

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Morocco

Exporter Guide

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Report Highlights:

Morocco, a U.S. Free Trade Agreement partner, is primarily a bulk commodity market for U.S. wheat, corn, and soybean products, and exports of consumer-oriented goods have been declining steadily since the signing of the EU-Morocco FTA. Nevertheless, significant opportunities remain for U.S. beef, poultry, and processed eggs, pending the resolution of long-standing market access restrictions.

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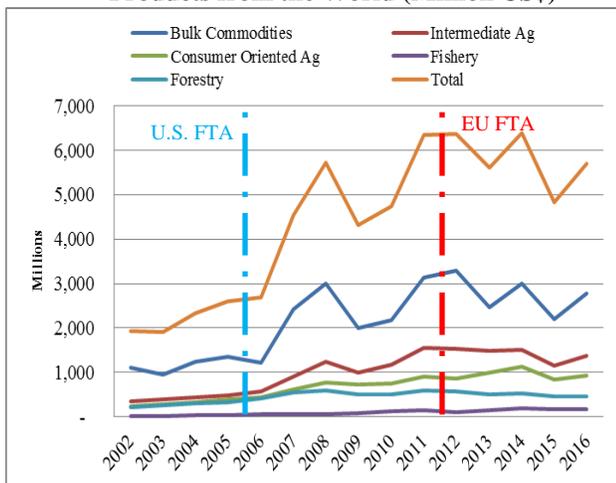
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SECTION I: MARKET OVERVIEW

Morocco has positioned itself to become a regional hub for international companies active in Africa, the Middle East, and Europe thanks in part to its economic and political stability, openness to trade and investment, and strategic location. Unlike its regional neighbors, Morocco’s economy and food sector are largely market driven. Since 2008, Morocco’s *Plan Maroc Vert* (the “Green Morocco Plan”) has attracted significant investment and development of Morocco’s agriculture and value-added sector and ultimately strengthened Morocco’s position as a market for bulk commodities and associated agricultural inputs, equipment, and services. Nevertheless, Morocco’s agricultural import demand and U.S. exports remain largely determinant on Moroccan agricultural production, which is highly volatile one year to the next.

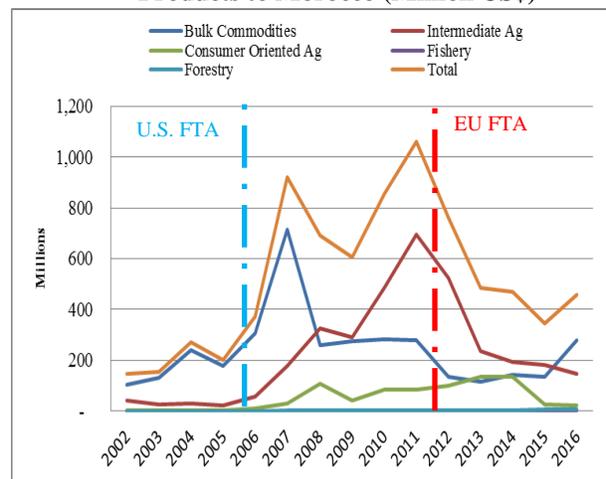
Morocco is the only U.S. Free Trade Agreement partner in Africa, with the vast majority of import duties on U.S. agricultural products having been eliminated either upon implementation on January 1, 2006, or phased out the 10 years following. While Moroccan imports of U.S. agricultural products grew earnestly in the early years following 2006, trade fell back considerably following an expansion of the EU-Morocco FTA in 2012, which extended preferences to EU agricultural products. As a result, U.S. preferences and price competitiveness for agricultural products have been effectively eroded.

Figure 1: Morocco Imports of Ag, Fish, and Forestry Products from the World (Million US\$)



Source: GTA

Figure 2: U.S. Exports of Ag, Fish, and Forestry Products to Morocco (Million US\$)



However, the United States has also not yet realized the full potential of the U.S.-Morocco FTA as the United States continues to face long-standing sanitary-phytosanitary restrictions on key products, including U.S. beef and poultry.

Key Demographic Development

Morocco’s population is estimated at 35.28 million in 2016, of which about 40 percent lives in rural areas. The population growth rate is currently about 1.5 percent per year with an estimated 55 percent of the population under 25 years old. The middle class is steadily increasing and family size is becoming

