (1,000 metric tons)

Commodity	1985	1986	1987	1988	1989	1990 (f) 1/
Grains and feeds	90,903	70,620	86,424	104,984	110,253	5/
Wheat	28,525	25,507	28,231	40,523	37,775	33,000
Wheat flour	767	1,094	1,305	1,236	1,240	1,300
Rice, milled basis	1,972	2,382	2,454	2,167	3,053	2,600
Feed grains 2/	55,382	36,295	47,640	53,160	60,971	66,500
Corn 3/	46,396	31,104	39,297	43,954	50,556	58,000
Grain sorghum	7,455	4,112	5,118	6,073	8,096	6,500 *
Feeds and fodders	3,018	4,134	5,688	6,758	6,013	6,000 *
Oilseeds and products	27,557	32,046	34,444	34,197	26,501	27,935 **
Soybeans	16,621	20,123	21,394	20,980	14,111	16,100
Soybean meal	4,457	5,476	6,617	6,191	4,655	4,200
Soybean oil	753	570	538	850	754	700
Corn gluten feed and meal	3,383	4,088	4,320	4,370	4,992	5,200 **
Unmanufactured tobacco	277	263	262	276	258	200
Cotton and linters	1,317	517	1,330	1,428	1,491	1,700
Planting seeds	244	113	254	237	498	5/
Livestock products 4/	1,894	2,091	2,017	2,278	2,508	5/
Red meats	424	448	542	627	807	900
Animal fats	1,199	1,336	1,211	1,347	1,369	1,400
Poultry products 4/	247	292	394	411	483	5/
Poultry meat	234	263	374	390	465	600
Dairy products 4/	413	462	427	366	353	5/
Horticultural products 4/	2,656	2,738	2,990	3,557	3,799	3,900
Fresh/processed fruits	1,445	1,520	1,748	1,977	2,085	5/
Fresh/processed vegetables	880	884	928	1,151	1,310	5/
Tree nuts	222	214	173	271	251	5/
Sugar and tropical products 4/	725	869	1,078	876	933	5/
Agricultural total 4/	126,022	109,878	129,339	148,359	146,771	148,500

Note: Totals may not add due to rounding.

1/ Forecast estimates from Feb. 27, 1990, "Outlook for Agricultural Exports" report where available, "World Grain Situation and Outlook" # FG 2-90 denoted by "\*\*", and "World Oilseed Situation and Market Highlights" # FOP 2-90 denoted by "\*\*\*".

2/ Includes corn, oats, barley, sorghum, and rye and products.

3/ Excludes products.

4/ Includes only those commodities measured in metric tons.

5/ Not available.

Source: U.S. Bureau of the Census.

## Appendix 4

### Value of U.S. agricultural exports by region of world

Fiscal years ending 1985-90 (\$ million)

Region	1985	1986	1987	1988	1989	1990 (f) 1/
Canada 2/	1,703	1,457	1,762	1,973	2,189	2,200
Transshipments via Canada	313	115	93	150	357	9/
Latin America	4,555	3,600	3,765	4,400	5,451	5,000
Mexico	1,563	1,115	1,215	1,726	2,765	2,500
Caribbean	771	752	829	867	1,008	1,000 *
Central America	360	334	376	414	448	450 *
South America	1,861	1,398	1,345	1,393	1,230	1,050 *
Western Europe	7,101	6,852	7,229	8,044	7,088	6,600
European Community 3/	6,567	6,425	6,774	7,513	6,544	6,100
Other Western Europe	534	427	455	531	544	500
Eastern Europe	513	444	438	551	394	600
Soviet Union	2,464	1,075	658	1,864	3,185	3,300
Middle East 4/	1,408	1,224	1,630	1,867	2,136	2,200
Africa	2,489	2,101	1,762	2,232	2,201	2,200
North Africa 5/	1,178	1,367	1,259	1,622	1,719	1,800
Sub-Saharan Africa	1,312	733	503	610	482	400
Asia	10,452	9,252	10,310	14,018	16,388	16,100
Pacific Rim 6/	9,845	8,733	9,961	13,209	15,229	14,800 *
Japan	5,654	5,120	5,538	7,267	8,152	8,200
China (PRC)	231	83	235	613	1,480	1,200
NIC's 7/	3,257	2,923	3,603	4,458	4,781	4,800 *
Other Asia 8/	607	520	350	809	1,159	1,300 *
Oceania	204	216	230	237	269	300
<b>Agricultural total</b>	<b>31,203</b>	<b>26,336</b>	<b>27,877</b>	<b>35,336</b>	<b>39,658</b>	<b>38,500</b>

Note: Totals may not add due to rounding.

1/ Forecast estimates from Feb. 27, 1990, "Outlook for Agricultural Exports" report where available and authors' estimates elsewhere denoted by "\*".

2/ U.S. agricultural exports to Canada have been underreported in past years by about \$1 billion a year and officially recognized by both Governments. Effective January 1990, the U.S. Bureau of the Census began adjusting U.S. export statistics to account for these differences.

3/ Excludes EC intratrade.

4/ Turkey, Cyprus, Syria, Lebanon, Iraq, Iran, Israel, Jordan, Gaza Strip, Kuwait, Saudi Arabia, Qatar, United Arab Emirates, Yemen (Sana), Yemen (Aden), Oman, and Bahrain.

5/ Morocco, Algeria, Tunisia, Libya, and Egypt.

6/ Japan, China, Taiwan, Korea, Hong Kong, Singapore, Philippines, Thailand, Malaysia, and Indonesia.

7/ Newly industrialized countries: South Korea, Hong Kong, Singapore, and Taiwan.

8/ Afghanistan, India, Pakistan, Nepal, Bangladesh, Sri Lanka, Burma, Vietnam, Laos, Kampuchea, Brunei, Macau, Mongolia, and Southern Asia, not elsewhere classified.

9/ Not available.

Source: U.S. Bureau of the Census.

## Appendix 5

### Japanese Imports of Processed Wheat Products, 1988

(Metric tons)

Supplier	Dough Mixes	Pasta	Biscuits, Crackers	Flour Preps.	Wheat Gluten	Cakes, Pastries	Meslin Flour <sup>1</sup>
South Korea	31,784	1,633	2,603	2,630	0	513	0
United States	20,960	333	4,361	782	711	837	1
Australia	11,476	18	35	123	2,469	0	60
Canada	8,179	25	41	36	453	2	37
Singapore	3,449	72	0	239	0	2	0
EC <sup>2</sup>	594	40,456	5,676	3	157	250	1
Other <sup>3</sup>	1,281	1,367	595	81	0	109	0
Total	77,723	43,904	13,311	3,894	3,790	1,713	99

### Japanese Imports of Processed Wheat Products, 1989

(Metric tons)

Supplier	Dough Mixes	Pasta	Biscuits, Crackers	Flour Preps.	Wheat Gluten	Cakes, Pastries	Meslin Flour <sup>1</sup>
South Korea	46,783	590	1,289	3,054	14	276	0
United States	28,077	251	3,765	1,801	375	802	0
Australia	10,699	27	47	520	2,662	0	54
Canada	7,435	0	63	246	511	0	54
Singapore	3,959	0	393	383	0	0	8
EC <sup>2</sup>	411	42,602	4,772	0	74	341	1
Other <sup>3</sup>	1,399	242	1,790	705	0	179	0
Total	98,763	43,712	12,119	6,709	3,636	1,598	117

<sup>1</sup>Imports of pure wheat flour are not allowed. Meslin flour is a blend of two parts wheat flour and one part rye flour.

<sup>2</sup>Mixes/doughs primarily from France and the Netherlands. Pasta virtually all from Italy. Biscuits,

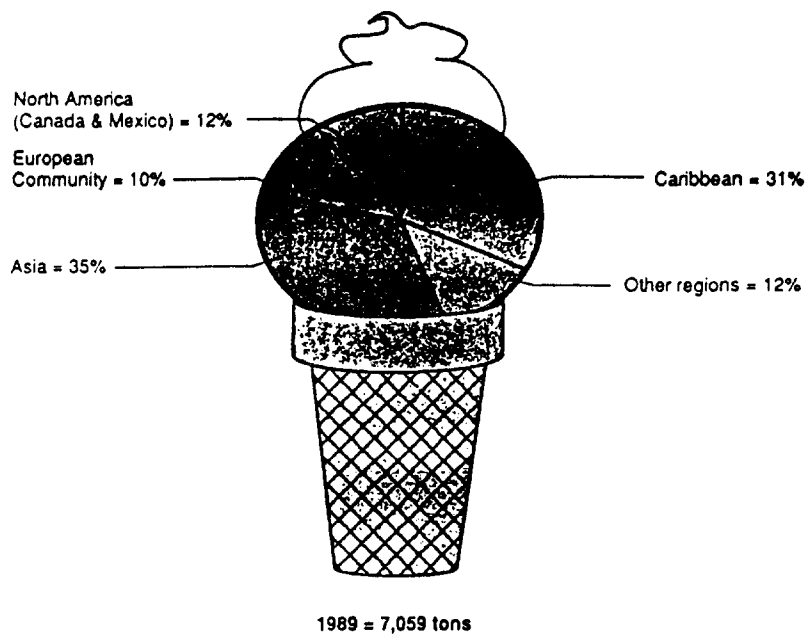
crackers about half from Denmark. Cakes/pastries primarily from West Germany.

<sup>3</sup>Mixes/doughs primarily from New Zealand and Taiwan. Biscuits/crackers primarily from the Netherlands and Switzerland.

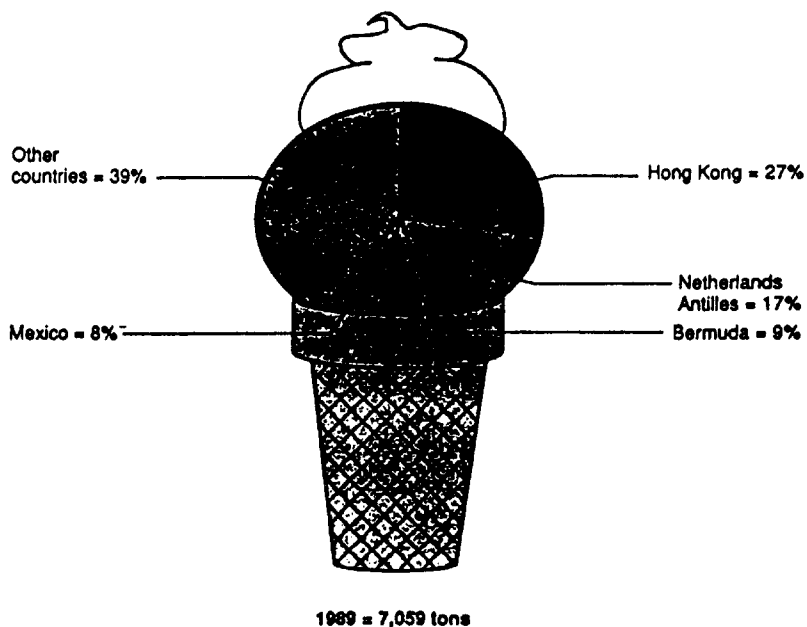


## Appendix 6

### Ice Cream Sales in Far East Region Are Anything but Cold



### Hong Kong Is First In Line for U.S. Ice Cream Sales by Country



AgExporter September 1990 7

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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND  
COMMODITY EXPORTED

