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Report Highlights:

South Africa is one of the most advanced and varied economies in Africa, boasting a strong business sector and advanced distribution networks to major urban centers in the country and throughout the entire Southern African region. The commercial agricultural sector in South Africa is highly diversified and is self-sufficient in the production of most primary foods, with the exceptions of wheat, rice, and poultry. Nevertheless, South Africa offers opportunities for U.S. exports, especially for consumer-oriented products and ingredients to supply South Africa's robust food-processing sector. South African consumers' willingness to try new products and rising demand for imported goods because of changes in health-conscious eating and drinking habits have created opportunities for U.S. exports in specialized food and beverage categories, but American exporters face challenges such as local suppliers, preferential trade agreements with U.S. competitors, and weak local currency exchange rate against the dollar.

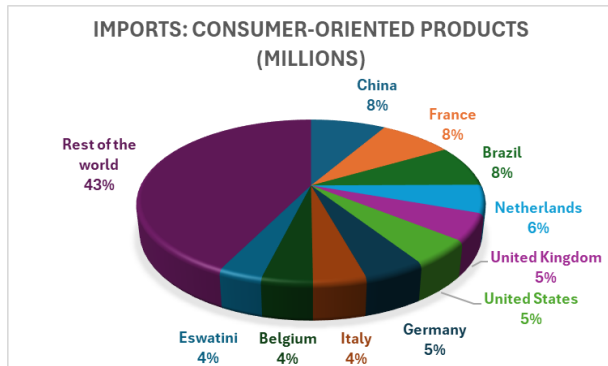
Market Fact Sheet: South Africa

Executive Summary

South Africa is a middle-income emerging market with an estimated population of 61 million. The country's GDP increased in 2023 to \$406 billion, from \$405 billion in 2022. More agricultural products are exported from South Africa than from any other African nation. Despite the nation's overall production self-sufficiency, there is a market for consumer products and food ingredients, which presents potential for U.S. exporters.

Imports of Consumer-Oriented Products

Imports of all agricultural products totaled \$7.3 billion in 2023, compared to \$7.7 billion in 2022. At the same time, imports of consumer-oriented products reached \$3.2 billion in 2023, matching the 2022 value. China, France, and Brazil accounted for the largest shares of consumer-oriented imports, with 5 percent from the United States.



Food Processing Industry

Due to the demand for ingredients for the food processing sector, South Africa imports a wide variety of goods. Despite the fact that there are over 1,800 food processing businesses in the country, the top 10 companies account for more than 80 percent of the sector.

Food Retail Industry

South Africa has a well-developed retail sector and serves as a gateway for food retail sales in neighboring countries. E-commerce, home delivery services, the availability of health and wellness items, and the desire for plant-based and halal goods have all continued to expand in the sector.

For more information, please contact FAS Pretoria:

AgPretoria@usda.gov
www.usdasouthernafrica.org

2023 Quick Facts

Imports of Consumer-Oriented Products: \$3.2 billion

List of Top 10 Growth Products in South Africa

- | | |
|---------------------------|-------------------------|
| 1) Food Preparations | 6) Pork & Pork Products |
| 2) Beef and Beef Products | 7) Wine |
| 3) Non-Alc. Beverages | 8) Meat Products NESOI |
| 4) Fruit & Veg Juices | 9) Nursery Products |
| 5) Pet Food | 10) Popcorn |

South African Food Industry by Channels

Food Industry Output	\$44 billion
Food Exports	\$13.3 billion
Food Imports	\$7.4 billion
Retail	\$39 billion
Food Service	\$5 billion

Food Industry Gross Sales

Food Industry Revenue – \$4.2 billion

Top 10 South African Food Retailers

- | | |
|----------------------|--------------------------|
| 1. Shoprite | 6. Food Lovers Holdings |
| 2. Pick n Pay | 7. Kit Kat Group |
| 3. Spar Group Ltd. | 8. Quantum Foods |
| 4. Massmart Holdings | 9. Africa Cash and Carry |
| 5. Woolworths | 10. Devland Cash & Carry |

GDP/Population

Population: 61 million people

GDP: \$406 billion

GDP per capita: \$6,060

Sources: Trade Data Monitor, Statistics South Africa (Stats SA), Euromonitor International, GATS, local trade contacts, local industry publications, and trade press

Strengths

South Africa has a skilled market economy with well-established food and beverage distribution networks connected to the rest of Southern Africa, contemporary retail chains, and developed infrastructure.