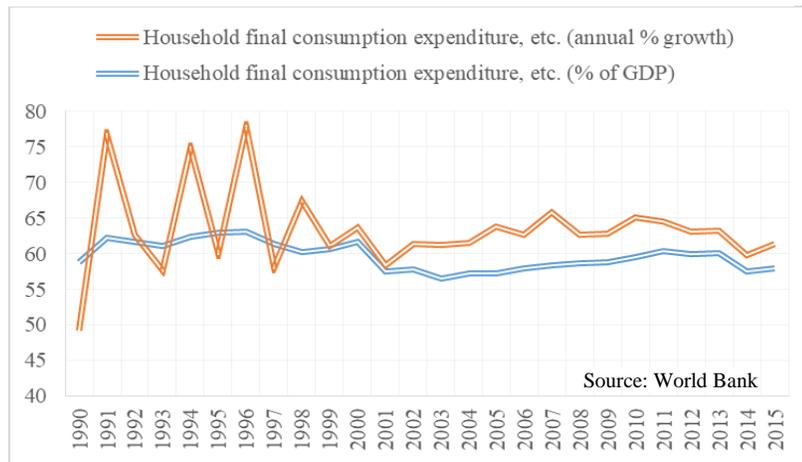
smaller, with an average of 3-4 children. The illiteracy rate is about 32 percent, although much higher in rural areas. Islam is the prevailing religion (over 97 percent) and Arabic the dominant language. While Moroccans understand classical Arabic, they typically speak the local dialect (Darija) which classical Arabic speakers may find hard to understand. French is the language most widely used in business. English is not widely used.

For the most part, Moroccan home cooking remains traditional, but change is coming, especially in large cities where there is a tendency for young families to adopt a western lifestyle. The number of women working outside the home is steadily increasing, leading to higher income for the family, but also forcing members, when they can afford it, to turn to ready to eat or semi-processed products instead of traditional, time-consuming, homemade dishes. This is especially true in large cities like Casablanca, Rabat, Marrakech, Fes, Agadir, and Tangier, where distribution channels have significantly developed in recent years. Today, local producers and importers of consumer oriented food products are able to deliver many new quality products to consumers in modern supermarkets.

Consumer Spending

Most demand for consumer oriented food products comes from large cities where the population with higher income more modern lifestyle lives. An estimated 10 percent of the population (3.5 million) can afford to buy imported products and nearly 11 times more than the percent of the population with the lowest income.

Figure 3: Household Final Consumption Expenditure in %



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Table 1: Advantages and Challenges

Advantages	Challenges
Mostly duty-free import regime for U.S. products.	Market Access: Morocco’s FTAs with the EU, Turkey, and Arab states has greatly undermined U.S. preferences while Morocco restricts U.S. beef, poultry, and processed eggs.
Modern society	Proximity: U.S. shipping lanes are limited, expensive, and infrequent compared to Europe with many US containers transshipping Europe.
Morocco is a regional leader and possible future hub to reach a larger, developing African marketplace.	Language: French (and to a lesser extent Arabic) is the predominant language of commerce. Moroccan importers traditionally do business through European brokers and traders.
	Market Size: 35 million people, 40% of which are urban and 10% of which can afford imported products.
	Culture: Morocco follows the EU, especially France

SECTION II: EXPORTER BUSINESS TIPS

- Most importers are located in Casablanca and imports by container are mostly done through the port of Casablanca.
- In all major ports and airports, the Ministry of Agriculture has one stop shops for importers to clear all types of imported agricultural products. The entity in charge is the DCQ (Quality Control Division) which is a regional representative of the National Office for Food Safety (ONSSA). To clear Customs, importers must present a sanitary certificate for all fresh fruits, and animal or vegetable products they import. A local laboratory analysis done by official laboratories may also be required to clear customs, especially for new and unfamiliar imported products.
- Often Moroccan importers are not familiar with products that are common in the United States. Also, many importers are not used to U.S. grades, standards and appellations. Exporters are advised to provide pictures, brochures, or even samples to Moroccan importers. Many local importers require samples before making purchase commitments.
- Moroccans use only the metric system for measurement.
- French is still the predominant language of Moroccan commerce. Exporters with French capabilities or French promotional materials will have a strong advantage.
- Importation and distribution of food and beverage products in Morocco are handled by both regular importers and importers who operate on an opportunity basis. Regular importers market their products through their own sales force (typically to hotels, supermarkets, wholesalers) and independent well-established wholesalers (in the case of small shops, restaurants). U.S. exporters interested in selling consumer-ready food or beverages should find a local importer to access the retail market. Importers normally have in-depth knowledge of specific importing procedures.
- Exporters should avoid visits during Ramadan, but if travel is unavoidable during this period, exporters should hold their meetings in the morning. The holy month of Ramadan is not a holiday but business slows down significantly because Muslims fast during the day. Most restaurants close during this month; alcohol is not served and people are not allowed to smoke during the day. In 2018, Ramadan will begin on Tuesday, May 15 and last for 30 days until Thursday, June 14.
- Goods transshipped through a third country port should be accompanied by:
 - A bill of lading showing Morocco as the final destination of the goods and the United States as a point of origin
 - Invoices issued by the U.S. Company, addressed to the Moroccan importer
 - A “certificate of non-manipulation” is also required by Moroccan customs