## V A L U E (THOUSANDS)

	1983	1984	1985	1986	1987	1988	1989
JAPAN 588							
WHEAT & PRODUCTS MT	589,775	534,578	469,244	424,645	352,956	428,156	477,914
RICE MT		323	311	166	431	226	1,102
CORN MT	1753,335	1990,200	1292,583	866,290	1022,012	1600,970	1554,378
GRAIN SORGHUM MT	84,137	269,095	240,862	177,363	180,844	219,858	335,835
OTHER FEED GRAINS MT	41,487	58,616	19,456	8,019	6,806	28,065	34,631
FEEDS & FODDERS MT	148,170	169,851	159,218	220,023	220,725	307,909	354,529
PULSES MT	9,735	11,742	12,400	12,958	11,247	18,708	18,252
SOYBEANS MT	1209,373	1171,680	936,943	837,110	802,297	1033,476	865,969
SOYBEAN MEAL MT	8,086	4	1,088	10,436	4,467	9,190	2,895
SOYBEAN OIL MT	2,266	3,997	1,770	429	649	295	607
OTHER VEGETABLE OILS MT	33,388	28,661	31,644	36,307	26,379	48,213	37,634
PEANUTS MT	17,712	18,225	15,915	17,708	14,930	15,596	17,531
SUNFLOWERSEED MT	873	619	154	111	1,154	476	320
COTTON & LINTERS MT	503,988	610,225	372,581	249,171	417,186	490,808	551,301
SEEDS MT	36,862	36,732	38,275	35,416	45,962	50,606	45,228
POULTRY MEAT MT	95,593	84,010	59,628	93,913	95,145	146,768	145,662
DAIRY PRODUCTS XXX	14,530	14,865	12,742	17,982	22,680	30,427	33,076
FRESH CITRUS FRUIT MT	185,824	194,963	202,616	229,596	257,563	283,463	306,785
FRESH NON-CITRUS FRUIT MT	27,296	30,749	33,825	50,248	81,731	97,497	81,926
PREPARED FRUITS MT	58,057	47,819	50,767	62,312	67,603	88,595	96,282
FRUIT JUICES XXX	17,227	22,589	31,196	28,275	39,234	62,921	89,095
FRESH, CHLD. VEGETABLES MT	9,710	25,550	8,191	17,264	16,418	40,299	42,479
PREPARED VEGETABLES MT	95,055	91,973	91,953	124,187	153,657	196,059	211,002
TREE NUTS & PREPS. MT	48,516	53,960	50,755	105,724	87,116	101,122	105,239
NURSERY PRODUCTS XXX	3,243	2,872	2,701	3,774	4,545	4,765	6,970
WINE LIT	2,433	2,825	3,214	6,622	12,314	20,480	22,324
BEER LIT	9,893	2,185	2,715	5,362	10,691	17,151	29,636
FLUE-CURED TOBACCO MT	235,422	243,475	217,398	155,612	221,654	137,775	210,260
OTHER UNMFD. TOBACCO MT	103,058	42,504	84,989	76,431	79,112	74,229	88,831
LIVE CATTLE NO	3,000	3,096	2,074	6,559	12,304	11,387	5,431
LIVE EQUINE NO	4,735	4,980	3,010	10,818	13,515	38,585	30,320
BEEF & VEAL MT	258,927	328,534	355,971	480,818	557,594	840,729	1013,016
VARIETY MEATS MT	124,181	63,584	33,672	55,100	95,192	192,200	240,283
HIDES & SKINS MT	87,895	85,256	84,042	127,873	142,847	182,234	217,657
FURSKINS XXX	238,891	324,975	297,810	333,773	368,240	463,529	401,101
FURSkins XXX	1,651	2,662	2,841	5,274	10,308	6,139	7,389
ANIMAL FATS MT	25,694	19,883	17,813	14,953	11,662	16,296	19,553
REF. BEET/CANE SUGAR MT	25,683	15	20	23	7	2,012	31,169
BEVERAGE BASES MT	478	196	770	407	2,300	24,015	29,927
ESSENTIAL OILS MT	11,934	11,651	12,824	12,927	17,204		
GRAND TOTAL XXX	6240,788	6756,447	5394,367	5121,900	5713,053	7637,662	8164,926

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES  
\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS  
LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF JAPAN'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

TRADE TYPE: IMPORTS		SOURCE: FAO/FAS TRADE SYSTEM									
PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE 1987-88	
LIVE ANIMALS.....	:1884	:1000\$:	30,022	40,171	41,807	42,317	88,155	115,178	147,644	28	
CATTLE.....	:0866	:1000\$:	9,306	10,053	10,542	17,097	40,383	49,312	52,516	6	
PIGS.....	:1034	:1000\$:	4,415	4,764	2,867	2,688	3,690	3,287	4,354	32	
CHICKENS.....	:1057	:1000\$:	7,300	8,350	7,415	9,702	8,714	11,187	10,824	-3	
MEAT & MEAT PRODUCTS.....	:1885	:1000\$:	1,711,963	1,771,975	1,891,323	1,937,486	2,597,859	3,349,531	4,321,762	29	
BEEF, FRESH/FROZEN.....	:1924	:1000\$:	391,338	445,451	455,223	468,042	557,463	799,724	1,192,841	49	
PORK, FRESH/FROZEN.....	:2027	:1000\$:	541,360	644,868	709,971	700,422	1,044,147	1,418,692	1,655,832	17	
POULTRY, FRESH/FROZEN.....	:1926	:1000\$:	163,246	153,613	175,451	155,078	288,756	353,179	476,522	35	
ANIMAL FATS.....	:1904	:1000\$:	53,747	49,973	55,534	50,990	36,401	38,397	52,567	37	
HIDES & SKINS.....	:1898	:1000\$:	436,650	411,790	565,641	512,481	573,399	709,256	822,360	16	
DAIRY PRODUCTS & EGGS.....	:1886	:1000\$:	311,174	243,019	227,449	236,325	263,410	294,634	499,252	69	
MILK, FRESH/DRY/CONDENSED.....	:1934	:1000\$:	116,845	93,707	83,051	86,708	86,584	97,252	191,999	97	
GRAINS & PREPARATIONS.....	:1888	:1000\$:	3,950,053	4,194,027	4,735,732	4,012,279	3,553,453	3,189,722	4,265,912	34	
WHEAT.....	:0015	:1000\$:	1,116,981	1,126,930	1,114,021	990,669	900,357	793,466	1,033,897	30	
WHEAT FLOUR.....	:0016	:1000\$:	66	67	52	57	52	56	52	-7	
CORN.....	:0056	:1000\$:	1,829,620	2,120,445	2,304,499	1,937,278	1,685,683	1,537,629	2,095,086	36	
RICE.....	:1946	:1000\$:	29,521	3,868	75,322	4,579	4,017	3,558	4,289	21	
FEEDINGSTUFFS.....	:1892	:1000\$:	383,139	500,190	503,716	445,370	599,852	678,915	1,073,457	58	
OILSEED MEAL.....	:1960	:1000\$:	27,792	75,449	43,992	34,784	78,126	79,619	200,480	152	
SOYBEAN MEAL.....	:0238	:1000\$:	22,138	61,915	29,732	22,510	47,328	47,463	148,999	214	
OILSEEDS.....	:1899	:1000\$:	1,717,112	1,952,589	2,201,700	1,908,018	1,597,656	1,636,103	2,156,753	32	
SOYBEANS.....	:0236	:1000\$:	1,147,420	1,375,659	1,441,744	1,225,965	1,095,053	1,099,228	1,428,826	30	
VEGETABLE OIL.....	:1905	:1000\$:	191,434	185,707	255,158	215,867	149,254	173,107	245,085	42	
SOYBEAN OIL.....	:0237	:1000\$:	18,413	3,332	8,063	1,183	25	51	12,007	23,443	
FRUITS, NUTS & VEGETABLES.....	:1889	:1000\$:	1,602,615	1,613,957	1,788,334	1,852,691	2,381,195	2,876,039	3,519,859	22	
ORANGES, FRESH.....	:0490	:1000\$:	75,287	62,702	82,540	92,055	98,717	121,668	127,597	5	
GRAPEFRUIT, FRESH.....	:0507	:1000\$:	97,805	104,549	89,748	79,326	128,810	152,036	184,689	21	
APPLES, FRESH.....	:0515	:1000\$:	0	0	0	0	14	0*	0	-	
ALMONDS.....	:0221	:1000\$:	38,358	43,664	55,959	46,434	93,596	88,273	1,741	-98	
WALNUTS.....	:0222	:1000\$:	4,773	5,941	6,065	6,286	10,968	17,179	1,268	-93	
PULSES.....	:1954	:1000\$:	128,339	96,609	92,305	64,380	84,448	67,695	101,097	49	
VEGETABLES & PRODUCTS.....	:1990	:1000\$:	634,875	643,470	753,069	738,276	924,206	1,158,760	1,481,130	28	
ALCOHOLIC BEVERAGES.....	:2000	:1000\$:	301,080	304,677	290,939	288,193	371,778	574,775	854,075	49	
WINE & VERMOUTH.....	:1966	:1000\$:	64,602	70,834	75,420	79,843	80,582	144,016	231,352	61	
BEER.....	:1967	:1000\$:	16,770	18,024	8,545	7,952	12,487	23,509	56,408	140	
SUGAR & HONEY.....	:1890	:1000\$:	620,526	543,305	449,067	346,710	453,497	479,737	663,371	38	
COFFEE, TEA, COCOA, SPICES.....	:1891	:1000\$:	942,319	973,848	1,127,111	1,154,017	1,610,680	1,374,056	1,501,675	9	
COTTON.....	:0767	:1000\$:	1,234,766	1,121,788	1,299,784	1,047,404	816,146	1,124,630	1,288,670	15	
TORRACO & PRODUCTS.....	:1896	:1000\$:	504,259	530,365	533,099	479,386	587,617	1,014,035	1,148,476	13	
TOBACCO LEAF.....	:0826	:1000\$:	428,860	437,836	426,491	369,705	399,854	497,990	394,511	-21	
CIGARETTES.....	:0828	:1000\$:	71,324	89,288	103,210	107,187	185,045	512,877	749,995	46	
FOREST PRODUCTS (NON-AG).....	:1877	:1000\$:	6,534,873	6,070,072	6,110,413	5,884,563	6,615,933	9,799,161	10,987,611	12	
TOTAL AGRICULTURAL PRODUCTS.....	:1882	:1000\$:	16,056,302	16,604,441	18,446,400	16,865,856	18,143,296	20,956,192	26,805,408	28	
HULK COMMODITIES.....	:1600	:1000\$:	8,623,945*	9,112,977*	10,174,983*	8,712,507*	8,164,512*	7,987,648*	9,988,244*	25	
INTERMEDIATE HIGH-VALUE.....	:1603	:1000\$:	2,393,096*	2,407,289*	2,810,715*	2,621,804*	2,860,872*	3,638,435*	4,998,572*	37	
CONSUMER-ORIENTED HI-VAL.....	:1604	:1000\$:	5,039,261*	5,084,175*	5,460,702*	5,531,545*	7,117,912*	9,330,109*	11,818,592*	27	

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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND COMMODITY EXPORTED		V A L U E (THOUSANDS)						
		1983	1984	1985	1986	1987	1988	1989
KOREA, REPUBLIC OF	580							
WHEAT & PRODUCTS	MT	304,814	293,859	270,179	240,450	213,418	286,190	297,903
RICE	MT	60,977	327,104	209,628	129,311	355,934	428,859	639,603
CORN	MT	559,678	19,491	3,550	793	969	7	5,068
GRAIN SORGHUM	MT		3,451	1,268	4,986	5,332	6,371	1,872
OTHER FEED GRAINS	MT	2,194	3,451	1,268	4,986	5,332	6,371	1,872
FEEDS & FODDERS	MT	833	471	229	182	116	278	50
PULSES	MT	139	186,788	185,476	206,091	232,188	272,045	219,999
SOYBEANS	MT	201,200	6,369	3,349	3,606	8,683		
SOYBEAN MEAL	MT	20,376	13	4	108	23		
SOYBEAN OIL	MT	101	3,164	3,695	4,917	8,155	15	48
OTHER VEGETABLE OILS	MT	3,834		148		77	10,439	13,473
PEANUTS	MT	12		17		32	159	199
SUNFLOWERSEED	MT							
COTTON & LINTERS	MT	395,587	453,218	361,446	162,413	313,725	445,274	428,077
SEEDS	MT	2,373	4,755	3,011	3,422	3,746	4,072	3,710
POULTRY MEAT	MT	283	209	159	147	125	344	464
DAIRY PRODUCTS	XXX		558	480	1,051	1,154	3,136	2,911
FRESH CITRUS FRUIT	MT	687	619	682	1,060	1,561	4,572	7,884
FRESH NON-CITRUS FRUIT	MT	397	44	113	95	135	265	701
PREPARED FRUITS	MT	29			4,105	5,536	6,508	7,084
FRUIT JUICES	MT	3,300	3,260	4,372	1,599	1,389	4,974	21,320
FRESH, CHLD. VEGETABLES	MT	2,434	2,891	3,764	1,599	1,117	264	151
PREPARED VEGETABLES	MT	143	927	513	134	117		
TREE NUTS & PREPS.	MT	2,333	2,780	2,230	1,840	1,821	4,243	11,982
NURSERY PRODUCTS	MT	1,204	1,072	1,120	2,560	3,742	6,554	10,465
WINE	XXX	38	40	34	108	162	42	
BEER	LIT	11	31	34	20	388	276	264
FLUE-CURED TOBACCO	LIT		30	22	59	89	386	876
OTHER UNMFD. TOBACCO	MT			3,506	5,636	747	7,859	8,663
LIVE CATTLE	NO	19,765	5,018	2,095	4	416	2,120	2,255
LIVE EQUINE	NO		49		2	585	121	
BEEF & VEAL	MT	4,997	7,964	6,053	320	1,662	449	485
PORK	MT	298	254	377	2,060	1,662	25,610	78,987
VARIETY MEATS	MT	100	493	100	183	227	257	3,414
HIDES & SKINS	XXX	170,047	245,969	272,178	455,503	585,996	1,243	2,242
FURSKINS	XXX	4,328	4,069	4,488	9,318	13,795	645,360	669,262
ANIMAL FATS	MT	33,977	41,735	35,491	19,062	26,993	18,239	20,987
REF. BEET/CANE SUGAR	MT	1	9				34,580	28,938
BEVERAGE BASES	MT	726	758	881	142	142	152	115
ESSENTIAL OILS	MT	1,572	2,038	2,443	3,311	3,546	3,712	4,992
GRAND TOTAL	XXX	1839,877	1650,197	1412,795	1305,663	1833,412	2274,004	2593,557

