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Report Highlights:

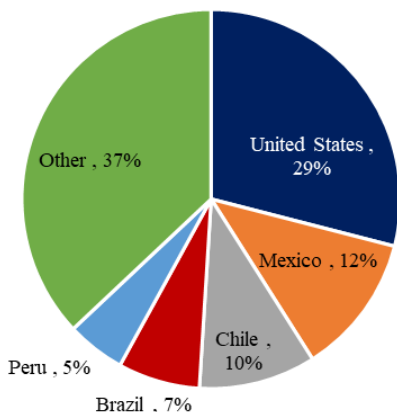
This report outlines Colombia's food and beverage market conditions and guides exporters on how to enter the market. In 2023 the United States exported \$3.7 billion in agricultural products to Colombia, making it the 6th largest agricultural export market for the United States.

Market Fact Sheet: Colombia

Executive Summary:

In 2023 Colombia became the sixth largest global export market for U.S. agricultural products, with total exports reaching \$3.7 billion. Colombia's GDP in 2023 increased by 0.6 percent to \$364 billion, positioning the country as the 43rd largest economy in the world and the 4th largest in Latin America.

Top Exporters of Consumer-Oriented Agricultural Products to Colombia in 2023



Source: Trade Data Monitor

Food Retail Industry:

Colombia's retail sales decreased 1.7 percent in 2023 due to an economic slowdown. Food accounted for the largest share (38 percent) of household expenditures. The preferred retail formats for Colombians are mom-and-pop stores (54 percent), supermarkets (21 percent), and hard-discounters (12 percent). Despite slow economic growth in 2023, e-commerce continued its outstanding performance, growing at 12 percent.

Food Processing Industry:

Colombia is a net importer of many food ingredients. According to Colombia's National Business Association (ANDI), Colombia's food industry is comprised of 45,000 registered companies; approximately 98 percent of them are small and midsize businesses. Although the food industry focuses on the local market, it still exports to 140 countries. Food processing represents 27 percent of Colombia's total manufacturing.

Food Service Industry:

Colombia's food service sales reached \$14 billion in 2023. GDP from lodging and restaurants decreased 5.4 percent compared to 2022. The growth for 2024 is projected to slow, driven by stagnation in the economy, a higher unemployment rate, and lower household expenditures.

Quick Facts CY 2023

Imports of Consumer-Oriented Products (US \$2.7 billion)

Top 10 Growth Products in Colombia, 2022 to 2023

1 Potato flour and meal	2 Dried apricots
3 Prepared/preserved meat or meat offal of chickens, ducks, geese, and guineas	4 Preserved agaricus mushrooms, not for immediate consumption
5 Fresh or chilled salad beets, salsify, celeriac, radishes, and edible roots	6 Fresh or dried nuts
7 Fresh or chilled bovine offals	8 Dried apples
9 Potato flakes, granules, and pellets	10 Prepared unshelled beans

Sales by Channels (U.S. billion)

Retail Food Industry*	\$26
Food Service-HRI	\$14
Food Processing	\$12
Food and Agriculture Exports	\$10

*Includes department stores and hypermarkets

Top 10 Host Colombian Retailers (based on sales)

Koba Colombia (D1)
Grupo Exito
Jeronimo Martins Colombia (Ara)
Colombiana de Comercio (Alkosto)
Supertiendas y Droguerías Olimpica

GDP/Population

Population (millions): 52
 GDP (billions USD): \$363.8
 GDP per capita (USD): \$6,975.9

Sources: DANE, TDM, GATS, Central Bank, IMF, Fenalco, ANDI, ACODRES, Euromonitor, local media