- Close working relationships are often critical to concluding deals in Morocco. As in many markets, Moroccans base business on trust and mutual respect built over time. U.S. exporters should strongly consider travel to the country to develop and strengthen relationships. In addition, working with a locally based agent or distributor typically enables U.S. firms to sustain relationships, and to develop essential knowledge of key contacts, customs regulations, and niche opportunities. U.S. firms should also fully understand the regulatory environment and procedures before jumping into the market to avoid unexpected hurdles.
- Business practices in Morocco differ significantly from those in the United States. For example, bureaucratic procedures often require significantly more time to complete than in America and often require multiple copies of documents, stamped, and signed. Moroccans have rapidly adapted to cell phone technology and generally reply to text messages or phone calls more quickly than email communications. Email correspondence delays should not immediately be interpreted as lack of interest. If delays occur, U.S. firms should consider communicating by phone or texting.
- Most Moroccan importers like to buy on samples.

SECTION III: MARKET SECTOR STRUCTURE AND TRENDS

Morocco remains primarily a bulk commodity market for U.S. wheat, corn, and soybean products with limited opportunities for consumer-oriented goods. U.S. high-value consumer-oriented goods are disadvantaged by small market size, low consumer spending, and close proximity, cultural, and economic ties to Europe. Opportunities in this area will be limited overall but greatest in the food processing sector.

Retail Products Sector:

See the [Morocco Retail Annual](#).

Food Processing Ingredients Sector:

See the [Morocco Food Processing Ingredients Annual](#).

Hotels, Restaurants, and Institutional (HRI):

See the [Morocco Food Service-Hotel, Restaurant Institutional Annual](#).

SECTION IV: AGRICULTURAL and FOOD IMPORTS

Agricultural & Food Import Statistics

The USDA Foreign Agricultural Service's [Global Agricultural Trade System](#) includes international agricultural, fish, forest and textile products trade statistics dating from the inception of the Harmonized coding system in 1989 to present.

Best Product Prospects Categories

Products present in the market that have good sales potential:

- Wheat
- Fats and Oils
- Food Processing Ingredients (dairy, nuts, etc.)
- Feed Ingredients

Products not present in significant quantities but which have good sales potential:

- Food Service
- Retail Products

Products not present because they face significant barriers:

- Beef – no market access
- Poultry – no market access
- Processed Eggs – no market access

SECTION V: KEY CONTACTS AND FURTHER INFORMATION

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The Morocco [Country Commercial Guide](#) presents a comprehensive look at Morocco's commercial environment using economic, political and market analysis.

The Morocco [Food and Agricultural Import Regulations and Standards \(FAIRS\)](#) report provides an overview of the food laws and regulatory environment in Morocco as it relates to U.S. food and agricultural exports.

The Office of the US Trade Representative provides the final text of the [US-Morocco FTA](#).

Table 3: Key Trade & Demographic Information for Morocco

Agricultural Imports From All Countries (million \$) / U.S. Market Share (%)	5,076	9
Consumer Food Imports From All Countries (million \$.) / US Market Share (%)	933	2.4
Edible Fishery Imports From All Countries (million \$) US Market Share (%)	164	<1
Total Population (Millions) / Annual Growth Rate (%)	35	1%
Urban Population (Millions) / Annual Growth Rate (%)	60.2%	2.26%
Number of Major Metropolitan Areas	12	
Per Capita Gross Domestic Products (\$U.S.)	\$3,004	
Unemployment Rate (%)	10%	
Per Capita Food Expenditures (\$U.S.)	\$1,176	
Percent of Female Population Employed (%)	26.1	
Indicative Exchange Rate (Average for Calendar Year 2016)	9.8 dirham's	

Source: GATS, Morocco office de change, and High planning commission office, World Bank

MOROCCO IMPORTS OF AGRICULTURAL, FISH & FORESTRY PRODUCTS FROM WORLD

CY 2002 - 2016 AND YEAR-TO-DATE COMPARISON
(IN THOUSANDS OF DOLLARS)