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES

\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS

LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF KOREA, SOUTH'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

COUNTRY/REGION: KOREA, SOUTH									
(UNITS OF MEASURE AS INDICATED)									
TRADE TYPE: IMPORTS									
PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	% CHANGE 1987-88
LIVE ANIMALS.....	:1884	:1000\$:	44,793	63,749	36,858	7,479	6,361	6,418	4,992
CATTLE.....	:0866	:1000\$:	42,216	58,694	33,452	3,542	223	396	819
PIGS.....	:1034	:1000\$:	561	2,066	314	1,984	1,956	1,791	1,696
CHICKENS.....	:1057	:1000\$:	861	1,713	981	1,374	2,015	2,171	1,415
MEAT & MEAT PRODUCTS.....	:1885	:1000\$:	159,093	155,792	72,578	21,445	12,468	15,236	66,736
BEEF, FRESH/FROZEN.....	:1924	:1000\$:	148,071	145,102	61,142	7,424	177	388	42,829
PORK, FRESH/FROZEN.....	:2027	:1000\$:	246	135	226	284	204	26	10,938
POULTRY, FRESH/FROZEN.....	:1926	:1000\$:	269	178	142	156	93	306	0
ANIMAL FATS.....	:1904	:1000\$:	66,598	60,554	92,593	55,208	34,012	42,357	416
HIDES & SKINS.....	:1898	:1000\$:	233,173	261,399	370,123	406,336	648,146	1,013,701	54,534
DAIRY PRODUCTS & EGGS.....	:1886	:1000\$:	11,442	11,552	12,855	8,899	8,240	9,297	1,045,975
MILK, FRESH/DRY/CONDENSED.....	:1934	:1000\$:	10,865	11,095	12,433	8,343	7,647	8,590	14,780
GRAINS & PREPARATIONS.....	:1888	:1000\$:	929,469	1,016,014	1,007,096	914,841	824,808	857,566	13,638
WHEAT.....	:0015	:1000\$:	347,460	333,501	424,159	441,569	424,756	429,705	1,153,134
WHEAT FLOUR.....	:0016	:1000\$:	7,902	2	0	0	6	50	542,455
CORN.....	:0056	:1000\$:	384,866	594,835	493,247	421,534	369,876	415,453	26
RICE.....	:1946	:1000\$:	131,897	53,521	243	134	128	292	579,615
FEEDINGSTUFFS.....	:1892	:1000\$:	36,674	84,470	74,254	48,963	90,821	138,843	40
Oilseed meal.....	:1960	:1000\$:	31,367	74,060	47,561	20,140	43,615	70,618	393
SOYBEAN MEAL.....	:0238	:1000\$:	30,309	67,247	37,200	17,631	21,747	47,493	211,257
Oilseeds.....	:1899	:1000\$:	175,276	199,062	247,721	230,340	237,600	264,330	146,236
SOYBEANS.....	:0236	:1000\$:	156,704	183,705	228,641	216,544	222,278	245,603	101,094
VEGETABLE OIL.....	:1905	:1000\$:	58,736	66,037	65,656	69,922	71,102	73,031	317,880
SOYBEAN OIL.....	:0237	:1000\$:	27	306	77	0	39	140	292,639
FRUITS, NUTS & VEGETABLES.....	:1889	:1000\$:	46,923	50,176	70,389	63,121	61,747	67,250	92,179
ORANGES, FRESH.....	:0490	:1000\$:	93	114	137	154	172	314	248
GRAPEFRUIT, FRESH.....	:0507	:1000\$:	13	21	27	144	303	938	109,387
ALMONDS.....	:0221	:1000\$:	531	947	1,065	929	2,517	3,535	482
WALNUTS.....	:0222	:1000\$:	54	151	49	7	35	0	3,511
PULSES.....	:1954	:1000\$:	2,869	2,683	8,594	8,545	6,845	5,050	603
VEGETABLES & PRODUCTS.....	:1990	:1000\$:	26,044	30,608	46,971	40,385	39,978	27,594	0
ALCOHOLIC BEVERAGES.....	:2000	:1000\$:	1,898	2,890	8,122	8,099	8,642	10,475	4,695
WINE & VERMOUTH.....	:1966	:1000\$:	256	309	678	457	800	652	47,611
BEER.....	:1967	:1000\$:	21	22	29	49	21	315	20,287
SUGAR & HONEY.....	:1890	:1000\$:	251,106	223,974	217,528	161,413	187,182	205,110	3,821
COFFEE, TEA, COCOA, SPICES.....	:1891	:1000\$:	43,171	38,780	52,964	71,563	102,311	95,041	888
COTTON.....	:0767	:1000\$:	529,057	533,611	615,853	531,050	402,362	514,299	291,815
TOBACCO & PRODUCTS.....	:1896	:1000\$:	8,422	17,227	13,059	9,998	14,373	10,136	107,284
TOBACCO LEAF.....	:0826	:1000\$:	8,118	16,601	13,043	9,650	13,561	6,238	718,100
CIGARETTES.....	:0828	:1000\$:	302	624	16	348	801	3,898	66,735
FOREST PRODUCTS (NON-AG).....	:1871	:1000\$:	870,361	839,195	947,552	863,059	928,229	1,310,942	27,881
TOTAL AGRICULTURAL PRODUCTS.....	:1882	:1000\$:	2,992,451	3,225,369	3,431,393	3,074,740	3,267,062	4,055,584	38,831
BULK COMMODITIES.....	:1600	:1000\$:	1,981,161*	2,129,695*	2,266,945*	2,013,321*	1,897,955*	2,101,813*	1,809,364
INTERMEDIATE HIGH-VALUE.....	:1603	:1000\$:	710,768*	805,034*	913,950*	858,182*	1,181,666*	1,722,339*	5,282,449
CONSUMER-ORIENTED HI-VAL.....	:1604	:1000\$:	300,522*	290,640*	250,498*	203,237*	187,441*	231,432*	2,837,381*
									2,027,517*
									417,551*

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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND COMMODITY EXPORTED		V A L U E (THOUSANDS)						
		1983	1984	1985	1986	1987	1988	1989
<b>TAIWAN 583</b>								
WHEAT & PRODUCTS	MT	107,102	109,119	99,106	123,479	103,622	128,442	134,244
RICE	MT		96	70	750	217	142	198
CORN	MT	430,296	426,591	373,528	269,924	249,923	461,277	539,886
GRAIN SORGHUM	MT	14,855	35,416	13,019	29,676	38,302	8,068	3,887
OTHER FEED GRAINS	MT	25,779	27,796	12,436	9,538	266	658	1,276
FEEDS & FODDERS	MT	3,925	11,133	11,679	10,492	13,304	23,543	24,679
PULSES	MT	4,097	4,709	2,890	2,807	2,853	2,997	1,830
SOYBEANS	MT	362,647	390,637	321,720	358,750	379,935	491,782	447,177
SOYBEAN MEAL	MT		326				20	19,212
SOYBEAN OIL	MT	2,101	956	288	37	18	57	79
OTHER VEGETABLE OILS	MT	278	702		368	394	1,250	2,027
PEANUTS	MT			7	64		77	27
SUNFLOWERSEED	MT	864	803	665	1,055	990	1,725	939
COTTON & LINTERS	MT	93,096	157,243	117,877	40,565	137,740	78,773	68,351
SEEDS	MT	1,169	902	985	1,415	1,019	1,432	1,318
POULTRY MEAT	MT	196	187	90	276	2,046	1,345	877
DAIRY PRODUCTS	XXX	4,320	2,244	1,695	3,304	2,631	5,435	8,188
FRESH CITRUS FRUIT	MT	2,061	959	1,576	5,848	9,419	17,748	18,618
FRESH NON-CITRUS FRUIT	MT	28,350	16,734	17,245	35,190	34,718	58,383	56,037
PREPARED FRUITS	MT	7,923	5,932	6,208	7,500	10,166	14,203	12,377
FRUIT JUICES	XXX	3,809	3,855	4,093	3,834	5,090	9,366	8,308
FRESH, CHLD. VEGETABLES	MT	505	414	407	2,245	2,622	3,982	4,312
PREPARED VEGETABLES	MT	1,771	2,136	2,795	4,247	6,774	11,680	16,549
TREE NUTS & PREPS.	MT	4,150	3,833	4,922	6,390	9,140	17,393	18,884
NURSERY PRODUCTS	XXX	41	144	29	47	145	62	287
WINE	LIT	176	264	162	273	3,284	1,031	1,215
REFR	LIT	26	25	129	1,101	5,133	2,523	3,785
FLUE-CURED TOBACCO	MT	50,363	64,514	60,599	41,376	17,966	54,355	106,219
OTHER UNMFD. TOBACCO	MT	369	343	35		50	1,023	3,782
LIVE CATTLE	NO	386	831	5,721	7,592	4,192	3,230	32
LIVE EQUINE	NO	42	12	5	29	96	181	78
BEEF & VEAL	MT	5,358	6,139	4,917	6,693	8,779	13,813	25,984
PORK	MT	252	166	282	365	423	304	879
VARIETY MEATS	MT	473	735	1,647	942	575	723	4,298
HIDES & SKINS	XXX	89,405	120,220	115,959	167,229	180,903	169,606	126,192
FURSKINS	XXX	142	201	164	22	46	154	340
ANIMAL FATS	MT	14,047	9,340	11,870	6,190	4,384	8,085	10,527
REF. BEET/CANE SUGAR	MT	2				4	7	33
BEVERAGE BASES	MT	1,479	1,082	652	1,707	3,840	3,766	9,127
ESSENTIAL OILS	MT	251	461	338	393	295	1,025	1,905
GRAND TOTAL	XXX	1307,929	1457,940	1230,863	1192,579	1285,058	1661,170	1754,456

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES

\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS

LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF TAIWAN'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