Weaknesses

High unemployment leads to lower purchasing power by the majority of the population. Port congestion in South Africa causes delays in reaching the consumers. Cold chain products risk spoilage due to electricity outages.

Opportunities

South African retailers and importers are interested in expanding the array of U.S. products available in the market. South Africa boasts extensive distribution linkages to other African countries, which provide multiple channels to reach other markets in the region.

Challenges

U.S. products are priced higher than products from other regions due to trade agreements with the EU, UK, and MERCOSUR trade bloc. U.S. shipping costs to South Africa are higher due to greater distance than from other markets.

SECTION 1: MARKET OVERVIEW

South Africa is one of the most advanced and varied economies in Africa, ranking as the 38th largest economy in the world. With gross domestic product (GDP) reaching \$406 billion in 2023, the country boasted the strongest economy in Africa in last year. South Africa boasts a strong business sector and advanced distribution networks to major urban centers in the country and throughout the entire Southern African region for both imported and locally produced agricultural products. The commercial agricultural sector in South Africa is highly diversified and is self-sufficient in the production of most primary foods, with the exceptions of wheat, rice, and poultry. Nevertheless, South Africa offers opportunities for U.S. exports, especially for ingredients to supply the growing food-processing sector.

The South African economy has suffered several setbacks in recent years, including [rolling blackouts](#), also known as load shedding, which started in 2007 but have become routine since 2021 due to a deteriorating electric grid. While many companies have invested in generators and solar power infrastructure to mitigate the effects of the power outages, load shedding remains a significant threat to the South African food sector, especially for products that require an unbroken cold chain and for smaller food processors that have not been able to adapt.

At the same time, South African consumers have seen the devaluation of the rand, as well as [rampant food price inflation](#), which surged to a 14-year high in March 2023, a departure from global easing of food prices. While inflation rates have come down slightly since then, food prices remain high for many products, including vegetables, wheat- and corn-based products, plant-based oils, and animal proteins. A recent study found that 44 percent of South African consumers believe their financial situation has become worse since last year. Most people agree that higher living costs are the cause of the current financial difficulties, and more than two-thirds say that the economic crisis has made their situation worse. This is a considerable rise from a year ago. According to the research, South African consumers at all income levels are cutting back on purchases. One of the most popular tactics is switching from luxury to mainstream or value items, with more than half of consumers choosing less expensive options.

1.1 Population and Key Demographic Trends

South Africa's current population is estimated to be 61 million people. About 34 percent of the population is younger than 17 years old and do not have much purchasing power. The population aged between 35-49 years old are understood to have the greatest purchasing power due to their current working status. Due to high youth unemployment (estimated at 51 percent), many people over the age of 60 support unemployed younger members of their extended family. South Africa's overall unemployment rate was estimated at 32.4 percent last year.

South Africa is classified as an upper-middle income nation, with a middle class (annual salary of at least \$14,270) that makes up approximately 30 percent of the population. In 2023, employment rose, but poverty and inequality remained high in South Africa. However, South Africa has one of the highest rates of income inequality in the world. In 2023, an estimated 62.7 percent of the population were living in poverty.

Like many other nations, South Africa is going through a demographic change that will have a significant impact on both human and economic development. Life expectancy in the 1980s and 1990s fell due the impact of the HIV/AIDS epidemic (South Africa has the highest rate of HIV infection worldwide). However, health programs such as the U.S. President’s Emergency Plan for AIDS Relief ([PEPFAR](#)), have helped improve outcomes, and life expectancy has risen to 62.9 years, up from 55.8 years in 2000, according to the World Health Organization.