Strengths/Weaknesses/Opportunities/Threats

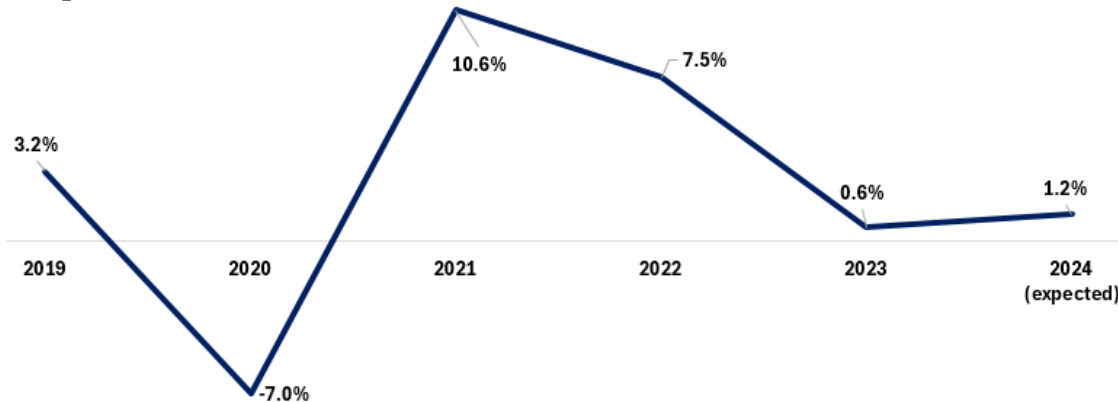
Strengths	Weaknesses
- Diverse retail market - U.S. trade agreement - Four ports	- Deficient infrastructure - Political and economic uncertainty
Opportunities	Threats
- Growing middle class - Growing demand for consumer-oriented products	- New nutritional regulations/health taxes - Peso depreciation

Section I: Market Overview

Top U.S. agricultural exports to Colombia in 2023 included corn, soybean products, pork, and ethanol. Top competitors for U.S. agricultural exports to Colombia are Brazil, Argentina, Canada, Ecuador, Chile, and the European Union. Since the U.S.-Colombia Trade Promotion Agreement (CTPA) was implemented in 2012, U.S. agricultural exports have grown by 237 percent. The CTPA immediately removed 88 percent of all agricultural tariff lines, accounting for more than 64 percent of current trade by value, and all remaining tariffs will phase out by 2030. This has helped the United States earn its role as the top supplier of agricultural exports to the country.

Post-pandemic growth in Colombia's food industry is beginning to stagnate due to challenging economic conditions. According to the [Colombian Department of Statistics \(DANE\)](#), Colombia's gross domestic product (GDP) increased by only 0.6 percent in 2023, resulting from lower private consumption levels, high interest rates, and general uncertainty due to major changes in labor and pension systems. In 2024, GDP growth is expected to reach 1.2 percent¹.

Graph 1: Colombian Annual GDP Growth (%), 2019-2024



Source: DANE, OCDE

Key Demographic Trends

Colombia is the third most populous country in Latin America with 52 million inhabitants. The main demographic trends stimulating changes in lifestyles and eating patterns include:

- **Upward urbanization:** 82 percent of the Colombian population resides in urban areas. Colombia is atypical of Latin America with decentralized urban centers and five cities with over one million residents which include Bogota, Medellin, Cali, Barranquilla, and Cartagena.
- **Middle-class recovery:** Following the COVID-19 pandemic, the size of the middle-class is slowly returning to pre-pandemic levels. [DANE](#) estimates that almost 40 percent of the population belongs to the middle-class.
- **Aging population:** Birth rates are dropping and life expectancy is increasing. It is expected that 20 percent of the Colombian population will be over 60 years old by 2035. Fertility rates are continuing to decline, from 2.96 children per woman in 1990 to 1.7 in 2022.

¹ [OCDE](#)

- **Smaller households:** In Bogota, the average household was 3.1 members in 2019, and it is forecasted to be only 2.2 members by 2050. In 2022, 18 percent of households consisted of a single-person.
- **Growing female labor participation:** Urban households in Colombia are increasingly becoming dual income, fueling demand for increased convenience in shopping and processed food products that require less preparation.
- **Venezuelan immigration:** The Colombian government estimates that 2.9 million Venezuelans live in Colombia, leading to a higher demand for staple foods such as dry beans, pulses, rice, and corn flour.

Table 1: Colombian Market Advantages and Challenges

ADVANTAGES	CHALLENGES
CTPA provides preferential product treatment for many U.S. agricultural goods.	Colombia has trade agreements with many other countries, increasing competition with U.S. products.
The United States holds a reputation for producing high quality agricultural products.	Colombian per capita consumption for processed products is still relatively low compared to other countries in the region.
Increased acceptance of American style restaurants provides an avenue for introducing U.S. recipes and food ingredients into the Colombian diet.	Colombian peso fluctuation hurts U.S. export competitiveness.
Growing tourism increases demand for raw materials and ingredients.	There is an overarching cultural perception that frozen and canned food products are unhealthy and lack quality.
Growing urbanization has increased processed food sales.	Internal transportation costs from ports of entry are high due to poor infrastructure.
The market for healthy and sustainable products is growing.	Cold chain infrastructure is deficient and increases logistical costs.
U.S. food suppliers and manufacturers have a positive reputation for food safety, quality, and reliable delivery.	Many new nutritional regulations create additional burdens on regulatory compliance, including front of pack labeling rules and sodium content restrictions.

