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# **Report Highlights:**

Israel is an advanced, market-oriented economy. However, its limited land and water resources preclude agricultural self-sufficiency, affecting local production costs and consumer prices. The country is net food importer; in 2018, food and agricultural product imports were \$6.9 billion while exports totaled \$2.3 billion. Demand for organic, healthy or natural foods is increasing. Niche products that target a specific health issue like diabetes or celiac disease (gluten-free food) are experiencing growth in demand, as well as vegetarian and vegan products. This report provides an overview of Israeli market dynamics and trends, as well practical tips for doing business in Israel.

# MARKET FACT SHEET: ISRAEL

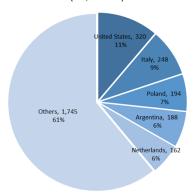
### **Executive Summary**

Israel is an advanced, market-oriented economy. In 2018, Israel's annual gross domestic product (GDP), in constant prices, grew by 3.3 percent reaching \$369 billion1. Consumers are sophisticated and enjoy cosmopolitan food tastes. Nearly 17 percent of household expenditures goes to food purchases. Producers, food processors, wholesalers, retailers, food service operators, and food importers are all part of the agribusiness sector. In 2018, imports of agricultural products2 reached \$6.9 billion.

#### Imports of Consumer-Oriented Products

Israel's limited land and water resources preclude agricultural selfsufficiency; this affects local production costs and consumer prices. The country posts trade deficits in food and agricultural products, importing large volumes of feed grains and sizable volumes of consumer-oriented products. Israel's 2016 import of consumer-oriented food products were \$2.5 billion. Roughly 11 percent of imports are of U.S.-origin.

Imports of Consumer-Oriented Agriculture (US\$ million)



# **Food Processing Industry**

With over 1,800 facilities, the Israeli food processing sector is an important player in the economy. The food processing industry is innovative, marketing thousands of new products yearly. Multi-national food manufacturers (e.g., Nestlé and Unilever) partner with Israeli food companies such as Osem and Strauss. Four groups dominate the local food processing industry: Tnuva, Osem-Nestlé, Unilever, and Strauss.

In 2017, Israeli food processors' annual revenue was \$16.7 billion compared to the beverage and tobacco industry's annual revenue of \$2.2 billion. Israel's main products are bakery products, prepared meals, dairy products and the processing and preserving of meat, accounting for 17 percent, 16 percent, 15 percent and 15 percent respectively. The sector represents 17 percent of Israel's total manufacturing industry's revenue. With limited land and resources, ingredient demand from food processors offers opportunities for U.S. food ingredient exports. In 2018, Israel imported \$2.8 billion in food products for the food processing industry.

# Food Retail Industry

Israeli fast-moving consumer goods (FMCG) sales reached \$12.2 billion in 2018, with \$9.1 billion in food products. Sixty percent of total retail market sales are from supermarket chains. The food retail market is made up of supermarket chains, urban convenience stores and gas stations, neighborhood grocery stores, and wet markets. Large supermarket facilities are on the outskirts of the large cities near major thoroughfares; small neighborhood supermarkets are in urban centers.

#### Food Service- Hotel Restaurant Institutional

The Israeli Hotel, Restaurant, and Institutional (HRI) food service sector includes 14,000 consumer foodservice outlets, 419 hotels, with a total of around 54.000, and the institutional sector. In 2017, the sales in consumer foodservice grew by 0.8 percent in constant prices reaching nearly \$6 billion. Total hotel sector revenue was \$3.4 billion, a ten percent increase from the previous year. The Israel Hotel Association estimates that 40 percent of total revenues are a result of food and beverage sales. Reportedly, the Israeli hotel sector's food sales reached almost \$1.4 billion in 2018.

#### **Quick Facts**

#### **Top Trends**

Organic, Vegan, Gluten-free, Online Food Shopping, Home Delivery and Private Label

#### **Top 10 Host Country Retailers**

Shufersal, Yenot Bitan, Rami Levi – Hasikma Distribution, Meray-Mazon Kol/Osher Add, Tiv Taam, Chazi Hinam Kol-bow, Victory, Yohanannov Super Shuk, Machsanei Hashuk, and Coop Israel-Jerusalem.