IMPORTS MARKET: WORLD

PRODUCT	CALENDAR YEARS (JAN-DEC)															JANUARY - OCTOBER		% C H A N G E
	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2016	2017	
BULK AGRICULTURAL TOTAL	1,107,058	955,080	1,235,617	1,351,342	1,214,122	2,420,010	3,009,309	2,003,776	2,178,697	3,141,113	3,302,704	2,456,849	2,999,630	2,193,668	2,769,576	2,258,792	1,985,331	-12.11
WHEAT	5,935	380,063	553,142	464,804	346,431	1,115,849	1,554,493	658,405	833,544	1,331,567	1,390,403	960,852	1,508,260	867,584	1,293,688	1,043,070	702,041	-32.69
COARSE GRAINS	20,3125	173,304	229,321	349,563	251,198	584,206	627,255	394,974	486,273	666,791	784,099	522,245	607,196	500,374	567,799	496,881	423,778	-14.71
RICE	1,005	1,100	1,740	1,514	1,423	5,874	5,280	12,259	9,655	1,905	18,036	11,592	1,736	2,843	3,274	2,819	5,910	109.61
SOYBEANS	78,356	117,225	124,401	159,282	105,481	202,831	188,466	134,649	93,907	29,668	58,981	38,328	79,772	55,584	37,561	37,440	26,176	-30.09
OTHER OILSEEDS	5,470	5,951	29,226	20,485	37,760	17,450	29,614	41,216	37,940	58,409	26,432	38,083	29,350	33,668	27,923	21,587	21,865	1.29
COTTON	37,701	44,422	45,519	40,830	47,196	49,533	74,158	45,965	71,230	116,123	77,249	70,624	72,456	38,439	15,227	12,372	15,329	23.9
TOBACCO	14,208	14,901	14,698	14,800	11,075	16,177	25,595	53,068	55,790	60,009	66,101	68,569	53,215	42,716	21,294	16,808	14,267	-15.12
RUBBER & ALLIED GUMS	3,752	4,952	6,280	4,485	5,435	9,026	9,153	4,881	2,199	3,959	3,384	2,585	2,309	1,884	1,754	1,429	1,660	16.13
RAW COFFEE	22,755	26,357	25,802	31,419	44,685	62,831	71,973	68,621	58,679	84,606	101,224	94,581	83,361	84,064	80,459	70,264	78,173	11.26
COCOA BEANS	73,0	1,193	1,171	595	1,329	1,140	186	7	14	34	22	15	3	19	21	19	18	-4.98
TEA (INCL. HERB TEA)	57,859	63,475	72,393	84,132	87,675	96,093	100,491	111,813	110,377	172,809	166,369	188,024	189,101	196,039	198,441	169,362	190,586	12.53
RAW BEET & CANE SUGARS	14,0895	110,448	119,106	144,806	243,475	225,323	282,303	415,044	384,896	587,934	582,294	434,647	337,160	340,676	465,512	351,054	438,750	24.98
PULSES	11,414	8,612	8,468	23,146	15,475	27,013	30,961	48,707	28,159	17,280	19,267	17,836	25,148	17,440	41,332	22,784	56,387	14.748
PEANUTS	1,572	129	513	2,332	848	571	2,381	5,572	224	2,015	156	328	68	324	596	540	1,106	10.475
OTHER BULK COMMODITIES	2,283	2,950	3,835	9,149	14,634	6,093	6,997	8,594	5,809	8,005	8,688	8,541	10,495	12,014	14,693	12,362	9,285	-24.89
INTERMEDIATE AGRICULTURAL TOTAL	34,5380	389,507	442,033	488,686	581,895	901,763	1,250,588	986,582	1,165,195	1,555,324	1,536,163	1,491,290	1,516,429	1,157,020	1,373,029	1,155,924	1,255,793	8.64
WHEAT FLOUR	1	0	11	2	18	21	46	63	39	56	35	102	102	115	137	108	125	15.71
SOYBEAN MEAL	22,2	2,542	9,272	5,980	19,494	55,396	61,249	76,410	176,469	243,405	266,532	262,961	218,240	178,722	192,938	160,965	163,150	1.36