Section II: Exporter Business Tips

Any U.S. exporter entering the Colombian market should understand customer needs, purchasing preferences, and Colombian standards and regulations, especially to avoid clearance delays at ports of entry. Recommendations to consider before entering the Colombian market include:

- Conduct market research to better understand competitors, consumer preferences and the business environment
- Build relationships with large importers and wholesalers/distributors
- Highlight social responsibility in marketing techniques by using sales to generate funding for social programs
- Develop ways to meet the needs of the Colombian market, ideally through personal visits, to have a greater understanding about the market and identify needs of buyers and developing trends

- Consider consolidation when exporting small amounts of product
- Develop business relationships with top executives (marketing directors, purchasing managers, etc.) and expose them to U.S. business practices
- Participate in local trade and promotion shows, as well as food festivals, such as [Agroexpo](#), [Alimentec](#), [Expovinos](#), [SaborBarranquilla](#), and [Expo Alimentos](#), to learn about consumer trends
- Participate in trade delegations such as those offered by the State Regional Trade Associations WUSATA, SUSTA, and FOODEXPORT USA
- Attend trade events like the [National Restaurant Association Show](#), the [Sweets and Snacks Expo](#), or the [Americas Food and Beverage Show](#), which provide opportunities to meet and educate Colombian importers who often attend these shows
- Develop Spanish marketing/communication materials
- Work closely with local importers to comply with food import regulations to facilitate the registration and import of food products and minimize port of entry risks
- Support importers with promotional campaigns, providing up-to-date content about the company and the product, high-quality footage, promotional material, among others
- Keep monitoring consumer tastes and trends to adapt the marketing campaign when needed.

For more information on doing business in Colombia, see [Colombia Country Commercial Guide](#).

Market Research

Additional exporter assistance and market research reports are available at the [Global Agricultural Information Network](#)

Local Business Customs and Trends

Colombians are open to meeting foreigners and U.S. citizens are generally well-received. Business culture changes throughout the country: major cities such as Bogota and Medellin have a more formal business culture than smaller cities. Personal relationships are crucial for Colombians to build trust; therefore, it is recommended to be patient when negotiating with locals, since they prefer to take time to get to know their counterpart before making business decisions. Therefore, follow up emails/phone calls after a first meeting are appreciated. Keep in mind local holidays when scheduling meetings. Christmas, New Year, and Easter should be avoided. For more information on business culture, see [Colombian business culture](#).

Key Consumer Trends

Consumer expenditures have rebounded in recent years following Colombia's economic recovery. However, increasing inflation and lower GDP growth are placing increasing pressure on prices. The main consumer trends stimulating changes in lifestyles and eating patterns include:

- **Higher price sensitivity:** Increased product price sensitivity among consumers has created an opportunity for in-house/store brands to gain popularity, as they tend to be cheaper than other labels. Store brands, also known as "private labels," are particularly relevant for milk, vegetable oil, and rice. Private label consumption grew 32 percent in the first semester of 2023, representing 42 percent of retailer sales.
- **Increasing health and environmental awareness:** Colombian consumers are caring more about the health and environmental impacts of the products they consume, translating into opportunities for healthy and sustainable food products. Colombians tend to look for a healthier

version of products they are familiar with, such as bread and snacks, and pay attention to innovation that means less environmental impact, such as eco-friendly packaging. Preference for high-protein and calcium content products has bolstered demand for meat and dairy products. Per capita consumption of pork, poultry, fish, and cheese has experienced positive growth in recent years.

- **E-commerce and delivery service adoption** continues to be a challenge for the retail and food service sectors. E-commerce transactions grew 22 percent in 2022 and it is expecting to keep a positive trend in upcoming years, consolidating e-commerce as an important player in the economy. Challenges arise from infrastructure and logistics weaknesses.
- **Higher interest in plant-based options:** Although plant-based protein products are perceived as expensive, 93 percent of Colombians are interested in trying plant-based food products for health, nutrition, and environmental reasons. A recent survey by a regional vegetarian organization concluded that the plant-based protein market will expand 66 percent in 2023. More information is available at [Vegetarianos Hoy](#).