1.2 Size of Economy, Purchasing Power, and Consumer Behavior

South Africa has the largest economy in Sub-Saharan Africa, with an estimated GDP of \$406 billion. The official unemployment rate remains high at 32.4 percent (informal unemployment is likely much higher). While the rate of food price inflation slowed in the latter half of 2023, food prices remain significantly elevated and continue to be a major cause for concern. Many South Africans reassessed their food purchasing behaviors as inflation rose and diminished the purchasing power of consumers. This lower purchasing power has resulted in South Africans prioritizing necessities over luxury imported goods. Still, food spending including grocery purchases, takeaway orders, and eating out, increased by 8 percent in 2023.

The rand-dollar exchange rate is relatively steady, generally fluctuating around R18-19 to the dollar. However, it is still quite difficult for South African importers to purchase international goods in dollar terms, resulting in a lower-than-normal levels of imports from countries such as the United States.

Lifestyle trends in South Africa are focused on wellness, sustainability, technology, and the gig economy. Online shopping continues to grow, with more consumers preferring to order their consumables via retailers’ online platforms or shopping apps. Online orders for groceries continue to grow, and for consumers in lower-income and rural areas, grocery stores such as Boxer and Spar have partnered with delivery services to extend service to these regions. Fewer consumers see the need to go into physical stores as product information is available via retailers’ websites or mobile apps.

1.3 Overall Business Climate

South Africa has the most broad-based, productive, and industrialized economy in Africa. The country has enjoyed macroeconomic and political stability for the last 30 years, supporting a strong pro-business environment and making it an attractive option for American exporters wishing to expand their footprint. However, South Africa has faced several challenges in recent years, leading to economic growth of just 0.6 percent in 2023, and a slight contraction of 0.1 percent in the first quarter of 2024 due to lower output in the mining, construction, and agriculture sectors. Deteriorating infrastructure (roads, rail, water, electricity), high crime rates, high unemployment, and periodic policy uncertainty around trade continue to pose challenges to the development of South Africa’s business climate.

South Africa has a highly diversified agricultural sector, with production and processing of a wide variety of crops including all the major grains (except rice), oilseeds, deciduous and subtropical fruits, sugar, citrus, wine, vegetables, cattle, dairy, pigs, sheep, broilers, ostriches, and eggs. The agricultural

sector consists of about 32,000 commercial farmers (accounting for 80 percent of production by value), 200,000 smallholder farmers, and 2 million subsistence farmers. Agricultural output increased by more than 50 percent the past 20 years (due in part to widespread adoption of genetically engineered varieties). South African producers benefitted from the weaker rand, supporting a 3 percent increase in the overall value of agricultural exports in 2023. South Africa’s total imports of agricultural goods reached \$7.3 billion in 2023, down from the \$7.7 billion imported in 2022. U.S. agricultural exports to South Africa topped \$255 million last year, but South African agricultural exports to the United States were nearly double at \$552 million.

Table 1: *South Africa’s Top 10 Agricultural Imports*

Oilseed Oil	Wheat
Essential Oils	Rice
Distilled Spirits	Sugars & Sweeteners
Broiler Meat	Coffee
Soup & Other Food Preparations	Live Cattle

1.4 Recent Trends

Due in large part to high fuel costs and food inflation, South African consumers have maintained the habit of buying their groceries in bulk to reduce the frequency of their shopping trips. Given the rising cost of a basic food basket (currently \$277 for a family of four compared to \$235 for the same goods last year), South African consumers have reduced their purchases of some staple foods. Industry analysts also report that South Africans are buying more plant-based and meat-alternative snacks and foods. The table below gives an overview of the major advantages and challenges that U.S. exporters to South Africa may encounter. The table below gives an overview of the major advantages and challenges that U.S. exporters to South Africa may encounter.