	80																	
SOYBEAN OIL	14 2, 79 7	166,776	195,638	177,065	214,462	297,707	484,786	333,495	349,444	503,682	443,669	375,679	388,528	331,629	351,364	298,491	340,337	14 .0 2
VEGETABLE OILS EXC SOYBEAN OIL	39 .8 29	66,398	40,176	48,382	52,949	86,019	125,543	125,011	83,100	128,023	142,407	154,143	149,877	118,042	169,227	140,143	178,720	27 .5 3
FEEDS & FODDERS (EXC PET FOOD)	61 .8 70	47,744	63,726	93,016	96,265	162,898	233,551	148,191	180,642	247,365	283,930	273,329	286,557	154,874	252,817	210,456	183,464	- 12 .8 3
LIVE ANIMALS	9, 75 9	11,706	15,775	33,129	31,938	46,456	58,321	55,120	95,864	96,627	56,134	58,694	81,083	36,520	64,609	51,270	56,292	9, 79
HIDES & SKINS	23 0	121	301	136	3,255	3,035	991	1,331	2,172	3,776	1,387	1,983	1,469	1,084	437	373	186	- 50 .0 7
ANIMAL FATS	4, 14 8	4,164	2,441	13	4,901	12,313	9,650	7,823	15,906	23,820	11,863	5,101	12,740	6,401	6,328	6,285	3,143	- 49 .9 9
PLANTING SEEDS	21 .8 81	28,220	31,193	42,315	41,760	52,271	68,647	66,380	67,758	76,368	77,207	80,135	78,157	74,674	80,874	74,578	82,233	10 .2 7
SUGAR/SWEETENER/BEVERAGE BASES	3, 93 8	4,543	5,703	6,546	18,241	16,428	8,732	7,551	8,338	9,238	9,490	11,776	12,808	10,425	12,263	10,454	10,736	2, 7
ESSENTIAL OILS	9, 08 5	13,506	14,480	17,010	34,120	49,337	60,617	56,195	55,295	58,905	59,953	62,547	57,324	51,018	50,692	45,305	48,733	7, 57
OTHER INTERMEDIATE PRODUCTS	29 .5 61	43,786	63,317	65,092	64,492	119,884	138,455	109,014	130,167	164,058	183,557	204,842	229,544	193,516	191,342	157,496	188,674	19 .8
CONSUMER-ORIENTED AGRICULTURAL TOTAL	23 8, 54 9	271,704	327,274	391,236	429,208	616,610	783,770	736,684	756,485	912,354	857,628	999,265	1,137,530	836,263	933,264	767,491	892,754	16 .3 2
SNACK FOODS (EXCL. NUTS)	11 .5 20	16,224	20,805	27,378	35,992	47,833	46,620	50,983	39,284	40,076	45,489	56,367	74,195	59,243	68,803	55,700	65,491	17 .5 8
BREAKFAST CEREALS/PANCAKE MIX	2, 00 7	3,048	3,880	4,937	5,510	6,711	8,541	9,534	8,764	10,532	10,752	10,568	11,735	10,778	11,590	9,409	11,463	21 .8 3
RED MEATS, FRESH/CHILLED/FROZEN	1, 50 9	1,334	2,412	2,982	3,669	15,001	28,698	38,886	22,303	58,577	24,721	53,682	48,812	17,061	35,096	26,121	23,393	- 10 .4 4
RED MEATS, PREPARED/PRESERVED	1, 28 2	1,684	1,795	2,310	2,339	3,815	4,624	4,408	5,242	5,403	5,847	7,302	9,298	6,632	8,382	6,782	8,186	20 .7 1
POULTRY MEAT	1, 58 5	1,293	960	1,423	1,441	2,153	2,128	601	1,730	2,243	1,008	1,618	1,091	1,060	1,006	802	556	- 30 .6 9
DAIRY PRODUCTS (EXCL. CHEESE)	84 .4 41	87,127	97,894	121,182	117,056	180,418	242,090	161,210	196,607	242,081	213,216	238,957	313,438	140,690	141,831	122,239	138,611	13 .3 9
CHEESE	11 .0 32	12,992	19,624	21,450	29,433	43,068	58,635	48,424	54,043	56,199	64,889	77,925	80,817	65,372	66,368	55,220	69,574	26
EGGS & PRODUCTS	24 7	379	284	211	265	388	467	1,243	1,303	430	396	580	506	722	4,320	4,190	1,628	- 61 .1 6
FRESH FRUIT	20 .4 12	15,067	21,148	32,190	37,198	59,388	85,328	99,363	107,977	100,928	113,609	114,774	149,340	151,471	143,288	113,979	142,386	24 .9 2
FRESH VEGETABLES	18 .6 64	23,850	18,625	17,610	22,089	31,286	34,595	32,568	29,135	40,735	34,305	46,765	40,947	40,411	48,645	32,888	35,123	6, 8
PROCESSE	10	12,738	17,714	23,140	24,019	31,521	37,036	44,160	55,634	64,655	57,051	65,386	65,530	61,084	67,789	55,736	62,947	12