The [Food Processing Ingredients GAIN Report](#), [Food Service - HRI GAIN Report](#) and the [Food Retail Industry GAIN Report](#) provide data and analysis on Colombian food trends.

Section III: Import Food Standards, Regulations and Procedures

Customs Clearance: The [Ministry of Commerce, Industry and Tourism \(MINCIT\)](#) and the [National Tax and Customs Directorate \(DIAN\)](#) are responsible for the administration of overall import-export operations and customs procedures, respectively. DIAN recently issued [Decree 659/2024](#), announcing that some time in the near future it would require advanced import declaration for all products, including food products, within 48 hours before the shipment arrival to Colombia. Failure to comply can result in steep fines.

Documents Required by the Country Authority for Imported Food: Every Colombian importer must be registered with MINCIT. All U.S. exporters should verify that the importer has obtained the legal authorization to import food and agricultural products from MINCIT and, depending on the type of product to be imported, other governmental authorities, including the [Colombian Institute for Agriculture and Livestock \(ICA\)](#) and the [National Institute for the Surveillance of Food and Medicines \(INVIMA\)](#). Additionally, every importer must obtain an “electronic signature” from the Ministry of Finance through the [Unique Window for Foreign Trade-VUCE](#).

Language Labeling Requirements: Nutritional information in packaged food must be provided in Spanish either on the label or, under certain circumstances, on an authorized sticker/label affixed to the product. Whenever the label on the imported product is written in a language other than Spanish, an additional label can be used to provide required information. However, INVIMA will require original labels that, at the very least, include expiration date and lot number.

When food products or raw materials originate in countries where information on the expiration date and/or minimum shelf life is not required, the importer must get prior approval from INVIMA by providing that information in a document issued by the producer/manufacturer. **Note:** U.S. dates are registered MM/DD/YYYY, whereas in Colombia, dates are registered DD/MM/YYYY.

Tariffs and Free Trade Agreements: The CTPA entered into force in May 2012. This comprehensive trade agreement eliminated tariffs and other barriers to goods and services. Over 80 percent of U.S. exports of consumer and industrial products to Colombia have become duty-free and remaining tariffs will be eliminated during the first 15 years of the agreement implementation, except for rice (19 years) and poultry (18 years) that will continue paying out-of-quota duty until 2030 and 2029, respectively. The CTPA provided a duty-free tariff-rate-quota (TRQ) on certain goods that operate under a first come/first serve basis, except for rice and poultry, which are subject to auctions managed by Export Trading Companies. For more information on Export Trading Companies, see [Col-Rice ETC](#) and [Colom-Peq ETC](#).

For further information on specific agricultural products based on the Harmonized Tariff Schedule (HS) and TRQ schedule, see Section 2 of the [Colombia Trade Promotion Agreement - Final Text](#).

Trademarks and Patents Market Research: The patent regime in Colombia currently provides a 20-year protection period for patents. Provisions covering protection of trade secrets and new plant varieties have improved Colombia's compliance with its World Trade Organization – Agreement on Trade Related Aspects of Intellectual Property Rights (TRIPS) obligations. However, the Colombian government does not provide patent protection for new use of previously known or patented products. For more information on import regulations and procedures, see [FAIRS Annual Country GAIN Report](#).

Section IV: Market Sector Structure and Trends

Colombia's economic growth in 2023 reached just 0.6 percent as a result of weaker domestic demand. Although inflation declined and averaged 9.28 percent, it was still high for restaurants and hotels (13 percent) and alcoholic beverages and tobacco (12 percent) and showed slower price increases for food and non-alcoholic beverages (5 percent)². The average unemployment rate for 2023 was 10.2 percent³ and the minimum wage was \$268 per month⁴. Slightly better economic growth in 2024 is expected, thanks to lower interest rates; however policy uncertainty will affect consumption and investment decisions.

Retail Sector

Although in 2023 Colombia's retail sector sales decreased 1.7 percent, due to an economic slowdown, the sector still offers market opportunities for U.S. agricultural exporters. The market share of hard discounters continues to expand, and it is estimated that 80 percent of Colombian households buy at least one product in discount stores. E-commerce also continues to grow, thanks to Colombia's rapid digital adoption, moving retailers to develop online sales channels, and strengthening applications already present in the market, such as [Rappi](#).