Table 2: *Advantages and Challenges Facing the U.S. Exporters*

Advantages	Challenges
Expanding online retail food platforms and increased proliferation of rapid delivery services, including for temperature-sensitive products	Internet service and cellular data is expensive in South Africa, limiting the option of online shopping for some consumers.
Well-developed infrastructure and modern retail chains with established food and beverage import and distribution networks	Electricity outages due to load shedding have increased costs and reduced store hours for some retailers. Consumers may not have access to online sales platforms during load shedding. Water outages are also creating issues in terms of service delivery.
Importers and distributors are capable of increasing brand loyalty.	Consumers and retailers with limited knowledge of available U.S. products
South African consumers are interested in new and different foods, especially in the snack food, prepared food, health food, halal, and beverage categories.	European countries have preferential market access to South Africa, while U.S. products face high import tariffs.

Retailers are expanding the variety of private-label or store label products targeted for various consumer groups.	Differences in consumer classes, with a large portion of the population priced out of the market for imported foods
Importers are interested in expanding the array of U.S. products available in the market.	Rampant food price inflation has eroded consumers' disposable income and hampered spending.
South Africa has extensive distribution linkages to other African countries, which provide multiple channels to diversify distribution in the region.	The rand-dollar exchange rate can complicate planning, especially for smaller or new-to-market firms. Interest rates tend to be higher than in United States and other developed markets.
Retail chains offer larger format stores to accommodate one-stop shopping, including a larger selection of imported and private-label food and beverage product lines.	Food safety and phytosanitary restrictions may limit the importation of certain foods, while labelling requirements may make small shipments cost prohibitive.
Young consumers tend to prefer processed and easy-to-prepare foods, including brands that they have seen on social media and in movies and TV series.	Major ports in South Africa regularly experience congestion, backlogs, and shipping queues that last for days. In terms of performance the port of Durban was ranked 341st and Cape Town was ranked 344th out of 348 ports worldwide in 2022.

SECTION 2: EXPORTER BUSINESS TIPS

2.1 Market Research

Before exporting to South Africa, U.S. suppliers are recommended to conduct in-depth market research. Regulation-related concerns, market size dynamics, consumption patterns, and import procedures and regulations should all be covered in this research. Post publishes annual reports about South Africa's [retail](#), [food service](#), and [food processing](#) sectors. Additional reporting and data can be located by visiting the Post's website: www.usdasouthernafrica.org

Additional market research can be conducted through private sector firms such as:

- [BMI Research Pty Ltd](#)
- [Ipsos South Africa](#)
- [KLA Market Research](#)
- [South African Marketing Research Association \(SAMRA\)](#)
- [Zurcom International](#)

For more information on import rules and regulations, please consult Section 3 of this report.

2.2 Local Business Customs and Trends

South Africa is a complex market with combined European and African elements and largely follows western business practices. Exporting through a reliable distributor or import agent with knowledge of the South African food and beverage sector is the safest way to enter the market. Some importers have long-standing relationships with suppliers, making them an asset to enter the market. U.S. suppliers are

encouraged to contact FAS Pretoria for assistance. Making an in-person visit to the country is an excellent way for American companies to expand exports to Southern Africa by establishing relationships, building networks, acquiring firsthand knowledge, and identifying opportunities.

U.S. exporters who are interested in attending upcoming trade events in the area can contact FAS Pretoria for more information. To acquire additional market entrance support and knowledge, it is often helpful to engage with pertinent [State Regional Trade Groups \(SRTGs\)](#), [Cooperator groups](#), and [trade associations](#).

2.3 General Consumer Tastes and Trends

- South African retail food sales totaled \$39 billion in 2023.
- Online research into products has increased and consumers are able to make informed decisions prior to visiting the store.
- Two-thirds of all payments are now done using contactless methods as they have become increasingly widespread.
- South African consumers are interested in new and different foods, especially in the snack food, prepared food, sauces and dips, and beverage categories.
- Healthier offerings in the fresh food and wellness niches due to improved awareness by consumers
- Increased demand for natural and organic foods, as well as sports, energy, and performance beverages
- Increased interest in plant-based and meat-alternative products
- Younger consumers tend to prefer processed and easy-to-prepare foods, including brands that they have seen on social media and in movies and TV series.
- Increased consumer demand for affordable alternatives from retailers' private label offerings
- Food prices inflation has pressured South Africans to decrease spending on food and focus more on decreasing food waste.
- Consumers often make more frequent grocery shopping trips, buying smaller amounts of fresh and frozen goods, so they can cut down on spoilage due to frequent power cuts.
- A new wave of grocery delivery businesses has evolved to service new groups of customers. For example, [Zulzi](#) established a niche for itself by combining neighborhood companies into an online marketplace that offers same-day delivery. [Yebo Fresh](#) provides vegetables to those living in remote locations who were unable to make the trip to the nearest grocery store.