D FRUIT & VEGETABLES	.602																		.94
FRUIT & VEGETABLE JUICES	3.662	4,174	6,187	5,218	5,987	10,036	12,139	7,931	14,619	17,416	14,173	16,756	11,340	7,875	11,680	10,513	11,832	11,832	12.54
TREE NUTS	2.045	4,269	1,877	3,975	4,788	5,948	6,868	10,951	9,112	13,348	9,448	12,641	13,609	9,444	15,349	11,463	23,547	23,547	10.52
WINE & BEER	5.308	8,805	7,486	10,323	8,088	13,564	20,336	25,563	16,107	17,039	16,590	19,725	18,605	14,197	18,972	15,801	20,192	20,192	27.79
NURSERY PRODUCTS & CUT FLOWERS	11.412	15,984	20,433	20,623	23,881	31,412	37,265	33,705	32,419	40,483	43,727	46,778	49,771	43,536	53,458	47,514	59,819	59,819	25.99
PET FOODS (DOG & CAT FOOD)	1.099	1,307	1,792	1,865	2,121	2,271	4,297	3,314	3,351	4,079	4,374	4,517	6,015	5,834	6,860	5,624	7,522	7,522	33.73
OTHER CONSUMER ORIENTED PRODUCTS	51.723	61,429	84,358	94,418	105,330	131,797	154,102	163,840	158,853	198,131	198,034	224,924	242,483	200,853	229,827	193,510	210,484	210,484	8.77
FOREST PRODUCTS TOTAL	221.841	268,543	308,030	335,457	418,219	551,146	605,880	509,121	515,193	588,705	569,135	496,961	534,627	465,932	472,443	390,691	189,871	189,871	-51.4
LOGS & CHIPS	25.960	25,666	31,275	33,564	65,272	38,988	65,637	24,901	56,353	72,851	36,063	14,515	13,412	13,992	10,610	8,147	1,213	1,213	85.11
HARDWOOD LUMBER	40.924	46,371	69,721	58,548	59,951	92,083	86,357	66,522	51,423	44,630	42,191	44,010	47,704	42,786	43,976	37,356	36,572	36,572	-2.11
SOFTWOOD AND TREATED LUMBER	12.289	153,175	158,450	183,503	216,769	305,619	313,572	258,839	266,714	298,060	292,224	265,221	282,140	231,456	217,597	180,753	0	0	-10.0
PANEL PRODUCTS (INC. PLYWOOD)	19.464	26,073	27,481	41,224	45,753	61,963	75,967	91,152	83,388	102,353	99,766	108,430	115,036	103,881	127,118	102,779	110,458	110,458	7.47
OTHER VALUE-ADDED WOOD PRODUCT	12.595	17,258	21,103	18,618	30,473	52,492	64,346	67,708	57,315	70,811	98,891	64,784	76,334	73,816	73,142	61,657	41,628	41,628	-32.48
FISH AND SEAFOOD PRODUCTS TOTAL	11.579	19,019	30,846	34,208	54,694	56,528	67,392	91,667	117,545	147,994	113,695	158,948	199,099	174,757	163,793	138,185	99,459	99,459	-28.03
SALMON	25.7	462	1,083	1,647	2,050	2,222	2,592	3,874	4,937	6,508	6,173	7,826	8,833	7,586	9,518	7,716	9,302	9,302	20.55
SURIMI	16	35	15	36	57	1,014	14	64	2,426	2,981	3,777	7,216	5,635	0	0	0	0	0	n/a
CRUSTACEANS	2.514	3,788	3,383	3,924	10,048	19,586	27,719	40,552	69,185	90,386	68,915	95,826	102,010	92,419	81,547	68,413	31,508	31,508	-53.94
GROUND FISH & FLATFISH	1.607	1,789	2,226	2,403	4,111	4,780	3,880	4,646	8,991	10,330	7,688	12,715	15,288	8,967	4,960	4,202	6,366	6,366	51.49
MOLLUSCS	19.1	788	954	1,069	1,845	2,515	4,717	5,888	7,452	12,008	12,616	13,191	16,861	15,524	17,998	14,936	1,534	1,534	-89.73
OTHER FISHERY PRODUCTS	6.995	12,157	23,185	25,129	36,582	26,411	28,471	36,644	24,553	25,781	14,526	22,174	50,472	50,261	49,769	42,918	50,749	50,749	18.25
AGRICULTURAL PRODUCT TOTAL	1.690.987	1,616,291	2,004,924	2,231,265	2,225,224	3,938,384	5,043,668	3,727,042	4,100,376	5,608,791	5,696,494	4,947,404	5,653,589	4,186,951	5,075,869	4,182,208	4,133,877	4,133,877	-1.16
AGRICULTURAL, FISH & FORESTRY	1.924.	1,903,853	2,343,800	2,600,930	2,698,137	4,546,058	5,716,940	4,327,830	4,733,114	6,345,490	6,379,324	5,603,312	6,387,315	4,827,640	5,712,104	4,711,085	4,423,207	4,423,207	-6.11

