

USDA Foreign Agricultural Service

# GAIN Report

Global Agricultural Information Network

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Required Report - public distribution

**Date:** 11/23/2010

**GAIN Report Number:**

## Senegal

### Exporter Guide

### Annual Update 2010

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**Report Highlights:**

Senegal efforts to emerge as an alternative trade hub in West Africa remain hampered by high energy prices, deficient infrastructure and poor investment climate. Nonetheless, residents in Dakar, including a large expatriate population, have a relatively high disposable income which translates into a vibrant retail market for food products and other consumer goods. Senegal's geographic position *vis-a-vis* the U.S. east and gulf coasts, its modern communication infrastructure, and its favorable trade policy offer trade opportunities for U.S. exporters, especially for intermediate and consumer-ready products.

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## SECTION I: MARKET OVERVIEW

Senegal is primarily an agricultural country with a growing industrial sector in cities, especially Dakar, the capital. The main food crops are millet, corn, sorghum, rice and vegetables. Peanuts are the primary cash crop and the country's main agricultural export. Cotton is also grown, and there is a sizable coastal fishing industry. Large numbers of cattle, poultry, pigs, sheep, and goats are raised, although intermittent drought conditions can reduce their population. The country earns foreign exchange from fish, phosphates, peanuts, tourism, and services. Senegal has a small export-oriented horticultural industry. Its economy is highly vulnerable to variable rainfall. As the country depends on imports for approximately 70 percent of its food needs, Senegal remains vulnerable to changes in world commodity prices.

Although its economy is half the size of that of Côte d'Ivoire, Senegal is economically much stronger than its immediate neighbors. Senegal's economy has been growing steadily at rates close to 5 percent since the mid-1990s. The steady growth gained in 2004/2005 dropped to 3-4 percent in 2006 and 2007 as the result of two consecutive poor agricultural harvests (2006, 2007), the tremendous slow down in the industry sector and the continuing crisis in the energy sector. However as reported by the newspaper *La dépêchediplomatique*, the *Senegalese Forecast and Economic Studies Body* (DPEE) said that, on the average recorded during the 2010's first five months, the economic activity grew up by 3.6 percent compared to 1.5 percent in 2009.

This positive progress partly derives from significant results recorded in the secondary sector's growth (11.2 percent), the administration sector's (5.8 percent) and, at a lesser extent, the tertiary sector's (0.4 percent) during the last five months. In that regard, the growth of administrative sector stems from « the good level achieved in the recovery of taxes on goods and services (7.2 percent) ». The sub-sectors in the secondary sector, meanwhile, all positively progressed except fatty foods.

Senegal benefits from the *African Growth and Opportunity Act* (AGOA) preferences, and is developing a *Millennium Challenge Account* (MCA) compact which would contribute in improving roads and irrigation infrastructure.

With its well-developed (although aging) physical and social infrastructure and relatively well-diversified industrial base, it is the economic hub of the region and the most visited country in West Africa. Senegal has well-developed though costly port facilities, an international airport serving 28 international airlines (including U.S. airliners and other U.S serving foreign airliners) that serves as a regional hub. *Leopold Sedar Senghor International Airport* is ranked first in the ECOWAS zone in terms of its flow of passengers. Construction has started for a new international airport in Diass, a 29 mile drive from Dakar, slated to cover 452,084 square feet. The current airport and port of Dakar enjoy favorable geographical locations, because it is located at the foremost end of the West African coast and is a crossroads for several maritime roads between Europe, North America, Latin America and the African continent. The port is over 350,903,470 square feet large and hosts mainly container-carriers, cargo vessels, roll-on roll-off vessels, tankers, and fishing boats. It includes infrastructure for transit to inland countries such as Mali and Burkina Faso and is connected to the national and international

railway network. Senegal has one of the most reliable telecommunications infrastructures in West Africa.

Senegal's commercial policies are primarily oriented towards regional integration as the country is an active member of *West African Economic and Monetary Union* (WAEMU), along with other eight countries: Benin, Burkina Faso, Cote d'Ivoire, Guinea-Bissau, Mali, Togo, and Niger. WAEMU is a union based on free markets and reliance on a common commercial policy (harmonized customs), and is becoming a dynamic regional financial market. Senegal is also member of the *Economic Community of West African States* (ECOWAS), which is a market of 200 million consumers from 15 countries.