While e-commerce has skyrocketed, traditional retail outlets are still the most common shopping format in Colombia, preferred due to their proximity, convenience, and product portfolio and services. The top products sold in mom-and-pop stores are beer, sodas, milk, cigarettes, and snacks. Surveyed retailers and food importers feel there is significant potential for new products in all food categories, including private label. Healthy food products are a growing trend, and retailers are searching for the best

² [DANE](#)

³ [DANE](#)

⁴ Considering an exchange rate of COP\$4,325.05 per USD

suppliers. The biggest retailer in Colombia is Koba Colombia (D1), followed by Grupo Exito, Jerónimo Martins (ARA), Alkosto, and Olimpica.

Colombia's entire retail market was valued at \$26 billion in 2023⁵. More information available at the [Food Retail Industry GAIN Report](#).

Food Service- Hotel, Restaurant, Institutional

In 2023 Colombian GDP from lodging and restaurants decreased 5.4 percent compared to 2022 due to inflation rates and decrease in the average household's expenditure hotels and restaurants. Major drivers of HRI expansion include urbanization, a growing number of shopping malls and food courts, increasing dual income households, and a growing flow of tourists, most Colombians still link the experience of dining-out with celebrations.

Hotel occupancy rates averaged 59 percent, lower compared to 2022 when they were 62 percent, due to a drop in overall private consumption. In the restaurant sector, Post has identified good sales potential for products such as poultry, pork, and beef, as well as pulses and specialty rice. In addition, growing demand for craft beer opens opportunities for innovation in hops to provide new product attributes. The main companies in the HRI sector are Frisby, Sodexo, Crepes & Waffles, Promotora de Café Colombia, and IRCC.

Colombia's hotel, restaurant, and institutional market was valued at \$14 billion in 2023⁶. More information is available at the [Food Service - HRI GAIN Report](#).

Food Processing

Colombia's food processing sector represents 28 percent of the country's manufacturing industry. This sector relies on the United States as its top agricultural supplier. The largest segments of this sector include beverages and tobacco, meat and poultry, milled/bakery products, and dairy. A key opportunity for U.S. agricultural exporters to remain competitive in this market is in the growth in demand for ingredients that allow manufacturers to comply with Colombia's increasing nutritional regulations, including front-of-pack labeling requirements and maximum sodium thresholds. Post has identified good sales potential for ingredients that substitute/replace fats, sugar, and/or sodium. Additionally, new vegetable proteins such as hemp and canola, although the first one is highly regulated in Colombia, would complement the current developing vegetable protein portfolio. Superfruits, such as berries, that are not present in the market are in demand by manufacturers of functional food products.

Colombia's food processing industry was valued at \$12 billion in 2023⁷. More information available at the [Food Processing Ingredients GAIN Report](#).

Competition Challenges

U.S. competitors for food ingredients include Brazil, Bolivia, China, and Chile. For consumer-oriented products specifically, Mexico, Chile, Brazil, and Peru. Colombian consumers have become increasingly conscious of the source of their food. This change encourages consumers to purchase products made domestically and that improve connections with local communities.

⁵ [DANE](#)

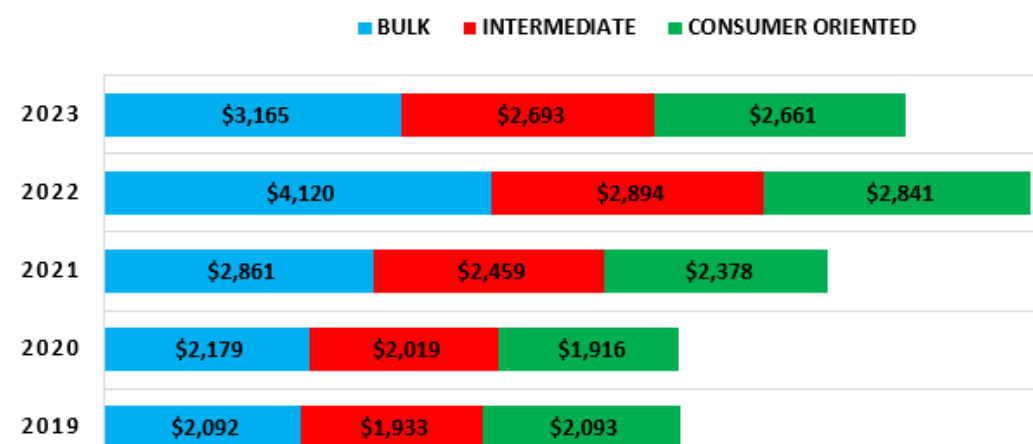
⁶ [DANE](#)