COUNTRY/REGION: TAIWAN TRADE TYPE: IMPORTS	PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	SOURCE: FAO/FAS TRADE SYSTEM	
											1987-88	% CHANGE
LIVE ANIMALS.....	1884	:1000\$:	5,725	6,755	7,648	10,683	10,270	13,834	11,146			
CATTLE.....	0866	:1000\$:	1,091	880	3,470	7,263	6,979	9,405	5,650			-19
PIGS.....	1034	:1000\$:	2,153	3,580	1,942	1,657	2,081	1,579	2,782			-40
CHICKENS.....	1057	:1000\$:	1,949	1,678	1,474	1,382	2,091	2,603	2,321			-11
MEAT & MEAT PRODUCTS.....	1885	:1000\$:	61,639	69,393	77,306	79,470	89,291	106,641	151,266			42
BEEF, FRESH/FROZEN.....	1924	:1000\$:	51,974	62,747	66,080	70,559	78,569	90,460	130,919			45
PORK, FRESH/FROZEN.....	2027	:1000\$:	0	0	0	0	0	0	0			
POULTRY, FRESH/FROZEN.....	1926	:1000\$:	91	33	6	101	41	1,925	2,324			21
ANIMAL FATS.....	1904	:1000\$:	28,155	23,922	29,067	25,065	24,089	24,335	24,216			-0
HIDES & SKINS.....	1898	:1000\$:	108,205	147,434	192,036	186,039	288,895	361,833	362,665			0
DAIRY PRODUCTS & EGGS.....	1886	:1000\$:	138,962	143,667	148,489	156,339	171,218	170,544	212,961			25
MILK, FRESH/DRY/CONDENSED.....	1934	:1000\$:	131,670	134,613	139,972	148,598	162,592	160,637	198,011			23
GRAINS & PREPARATIONS.....	1888	:1000\$:	691,549	778,052	767,132	682,551	585,605	598,233	795,590			33
WHEAT.....	0015	:1000\$:	142,495	131,316	125,486	133,247	121,172	121,945	160,403			32
WHEAT FLOUR.....	0016	:1000\$:	0	0	19	6	5	1	11			1,000
CORN.....	0056	:1000\$:	371,052	488,449	478,446	423,867	342,589	356,663	550,205			54
RICE.....	1946	:1000\$:	433	611	721	594	940	1,250	1,261			1
FEEDINGSTUFFS.....	1892	:1000\$:	39,226	48,272	72,467	49,744	36,263	59,340	75,063			26
OILSEED MEAL.....	1960	:1000\$:	2,315	4,005	5,939	6,108	4,085	7,410	9,380			27
SOYBEAN MEAL.....	0238	:1000\$:	152	365	370	518	406	649	1,007			55
WILSEEDS.....	1899	:1000\$:	356,182	381,217	454,447	407,782	401,006	452,708	574,930			27
SOYBEANS.....	0236	:1000\$:	336,092	368,267	439,652	391,690	384,412	433,460	552,704			28
VEGETABLE OIL.....	1905	:1000\$:	12,599	18,405	10,901	11,562	13,813	17,322	25,227			46
SOYBEAN OIL.....	0237	:1000\$:	3,700	2,881	1,499	2,781	3,863	3,535	3,029			-14
FRUITS, NUTS & VEGETABLES.....	1889	:1000\$:	87,287	84,937	71,816	95,360	100,330	150,283	238,488			59
ORANGES, FRESH.....	0490	:1000\$:	638	2,559	959	1,341	1,435	3,792	3,463			-9
GRAPEFRUIT, FRESH.....	0507	:1000\$:	37	485	477	576	2,517	5,870	16,499			181
APPLES, FRESH.....	0515	:1000\$:	26,562	31,325	17,392	22,353	26,063	39,677	46,862			18
WALNUTS.....	0222	:1000\$:	22	21	39	19	44	49	213			-11
PULSES.....	1954	:1000\$:	22,985	16,383	16,830	14,966	17,002	16,118	17,867			335
VEGETABLES & PRODUCTS.....	1990	:1000\$:	32,541	19,926	25,458	37,028	28,232	32,133	56,567			11
ALCOHOLIC BEVERAGES.....	2000	:1000\$:	20,275	34,052	29,914	33,830	21,069	78,898	60,925			-23
WINE & VERMOUTH.....	1966	:1000\$:	233	598	811	544	425	7,235	6,475			-11
BEER.....	1967	:1000\$:	0	0	0	0	0	20,621	11,530			-44
SUGAR & HONEY.....	1890	:1000\$:	12,846	19,590	23,126	20,060	36,690	46,623	49,071			5
COFFEE, TEA, COCOA, SPICES.....	1891	:1000\$:	14,900	15,312	18,678	17,613	22,714	30,804	53,046			72
COTTON.....	0767	:1000\$:	379,869	326,551	425,941	360,750	330,963	531,379	480,117			-10
TOBACCO & PRODUCTS.....	1896	:1000\$:	96,319	66,166	72,761	98,529	76,808	167,883	201,035			20
TOBACCO LEAF.....	0826	:1000\$:	92,892	57,374	62,758	87,920	67,305	45,382	54,667			20
CIGARETTES.....	0828	:1000\$:	3,369	8,699	9,894	10,449	9,431	122,338	145,893			194
FOREST PRODUCTS (NON-AG).....	1877	:1000\$:	680,492	755,983	829,695	705,671	895,835	1,423,122	1,451,004			2
TOTAL AGRICULTURAL PRODUCTS.....	1282	:1000\$:	2,434,308	2,563,149	2,858,850	2,636,144	2,680,859	3,492,483	4,166,166			15
BULK COMMODITIES.....	1600	:1000\$:	1,586,624*	1,621,876*	1,801,894*	1,615,977*	1,484,518*	1,745,690*	2,138,492*			2
INTERMEDIATE HIGH-VALUE.....	1603	:1000\$:	478,710*	518,266*	606,371*	547,601*	678,088*	952,367*	977,885*			3
CONSUMER-ORIENTED HI-VAL.....	1604	:1000\$:	368,974*	423,007*	450,585*	472,566*	518,253*	794,426*	1,049,789*			33

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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND COMMODITY EXPORTED		V A L U E (THOUSANDS)						
		1983	1984	1985	1986	1987	1988	1989
SINGAPORE	559							
WHEAT & PRODUCTS	MT	3,656	5,734	3,400	4,874	5,168	5,826	6,934
RICE	MT	776	568	320	585	739	1,189	1,970
CORN	MT						6,906	72
OTHER FEED GRAINS	MT	25,204	211	120	296	224	374	646
FEEDS & FODDERS	MT	2,680	1,378	1,521	1,334	1,615	3,576	3,399
PULSES	MT	437	350	254	287	348	234	242
SOYBEANS	MT		1					
SOYBEAN OIL	MT	16	2,222		9	4	2	
OTHER VEGETABLE OILS	MT	5,058	14,621	6,849	2,524	2,678	2,854	5,816
PEANUTS	MT	202	237	237	161	122	117	294
SUNFLOWERSEED	MT	4		9		10	18	
COTTON & LINTERS	MT	3,044	8,103	2,491	834	2,465	938	2,658
SEEDS	MT	185	69	39	55	46	142	97
POULTRY MEAT	MT	26,777	28,920	23,289	28,563	26,673	26,997	30,061
DAIRY PRODUCTS	XXX	1,578	1,376	1,011	1,048	944	1,579	2,449
FRESH CITRUS FRUIT	MT	14,196	10,357	11,772	9,794	7,631	7,296	9,531
FRESH NON-CITRUS FRUIT	MT	11,195	13,827	12,974	12,793	9,675	15,091	13,456
PREPARED FRUITS	MT	5,724	4,733	4,820	6,441	6,943	8,730	8,275
FRUIT JUICES	XXX	2,356	1,848	1,935	2,252	2,170	2,850	2,900
FRESH, CHLD. VEGETABLES	MT	1,781	570	538	663	775	775	1,837
PREPARED VEGETABLES	MT	5,120	6,705	5,310	5,940	7,020	7,707	11,188
TREE NUTS & PREPS.	MT	2,216	2,724	2,730	3,232	6,641	7,765	5,664
NURSERY PRODUCTS	XXX	18	37	83	104	33	65	98
WINE	LIT	416	245	157	498	272	269	505
BEER	LIT	83	99	76	107	278	427	481
FLUO-CURED TOBACCO	MT	2,797	3,585	1,664	2,697	1,438	3,680	5,002
OTHER UNMFD. TOBACCO	MT	237	124	1,238	971	714	974	3,696
LIVE CATTLE	NO				28	46		
LIVE EQUINE	NO					65		8
BEEF & VEAL	MT	4,071	3,529	3,194	3,117	3,587	3,093	6,039
PORK	MT	1,300	618	632	696	733	465	1,070
VARIETY MEATS	MT	294	535	550	693	178	595	326
HIDES & SKINS	XXX	79	105	16	33		175	292
FURSKINS	XXX					44	98	8
ANIMAL FATS	MT	151	470	100	102	160	299	147
REF. BEET/CANE SUGAR	MT	6	8		2	2		80
BEVERAGE BASES	MT	5,676	4,537	4,573	3,977	5,325	5,466	3,869
ESSENTIAL OILS	MT	131	242	96	662	508	923	833
GRAND TOTAL	XXX	152,581	144,628	113,098	118,486	126,790	146,697	156,159

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES

\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS

LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
 DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
 REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
 MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.



TRADE TYPE: IMPORTS		SOURCE: FAO/FAS TRADE SYSTEM								
PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE 1987-88
LIVE ANIMALS.....	:1884	:1000\$:	23,001	29,207	24,184	33,227	47,823	77,627	119,967	55
CATTLE.....	:0866	:1000\$:	1,342	1,346	858	728	870	980	1,118	14
PIGS.....	:1034	:1000\$:	10,229	14,330	4,812	8,076	19,899	32,962	54,607	66
CHICKENS.....	:1057	:1000\$:	4,783	7,406	12,609	19,361	21,399	32,998	50,744	45
MEAT & MEAT PRODUCTS.....	:1885	:1000\$:	145,106	135,202	137,966	122,131	128,208	153,784	172,357	12
BEEF, FRESH/FROZEN.....	:1924	:1000\$:	42,111	35,540	30,728	28,855	27,360	30,981	36,342	17
PORK, FRESH/FROZEN.....	:2027	:1000\$:	5,589	7,875	10,992	9,218	8,212	10,025	12,598	26
POULTRY, FRESH/FROZEN.....	:1926	:1000\$:	51,776	41,223	52,676	45,320	46,610	58,089	55,467	-5
ANIMAL FATS.....	:1904	:1000\$:	4,436	5,954	2,649	2,759	977	404	733	81
HIDES & SKINS.....	:1898	:1000\$:	4,455	3,374	4,867	3,748	4,804	6,478	10,289	59
DAIRY PRODUCTS & EGGS.....	:1886	:1000\$:	111,031	107,711	110,962	102,972	106,916	129,926	211,371	63
MILK, FRESH/DRY/CONDENSED.....	:1934	:1000\$:	74,522	68,645	68,721	64,883	67,316	83,510	148,281	78
GRAINS & PREPARATIONS.....	:1888	:1000\$:	384,219	301,278	459,786	194,698	176,597	172,200	252,930	47
WHEAT.....	:0015	:1000\$:	24,223	22,473	21,223	20,996	22,316	16,985	39,597	133
WHEAT FLOUR.....	:0016	:1000\$:	12,129	10,699	12,915	6,194	7,313	9,010	14,706	63
CORN.....	:0056	:1000\$:	74,973	77,915	67,868	52,857	34,494	37,131	51,537	39
RICE.....	:1946	:1000\$:	74,414	67,948	66,656	49,683	60,792	55,476	74,175	34
FEEDSTUFFS.....	:1892	:1000\$:	71,083	58,480	68,069	41,167	45,223	45,658	63,240	39
OILSEED MEAL.....	:1960	:1000\$:	50,740	38,085	48,911	22,486	29,253	29,151	39,408	35
SOYBEAN MEAL.....	:0238	:1000\$:	36,495	24,175	38,810	17,363	20,012	21,874	27,756	27
OILSEEDS.....	:1899	:1000\$:	41,040	41,597	52,753	55,462	53,665	50,702	71,410	41
SOYBEANS.....	:0236	:1000\$:	11,751	8,311	12,445	10,943	11,119	11,642	16,464	41
VEGETABLE OIL.....	:1905	:1000\$:	295,081	276,463	648,123	605,306	306,063	343,234	425,953	24
SOYBEAN OIL.....	:0237	:1000\$:	11,622	22,690	47,943	12,865	14,977	49,891	53,889	8
FRUITS, NUTS & VEGETABLES.....	:1889	:1000\$:	378,675	400,443	428,559	408,931	426,150	461,361	571,901	24
ORANGES, FRESH.....	:0490	:1000\$:	35,081	31,721	33,407	33,819	35,622	34,879	37,872	9
GRAPEFRUIT, FRESH.....	:0507	:1000\$:	730	415	455	361	492	552	830	50
APPLES, FRESH.....	:0515	:1000\$:	26,174	25,004	26,374	23,685	23,565	27,980	32,048	15
ALMONDS.....	:0221	:1000\$:	922	1,684	1,595	1,611	1,827	5,239	5,308	1
PULSES.....	:1954	:1000\$:	17,543	14,160	16,595	17,107	17,949	13,072	26,955	106
VEGETABLES & PRODUCTS.....	:1990	:1000\$:	152,318	155,821	156,147	145,851	157,995	162,936	231,280	42
ALCOHOLIC BEVERAGES.....	:2000	:1000\$:	72,397	82,452	87,919	81,294	100,564	123,975	156,511	26
WINE & VERMOUTH.....	:1966	:1000\$:	6,734	6,692	8,698	6,321	8,138	10,506	13,849	32
BEER.....	:1967	:1000\$:	8,276	14,203	15,072	15,226	14,215	15,349	14,302	-7
SUGAR & HONEY.....	:1890	:1000\$:	59,495	62,130	62,779	50,178	54,411	63,686	88,789	39
COFFEE, TEA, COCOA, SPICES.....	:1891	:1000\$:	276,927	312,414	379,223	401,398	481,261	394,622	393,186	-0
COTTON.....	:0767	:1000\$:	24,408	18,350	21,817	11,275	10,336	20,845	24,264	16
TABACCO & PRODUCTS.....	:1896	:1000\$:	75,056	88,644	104,958	121,800	128,724	139,518	181,957	30
TOBACCO LEAF.....	:0826	:1000\$:	19,065	17,711	18,330	9,994	6,829	9,421	17,865	90
CIGARETTES.....	:0828	:1000\$:	52,072	68,082	83,857	104,304	118,031	127,564	160,597	26
FOREST PRODUCTS (NON-AG).....	:1877	:1000\$:	464,509	525,730	460,035	363,315	384,072	462,672	745,880	61
TOTAL AGRICULTURAL PRODUCTS.....	:1882	:1000\$:	2,139,361	2,107,947	2,801,122	2,436,150	2,296,702	2,455,536	3,065,247	25
RULK COMMODITIES.....	:1600	:1000\$:	590,941*	548,499*	791,911*	493,910*	559,961*	469,390*	575,963*	23
INTERMEDIATE HIGH-VALUE.....	:1603	:1000\$:	522,776*	498,330*	891,091*	824,282*	573,343*	677,666*	869,029*	28
CONSUMER-ORIENTED HI-VAL.....	:1604	:1000\$:	1,025,644*	1,061,118*	1,118,120*	1,117,958*	1,163,398*	1,308,480*	1,620,255*	24