Imports of agricultural commodities and packaged foods offer increasing potential as Senegal remains a food deficit country for cereal staples such as wheat and rice. It is the second largest African importer of rice after Nigeria. Rice imports were 715,000 tons in 2009. A portion of imported rice is reshipped to neighboring countries, which makes Senegal a growing trade hub for the rest of West Africa. Population growth, urbanization and evolving diets have led to impressive growth in wheat imports in Senegal and throughout West Africa. Senegal imported approximately 419,000 tons of wheat and wheat flour in 2009 compared to 365,000 tons in 2008 (14 percent increase).

The import market for food and agricultural products is dominated by European, Asian, South American and African suppliers. France dominates the market for wheat and high value processed products. Thailand is the leading rice exporter while Brazil, Argentina are increasingly gaining a large share of the rice and vegetable oil markets over the last four years. Market potential exists, however, for new entrants in the market for bulk, intermediate and consumer products. For example, a wide assortment of Turkish snack and consumer goods has recently penetrated the market. Senegal applies a ban on the imports of frozen poultry from all origins since October 2005.

Total U.S. exports to Senegal increase from \$97million in 2007 to \$ 115 million in 2008, and 129 million in 2009. Meanwhile, U.S. exports of food and agricultural products (total commodities) have grown from nearly \$ 97 million in 2007 to \$115 million in 2008 and \$129 million in 2009. U.S. exports of food and agricultural products have reached nearly \$60 million in the first 9 months of 2010. While these figures include a modest amount of food aid, there are also growing commercial sales of wheat, rice, milk powder, tree nuts and planting seeds. Although Senegal's domestic market is relatively small by U.S. standards, its increasing openness to foreign trade and investment, its geographic location and market forces are significant opportunities for exports. Because of the political instability in Cote d'Ivoire, Senegal is increasingly an alternative gateway for companies interested in doing business with other countries in the region. An American Chamber of Commerce opened 2005 in Dakar to assist U.S. and local companies increase investments and trade between the two countries. The U.S. *Foreign Agricultural Service* and the *Foreign Commercial Service* have offices in Dakar with regional coverage.

The population of higher-income consumers has increased significantly over the last five years as the result of an increasing number of expatriates. This has contributed in increasing the demand for high value products (HVP). The relatively high population growth (2.7 percent) and urbanization (3 percent) indicate that this trend will continue. However soaring food prices over the last two years have tempered this trend for increasing consumption of HVP products. *Casino*, a major French grocery retailer has recently invested heavily in Senegal, bringing with it a much expanded product range which includes U.S. origin products.

The population of Senegal is estimated at 13.7 million people, with 41 percent living in urban areas (Dakar, the capital city hosting 25 percent of the total population). The other highly populated area is the peanuts belt (center of the country), which accounts for more than 35 percent of the population.. The population is quite young; 55 percent are less than 55 years old. Rural farmers involved in rain-fed agriculture account for 70 percent of the workforce. Foreigners represent about 2 percent of the population. They are mainly based in Dakar, where they are involved in business activities, and also in the industrial and services sector, as well as in international organizations.

The table below shows some U.S. comparative advantages and challenges and puts the opportunities in perspective:

<b>Advantages</b>	<b>Challenges</b>
Senegal's status as a major commercial hub in West Africa; sophistication of higher-income consumers.	Lack of U.S. interest due to the relatively small market size. French and Asian domination of the market as well as some competition from cheaper and lower quality food products from Asia and Turkey.
Senegal has one of the region's more active maritime ports; Regular airliners from East Coast airports, including U.S. airliners.	Higher freight rates and longer transit times from the U.S. than from EU, Asia or South Africa.
Senegal's population of 13.7 million is growing at an annual rate of 2.7 percent per annum. Gross Domestic Product (GDP) growth expected to grow by 3.6 percent in 2010 compared to 1.5 percent in 2009 and 2.5 percent in 2008	In 2009, the average per capita income is estimated at \$1,790. Cases of poor governance and administrative hurdles have reduced foreign and domestic investment in the economy.
Creation of the <i>Agence de Promotion et Investissement des Grands Travaux</i> (APIX) in 2000 that has the mandate to promote Senegal, as an investment destination.	U.S. exporters don't take advantage of this service that provides good information
Opportunities exist for U.S. products targeting niche markets and there is a growing interest of U.S. commodity associations (U.S. Wheat, U.S. Rice Federation, WISHH and U.S. Soy Export Council etc.) in Senegal and extensively West Africa.	U.S. exporters have incomplete knowledge about the Senegalese market.
Common external tariffs for imports and elimination of tariffs among the 8 countries of the WAEMU (West African Economic and Monetary Union).	High business costs relative to neighboring African countries such as port processing and Customs duties. WAEMU recommended value added tax (VAT) may apply on some imported agricultural and food commodities at the port of entry as a duty.
The Senegalese consumer perceives U.S. products as being of high quality standards, thus accepts U.S. food products. Export financing opportunities exist through EXIM Bank.	U.S. products are not always price-competitive due to the freight costs for products shipped from the States. Financing packages such as supplier credit, made available by European competitors have disadvantaged U.S. companies.