⁷ [DANE](#)

Section V: Agricultural and Food Imports

In 2023 Colombia's bulk commodity imports decreased by 23 percent from the previous calendar year, particularly corn, which decreased by 18 percent and wheat by 33 percent by value. Intermediate product imports went down by 7 percent due to 38 percent lower purchases of soybean oil. In this product category, ethanol imports grew 214 percent. Colombian imports of consumer-oriented products fell by 6 percent. Dairy product imports decreased by 16 percent and poultry meat and products (excluding eggs) decreased by 45 percent.

Graph 2: Colombian Agricultural Imports from the World (U.S. million)



Source: TDM

Table 2: Key Export Opportunities for Consumer-Oriented Products to Colombia Based on Five-Year Import Growth, by volume

Product Category	5-Year Avg. Annual Import Growth	Key Constraints on Market Development/Expansion	Market Attractiveness for United States
Eggs & Products	196%	Strong competition from Peru (dried yolks, eggs for incubation, and dried bird eggs)	Growing demand from the food industry and Colombia is a net importer of many food ingredients
Nursery Products & Cut Flowers	109%	Propagation material mostly imported from Netherlands	Strong flower industry that will keep demanding high-quality propagation material
Dog & Cat Food	77%	U.S. brands tend to be specialized and more expensive	Growing pet ownership rates and increasing interest in pet food with nutritional benefits
Fresh Vegetables	51%	Strong competition from China (garlic) and Peru (onions and asparagus)	Weak local production structure and growing demand for fresh vegetables
Tree Nuts	46%	Main competitor is Venezuela, which supplies dried coconut, while the United States is the main supplier of almonds	Increasing demand for healthy products from the retail industry

Source: TDM

Agricultural and Food Import Statistics

Table 3: Top Consumer-Oriented Products Imports into Colombia by value (U.S. million)

Product	2019	2020	2021	2022	2023
020329 Frozen meat of swine	\$204	\$136	\$255	\$273	\$300
210690 Food preparations	\$277	\$220	\$253	\$293	\$280
240220 Tobacco cigarettes	\$79	\$105	\$102	\$114	\$117
080810 Fresh apples	\$93	\$95	\$100	\$100	\$109
230910 Dog and cat food for retail sale	\$50	\$64	\$89	\$118	\$107

Source: TDM

See Appendix I for BICO table for U.S. agricultural exports to the country over the last 5 years.

Section VI: Key Contacts and Further Information

- **Colombian government sources**

[Colombian Department of Statistics \(DANE\)](#)

[Colombian Central Bank \(Banrep\)](#)

- **Colombian Government regulatory agency contacts**

Phytosanitary and Zoosanitary Requirements

Ministry of Agriculture and Rural Development ICA (APHIS counterpart)

Edilberto Brito

Deputy Manager Animal Health Protection

Tel. +(57) 601-7563030 ext. 3201

e-mail: subgerencia.animal@ica.gov.co

Alberto Rosero

Deputy Manager Plant Health Protection

Tel: +57-601-7563030 ext. 3101

e-mail: subgerencia.vegetal@ica.gov.co

Food Product Registration and Health Permits

Ministry of Health and Social Protection INVIMA (FDA counterpart)

Alba Jimenez

Director Division of Food and Alcoholic Beverages

Phone: +(57) 601-7422121 Ext. 4001

e-mail: ajimenezt@invima.gov.co

More information available at [FAIRS Annual Country GAIN Report](#)

- **Colombian ministries responsible for food policies and import policies**

Customs Clearance

[National Tax and Customs Directorate \(DIAN\)](#)

Import-export operations

[Ministry of Commerce, Industry and Tourism \(MINCIT\)](#)

Food Product Registration and Health Permits
[Ministry of Health and Social Protection](#)

Phytosanitary and Zoosanitary Requirements
[Ministry of Agriculture and Rural Development](#)