SECTION 3: IMPORT FOOD STANDARDS, REGULATIONS, AND IMPORT PROCEDURES

It is mandatory to adhere to applicable food laws and regulations when exporting in South Africa. Post publishes annual reports on South Africa's food and agricultural import regulations and standards (FAIRS). The [2023 FAIRS Country Report](#) provides an overview of relevant standards and regulations, while the [2023 FAIRS Export Certificate Report](#) outlines the documentation requirements for U.S. food and agricultural products heading to South Africa.

3.1 Customs Clearance

The [FAIRS Country Report](#) includes information on customs clearance.

3.2 Documents Generally Required by South Africa Authorities for Imported Food

The [FAIRS Export Certificate Report](#) and the [FAIRS Country Report](#) both include information on the documentation that South African authorities demand for certain imported items.

In addition to any required import permits and health certifications, all shipments to South Africa should normally be accompanied by the following:

- Commercial invoice that details the price paid by the importer in addition to the ship's loading costs for the export of the goods
- Documentation for the bill of entry that includes the precise addresses of the supplier and storage facilities
- Bill of lading
- Insurance paperwork
- Additional documentation or certificates that the importer may need, such as laboratory test results or certificates if the product makes organic claims, for example

3.3 South Africa Language Labelling Requirements

English must be used on labels. For further details, please consult the [FAIRS Annual Country Report](#).

3.4 Tariffs and Free Trade Agreements (FTAs)

Information on South African tariff schedules and trade agreements can be found through these sources:

- [Tariff information](#)
- [Tariff investigations, amendments, and trade remedies](#)
- Trade agreements:
 - [Southern African Customs Union](#) (SACU) Agreement between the Governments of the Republic of Botswana, the Kingdom of Lesotho, the Republic of Namibia, the Republic of South Africa, and the Kingdom of Eswatini
 - Treaty of the [Southern African Development Community](#) (SADC) and Protocols
 - [Preferential Trade Agreement between the Southern Common Market \(MERCOSUR\) and SACU](#)
 - [SADC-EU Economic Partnership Agreement](#)
 - Agreement establishing the [African Continental Free Trade Area](#) (AfCFTA)

3.5 Trademarks and Patents Market Research

The [South Africa Companies and Intellectual Prosperities Commission](#) oversees trademarks and patents. Section VIII of the [FAIRS Country Report](#) has more details.

SECTION 4: MARKET SECTOR STRUCTURE AND TRENDS

4.1 Top Sectors for Growth

Table 3: Top Five Countries Exporting Consumer-Oriented Products to South Africa

2023 South African Imports of Consumer-Oriented Products		
Country	Value (USD Millions)	Top 7 Product Categories
China	269	Fruit & Veg Juices, Meat Products, Processed Vegetables, Tobacco, Spices, Bakery Good, Cereals & Pastas
France	263	Distilled Spirits, Dairy Products, Wine & Related Products, Coffee, Soup & Other Food Preparations, Pork & Pork Products, Dog & Cat Food
Brazil	263	Poultry Meat & Products, Meat Products, Pork & Pork Products, Chewing Gum & Candy, Dog & Cat Food, Fruit & Vegetable Juices, Spices
Netherlands	179	Beer, Coffee, Soups & Other Preparations, Dog & Cat Food, Dairy Products, Chocolate, Nursery Products
United Kingdom	170	Distilled Spirits, Bakery Good, Cereals & Pastas, Dairy Products, Chocolate, Pork & Pork Products, Soup & Other Food Preparations

4.2 Consumer-Oriented Product Prospects Based on Growth Trends

Table 4: Top Exports of Consumer-Oriented Products from the United States to South Africa