## SECTION II: EXPORTER BUSINESS TIPS

The following is a list of directions and tips on exporting food and agricultural commodities to Senegal. They are grouped into subject headings “*Marketing and Communication*” and “*Exporting.*”

### **Marketing and Communication**

- Senegal operates at GMT. Dates are written in day/month/year format. For instance 4/11/2007 means November 4, 2007. Make sure your correspondence and contacts with your local partners and facilitators take these differences into consideration.
- The official language is French, which is used everywhere in the administration and is spoken by most literate/educated Senegalese. Wolof is the most widespread among the six national languages (it is spoken by 80 percent of the Senegalese); the other national languages are Diola, Serere, Pulaar, Soninke and Mandingo. Try to learn a few words of Wolof, at least social greetings. Senegalese usually socialize first before getting down to real business.
- Be patient and be prepared to be invited for non-business related meetings such as dinner or lunch. When invited for lunch or dinner at home, do not bring any food with you, but do not hesitate to say politely what foods you do not eat.
- As a westerner, Senegalese who are not yet acquainted with you will call you by using Mr. or Mrs. followed by your family name.
- Although you may start with direct informal contacts with your local partner, Senegal’s administrative system is very much influenced by the French system and requires that you write formally to your contacts to introduce yourself and your export project.
- Foreign businesses are highly recommended to hire a representative or agent (s) with strong connections and who has an extensive knowledge of the local economy and the government regulations and institutions involved in trade as several government bodies still regulate and are assigned to approve commercial initiatives. Good connections with government officials can speed up administrative procedures related to your business. However, set a mechanism to monitor closely your agent against agreed performance.
- There are several companies and private consultant firms providing information and guidance to exporters to Senegal and other WAEMU countries. To find out about the various assistance services available, visit:
  - The *Agence nationale Chargée de la promotion et de l’Investissement des Grands Travaux* (APIX) website  
<http://www.investinsenegal.com/US/how.html>
  - the website of Trade Point Senegal (<http://www.tpsnet.org>),
  - the *Centre International du Commerce Extérieur du Sénégal - CICES* website  
<http://www.cices.sn>
  - *Agence de Développement et d’Encadrement des Petites et Moyennes Entreprises* (ADEPME) web site  
<http://www.senegal-entreprises.net/import-export.htm>.

You are also strongly advised to consult with the Office of Agricultural affairs (FAS/USDA) at the U.S. Embassy Dakar (*see contacts under Section V*).

### **Exporting**

- Conduct market research, especially for product testing, price comparisons, identifying your competitors, and reviewing export statistics of the five previous years to determine the size of

the market. Be patient and take the necessary time to understand the dynamics of the market and consumers' preferences.

- Be cognizant also of the fact that good market data may not exist. The supply of imported goods is erratic and there may very well be pent-up demand for your product. The best approach is to contact the importers – they will know the customers tastes and needs as well as feasible quantities.
- Senegal organizes an international trade fair every two years in Dakar. Plan to participate in at least one event to advertise your products and/or make business contacts including with companies located in other West African countries.
- Make sure your local partner (importer or agent) can fulfill the administrative requirements for the entrance of your products in Senegal. Several services are involved in the processing of import authorizations.
- Commercial food commodities that enter the port of Dakar are submitted to phytosanitary inspections by the *Directorate of Plant Protection (DPV)* and the *Ministry of Commerce*. These tests are conducted on samples selected from the shipment, but they do not preclude your agent from pursuing the registration approval process. Prior to shipping your products make sure your agent or importer has received the bill of lading and the phytosanitary clearance documents.
- Exporting documents required in Senegal include the following:
  1. Two copies of the commercial invoices, which indicate the identity and contacts of exporter and the importer; a complete description of the merchandise, its weight and quantity, and CIF value; and a complete description of the merchandise. The invoice should be done in French or issued with a certified French translation.
  2. A Pro Forma Invoice containing the aforementioned information
  3. A Certificate of Origin provided by the importer, specifying the quantity, quality and prices of the products subject to customs duties. COTECNA, a Swiss private company, is assigned to determine the value of the shipment, on the basis of which customs fees are determined and deliver a certificate of verification if the amount exceeds 5 million CFA (\$10, 000). U.S. exporters are urged to contact COTECNA's U.S. office at [www.cotecna.com](http://www.cotecna.com) for further information.<sup>1</sup>
  4. A bill of lading
  5. A phytosanitary certificate
- Import procedures include the following:
  1. Importers must deposit a Preliminary Import Declaration seven days before shipping imported goods having a value equal to or greater than \$2,000.
  2. Automatic approval of the Preliminary Import Declaration is obtained from The Division of Consumption and Quality of the Ministry of Commerce by submitting three copies of the Pro Forma Bills of Lading with the declaration. The Preliminary Import Declaration is valid for six months and can be extended for three months. This must be canceled and reissued if there is a change in supplier, an increase in the value of the order of more than ten percent, or a modification in the quantity of the order.
  3. Any FOB import value equal to or greater in value than CFA three million (\$6,000) must be inspected by a U.S. pre-shipment inspection company before the shipment. This company must