Top Consumer Foodservice Chains McDonald, Reshet Cafe Cafe Ltd., Greg Coffee Shops Ltd. and Aroma Israel (Shefa Franchisers Ltd)

Top Institutional Catering Companies ISS Catering Services Ltd, Schultz, Sodexo

Top Hotel Chains Fattal Hotels, Isrotel Hotel Management, Dan Hotels

#### Trade Overview (U.S. billions) 2018

Food and Agricultural Products* Exports	\$2.28
Food and Agricultural Products* Imports	\$6.92
Consumer Foodservice (2017 figure)	\$5.96

<sup>\*</sup>Harmonized Tariff Schedule Chapters 1-24

#### GDP/Population 2018 (CBS estimate)

Population (millions): 9.02 (as of April 2019) GDP (billions USD): \$369 (calculated value) 1 GDP per capita (USD): \$41,633 (calculated value) 1

#### Strengths/Weaknesses/Opportunities/Challenges

Strengths	Weaknesses
U.S. products are perceived as high-	High U.S. shipping costs.
quality products; consumers value	Israel's standards tend to follow
U.S. products.	European Union (EU) standards and
Many U.S. suppliers are kosher	not U.S. standards.
certified.	Exporters lack knowledge of the Israeli
	market, unaware of opportunities.
Opportunities	Challenges
Free trade agreement between the	Low-cost competition from Eastern
U.S. and Israel.	Europe, Turkey, countries of the
The Ministry of Economy aims to	former Soviet Union, South America,
open the market for more imports	and Asia.
in order to lower the cost of living.	Israel is a small market
Israel is a potential bridge to the	
Palestinian Authority with its rapidly	
growing population.	

Data and Information Sources: Israeli Central Bureau of Statistics, Storenext, Euromonitor, Bank of Israel, UN COMTRADE Database, FAS Tel Aviv office research

U.S. Embassy Branch Office Tel Aviv, Foreign Agriculture Service 71 Hayarkon Street, Tel Aviv, Israel 63903 agtelaviv@fas.usda.gov

<sup>&</sup>lt;sup>1</sup> The Israeli CBS only published the GDP annual growth in percentage and Israel shekel (IS) values. The per capita GDP is calculated on the Bank of Israel's annual 2018 exchange rate of IS 3.59 to U.S. dollar 1.00.  $^2$  Harmonized Tariff Schedule Chapters 1-24

# Section I - Market Overview

Israel is a parliamentary democracy of over 9.02 million people (Israel Central Bureau of Statistics, April 2019 estimate), growing at 1.9 percent per annum. Nearly 75 percent of the population is ethically Jewish, with 25 percent being non-Jewish and mainly of Arab descent. Israel counts with an area of approximately 20,330 square kilometers, making it slightly smaller than the U.S. state of New Jersey. Roughly, 40 percent of Israel's population is concentrated in the greater Tel Aviv metropolitan area, Israel's commercial and financial center. Other major population centers include Jerusalem and the Haifa metropolitan area, a major port city and center for the petrochemical and high-tech industries.

Israel's per capita gross domestic product (GDP) in purchasing power parity (PPP) terms is \$41,633. The country's GDP growth in recent years ranges from two to five percent per annum. The Bank of Israel is projecting that in 2019, the national GDP will increase by 3.1 percent and in 2020 by 3.5 percent. The current prime rate is 0.25 percent, though the Bank of Israel is expected to increase to 0.5 percent, and to continue increasing gradually to 1.0 percent by the end of 2020. The inflation rate over the next year is expected to be about 1.4 percent.

Israel is a technologically advanced, market-oriented economy. The country is an industrialized, free-market economy, with a diversified manufacturing sector. Israel's main export market is the European Union (EU). Consumers are sophisticated and enjoy cosmopolitan food tastes. Notwithstanding recent popular protests over food prices and the high cost of living, Israelis remain willing to pay more for high-value products.