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 PERIOD: JAN - DEC CUMULATIVE \*

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COUNTRY OF DESTINATION AND  
 COMMODITY EXPORTED

VALUE (THOUSANDS)

	1983	1984	1985	1986	1987	1988	1989
CHINA (MAINLAND) 570							
WHEAT & PRODUCTS MT	377,691	581,685	97,009		139,202	698,292	1,092,971
RICE MT	12	1	8				13
CORN MT	158,138			4,241	94,926		33,527
OTHER FEED GRAINS MT		9	53	79	4	2	82
FEEDS & FODDERS MT	62	36	73	69	20	169	234
PULSES MT				16	9		115
SOYBEANS MT			12,564	25,407	85,895		
SOYBEAN MEAL MT							6,527
SOYBEAN OIL MT		7,448	46				
OTHER VEGETABLE OILS MT			7				
PEANUTS MT			10		11	23	37
SUNFLOWERSEED MT							
COTTON & LINTS MT	2,342	59	1,582	478	248	25,181	258,761
SEEDS MT	567	892	1,164	666	1,258	1,813	2,631
POULTRY MEAT MT	29			1		31	229
DAIRY PRODUCTS XXX		2	4	45	2	253	214
FRESH CITRUS FRUIT MT		18				19	83
FRESH NON-CITRUS FRUIT MT		12			3	6	734
PREPARED FRUITS MT	30	59	44	13	2	61	41
FRUIT JUICES XXX	55			5	102	48	266
FRESH, CHLD. VEGETABLES MT		5		9	81	2	51
PREPARED VEGETABLES MT	14	1		20	29	150	180
TREE NUTS & PREPS. MT	260	164	92	320	1,356	437	1,164
NURSERY PRODUCTS XXX	2		191	112	21	11	83
WINE LIT		2	4	3	6	8	27
BEER LIT	60						9
FLUE-CURED TOBACCO MT		885	709	567		3,671	
OTHER UNMFD. TOBACCO MT		4		170		475	
LIVE CATTLE NO			1,826	1,431		4	
LIVE EQUINE MT				10	8		
BEEF & VEAL MT	7	177	7	124	57	48	162
PORK MT			35	206	415	471	339
VARIETY MEATS MT					13	3	
HIDES & SKINS XXX	1			13,096	10,617	6,527	7,012
FURSKINS XXX	3,666	21,941	29,848	797	656	492	366
ANIMAL FATS MT	2	284	111	2,736	590	1,527	
BEVERAGE BASES MT		1		29	125	494	1,053
ESSENTIAL OILS MT	10	334	328	79	14	123	279
GRAND TOTAL	544,143	618,551	149,250	58,350	362,072	758,988	1,418,940

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES

\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS  
 LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
 DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
 REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
 MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF CHINA, MAINLAND (PRC)'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988

COUNTRY/REGION: CHINA, MAINLAND (PRC)  
TRADE TYPE: IMPORTS

(UNITS OF MEASURE AS INDICATED)

PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE 1987-88
LIVE ANIMALS.....	1884	:1000\$:	1,000	250	2,530	10,000	12,333	12,580	12,288	-2
CATTLE.....	0866	:1000\$:	0	250*	2,400*	8,500*	4,947	1,728	1,800*	4
PIGS.....	1034	:1000\$:	1,000*	0	130*	1,500*	1,394	964	600*	-38
CHICKENS.....	1057	:1000\$:	0	0	0	0	3,936	7,913	7,913*	0
MEAT & MEAT PRODUCTS.....	1885	:1000\$:	1,200	1,350	1,530	2,950	9,188	18,080	29,702	64
BEEF, FRESH/FROZEN.....	1924	:1000\$:	0	0	0	0	1,825	1,975	1,975	0
PORK, FRESH/FROZEN.....	2027	:1000\$:	0	0	0	0	15	29	0	-100
POULTRY, FRESH/FROZEN.....	1926	:1000\$:	200	550	700	2,500	2,661	10,997	20,000	82
ANIMAL FATS.....	1904	:1000\$:	28,784	19,170	28,660	34,322	21,491	31,965	40,000	25
HIDES & SKINS.....	1898	:1000\$:	0	0	0	0	75,756	68,156	80,387	18
DAIRY PRODUCTS & EGGS.....	1886	:1000\$:	39,035	14,870	15,700	35,370	49,584	48,920	71,346	46
MILK, FRESH/DRY/CONDENSED.....	1934	:1000\$:	32,035	9,370	9,200	27,670	39,411	41,471	51,470	24
GRAINS & PREPARATIONS.....	1888	:1000\$:	3,210,626	2,456,170	1,802,840	962,435	987,186	1,691,469	1,895,173	12
WHEAT.....	0015	:1000\$:	2,882,227	2,070,840	1,712,380	885,977	815,157	1,365,740	1,731,038	27
WHEAT FLOUR.....	0016	:1000\$:	7,800F	31,000F	55,000F	23,000F	31,227	64,795	54,000F	-17
CORN.....	0056	:1000\$:	248,680	327,306	10,250	12,881	66,159	150,742	13,600*	-91
RICE.....	1946	:1000\$:	52,270	14,000	17,000	36,222	50,293	82,040	68,300	-17
FEEDINGSTUFFS.....	1892	:1000\$:	660	1,620	1,060	420	23,590	49,468	60,541	22
OILSEED MEAL.....	1960	:1000\$:	0	0	0	0	105	334	0	-100
SOYBEAN MEAL.....	0238	:1000\$:	0	0	0	0	4	266	OF	-100
OILSEEDS.....	1899	:1000\$:	112,112	2,459	1,010	750	64,587	61,639	41,252	-33
SOYBEANS.....	0236	:1000\$:	110,112	759	10	200	62,671	61,305	41,000F	-33
VEGETABLE OIL.....	1905	:1000\$:	75,400	56,500	55,965	82,902	185,037	314,177	368,516	17
SOYBEAN OIL.....	0237	:1000\$:	33,000F	9,800F	4,067	19,173	71,310	141,588	87,000*	-39
FRUITS, NUTS & VEGETABLES.....	1889	:1000\$:	35,036	26,161	26,260	31,186	56,227	54,778	58,470	7
ORANGES, FRESH.....	0490	:1000\$:	0	0	0	0	30	32	32F	0
APPLES, FRESH.....	0515	:1000\$:	0	0	0	0	302	226	226F	0
PULSES.....	1954	:1000\$:	27,587	15,661	18,260	17,640	22,208	10,964	16,000	46
VEGETABLES & PRODUCTS.....	1990	:1000\$:	27,587	15,661	18,260	17,640	25,682	14,997	20,001	33
ALCOHOLIC BEVERAGES.....	2000	:1000\$:	500	1,350	2,500	4,200	6,468	11,462	15,139	32
WINE & VERMOUTH.....	1966	:1000\$:	0	0	0	0	638	510	510	0
BEER.....	1967	:1000\$:	500	1,350	2,500	4,200	2,591	5,023	8,700	73
SUGAR & HONEY.....	1890	:1000\$:	645,461	439,774	249,488	272,904	218,467	299,811	788,006	163
COFFEE, TEA, COCOA, SPICES.....	1891	:1000\$:	62,324	43,422	33,750	18,840	118,835	78,945	123,230	56
COTTON.....	0767	:1000\$:	701,920	330,580	79,630	134	162	12,804	94,210	636
TOBACCO & PRODUCTS.....	1896	:1000\$:	170,000	105,500	133,662	182,000	157,854	236,495	304,386	29
TOBACCO LEAF.....	0826	:1000\$:	100,000F	30,500F	48,662	92,000F	48,091	76,636	94,694	24
CIGARETTES.....	0828	:1000\$:	70,000F	75,000F	85,000F	90,000F	109,722	159,830	209,663	31
FOREST PRODUCTS (NON-AG).....	1877	:1000\$:	745,000	1,137,110	1,238,717	1,476,090	1,761,200	2,009,000	2,102,650	5
TOTAL AGRICULTURAL PRODUCTS.....	1882	:1000\$:	5,424,996	3,991,250	2,877,879	2,148,936	2,720,539	3,951,523	5,349,276	35
BULK COMMODITIES.....	1600	:1000\$:	4,959,149*	3,429,646*	2,433,826*	1,467,970*	1,572,198*	2,466,018*	3,324,794*	35
INTERMEDIATE HIGH-VALUE.....	1503	:1000\$:	331,029*	441,534*	311,323*	511,596*	864,811*	1,096,564*	1,537,527*	40
CONSUMER-ORIENTED HI-VAL.....	1604	:1000\$:	134,818*	120,070*	132,730*	169,370*	283,530*	388,941*	486,955*	25