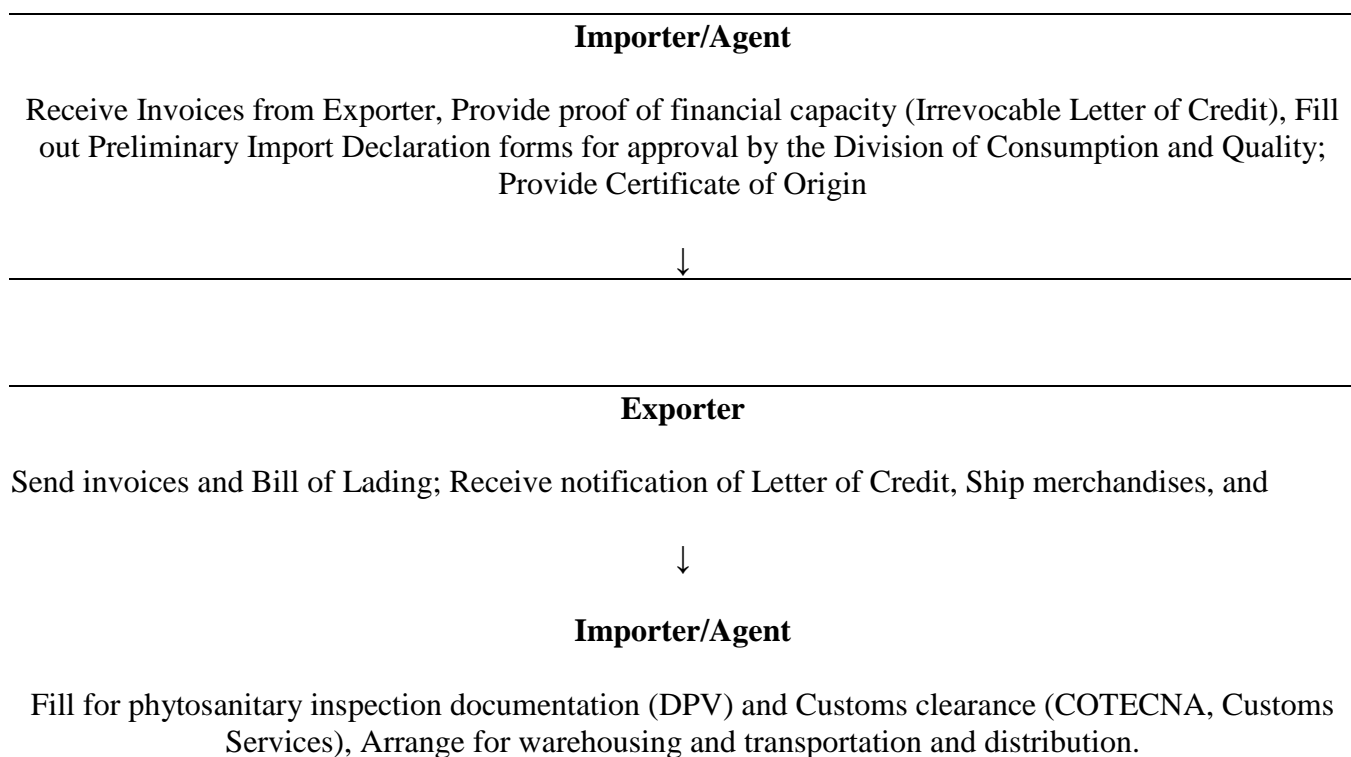
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<sup>1</sup> On 27 February 2008, Cotecna Inspection S.A signed a new exclusive inspection contract with the Government of Senegal. Within this new contract that started on 1st March 2008, Cotecna will provide Pre-Shipment Inspection and Destination Inspection including

present a clear report of findings; and issue a Pre-Shipment Inspection Certificate (PSI). Note that PSI is not required for the following products:

- Live animals
- Perishable goods for human consumption neither frozen, nor deep frozen (meat, fish, vegetables and fruit)
- Plants and flowers
- Cereals (HS chapter 10) imported by the public sector or approved by the public sector
- Imports with a total order FOB value equal to or below CFA 3 million

The following chart describes the documentation flow for imports:



- Make sure your product is packed and shipped for a tropical climate and provide clear storage instructions (preferably in French). This is particularly important as few cold storage or air-conditioned facilities and delivery trucks exist.
- Consider investing in promotion and advertisement, especially when introducing a new product or brand. Most local distributors of imported products will expect their suppliers to provide or participate in advertising and promotional support. Sales promotion material and technical documentation should be also in French.
- Payment may be made by cash, check, wire transfer or any other legal and accepted methods. Most suppliers demand a 50 percent down payment at the time of order and the remaining half after delivery. Some require advance payment. Be aware of government and parastatal clients whose payment may be delayed. Normally, payments are made within 30 to 60 days. Any payment for imported goods greater in value than CFA one million (\$2,000) must be made through an approved Senegalese bank or financial institution.



- There are several private customs and transit consultant firms that can assist your agent or importer speed up these procedures and thereby reduce cost related to administrative authorizations.
- Study the most recent GAIN reports for Senegal and West Africa produced by the Foreign Agricultural Service. These reports are available in the internet at <http://www.fas.usda.gov>. You may also need to visit the U.S. Embassy Dakar website to read the Country Commercial Guide for Senegal for further trade and guidance.
- Contact the Foreign Agricultural Service in the U.S. Embassy, Dakar ([Agdakar@fas.usda.gov](mailto:Agdakar@fas.usda.gov)) for any issues such as standards, tariffs, regulations, labeling, potential buyers and other concerns.

### SECTION III: MARKET SECTOR STRUCTURE AND TRENDS

#### Distribution Channels

The distribution network in Senegal can be subdivided by importers-wholesalers; semi-wholesalers; and retailers. Most importers have storage facilities and so do wholesalers. Their clients are semi-wholesalers, who sell to retailers and directly to customers.

Senegal's food market is made up of various levels of distribution channels. A modern distribution sector including supermarkets and modern convenience stores is dominated by a few French and Lebanese owners although some Senegalese investors have entered this market niche in recent years. The main modern supermarkets are *Casino*, *Pridoux*, and *Filfili*. These companies import and retail their products with limited intervention of other actors. They are mostly supplied directly by European, American and Asian suppliers. Most of these stores are located in Dakar (the main trade hub of the country with nearly 5 million people) and their main customers are upper and middle class workers and the expatriate community. The modern distribution sector includes also very competitive traders in the wholesale and retail distribution channels of various consumer foodstuffs. These include gas station convenience stores.

The retail food sector is essentially made up of independent shops called "boutique" selling primarily food products. They account for the largest portion of the food distribution sector since they cater to the largest population, especially those with lower purchasing power. These are small convenience stores located in residential areas; close to the consumers and selling very diverse food items. Their share in the food market is very difficult to quantify because most of them are informal. The informal food distribution sector also includes small retailers of fruit, vegetables, fish, meat, and beverages located in street or municipal markets.<sup>2</sup>

Tourism is one of the most dynamic sectors of the Senegalese economy. It remains in second place after fishing, but ahead of phosphates and peanuts. Senegal hosts nearly 500 registered hotels and resort. Some of them are of European or American standards, and thousands of restaurants, bars and catering services. Most of these HVP consumers and food service providers are located in Dakar, Mbour, Saint Louis and Ziguinchor, the most important tourism cities. On average, Senegal hosts 700,000 tourists each year<sup>3</sup> including 50 percent from France, and nearly 2.3 percent from the United States<sup>4</sup>.