Product	Annual Series (Value: USD)		
	2021	2022	2023
Total Consumer-Oriented	193,542,640	173,155,444	162,141,935
Poultry Meat & Meat Prods (ex. eggs)	61,845,764	42,698,551	35,418,843
Tree Nuts	18,499,568	30,216,479	24,788,406
Distilled Spirits	19,747,595	21,469,298	23,852,218
Soup & Other Food Preparations	27,322,152	19,935,666	18,620,566
Beef & Beef Products	13,352,827	6,696,542	13,009,435
Non-Alcoholic Beverages	1,589,283	1,882,189	9,287,391
Dairy Products	16,975,941	18,688,643	7,716,161
Condiments & Sauces	8,968,883	10,649,284	7,260,030
Meat Products	6,354,637	2,758,764	4,149,590

Source: Global Agricultural Trade System (GATS)

4.3 Retailer Information

In a highly competitive sector, retail chains in South Africa use loyalty programs, promotions, group discounts, and online shopping with home delivery to draw in and keep customers. The 2023 [Retail Foods Report](#) has more information on South Africa's food retail sector.

Table 5: Major South African Retailers

Retailer	Website
Shoprite Holdings Ltd	https://www.shopriteholdings.co.za/
Massmart Holdings (Walmart)	https://massmart.co.za
Woolworths Holdings Ltd	https://www.woolworths.co.za/
Pick n Pay Retailers Pty Ltd	https://www.pnp.co.za/
The Spar Group Ltd	http://www.spar-international.com/contry/southafrica

4.4 Market Opportunities for Consumer-Oriented Products

South Africa is a well-developed entry point to do business in the Southern African region and often follows the United States in food trends. The 2023 combined sales value of hotels, restaurants, and institutions (HRI) was \$5 billion, a 16 percent increase over the previous year. Additional information can be found in the 2023 South Africa [Food Service-HRI](#) report. The poultry tariff system of South Africa, delays in granting market access for specific goods from the United States, and disruptions in the supply chain continue to have an impact on U.S. exports. Nevertheless, shifting customer preferences and the growth of retail chains are opening doors for U.S. niche products like distilled spirits, tree nuts, and snack foods, as well as healthier and whole foods like plant-based, sugar-free, and gluten-free alternatives.

4.5 Competition to U.S. Exports

South African production, imports from other nations in the MERCOSUR, EU, and SACU trade blocs, as well as a growing inclination towards BRICS nations, are the main competitors for U.S. exports. In addition to preferential trade agreements with MERCOSUR, South Africa has free trade agreements with SADC and the EU. The African Continental Free Trade Area (AfCFTA) tariff schedules pertaining to preferential trade are now being discussed and negotiated.

SECTION 5: AGRICULTURAL AND FOOD IMPORTS

5.1 Agricultural and Related Food Import Statistics

Table 6: U.S. Agricultural Exports to South Africa (USD millions)

	2019	2020	2021	2022	2023
Consumer-Oriented	195	157	185	188	152
Intermediate	115	119	101	139	70
Bulk	54	48	21	24	19
Other Agricultural Products	22	15	16	17	18
Total	386	338	324	367	255

For additional data about American exports of bulk, intermediate, and consumer-oriented (BICO) products to South Africa, please refer to the [FAS Global Agricultural Trade System](#) (GATS).

5.2 Best High-Value and Consumer-Oriented Product Prospects

The desire for American agricultural products is growing despite South Africans' relatively low purchasing power. Top product prospects include food preparations, pork and pork products, beef and beef products, wine, non-alcoholic beverages, meat products, fruit and vegetable juices, nursery products, pet food, and popcorn.

SECTION 6: KEY CONTACTS AND FURTHER INFORMATION

6.1 FAS South Africa

If you have questions or comments regarding this report, please contact the FAS Office of Agricultural Affairs at the U.S. Embassy in Pretoria:

Office of Agricultural Affairs

U.S. Embassy, Pretoria, South Africa

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P.O. Box 9536, Pretoria, 0001

Tel: +27-(0) 12-431-4057

Email: AgPretoria@usda.gov

Website: www.usdasouthernafrica.org

For a list of relevant South African government agencies, please see the [South Africa FAIRS Country Report](#). Other FAS market and commodity reports are available through the FAS website: <https://www.fas.usda.gov/data>. Follow the DelicioUS! South Africa consumer-education social media campaign on [Facebook](#) and [Instagram](#).