Israel's limited land and water resources preclude a high level of agricultural self-sufficiency; this affects local production costs and consumer prices. The country routinely posts sizeable trade deficits in food and agricultural products, importing large volumes of feed grains and sizable volumes of consumer-oriented products.

For more in-depth information about Israel's economy, see the Bank of Israel's <u>Research Department Staff Forecast</u>, <u>July 2019</u>, the U.S. Department of State <u>2019 Investment Climate Statement</u> report and the OECD- Israel Economic Snapshot.

Israel and the United States benefit from a free trade agreement (FTA). The <u>United States-Israel Free Trade Agreement</u> (FTA) entered into force in 1985 and represents the United States' first FTA. It continues to serve as the foundation for expanding trade and investment between the United States and Israel by reducing barriers and promoting regulatory transparency.

**TABLE 1: Advantages and Challenges Facing U.S. Supplier Strengths, Consumer-Oriented Products** 

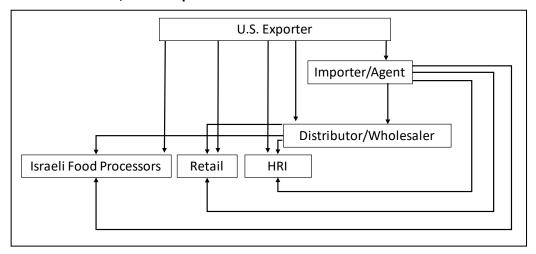
Advantages	Challenges						
The U.SIsrael FTA offers the United States tariff rate	Most quotas are for products for which the United States						
quotas for some products, while reducing duties on other	has no comparative advantage, or for which Israel has no						
products.	import need. The average U.S. quota fill use is 32 percent.						
	Fresh produce lacking risk assessment cannot enter Israel.						
Kosher products have a high market share in Israel; large	Many U.S. firms are unresponsive to Israeli requests to do						
supermarket chains and hotels buy only kosher products.	business.						
Over 10,000 American companies produce kosher							
products; U.S. products have a comparative advantage.							
	Israel is adopting EU-28 standards, which, in many cases,						
	are more restrictive than international standards.						
High living costs are forcing a reconsideration of tariffs	The EU-28 is Israel's main trading partner; a new						
and quotas. Temporary duty-free quotas for some fresh	agricultural agreement was signed in November 2009,						
fruits, vegetables, and dairy products, are possible.	resulting in greater market access on both sides.						
After a 13-year ban on U.S. beef, the Israeli veterinary	Most frozen beef imported by Israel originates from South						
services lifted the ban in February 2016.	America and Eastern Europe, both of which have strong						
	price advantages over U.S. beef products.						
The Israeli consumer is already familiar with U.S. products	Kosher requirements are strict; consumers are demanding						
and is receptive to additional products.	high-level kosher certification for their food products.						
Israel's and Palestine's economies are linked. Exporters	The recent upsurge in violence could hurt trade.						
can use Israel as a gateway to the Palestinian market.							
	Import requirements are strict, new-to-market products						
	are often detained at port.						
Israel's per capita consumption of fresh fruits and	Israel refuses the U.S. request for a complete tariff phase-						
vegetables is high.	out under the agreement on agricultural products.						
Israelis are health-conscious, preferring to eat a balanced	The hotel, restaurant, and institutional sector generally						
diet. Supermarkets are carrying products that were once	prefers imports from nearby countries.						
only available at specialty stores. U.S. products are known							
for their high quality and wholesomeness.							
Israel is almost completely dependent on imports to meet	Many Israeli traders consider the Black Sea region a						
its grain, oilseeds, and feed needs. The United States is	natural source for grains due to its proximity and the						
one of the largest worldwide suppliers.	convenience of small- and medium-sized cargoes.						