TOTAL	40	7																	
MOROCCO IMPORTS OF AGRICULTURAL, FISH & FORESTRY PRODUCTS FROM UNITED STATES																			
CY 2002 - 2016 AND YEAR-TO-DATE COMPARISON (IN THOUSANDS OF DOLLARS)																			
IMPORTS MARKET: UNITED STATES																			
CALENDAR YEARS (JAN-DEC)																	JANUARY - OCTOBER		
PRODUCT	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	COMPARISONS		% CHANGE	
																2016	2017		
BULK AGRICULTURAL TOTAL	104,850	129,492	238,303	177,763	307,032	715,452	257,650	276,255	282,763	277,812	135,551	113,806	140,594	132,848	280,106	166,481	218,912	31.49	
WHEAT	9,834	33,073	80,737	1,908	51,010	349,324	51,573	42,078	112,373	91,819	23	35,306	2,820	26	106,408	8,652	78,640	808.96	
COARSE GRAINS	50,987	44,222	120,399	110,415	178,335	222,729	141,761	166,452	75,507	94,971	12,919	2	60,773	58,180	143,047	127,762	110,808	-13.27	
RICE	1	0	14	3	3	4	42	17	20	33	9,522	134	0	75	62	44	176	301.17	
SOYBEANS	43,381	50,642	36,664	64,242	76,555	140,740	54,969	45,590	59,104	29,510	58,874	31,156	27,338	47,772	28,145	28,145	23,268	-17.33	
OTHER OILSEEDS	626	340	456	871	589	929	1,149	831	1,438	2,017	1,888	1,967	1,771	1,075	1,153	744	2,723	265.82	
COTTON	0	556	1	0	0	1,098	7,492	19,412	33,418	58,560	51,902	44,287	45,010	24,844	0	0	1,217	n/a	
TOBACCO	0	0	0	0	0	0	0	0	0	0	0	0	601	0	337	337	750	122.21	
RUBBER & ALLIED GUMS	0	4	7	18	8	0	35	33	0	26	3	6	17	6	2	0	5	168,432.06	
RAW COFFEE	0	0	0	0	0	103	0	0	0	0	0	0	0	0	2	2	1	-55.11	
COCOA BEANS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n/a	
TEA (INCL. HERB TEA)	0	16	0	0	0	0	0	0	0	248	14	42	40	119	47	28	15	-46.46	
RAW BEET & CANE SUGARS	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-100	
PULSES	20	638	24	289	532	525	629	1,840	897	622	402	901	2,223	751	875	738	1,308	77.17	
PEANUTS	0	0	0	9	0	0	0	0	0	0	0	0	0	0	29	29	0	-100	
OTHER BULK COMMODITIES	1	0	2	8	0	0	0	3	6	7	3	5	0	0	0	0	1	n/a	
INTERMEDIATE AGRICULTURAL TOTAL	40,340	23,942	29,081	20,260	57,029	178,997	325,639	288,683	486,250	694,193	523,518	235,245	192,319	182,538	148,404	132,138	152,180	15.17	
WHEAT FLOUR	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n/a	
SOYBEAN MEAL	11,993	0	0	0	19,494	55,396	59,848	76,410	176,469	243,405	266,532	120,196	69,875	55,882	52,901	50,754	54,202	6.79	
SOYBEAN OIL	15,318	12,080	12,364	88	11,315	61,313	158,354	153,719	218,500	327,370	154,157	21,789	38,308	66,083	13,941	13,941	24,703	77.19	
VEGETABLE OILS EXC SOYBEAN OIL	1,447	2,194	1,376	96	721	1,960	735	3,732	6,193	3,150	82	76	715	2,406	439	302	184	-39.22	
FEEDS & FODDERS (EXC PET FOOD)	5,672	2,142	10,065	16,092	16,541	38,951	81,895	40,312	59,399	83,712	81,003	77,445	61,847	45,173	66,882	54,186	59,554	9.91	
LIVE ANIMALS	39	0	0	0	57	4,406	7,993	704	1,016	1,233	1,456	1,731	2,477	1,115	2,209	1,884	1,947	3.36	
HIDES & SKINS	0	0	0	0	0	0	0	0	0	0	0	0	7	0	0	0	0	n/a	
ANIMAL FATS	3,948	3,809	2,082	0	4,888	12,303	9,647	7,805	15,897	23,811	11,862	5,099	12,635	5,598	5,252	5,252	3,020	-42.49	
PLANTING SEEDS	1,253	2,001	2,175	3,115	2,550	2,794	2,955	3,165	4,711	7,318	4,476	5,501	4,630	4,270	5,653	4,852	3,756	-22.59	
SUGAR/SWEETENER/BEVERAGE BASES	2	2	3	4	8	1	761	159	44	93	29	41	135	71	5	4	7	57.17	
ESSENTIAL OILS	470	1,014	630	525	515	656	1,325	1,406	1,853	1,731	1,417	1,570	566	611	276	236	268	13.38	
OTHER INTERMEDIATE PRODUCTS	198	700	386	339	938	1,217	2,126	1,269	2,168	2,370	2,505	1,797	1,123	1,329	846	726	4,539	524.81	
CONSUMER-ORIENTED AGRICULTURAL TOTAL	1,235	2,162	2,762	3,758	10,352	27,619	107,663	39,706	83,799	84,925	97,664	132,757	132,527	26,461	23,373	18,229	29,990	64.52	
SNACK FOODS (EXCL. NUTS)	0	0	8	2	0	4	2	10	13	11	14	101	197	163	147	72	152	112.29	
BREAKFAST	40	0	5	4	0	0	11	0	0	5	4	0	5	15	12	6	18	185.25	