- **U.S. Embassy links**

Website

[U.S. Embassy in Colombia](#)

Social media channels

[X](#)

[Facebook](#)

[Instagram](#)

[Youtube](#)

[Flickr](#)

[LinkedIn](#)

Agricultural Affairs Office

Physical Address: Carrera 45#24b-27

<http://www.fas.usda.gov>

Phone: +(57) 601-275-4622

Email: AgBogota@fas.usda.gov

Appendix I: Trade Data

	2019	2020	2021	2022	2023	Change
Product	Value in Millions of Dollars					%22-23
Bulk Agricultural Total	1,144	1,308	1,547	1,658	1,605	-3
Corn	685	881	1,092	962	1,140	19
Soybeans	223	192	229	327	236	-28
Wheat	137	133	191	238	133	-44
Rice	51	65	6	71	61	-15
Pulses	18	21	14	16	30	88
Cotton	23	9	8	38	3	-93
Oilseeds NESOI	1	-	1	1	1	28
Peanuts	6	6	4	4	1	-81
Other Bulk Commodities	2	1	1	-	-	-5
Coarse Grains (ex. corn)	-	-	-	-	-	18
Coffee, Unroasted	-	-	-	0	0	
Tobacco	0	-	0	-	0	
Intermediate Agricultural Total	834	917	949	1,142	1,309	15
Soybean meal	412	485	528	734	737	
Ethanol, incl. bev.	116	121	91	31	230	635
Distillers Grains	42	46	65	104	114	9
Other Feeds & Fodders	83	86	115	117	112	-4
Dextrins, Peptones, & Proteins	36	25	26	31	27	-12
Other Intermediate Products	8	8	10	13	22	72
Essential Oils	21	19	21	21	18	-17
Planting Seeds	10	11	7	13	12	-7
Sugars & Sweeteners	8	8	9	15	10	-37
Vegetable Oils NESOI	24	20	19	8	9	9
Soybean Oil	57	77	42	38	7	-81
Industrial Alcohols & Fatty Acids	4	5	6	7	6	-8
Milled Grains & Products	7	2	4	6	4	-43
Oilseed Meal/Cake (ex. soybean)	-	-	1	1	1	10
Animal Fats	3	2	4	1	1	18
Live Animals	2	1	1	1	-	-74
Hides & Skins	-	-	-	-	-	-78
Palm Oil	-	-	0	0	-	
Hay	0	0	0	-	0	
Consumer Oriented Agricultural Total	803	637	872	866	779	-10
Pork & Pork Products	220	147	258	246	269	9
Dairy Products	134	115	127	154	119	-23
Soup & Other Food Preparations	70	62	75	69	64	-7
Poultry Meat & Prods. (ex. eggs)	111	91	113	101	56	-45
Dog & Cat Food	33	33	53	55	47	-15
Beef & Beef Products	25	19	40	48	39	-17
Condiments & Sauces	21	17	24	23	24	7
Tree Nuts	23	25	28	25	24	-3
Fresh Fruit	15	17	12	10	23	134
Non-Alcoholic Bev.	28	25	29	20	18	-10
Processed Vegetables	25	20	27	22	16	-25
Chocolate & Cocoa Products	22	17	19	20	15	-25
Bakery Goods, Cereals, & Pasta	23	14	17	18	11	-36
Processed Fruit	11	10	14	14	11	-26
Distilled Spirits	4	3	4	9	10	8
Meat Products NESOI	13	6	8	9	9	-4
Fresh Vegetables	3	4	5	4	5	4
Tea	4	4	3	3	4	14
Chewing Gum & Candy	8	2	3	3	3	
Nursery Products & Cut Flowers	2	1	2	3	3	-3
Mfg. Tobacco	-	-	-	-	2	506
Beer	1	1	3	4	2	-54
Eggs & Products	2	1	2	1	2	30
Wine & Related Products	1	1	2	2	1	-43
Coffee, Roasted and Extracts	1	-	1	1	1	29
Spices	1	1	1	1	1	-6
Fruit & Vegetable Juices	2	2	1	1	1	-10
Agricultural Related Product Total	20	18	27	30	22	-25
Forest Products	6	5	13	16	13	-19
Seafood Products	14	13	14	14	10	-32
Biodiesel & Blends > B30	-	0	0	0	0	
TOTAL	2,801	2,881	3,395	3,695	3,714	1

Attachments:

No Attachments