# **SECTION II – EXPORTER BUSINESS TIPS**

Market Research: U.S. exporters should establish business relationships with reliable and efficient Israeli importers and distributers. These will help identify the appropriate distribution and sales channels. Exporters are encouraged to meet with Israeli importers in person to explore business opportunities. Face-to-face meetings tend to build confidence and facilitate communication. FAS Tel Aviv (Post) can facilitate exchanges of U.S. exporters to Israeli or of Israeli buyers to U.S. food shows or conventions.

**Market Structure:** U.S. Exporters able to supply reliably in large quantities should approach large Israeli food retail chains. Food retailers like Shufersal and Rami Levi have their own purchasing and importing divisions. Suppliers should contact the purchasing or importing divisions of these large food chains, especially for new-to-market food products as they have the most experience with branding and

distribution. Post can provide lists of local importers and facilitate contact information. Exporters should consider customers' price sensitivity, product requirements, purchasing policies, and volumes.



**CHART 1: ISRAEL, Food Import Distribution Channel** 

**General Consumer Tastes and Trends:** Israeli consumers tend to demand kosher products and many of the larger supermarket chains only carry kosher foods. Similarly, many hotels, restaurants and industrial buyers only source kosher products. At the same time, as Israeli incomes have increased, consumers have also become more health-conscious thereby further shifting food demand toward products considered wholesome or healthy. Most consumers prefer to buy their products at supermarket chains, instead of open markets and small grocery stores.

# **Marketing Tips:**

- Direct marketing is common through mail, phone, and email.
- The internet is widely used in Israel, and a growing direct marketing avenue.
- For first-time U.S. exporters, it is important to note that distinct cultural differences between Israel and the United States may in some cases dictate changes in selling, advertising, and marketing. Although many strategies used by firms in the United States can be equally effective in Israel, U.S. companies should understand that selling in Israel is not the same as selling in the U.S. market.
- <u>Israel's tariff classification</u> is based on the Harmonized Tariff System (HS). Israel's Customs and Purchase Tax Tariff is the main instrument used for the classification of goods. The correct classification of goods is the key to determining tax rates, as well as obtaining various authorizations, permits and licenses. It is recommended to contact a professional customs broker prior to export.
- Almost all goods are imported through Israel's two Mediterranean ports, Haifa in the north and Ashdod in the south. Ben Gurion International Airport is also an important port of entry. These ports have good transportation links to the rest of the country. While most companies are

- headquartered in the Tel Aviv or Haifa metropolitan areas, a growing number of firms maintain branches, showrooms, or service facilities in Jerusalem and Be'er Sheva.
- Israel has an extensive road network that connects the entire country, as well as advanced inland and international transport facilities. Rental cars, taxis, and limousines with drivers are readily available for visitors.
- A visa is not required for U.S. citizens traveling for tourism or short-term business projects.
- U.S. travelers should refer to the Department of State's <u>International Travel Information</u> for the most up-to-date information on Travel Warnings and Visa Requirements for Israel.

#### **Local Business Practices and Customs**

Hebrew and Arabic are the two official languages of Israel. English is the third and principal foreign language; the use of Russian is also prevalent. Many signs in public places are in all three languages and most Israelis are multilingual. Business hours are Sunday through Thursday from 8:00 a.m. to 5:00 p.m., for most businesses and government offices. Occasionally, businesspeople will be willing to hold meetings on Friday mornings. Most business and restaurants close on the Jewish Sabbath, which is Friday sundown until Saturday sundown.

Jewish Holidays in Israel are mainly in September, October, and April. Exporters should take note of Israeli holidays, as their Israeli counterparts are closed on those dates. Additionally, there is no public transportation on the Jewish Sabbath and on some Jewish holidays.