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UNITED STATES DEPARTMENT OF AGRICULTURE  
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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND COMMODITY EXPORTED		V A L U E (THOUSANDS)						
		1983	1984	1985	1986	1987	1988	1989
THAILAND	549							
WHEAT & PRODUCTS	MT	23,099	15,208	12,700	12,185	13,950	13,931	21,454
RICE	MT	32		20		503	36	5
CORN	MT				6	11		
GRAIN SORGHUM	MT						7	
OTHER FEED GRAINS	MT	51	15	10	132	258	777	232
FEEDS & FODDERS	MT	963	1,360	951	1,224	1,358	1,755	7,554
PULSES	MT	52	31	66	41	30	38	3
SOYBEANS	MT					9		
SOYBEAN MEAL	MT	8,425			7,498	2,790		
SOYBEAN OIL	MT	3,685	5,409	5,094	1,352	2		
OTHER VEGETABLE OILS	MT	65	41	31	30	27		
PEANUTS	MT	1					75	595
SUNFLOWERSEED	MT							28
COTTON & LINTERS	MT	67,153					13	
SEEDS	MT	561	75,665	34,483	14,890	47,084	71,567	70,660
POULTRY MEAT	MT	53	1,317	958	723	576	803	997
DAIRY PRODUCTS	XXX	193	62	50	41	51	49	68
FRESH CITRUS FRUIT	MT	3	192	132	2,361	3,022	13,498	10,432
FRESH NON-CITRUS FRUIT	MT	2,421	1	11	20	39		30
PREPARED FRUITS	MT	803	2,314	1,909	2,840	2,951	4,397	7,510
FRUIT JUICES	XXX	725	544	247	563	367	788	786
FRESH, CHLD. VEGETABLES	MT	20	947	972	406	391	580	294
PREPARED VEGETABLES	MT	494	53	51	15		50	36
TREE NUTS & PREPS.	MT	146	549	1,065	811	1,078	964	1,126
NURSERY PRODUCTS	XXX	4	219	63	61	86	212	479
WINE	LIT	137	120	123	107	100	8	40
BEER	LIT	23	11	9		10	278	429
FLVE-CURED TOBACCO	MT	16,126		27,391	12,742	12,646	16,021	27
OTHER UNMFD. TOBACCO	MT	7,562	26,200	20,200	17,841	3,700	18,511	20,565
LIVE CATTLE	NO		15,121		125	1,412	1,591	22,096
LIVE EQUINE	NO					75	192	2,058
BEEF & VEAL	MT	671	684	9	530	503	574	137
PORK	MT	37	67	21	13	8		1,293
VARIETY MEATS	MT	6	98	58	74	127	41	30
HIDES & SKINS	XXX	311	118	483	760	2,325	2,032	48
ANIMAL FATS	MT	14	24	9	26	38	27	92
REF. BEET/CANE SUGAR	MT	6	5					
BEVERAGE BASES	MT	5,531	6,613	4,676	4,762	1,050	1,558	4
ESSENTIAL OILS	MT	228	221	325	593	1,269	945	1,479
GRAND TOTAL	XXX	150,879	163,963	121,355	92,123	110,237	168,569	189,873

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

\*\*\*: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES

\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS

LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF THAILAND'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

COUNTRY/REGION: THAILAND		(UNITS OF MEASURE AS INDICATED)									
TRADE TYPE: IMPORTS		SOURCE: FAO/FAS TRADE SYSTEM									
PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE 1987-88	
LIVE ANIMALS.....	:1884	:1000\$:	6,727	6,065	6,923	5,685	10,910	26,113	34,536	32	
CATTLE.....	:0866	:1000\$:	1,241	527	8	217	316	9,024	12,869	43	
PIGS.....	:1034	:1000\$:	944	1,215	2,253	1,772	451	2,372	2,264	-5	
CHICKENS.....	:1057	:1000\$:	4,264	3,766	4,158	3,460	9,402	12,661	17,916	42	
MEAT & MEAT PRODUCTS.....	:1885	:1000\$:	816	1,063	1,462	1,205	1,258	1,689	1,919	14	
BEEF, FRESH/FROZEN.....	:1924	:1000\$:	540	724	1,036	995	915	1,214	1,320	9	
PORK, FRESH/FROZEN.....	:2027	:1000\$:	0	0	0	0	0	0	3	-	
POULTRY, FRESH/FROZEN.....	:1926	:1000\$:	54	78	112	87	54	69	103	49	
ANIMAL FATS.....	:1904	:1000\$:	2,178	2,097	3,855	1,879	513	950	4,457	369	
HIDES & SKINS.....	:1898	:1000\$:	6,749	3,687	1,101	6,040	17,037	47,326	64,769	37	
DAIRY PRODUCTS & EGGS.....	:1886	:1000\$:	71,797	93,271	87,999	81,128	80,034	96,321	129,744	35	
MILK, FRESH/DRY/CONDENSED.....	:1934	:1000\$:	62,673	81,053	77,366	72,416	70,409	82,957	115,162	39	
GRAINS & PREPARATIONS.....	:1888	:1000\$:	54,511	70,073	64,238	57,410	50,657	60,101	90,544	51	
WHEAT.....	:0015	:1000\$:	25,901	30,614	24,120	22,938	19,733	25,758	39,743	54	
WHEAT FLOUR.....	:0016	:1000\$:	3,875	8,202	6,196	6,487	10,194	9,830	10,537	7	
CORN.....	:0056	:1000\$:	410	720	815	680	397	202	411	103	
FEEDINGSTUFFS.....	:1892	:1000\$:	66,974	65,736	94,420	46,037	69,957	95,797	128,715	34	
OILSEED MEAL.....	:1960	:1000\$:	54,356	50,737	76,426	29,890	51,266	71,374	94,328	32	
SOYBEAN MEAL.....	:0238	:1000\$:	53,032	48,699	74,005	28,033	40,726	49,627	59,185	19	
OILSEEDS.....	:1899	:1000\$:	7,803	31	75	77	1,141	1,453	16,240	1,018	
SOYBEANS.....	:0236	:1000\$:	775	1	23	1	0F	1	10,514	1051300	
VEGETABLE OIL.....	:1905	:1000\$:	14,555	28,035	40,282	13,672	2,856	1,895	9,582	406	
SOYBEAN OIL.....	:0237	:1000\$:	5,198	11,203	31,587	9,350	1,822	506	1,831	262	
FRUITS, NUTS & VEGETABLES.....	:1889	:1000\$:	20,025	22,632	24,978	17,639	14,460	16,943	28,231	67	
APPLES, FRESH.....	:0515	:1000\$:	2,428	4,122	4,757	3,506	4,002	5,062	6,578	30	
ALMONDS.....	:0221	:1000\$:	0	0	0	16	1	13	88	577	
PULSES.....	:1954	:1000\$:	690	765	879	476	552	831	1,082	30	
VEGETABLES & PRODUCTS.....	:1990	:1000\$:	6,138	5,374	6,302	4,520	4,286	4,963	5,418	9	
ALCOHOLIC BEVERAGES.....	:2000	:1000\$:	25,518	25,167	25,507	26,982	23,403	37,419	64,878	73	
WINE & VERMOUTH.....	:1966	:1000\$:	1,375	1,671	1,683	1,732	2,104	2,666	4,662	75	
BEER.....	:1967	:1000\$:	184	214	204	239	235	280	347	24	
SUGAR & HONEY.....	:1890	:1000\$:	542	642	730	704	795	763	3,653	379	
COFFEE, TEA, COCOA, SPICES.....	:1891	:1000\$:	8,316	10,284	8,079	8,143	10,004	12,302	12,733	4	
COTTON.....	:0767	:1000\$:	88,225	158,957	182,726	174,029	170,265	267,387	319,313	19	
TOBACCO & PRODUCTS.....	:1896	:1000\$:	75,622	29,905	45,812	55,989	51,882	21,235	38,895	83	
TOBACCO LEAF.....	:0826	:1000\$:	71,275	26,202	41,339	51,894	47,623	15,511	31,857	105	
CIGARETTES.....	:0828	:1000\$:	3,957	3,342	4,164	3,802	3,871	5,255	6,559	25	
FOREST PRODUCTS (NON-AG).....	:1877	:1000\$:	220,452	274,870	283,002	249,471	242,814	381,631	479,899	26	
TOTAL AGRICULTURAL PRODUCTS.....	:1882	:1000\$:	510,624	578,744	651,067	547,870	571,050	771,915	1,056,611	37	
BULK COMMODITIES.....	:1600	:1000\$:	206,763*	222,693*	255,836*	253,651*	245,188*	315,933*	413,769*	31	
INTERMEDIATE HIGH-VALUE.....	:1603	:1000\$:	133,448*	150,326*	190,619*	110,521*	147,104*	230,379*	328,443*	43	
CONSUMER-ORIENTED HI-VAL.....	:1604	:1000\$:	170,413*	205,725*	204,612*	183,698*	178,758*	225,603*	314,399*	39	

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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND  
COMMODITY EXPORTED

VALUE (THOUSANDS)

	1983	1984	1985	1986	1987	1988	1989
INDONESIA							
WHEAT & PRODUCTS	560						
RICE	MT 160,390	131,652	61,735	58,224	26,743	25,427	33,894
CORN	MT 27,752	16,952	821	695	632	10,285	7,812
GRAIN SORGHUM	MT 819	65	43		1,138		
OTHER FEED GRAINS	MT 23	15	6	85	650	21	302
PULSES	MT 1,367	3,327	7,129	4,694	2,825	7,641	3,978
SOYBEANS	MT 38	90	7	26	7	27	50
SOYBEAN MEAL	MT 91,368	70,935	10,870	11,696	25,757	45,777	36,651
SOYBEAN OIL	MT 11,563	17,440		44,549			
OTHER VEGETABLE OILS	MT 43	3,609	26	299			
PEANUTS	MT 206	174	135	128	142	155	88
COTTON & LINTERS	MT 4		3		346	130	161
SEEDS	MT 97,670	118,966	67,888	42,838	74,134	98,058	119,219
POULTRY MEAT	MT 186	45	65	56	25	15	64
DAIRY PRODUCTS	MT 149	277	75	87	326	77	94
FRESH CITRUS FRUIT	XXX 7,596	4,179	2,878	3,657	3,593	4,612	4,566
FRESH NON-CITRUS FRUIT	MT 287	35	9	5			
PREPARED FRUITS	MT 827	13	32	56		3	101
FRUIT JUICES	MT 1,346	1,777	926	277	360	679	765
FRESH, CHLD. VEGETABLES	XXX 819	739	679	393	367	359	224
PREPARED VEGETABLES	MT 41	72	30	30	3		13
TREE NUTS & PREPS.	MT 1,200	1,255	958	1,097	900	1,425	2,574
NURSERY PRODUCTS	MT 263	98	110	192	163	290	278
WINE	XXX 8	15	2	1	5	2	4
LIT 69		49	11	14	65	204	127
BEER	LIT 88						
FLUE-CURED TOBACCO	MT 3,327	2,914	3,721	1,596	2,233	4,847	2,539
OTHER UNMFD. TOBACCO	MT 1,265	10,783	1,296	2,965	5,262	1,877	534
LIVE CATTLE	NO				3,025	7,598	562
LIVE EQUINE	NO				60		
REEF & VEAL	MT				1,823	1,224	1,463
PORK	MT 1,893	2,004	1,848	1,451	57	69	65
VARIETY MEATS	MT 296	344	228	85		81	13
HIDES & SKINS	MT 5	71	454	54			
ANIMAL FATS	XXX						
REF. BEET/CANE SUGAR	MT 230		79	78	13	90	42
BEVERAGE BASES	MT 20		6	3			8
ESSENTIAL OILS	MT 681	124	1,583	3,376	3,101	243	46
	MT 473	396	183	457	203	523	4,078
GRAND TOTAL	XXX 419,327	395,757	170,100	189,940	171,617	224,381	231,429

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES  
\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS

LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF INDONESIA'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