6.2 Additional Useful Resources

- American Chamber of Commerce in South Africa: www.amcham.co.za
- U.S. Commercial Service: <https://www.trade.gov/south-africa>
- U.S. International Trade Administration – South Africa Country Commercial Guide: <https://www.trade.gov/knowledge-product/exporting-south-africa-market-overview>
- The Franchise Association of South Africa: <https://www.fasa.co.za>
- The Restaurant Association of South Africa: <http://www.restaurant.org.za/>
- South African Tourism: <https://www.tourism.gov.za>
- The Federated Hospitality Association of South Africa (FEDHASA): <https://fedhasa.co.za>
- The Tourism Grading Council of South Africa: <https://www.tourismgrading.co.za/>

Appendix 1: U.S. Bulk, Intermediate, and Consumer-Oriented (BICO) Exports to South Africa (USD millions)

	2019	2020	2021	2022	2023
Bulk Total	54	48	21	24	18
Wheat	33	16	9	16	6
Coarse Grains (excl. corn)	13	3	3	4	11
Rice	-	-	1	-	-
Soybeans	0	25	0	-	0
Oilseeds (excl. soybean)	1	1	1	1	-
Cotton	0	0	-	0	0
Pulses	4	1	6	2	1
Tobacco	1	-	0	-	0
Other Bulk Commodities	-	1	1	1	-
Intermediate Total	115	119	101	139	66
Milled Grains & Products	4	1	1	1	1
Soybean Meal	-	-	-	-	0
Soybean Oil	0	0	0	-	-
Vegetable Oils (excl. soybean)	9	5	12	8	8
Animal Fats	-	-	-	-	-
Live Animals	3	2	-	1	-
Hides & Skins	0	0	0	-	-
Hay	0	0	0	-	0
Distillers Grains	0	0	0	-	0
Other Feeds, Meals & Fodders	28	37	20	66	10
Ethanol (non-bev.)	-	-	-	-	0
Planting Seeds	31	29	16	18	12
Sugar, Sweeteners, Bev. Bases	5	3	2	3	-
Dextrins, Peptones, & Proteins	11	16	19	15	16
Essential Oils	17	18	19	14	10
Other Intermediate Products	8	7	12	12	10
Consumer Oriented Total	195	157	185	188	153
Beef & Beef Products	9	12	14	11	14
Pork & Pork Products	-	-	-	-	1
Poultry Meat & Prods. (excl. eggs)	89	65	73	56	44
Meat Products NESOI	-	-	1	-	-
Eggs & Products	-	1	2	-	-
Dairy Products	14	9	20	21	6
Fresh Fruit	-	0	0	0	-
Processed Fruit	2	2	2	2	2
Fresh Vegetables	-	-	-	-	-
Processed Vegetables	2	2	2	2	1
Fruit & Vegetable Juices	1	1	3	1	5
Tree Nuts	24	21	19	33	22
Confectionery	1	1	1	2	2
Chocolate & Cocoa Products	1	2	2	4	4
Bakery Goods, Cereals, & Pasta	2	1	1	2	1
Food Preparations	15	15	15	13	14
Condiments & Sauces	7	6	7	9	7
Non-Alcoholic Bev. (excl. juice)	5	4	4	4	8
Beer	1	1	-	-	0
Wine & Related Products	-	-	-	-	-
Distilled Spirits	16	10	16	22	17
Nursery Products & Cut Flowers	-	-	-	-	-
Dog & Cat Food	3	2	1	1	2
Other Consumer Oriented	2	2	2	1	2
Agricultural Related Products	22	15	16	17	18
Forest Products	13	9	13	15	15
Seafood Products	10	6	3	2	4
TOTAL	386	338	324	367	255

Attachments:

No Attachments