# **Recommendations for U.S. Food and Agricultural Product Exporters**

Exporters that adhere to following recommendations stand a better chance of success in accessing the Israeli agricultural and food market:

- A U.S. Certificate of Free Sale, obtained from the U.S. Food and Drug Administration (FDA), facilitates the Israeli Ministry of Health's import licensing procedures.
- Given that Israel is adopting EU-28 standards, U.S. exporters already familiar with EU-28 import requirements will have better success in gaining entry to the Israeli market.
- Products certified as being manufactured under Good Manufacturing Practices (GMP) or Hazard Analysis and Critical Control Points (HACCP) will have greater ease of access to the Israeli market.
- Being included on the FDA's list of registered facilities is viewed favorably by Israel's import
  licensing authority. It provides confirmation that the exporting manufacturer's facility has been
  inspected by the FDA and or U.S. Department of Agriculture.
- Products must have a minimum shelf life of six months upon arrival at port.

# SECTION III – IMPORT FOOD STANDARDS AND REGULATIONS AND IMPORT PROCEDURES

# Israel Import Documentation and Requirements and Food Standards and Regulations

For detailed information regarding standards and regulations for importing food and agricultural products into Israel, see <u>GAIN-Israel – (IS-2019-0008) Food and Agricultural Import Regulations and Standards – FAIRS Israel 2019 report</u>).

### Customs Procedures - Valuation and the Value Added Tax

**Customs Valuation and Tax:** Israel has implemented the World Trade Organization (WTO) Customs Valuation Agreement. Under the WTO regulations, the basis for valuation is the transaction value. In most cases the cost, insurance, and freight (CIF) price are included. Israel's tariff classification is based on the Harmonized Tariff System. Israel's Customs and Purchase Tax Tariff is the main instrument used for classifying imports. The correct classification of goods is the key to determining correct duty rates. It is utilized for obtaining authorizations, permits, licenses, and meeting all other conditions for the import of goods.

**Value Added Tax:** The value added tax (VAT) is 17 percent. The tax is imposed on all products and services, excluding fresh fruit and vegetables.

**Tariffs and Free Trade Agreements:** Israel is a member of the World Trade Organization (WTO) and party to free trade agreements (FTA). The United States-Israel Free Trade Agreement is the United States' first trade agreement (1985). Following the 1985 U.S.-Israel FTA, a bilateral Agreement on Trade in Agricultural Products (ATAP) was signed in 1996. Since then, annual extensions have been issued to allow the parties to negotiate a permanent agreement.

Under the current FTA-ATAP regime, virtually any product produced in Israel that can be competitive in the U.S. market can enter the United States duty-free. In contrast, U.S. products continue to face high tariffs in many sectors limiting their access to the Israeli market. The current ATAP regime provides U.S. food and agricultural products access to the Israeli market under one of three different categories: 1) unlimited duty-free access; 2) duty-free tariff rate quotas (TRQ); or 3) preferential tariffs set at least 10 percent below Israel's Most Favored Nation (MFN) rates. The U.S. government and industry continue to seek more favorable permanent agreement in agricultural products.

Israel's tariff profile for some agricultural products (i.e., dairy, meat, eggs, and some fruit and vegetables) continues to remain prohibitively high on many product lines. Indicative of the uneven nature of Israel's tariff profile are the low tariffs, even sometimes duty-free status, for specific products not produced in Israel. This is true for certain coarse grains and oilseeds.

# **SECTION IV: MARKET SECTOR STRUCTURE AND TRENDS**

# **Key Developments for Top Sectors:**

Gluten-free products	• (	Compound annual growth rate (CAGR) 2016-18 of 4 percent
Organic food products	•	Increase in consumption
Single serve nonalcoholic beverages packaging	I	The market share for single serve nonalcoholic beverages verses larger packaging has grown from 15 percent in 2015 to 21 percent in 2019
Single serve ice cream and popsicles packaging	\	The market share for single serve ice cream and popsicles verses larger packaging has grown from 60 percent in 2015 to 68 percent in 2019
Protein enriched products		CAGR 2016-18 of 129 percent In 2019 47 new products were introduced into the market
Premium products (quality foods such as high-end chocolate, desserts and cheeses)	• (	CAGR 2016-18 of 7.1 percent
Milk alternatives	• (	CAGR 2016-18 of 19.7 percent
Meat alternatives	I	Israeli hamburger restaurants are selling U.S. meatless hamburgers Increase in the number of products available at food retailers
Spirits	• 9	Sales increase for premium spirits along with a decline in sales of non-premium brands
Private label (PL)		Growth in the PL market share of Fast-Moving Consumer Goods (FMCG), 6.9 percent in 2019 compared to 5.6 percent in 2015