COUNTRY/REGION: INDONESIA		SOURCE: FAO/FAS TRADE SYSTEM									
TRADE TYPE: IMPORTS		(UNITS OF MEASURE AS INDICATED)									
PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE	
LIVE ANIMALS.....	:1884	:1000\$:	20,899	15,402	12,007	8,195	16,947	25,854	27,204	5	
CATTLE.....	:0866	:1000\$:	17,727	9,607	5,857	2,739	5,335	14,253	20,393	43	
PIGS.....	:1034	:1000\$:	7	0	0	79	1,215	535	127	-76	
CHICKENS.....	:1057	:1000\$:	3,128	4,928	4,834	3,710	8,807	10,140	6,403	-37	
MEAT & MEAT PRODUCTS.....	:1885	:1000\$:	8,267	9,667	7,869	5,802	7,472	6,283	6,708	7	
BEEF, FRESH/FROZEN.....	:1924	:1000\$:	4,174	5,065	5,621	4,677	5,751	4,971	5,379	8	
PORK, FRESH/FROZEN.....	:2027	:1000\$:	176	264	111	23	42	17	1	-94	
POULTRY, FRESH/FROZEN.....	:1926	:1000\$:	1,625	1,147	421	84	243	176	92	-48	
ANIMAL FATS.....	:1904	:1000\$:	395	599	552	476	741	689	829	20	
HIDES & SKINS.....	:1898	:1000\$:	21	0	15	24	32	159	1,660	944	
DAIRY PRODUCTS & EGGS.....	:1886	:1000\$:	100,959	91,001	69,758	64,897	56,581	53,647	74,759	39	
MILK, FRESH/DRY/CONDENSED.....	:1934	:1000\$:	68,957	59,108	46,594	43,649	39,371	39,485	56,691	44	
GRAINS & PREPARATIONS.....	:1888	:1000\$:	285,896	744,899	433,890	296,121	308,494	306,401	266,568	-13	
WHEAT.....	:0015	:1000\$:	151,041	333,645	276,055	258,565	272,411	244,030	225,387	-8	
WHEAT FLOUR.....	:0016	:1000\$:	949	3,935	2,946	3,931	1,947	1,878	3,437	83	
CORN.....	:0056	:1000\$:	13,162	5,250	9,660	7,181	6,281	24,855	8,399	-66	
RICE.....	:1946	:1000\$:	103,144	384,029	132,064	8,807	5,944	12,312	8,646	-30	
FEEDINGSTUFFS.....	:1892	:1000\$:	25,636	42,406	76,380	66,802	112,312	110,105	114,972	4	
OILSEED MEAL.....	:1960	:1000\$:	22,589	34,413	66,888	42,127	80,539	72,655	34,805	-52	
SOYBEAN MEAL.....	:0238	:1000\$:	18,828	26,855	52,567	30,751	63,685	51,885	18,036	-65	
OILSEEDS.....	:1899	:1000\$:	142,064	88,550	144,242	95,043	111,578	110,273	161,328	46	
SOYBEANS.....	:0236	:1000\$:	97,000F	62,098	129,581	79,664	83,453	63,146	138,045	119	
VEGETABLE OIL.....	:1905	:1000\$:	1,882	1,857	44,082	25,634	5,261	84,644	165,238	95	
SOYBEAN OIL.....	:0237	:1000\$:	140	227	5,863	1,063	271	227	16,335	7,096	
FRUITS, NUTS & VEGETABLES.....	:1889	:1000\$:	68,571	41,941	27,594	23,762	33,582	31,548	66,651	111	
ORANGES, FRESH.....	:0490	:1000\$:	3,556	922	22	14	15	8	13	63	
GRAPEFRUIT, FRESH.....	:0507	:1000\$:	7	14	1	3	0F	0	0	-	
APPLES, FRESH.....	:0515	:1000\$:	4,805	1	65	23	12	14	16	14	
ALMONDS.....	:0221	:1000\$:	0	0	0	21	159	154	178	16	
PULSES.....	:1954	:1000\$:	11,922	4,628	2,227	3,278	9,380	6,616	19,945	201	
VEGETABLES & PRODUCTS.....	:1990	:1000\$:	46,191	32,449	23,378	18,779	27,973	27,419	60,946	122	
ALCOHOLIC BEVERAGES.....	:2000	:1000\$:	10,969	5,690	3,917	3,442	5,416	3,487	5,046	45	
WINE & VERMOUTH.....	:1966	:1000\$:	891	366	546	377	759	1,242	1,090	-12	
BEER.....	:1967	:1000\$:	2,375	1,380	656	155	249	206	70	-66	
SUGAR & HONEY.....	:1890	:1000\$:	424,395	134,965	4,476	5,505	21,134	32,135	42,900	33	
COFFEE, TEA, COCOA, SPICES.....	:1891	:1000\$:	85,619	9,128	6,762	52,110	14,070	15,328	8,073	-47	
COTTON.....	:0767	:1000\$:	172,584	175,162	214,428	179,876	171,480	265,596	301,107	13	
TOBACCO & PRODUCTS.....	:1896	:1000\$:	37,605	20,005	24,763	17,328	22,424	28,983	29,268	1	
TOBACCO LEAF.....	:0826	:1000\$:	33,327	16,549	23,264	16,786	21,412	27,775	27,543	-1	
CIGARETTES.....	:0828	:1000\$:	4,145	3,377	919	251	513	126	283	125	
FOREST PRODUCTS (NON-AG).....	:1877	:1000\$:	208,810	252,020	230,046	188,585	213,947	251,601	286,355	14	
TOTAL AGRICULTURAL PRODUCTS.....	:1882	:1000\$:	1,433,079	1,422,549	1,117,072	903,516	934,721	1,123,993	1,319,315	17	
HULK COMMODITIES.....	:1600	:1000\$:	639,743*	1,019,568*	806,877*	582,386*	608,810*	699,757*	759,718*	9	
INTERMEDIATE HIGH-VALUE.....	:1603	:1000\$:	497,976*	219,568*	168,807*	133,860*	175,601*	274,920*	371,470*	35	
(CONSUMER-ORIENTED HI-VAL:1604	:1604	:1000\$:	295,360*	183,413*	141,388*	187,270*	150,310*	149,316*	188,127*	26	

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## SEVEN-YEAR EXPORT TRADE REPORT

COUNTRY OF DESTINATION AND COMMODITY EXPORTED		V A L U E (THOUSANDS)						
		1983	1984	1985	1986	1987	1988	1989
MALAYSIA 557								
WHEAT & PRODUCTS	MT	23,613	16,094	8,777	13,747	8,034	6,433	5,664
RICE	MT				122			
CORN	MT							
OTHER FEED GRAINS	MT	106		17	82	15,038	13,019	3,162
FEEDS & FODDERS	MT	886	816	1,103	1,843	134	505	369
PULSES	MT	438	586	334	454	2,132	4,296	5,381
SOYBEANS	MT	26,595	17,292		1,707	446	535	732
SOYBEAN OIL	MT			2		6,274	9,812	20,820
OTHER VEGETABLE OILS	MT	96	80				2	2
PEANUTS	MT			785	34	1,256	1,603	2,794
COTTON & LINTERS	MT			183	341	340	1,167	1,151
SEEDS	MT	10,885	17,682	10,365	4,355	8,339	7,839	10,670
POULTRY MEAT	MT	22	40	126	59	13	8	172
DAIRY PRODUCTS	XXX	2,192	1,999	2,070	840	556	237	249
FRESH CITRUS FRUIT	MT	840	626	752	458	1,204	3,865	502
FRESH NON-CITRUS FRUIT	MT	8,418	6,462	7,282	4,583	4,946	4,579	4,981
PREPARED FRUITS	MT	7,851	8,784	8,486	5,273	4,560	6,984	3,876
FRUIT JUICES	MT	3,262	2,483	1,616	1,744	2,724	3,073	3,287
FRESH, CHLD. VEGETABLES	XXX	1,694	1,378	1,427	1,231	1,152	1,215	1,092
PREPARED VEGETABLES	MT	102	35	37	24	46	138	240
TREE NUTS & PREPS.	MT	1,351	1,245	1,543	1,387	2,081	2,530	3,414
NURSERY PRODUCTS	MT	588	600	350	612	625	1,384	1,384
WINE	XXX	11	20	10	25	5	27	15
BEER	LIT	133	204	246	64	157	307	252
FLUE-CURED TOBACCO	LIT	14					2	
OTHER UNMFD. TOBACCO	MT	16,328	24,604	23,774	18,474	15,773	11,901	16,038
LIVE CATTLE	MT	7,989	6,545	7,900	7,170	3,033	3,649	5,172
LIVE EQUINE	NO					15		
BEEF & VEAL	MT		288	780	560	558	1,409	816
PORK	MT	809	1,051	927	608	779	414	983
VARIETY MEATS	MT	66	24	136	28	75	303	396
HIDES & SKINS	MT	336	468	383	381	422	435	925
ANIMAL FATS	XXX	1,007	332	274	108	53		
BEVERAGE BASES	MT	18						
ESSENTIAL OILS	MT	4,967	3,526	5,937	3,702	2,915	3,170	2,948
	MT	106	256	647	828	486	279	168
GRAND TOTAL	XXX	131,055	122,757	93,733	78,380	90,318	99,051	109,794

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES

\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS

LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.



VALUE OF MALAYSIA'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

COUNTRY/REGION: MALAYSIA		SOURCE: FAO/FAS TRADE SYSTEM									
TRADE TYPE: IMPORTS											
PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE 1987-88	
LIVE ANIMALS											
CATTLE	:1884	:1000\$	20,288	17,822	16,954	15,655	15,993	17,013	23,896	1	
PIGS	:0866	:1000\$	11,016	7,403	7,255	7,630	8,008	6,556	9,000*	37	
CHICKENS	:1034	:1000\$	815	1,223	977	766	467	369	2,300*	523	
MEAT & MEAT PRODUCTS	:1057	:1000\$	1,413	1,265	1,281	997	846	764	764F	0	
BEEF, FRESH/FROZEN	:1885	:1000\$	63,839	64,436	70,981	72,781	65,246	71,085	82,370	16	
PORK, FRESH/FROZEN	:1924	:1000\$	22,886	22,345	30,185	35,069	32,826	36,761	39,000	6	
POULTRY, FRESH/FROZEN	:2027	:1000\$	196	205	163	292	215	79	140	77	
ANIMAL FATS	:1926	:1000\$	7,182	5,931	5,865	5,829	2,697	2,906	3,600	24	
HIDES & SKINS	:1904	:1000\$	1,952	670	1,641	982	699	653	460	-30	
DAIRY PRODUCTS & EGGS	:1898	:1000\$	1,057	939	1,009	1,891	1,213	1,144	1,144	0	
MILK, FRESH/DRY/CONDENSED	:1886	:1000\$	137,730	146,529	130,091	97,996	97,777	114,722	167,460	46	
GRAINS & PREPARATIONS	:1934	:1000\$	111,523	119,438	105,213	77,940	80,990	96,077	152,150	58	
WHEAT	:1888	:1000\$	440,045	401,537	454,962	394,325	290,553	306,314	414,238	35	
WHEAT FLOUR	:0015	:1000\$	99,490	107,787	105,806	98,800	81,338	85,214	122,240	43	
CORN	:0016	:1000\$	177	72	70	360	364	263	263F	0	
RICE	:0056	:1000\$	129,572	142,315	161,618	144,506	123,315	139,109	170,371	22	
FEEDINGSTUFFS	:1946	:1000\$	141,419	101,708	117,650	103,474	45,760	41,362	78,300	89	
OILSEED MEAL	:1892	:1000\$	55,723	59,455	81,451	72,758	83,699	86,757	88,172	2	
SOYBEAN MEAL	:1960	:1000\$	27,450	35,317	45,839	26,805	37,876	38,202	36,953	-3	
OILSEEDS	:0238	:1000\$	19,997	28,296	40,682	24,664	31,097	33,509	30,000F	-10	
SOYBEANS	:1899	:1000\$	62,950	67,081	77,765	72,736	69,050	72,747	112,931	55	
VEGETABLE OIL	:0236	:1000\$	49,220	47,561	55,427	49,176	55,398	62,658	101,000*	61	
SOYBEAN OIL	:1905	:1000\$	12,902	20,930	44,960	28,008	22,418	77,577	97,265	25	
FRUITS, NUTS & VEGETABLES	:0237	:1000\$	1,646	4,968	10,216	2,026	1,227	28,849	14,500*	-50	
ORANGES, FRESH	:1889	:1000\$	193,933	213,047	223,754	216,003	202,034	204,056	203,777	-0	
GRAPEFRUIT, FRESH	:0490	:1000\$	15,609	19,763	21,463	23,979	22,287	23,227	20,009F	-14	
APPLES, FRESH	:0507	:1000\$	27	31	62	81	44	36	54F	50	
FULSES	:0515	:1000\$	16,344	21,598	22,499	20,053	16,079	20,011	17,500*	-13	
VEGETABLES & PRODUCTS	:1954	:1000\$	16,142	15,472	15,458	14,401	14,963	15,468	18,000	16	
ALCOHOLIC BEVERAGES	:1990	:1000\$	104,586	108,066	111,436	110,241	107,516	104,641	109,957	5	
WINE & VERMOUTH	:2000	:1000\$	32,405	36,919	41,104	70,007	32,894	59,397	59,498	0	
BEER	:1966	:1000\$	1,986	2,188	2,211	4,141	3,492	3,988	4,200	5	
SUGAR & HONEY	:1967	:1000\$	2,623	1,730	2,364	4,309	1,281	1,311	1,200	-8	
COFFEE, TEA, COCOA, SPICES	:1890	:1000\$	148,538	167,932	165,083	133,892	140,698	139,835	176,270	26	
COTTON	:1891	:1000\$	71,793	77,142	70,136	61,540	57,254	47,019	56,223	20	
TORRACO & PRODUCTS	:0767	:1000\$	44,020	39,097	52,947	36,558	28,823	41,640	56,000F	34	
TOBACCO LEAF	:1896	:1000\$	64,108	33,532	44,027	49,289	49,442	58,159	31,730	-45	
CIGARETTES	:0826	:1000\$	24,909	10,451	32,778	38,576	35,853	45,849	21,600*	-53	
FOREST PRODUCTS (NON-AG)	:0828	:1000\$	28,137	17,302	8,333	7,896	10,968	10,031	7,851	-22	
TOTAL AGRICULTURAL PRODUCTS	:1877	:1000\$	216,508	217,073	224,495	229,016	256,935	301,081	317,772	6	
BULK COMMODITIES	:1882	:1000\$	1,466,696	1,485,709	1,633,983	1,465,913	1,300,194	1,489,262	1,786,074	20	
INTERMEDIATE HIGH-VALUE	:1000	:1000\$	712,065*	691,131*	796,214*	672,562*	569,550*	628,080*	812,058*	29	
CONSUMER-ORIENTED HI-VAL	:1603	:1000\$	150,642*	165,856*	200,653*	170,920*	175,082*	268,708*	316,811*	18	
CONSUMER-ORIENTED HI-VAL	:1604	:1000\$	603,989*	628,722*	637,116*	622,431*	555,562*	592,474*	657,205*	11	