CEREALS/PANCAKE MIX																			
RED MEATS,FRESH/CHILLED/FR OZEN	6	0	0	0	12	0	560	0	0	0	0	0	39	0	0	0	0	n/a	
RED MEATS, PREPARED/PRESERVED	0	0	0	0	0	0	0	0	0	6	2	1	261	1	0	0	0	n/a	
POULTRY MEAT	24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	n/a	
DAIRY PRODUCTS (EXCL. CHEESE)	72	0	55 2	231	4,199	18,400	82,611	23,446	61,370	51,683	62,394	88,901	91,166	7,421	1,542	1,54 2	5,408	250.72	
CHEESE	38	57	65	0	583	2,610	11,449	2,129	8,349	12,753	14,646	20,043	13,621	2,205	1,449	1,44 9	1,660	14.53	
EGGS & PRODUCTS	0	0	0	0	2	0	1	0	0	1	0	0	0	0	442	442	461	4.11	
FRESH FRUIT	29	43	55	84	233	577	1,700	2,042	888	454	391	538	385	55	1	1	2	89.94	
FRESH VEGETABLES	0	0	0	0	0	0	0	0	0	0	0	31	77	12	12	12	23	99.36	
PROCESSED FRUIT & VEGETABLES	136	78	30 7	438	85	75	174	250	1,747	857	1,454	2,931	2,479	1,060	1,502	1,45 3	921	-36.59	
FRUIT & VEGETABLE JUICES	33	0	0	0	0	0	265	0	0	561	59	897	2,113	412	138	136	136	-0.45	
TREE NUTS	100	1,202	39 4	447	2,055	1,761	3,114	5,734	5,270	9,328	6,716	8,516	10,973	5,716	8,838	5,24 0	9,788	86.81	
WINE & BEER	1	8	4	5	0	6	1	30	10	119	523	583	866	1,122	1,409	1,24 1	1,459	17.6	
NURSERY PRODUCTS & CUT FLOWERS	110	178	17 5	128	60	125	581	121	266	608	1,016	1,130	467	828	2,172	2,17 2	4,318	98.83	
PET FOODS (DOG & CAT FOOD)	28	11	24	7	0	0	100	51	108	187	175	219	310	312	172	172	72	-58.33	
OTHER CONSUMER ORIENTED PRODUC	616	584	1, 17 2	2,413	3,123	4,062	7,096	5,892	5,778	8,353	10,269	8,867	9,569	7,140	5,536	4,29 1	5,572	29.85	
FOREST PRODUCTS AGRICULTURAL TOTAL	306	323	40 1	332	298	1,026	1,126	1,514	1,483	3,589	2,856	2,948	4,291	5,015	4,788	4,34 7	2,978	-31.5	
LOGS & CHIPS	18	0	0	0	9	0	103	114	129	0	0	0	0	0	0	0	0	n/a	
HARDWOOD LUMBER	189	245	31 9	239	125	584	469	667	1,182	1,595	1,723	2,186	2,672	3,983	3,789	3,55 0	2,837	-20.06	
SOFTWOOD AND TREATED LUMBER	0	0	10	9	0	294	178	53	114	1,889	1,082	587	1,176	598	843	653	0	-100	
PANEL PRODUCTS (INC. PLYWOOD)	94	0	0	26	24	0	77	121	23	0	2	0	88	8	62	59	131	123.46	
OTHER VALUE-ADDED WOOD PRODUCT	6	78	72	57	141	148	299	558	35	105	48	174	356	426	94	86	9	-89.19	
FISH AND SEAFOOD PRODUCTS AGRICULTURAL TOTAL	25	87	71	5	31	64	156	159	258	287	438	843	438	499	1,063	762	286	-62.46	
SALMON	0	13	6	0	0	0	0	0	0	0	0	29	18	0	0	0	0	n/a	
SURIMI	0	0	1	0	0	0	0	0	2	2	91	165	0	0	0	0	0	n/a	
CRUSTACEANS	0	0	0	0	17	8	90	66	72	18	24	37	29	0	0	0	0	n/a	
GROUND FISH & FLAT FISH	0	0	0	0	0	1	0	0	0	5	1	146	41	0	9	6	43	590.2	
MOLLUSCS	0	0	63	0	8	43	58	84	174	245	308	461	227	417	772	474	0	-100	
OTHER FISHERY PRODUCTS	25	74	0	5	6	12	8	10	9	17	14	5	123	83	283	281	243	-13.65	
AGRICULTURAL PRODUCT TOTAL	146,425	155,596	270, 14 6	201,781	374,412	922,068	690,952	604,643	852,812	1,056,930	756,733	481,808	465,439	341,848	451,884	316, 848	401,083	26.59	
AGRICULTURAL, FISH & FORESTRY TOTAL	146,756	156,005	270, 61 8	202,118	374,742	923,157	692,235	606,316	854,553	1,060,807	760,027	485,599	470,168	347,362	457,735	321, 956	404,346	25.59	