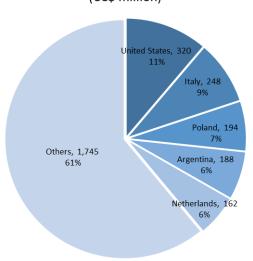
Source: StoreNext, Israeli Press, and FAS Tel Aviv office research.

# **Best Consumer-Oriented Product Prospects:**

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In the Israeli market already and have good sales potential		Not present in the Israeli market in significant quantities, but have good sales potential					
<ul> <li>Processed fruit</li> </ul>		•	Frozen cherries and berries				
<ul> <li>Dairy products</li> </ul>		•	Premium dessert products such as premium chocolate bars,				
<ul> <li>Alcohol</li> </ul>			cookies, ice cream, and cheese				
<ul> <li>Grape juice</li> </ul>		•	Frozen kosher appetizers				
<ul> <li>Pears and apples</li> </ul>		•	Vegan and vegetarian products				
<ul> <li>Sauces</li> </ul>		•	Organic food				
		•	Gluten free products				
		•	Maple syrup				
		1					

# **Key Competitors Situation (U.S. dollars millions)**

Imports of Consumer-Oriented Agriculture (US\$ million)



Best High-Value, Consumer-Oriented Product Prospect Categories: The trend in the Israeli food market is healthy foods, demanding products that have reduced fat, reduced salt, and reduced sugar component. However, despite the growing health conscious trend among consumers, there is growing demand for quality-foods such as high-end chocolate, desserts, and cheeses. Gluten-free products are also experiencing significant growth rates. Israeli food manufacturers, importers, retailers, and restaurants are adjusting their product lines and menu offerings to meet the demand of a growing number of vegans, vegetarians, and gluten-sensitive consumers. At the same time consumers are seeking out more organic and natural products.

Supermarket chains are touting private label, that guarantee product quality at lower retail prices than branded products, as a growth engine. Today there is also an upswing in online shopping, as retailers improve their product quality offerings alongside more user-friendly website.

Israelis today are prone to eat more frequently than ever before. When doing so, they demand high-quality beef and seafood products – opening possibilities for greater amounts of U.S. kosher products.

# SECTION V - AGRICULTURAL AND FOOD IMPORTS

Israel is a net food importer. In 2018, Israel's agricultural imports (HS 01-24) stood at \$6.9 billion and exports at \$2.3 billion. Approximately seven percent of its food imports were from the United States.

Israel is a good export market destination for U.S. food and agricultural products; particularly for dried fruits, nuts, fresh apples and pears, cheese, and other food products. Demand for organic, healthy or natural foods is increasing. Niche products that target a specific health issue like diabetes or celiac disease (gluten-free food) are experiencing growth in demand, as well as vegetarian and vegan products. An additional growing food category is higher end food products.

TABLE 2: ISRAEL, Consumer Food & Edible Fishery Product Imports (U.S. dollars million)