U.S. AGRICULTURAL EXPORTS  
PERIOD: JAN - DEC CUMULATIVE

UNITED STATES DEPARTMENT OF AGRICULTURE  
FOREIGN AGRICULTURAL SERVICE  
SEVEN-YEAR EXPORT TRADE REPORT

04/06/90  
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COUNTRY OF DESTINATION AND COMMODITY EXPORTED		V A L U E (THOUSANDS)						
		1983	1984	1985	1986	1987	1988	1989
PHILIPPINES	565							
WHEAT & PRODUCTS	MT	148,384	123,931	116,358	119,928	106,405	121,867	174,261
RICE	MT	44	6,864	35,699	15	13	43,050	666
CORN	MT	36,932	24,058	3,252	12	2	2,511	7
OTHER FEED GRAINS	MT	354	6,483	7,555	543	3,590	3,136	3,695
FEEDS & FODDERS	MT	1,640	1,682	920	1,637	1,766	3,115	2,743
PULSES	MT	1,300	826	662	1,157	1,886	1,655	5,212
SOYBEANS	MT	8,243			1,121		1,177	5,385
SOYBEAN MEAL	MT	5,973	80,552	31,741	34,600	18,143	25,537	13,634
SOYBEAN OIL	MT	3,638	2,336	1,475	1,481	2,220	3,547	2,191
OTHER VEGETABLE OILS	MT	224	153	129	242	276	239	555
PEANUTS	MT					40	15	130
SUNFLOWERSEED	MT							
COTTON & LINT	MT	23,566	14,313	13,044	9,117	35,492	21,743	26,235
SEEDS	MT	743	833	646	719	895	1,249	1,366
POULTRY MEAT	MT	25	28	3	50	44	320	291
DAIRY PRODUCTS	XXX	6,773	7,152	6,798	12,166	19,564	29,387	5,387
FRESH CITRUS FRUIT	MT	43			3		463	1,199
FRESH NON-CITRUS FRUIT	MT	4	5	11	43	188	4,452	12,904
PREPARED FRUITS	MT	2,585	245	1,121	4,806	2,365	3,184	5,729
FRUIT JUICES	XXX	2,029	739	737	782	824	1,178	1,734
FRESH, CHLD. VEGETABLES	MT	13	14	3	78	47	298	353
PREPARED VEGETABLES	MT	1,320	645	558	1,033	1,359	1,817	6,285
TREE NUTS & PREPS.	MT	77	4	100	143	231	1,648	934
NURSERY PRODUCTS	XXX	3	4		1	22	2	19
WINE	LIT	402	91	106	193	694	514	502
BEER	LIT						32	
FLUE-CURED TOBACCO	MT	15,182	3,265	16,005	14,368	10,799	10,279	6,163
OTHER UNMFD. TOBACCO	MT	25,408	15,056	26,042	20,501	23,834	15,896	10,799
LIVE CATTLE	NO						58	112
LIVE EQUINE	NO	17		50		6	127	44
BEEF & VEAL	MT	1,717	875	661	887	640	1,023	1,464
PORK	MT	89	37	45	70	50	119	467
VARIETY MEATS	MT	273	136	347	77	20	4	95
HIDES & SKINS	XXX	217	29	87		153		54
FURSKINS	XXX	29			16		58	
ANIMAL FATS	MT	3,404	2,403	2,757	1,357	1,302	2,686	1,602
REF. BEET/CANE SUGAR	MT	3	6	6	2		18	177
BEVERAGE BASES	MT	2,378	602	386	995	856	782	10,966
ESSENTIAL OILS	MT	2,643	1,599	1,632	2,273	1,032	1,558	1,969
GRAND TOTAL	XXX	332,097	318,497	292,242	256,135	266,407	347,375	349,617

SOURCE: U. S. CENSUS DATA (UNADJUSTED)

XXX: NON-CONVERTIBLE UNITS EXCLUDED FROM QUANTITY FIGURES  
\*\*\*: UNIT VALUE EXCEEDS \$10,000.00 DOLLARS  
LITERS ARE IN THOUSAND UNITS

NOTE: AGRICULTURAL TOTALS REPORTED BY THE FOREIGN TRADE  
DIVISION, BUREAU OF THE CENSUS, MAY DIFFER FROM THOSE  
REPORTED BY USDA, BECAUSE OF THE EXCLUSION OF SELECTED  
MANUFACTURED AGRICULTURAL PRODUCTS BY CENSUS.

VALUE OF PHILIPPINES'S IMPORTS  
OF SELECTED AGRICULTURAL PRODUCTS  
CY 1982 - 1988  
(UNITS OF MEASURE AS INDICATED)

COUNTRY/REGION: PHILIPPINES  
TRADE TYPE: IMPORTS

PRODUCT OR GROUPING	FAO CODE	UNIT	1982	1983	1984	1985	1986	1987	1988	% CHANGE 1987-88
LIVE ANIMALS.....:1884	:1000\$									
CATTLE.....:0866	:1000\$		4,808	5,026	4,104	4,143	5,636	6,981	11,050	58
PIGS.....:1034	:1000\$		669	0	1,062	877	1,256	1,500	3,876	158
CHICKENS.....:1057	:1000\$		1,243	1,775	412	621	1,619	1,467	1,935	32
MEAT & MEAT PRODUCTS.....:1885	:1000\$		2,584	2,825	2,617	2,585	2,760	3,919	4,858	24
BEEF, FRESH/FROZEN.....:1924	:1000\$		22,979	14,869	2,618	4,116	4,535	8,370	11,585	38
PORK, FRESH/FROZEN.....:2027	:1000\$		18,989	12,234	2,038	3,227	3,500	6,404	8,581	34
FORK, FRESH/FROZEN.....:1926	:1000\$		1,220	746	244	399	400	1,124	1,957	74
POULTRY, FRESH/FROZEN.....:1904	:1000\$		238	309	100	210	182	187	220	18
ANIMAL FATS.....:1898	:1000\$		5,483	5,048	5,962	4,472	3,894	3,029	4,239	40
HIDES & SKINS.....:1886	:1000\$		1,598	999	249	516	229	348	962	176
DAIRY PRODUCTS & EGGS.....:1934	:1000\$		181,921	139,518	71,542	78,823	106,908	161,960	173,091	7
MILK, FRESH/DRY/CONDENSED.....:1888	:1000\$		151,421	112,111	52,476	65,595	91,892	140,598	145,853	4
GRAINS & PREPARATIONS.....:0015	:1000\$		285,198	281,874	275,508	314,581	196,388	157,404	277,703	76
WHEAT.....:0016	:1000\$		182,549	148,555	146,172	118,751	149,208	93,991	161,202	72
WHEAT FLOUR.....:0056	:1000\$		5,399	3,472	2,750	6,660	22,565	9,401	16,038	71
CORN.....:1946	:1000\$		49,311	80,219	32,148	38,232	80	6,138	13,346	-48
RICE.....:1892	:1000\$		2	24	44,382	123,455	409	13	47,590	365,977
FEEDINGSTUFFS.....:1960	:1000\$		114,504	87,761	102,150	49,569	89,225	93,896	158,149	68
OILSEED MEAL.....:0238	:1000\$		92,364	68,231	92,571	41,552	76,173	80,398	127,587	59
SOYBEAN MEAL.....:1899	:1000\$		91,579	67,563	92,571	41,399	75,287	80,398	125,959	57
OILSEEDS.....:0236	:1000\$		8,925	8,332	190	6,780	5,252	9,735	15,489	59
SOYBEANS.....:1905	:1000\$		8,856	8,285	1	5,806	1,300	2,175	5,835	168
VEGETABLE OIL.....:0237	:1000\$		10,830	21,297	28,704	8,455	9,524	10,110	14,179	40
SOYBEAN OIL.....:1889	:1000\$		3,935	6,822	4,830	3,621	5,410	7,087	10,707	51
FRUITS, NUTS & VEGETABLES.....:0490	:1000\$		17,984	17,059	6,567	8,836	18,265	20,307	42,098	107
ORANGES, FRESH.....:0507	:1000\$		168	171	14	15	27	13	1,748	13,346
GRAPEFRUIT, FRESH.....:0221	:1000\$		7	2	0	0	2	1	2	100
APPLES, FRESH.....:1954	:1000\$		3,154	594	19	27	57	19	10,760	56,532
ALMONDS.....:1990	:1000\$		26	17	2	4	11	13	32	146
WALNUTS.....:2000	:1000\$		23	15	5	1	8	26	50	92
PULSES.....:1966	:1000\$		1,983	2,227	1,049	1,437	3,684	3,936	3,789	-4
VEGETABLES & PRODUCTS.....:1967	:1000\$		8,681	9,637	4,279	5,932	12,840	13,411	18,625	39
ALCOHOLIC BEVERAGES.....:1967	:1000\$		13,703	15,352	6,322	10,836	5,778	13,324	15,862	19
WINE & VERMOUTH.....:1890	:1000\$		2,272	1,882	555	1,154	1,074	2,868	2,768	-3
BEER.....:1891	:1000\$		79	152	47	5	34	174	88	-49
SUGAR & HONEY.....:1891	:1000\$		5,781	6,086	2,855	3,598	5,380	12,777	25,465	99
COFFEE, TEA, COCOA, SPICES.....:1896	:1000\$		44,718	21,906	6,584	9,204	3,997	5,828	7,238	24
COTTON.....:1896	:1000\$		21,598	31,666	21,684	26,330	34,643	51,341	75,108	46
TOBACCO & PRODUCTS.....:0826	:1000\$		55,650	60,329	29,737	67,591	68,471	98,014	80,304	-18
TORACCO LEAF.....:0828	:1000\$		51,885	55,204	27,056	61,496	65,948	95,511	74,076	-22
CIGARETTES.....:1877	:1000\$		3,755	5,123	2,679	6,094	2,523	2,500	6,212	148
FOREST PRODUCTS (NON-AG).....:1882	:1000\$		79,647	79,200	77,368	74,618	83,636	117,087	125,481	7
TOTAL AGRICULTURAL PRODUCTS.....:1600	:1000\$		817,210	740,760	576,498	611,952	576,371	680,304	945,723	39
BULK COMMODITIES.....:1603	:1000\$		347,509*	342,423*	277,680*	381,865*	262,073*	271,572*	397,126*	46
INTERMEDIATE HIGH-VALUE.....:1604	:1000\$		156,819*	138,980*	152,549*	85,255*	143,575*	149,438*	232,369*	55
CONSUMER-ORIENTED HI-VAL.....:1604	:1000\$		312,882*	259,357*	146,269*	144,832*	170,723*	259,294*	316,228*	22