Product HS Code	Product Label		Israel's I	Israel	's Import	s from th	U.S. Share							
		2014	2015	2016	2017	2018	2014	2015	2016	2017	2018	2016	2017	2018
2	Meat and edible meat offal	428.7	455.2	577	586	572	0	0.5	0.44	8.81	8.79	0.08%	1.50%	1.50%
3	Fish and crustaceans, mollusks and other aquatic invertebrates	368.7	355.7	403	489.9	498	4	3.1	4	4.25	2.83	0.99%	0.87%	0.57%
4	Dairy produce; birds' eggs; natural honey; edible products of animal origin, not elsewhere	104.9	106.7	107.3	121.78	144.7	15.4	11	7.91	7.39	4.82	7.37%	6.07%	3.33%
7	Edible vegetables and certain roots and tubers	103.4	145.8	140.3	140.97	145.2	3.7	5.9	5.85	5.47	4.55	4.17%	3.88%	3.13%
8	Edible fruit and nuts; peel of citrus fruit or melons	271.3	267.1	260.4	305.07	317.9	143.7	143	119.5	152.1	137.5	45.89%	49.84%	43.25%
9	Coffee, tea, mate and spices	133.1	146.8	145.4	162.24	169.1	2.3	1.8	2.06	2.29	2.24	1.41%	1.42%	1.32%
16	Preparations of meat, of fish or of crustaceans, mollusks or other aquatic invertebrates	104.5	80.2	97.4	133.06	159.4	6.9	6.6	7.27	6.67	6.22	7.46%	5.01%	3.90%
17	Sugars and sugar confectionery	293.0	246.4	276.8	248.49	224.6	3.9	4.9	4.9	4.75	4.77	1.77%	1.91%	2.12%
18	Cocoa and cocoa preparations	182.9	185.4	200.3	210.74	218.9	2.7	3.5	3.76	3.65	4.68	1.88%	1.73%	2.14%
19	Preparations of cereals, flour, starch or milk; pastry cooks' products	251.3	245	275	291.38	358.2	15.6	20	20.22	21.28	24.19	7.35%	7.30%	6.75%
20	Preparations of vegetables, fruit, nuts or other parts of plants	216.4	224.5	256.4	287.42	318.2	36.2	40.1	35.29	38.6	40.19	13.76%	13.43%	12.60%
21	Miscellaneous edible preparations	362.6	337	335.6	382.19	396.3	51.8	51.7	52.81	57.38	51.45	15.74%	15.01%	12.98%
22	Beverages, spirits and vinegar	252.3	273.6	298.8	346.6	373.8	9.5	9.2	14.49	16.9	20.61	4.85%	4.88%	5.51%
	Total	3,073	3,069.4	3,373.7	3,705.92	3,896.3	295.7	302	278.5	329.5	312.82	8.26%	8.89%	8.03%

Source: Israeli Central Statistics Bureau, FAS Tel Aviv office research.

# **Section VI – Key Contacts and Further Information**

U.S. Embassy Israel – Branch Office Tel Aviv, USDA-FAS Office of Agricultural Affairs Physical Address: 71 Hayarkon Street, Tel Aviv, Israel 63903

Phone: (972-3) 519-7588 or 519-7686 ● Fax: 00972-3510-2565 ● agtelaviv@fas.usda.gov

For questions or comments regarding this report, or assistance exporting to Israel, please contact the Foreign Agricultural Service in Tel Aviv. Importer listings are available from the Foreign Agricultural Service for use by U.S. exporters of U.S. food and beverage products.

# **FAS Tel Aviv Market Reports:**

- GAIN ISRAEL Israel Retail Foods 2019 Annual
- GAIN ISRAEL Israel Food Service Hotel, Restaurant & Institutional 2019 Annual
- GAIN ISRAEL Israel Food Processing Ingredients 2019 Annual

(\*) NOTE: The GAIN Report System was redesigned in 2019 and includes reports from all previous legacy systems going back to 1995. Because these reports were created in different systems, it might be necessary to try a variety of search options to retrieve older reports.

SEARCH GAIN: https://gain.fas.usda.gov/#/search

# **Government of Israel**

Ministry of Agriculture – Website

Ministry of Economy and Industry – Foreign Trade Administration (FTA)

Ministry of Health – Food Control Administration

Telephone: +972-3-6270100

Israel Central Bureau of Statistics (CBS) – Exports and Imports

Israel Tax Authority – <u>Customs Tariff Book</u>

The Standard Institution of Israel (SII) – SII Shop

# Attachments:

No Attachments