<sup>2</sup> Refer to GAIN report on Retail Food Sector dated 01/26/10

<sup>3</sup> [www.tourisme.gouv.sn](http://www.tourisme.gouv.sn)

The number of fast food restaurants, modern bakeries and ethnic foreign restaurants (Indian, Vietnamese, Italian, etc.) has also increased noticeably in recent years. Although, these are relatively small consumers of HVP products, the increasing urban and middle class population, the increasing number of expatriates due to instability in neighboring countries (especially Cote d'Ivoire and Guinea), and the growing tourism industry, offer sales opportunities for U.S. HVP food and food services.

The domestic food processing industry is dominated by the wheat, sugar, fish and tomato paste industries. Most HVP food and beverages are imported from Europe and Asia. U.S brands are increasingly entering the market since 2000 with the freeing of the import markets. Senegal processing capacity of HVP is very limited due to under-developed industrial infrastructure. Most locally produced HVP products are of lower quality (particularly cereals and beverages) and do not meet HVP consumer's needs.

#### **SECTION IV: BEST CONSUMER ORIENTED PRODUCT PROSPECTS**

##### ***Best Agricultural Product Prospects*<sup>5</sup> :**

1. Rice
2. Wheat
3. Corn
4. Vegetable oil
5. Soybeans/soybean meal
6. Feed and fodders
7. Planting seeds (peanuts, fodder plants)

##### ***Best HVP product prospects:***

1. Milk (Liquid milk, Skimmed and whole powdered milk)
2. Canned fruits and vegetables
3. Tomato puree/ketchup
4. Bottled vegetable Cooking oil
5. Fruit preparations and juices
6. Spices and sauces including soy sauce
7. Mixed seasoning
8. Condiments
9. Breakfast cereals
10. Margarine/butter
11. Pasta products
12. Snack foods (biscuits, cakes etc)
13. Confectionery products (candies, gums etc)
14. Ice cream
15. Spirits, liqueurs,
16. beers and Wines
17. Non alcoholic beverages (Tea, coffee, fruit drink)
18. Bakery and other food Ingredients (Yeast & Baking powder)

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<sup>4</sup>[www.ausenegal.com](http://www.ausenegal.com)

<sup>5</sup> Refer to GAIN reports on Rice and Oilseeds

- 19. Mayonnaise and Salad Dressing
- 20. Baby Foods
- 21. Canned soups/powdered soups
- 22. Health food products

## SECTION V: POST CONTACTS AND FURTHER INFORMATION

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## APPENDIX: STATISTICS

**TABLE A: KEY TRADE & DEMOGRAPHIC INFORMATION**

	2007	2008	2009
Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (percent)	1,161/2%	1,519/2.44%	1,151/0.69%
Consumer Oriented Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%)	387.5/ 1%	448,3/0.57%	390,02/0.53%

Edible Fish and Seafood Imports From All Countries (\$Mil) / U.S. Market Share (%)	1.8/0.01%	2,641/0.03%	1,086/0.39%
Total Population (Millions) / Annual Growth Rate (%)	12,8 (July 2008 est. <sup>6</sup> /2.58	13, 35 / 2.58 (Post est.)	13, 71 (2009 est. <sup>7</sup> / / 2.7 (2009 est.)
Urban Population (Millions) / Annual Growth Rate (%)	5.0/3%	5, 6/3% (Post est.)	5,7/3.1%
Number of Major Metropolitan Areas	2	2	2
Size of the Middle Class (Millions) / Growth Rate (%)	N/A	N/A	N/A
Per Capita Gross Domestic Product (U.S. Dollars)	1,700	1,600	1,600
Unemployment Rate (%)	48	N/A	N/A
Per Capita Food Expenditures (U.S. Dollars)	N/A	N/A	N/A
Percent of Female Population Employed	N/A	N/A	N/A
Exchange Rate (US\$1 CFA BECEAO Franc) <sup>8</sup>	437.57	454,4	448.6

**TABLE B: CONSUMER FOOD & EDIBLE FISHERY PRODUCT IMPORTS**

Senegal Imports (in thousands U.S. Dollars)	Imports from the World				Imports from the U.S.				U.S. Market Share %			
	2007	2008	2009	Jan-August 2010	2007	2008	2009	Jan-August 2010	2007	2008	2009	Jan-August 2010

<sup>6</sup> CIA Fact book<sup>7</sup> [http://www.indexmundi.com/senegal/demographics\\_profile.html](http://www.indexmundi.com/senegal/demographics_profile.html)<sup>8</sup> <http://www.oanda.com/currency/converter/>

<b>CONSUMER-ORIENTED<sup>9</sup> AGRICULTURAL TOTAL</b>	387,473	448,300	390,020	229,975	1,910	2,551	2,086	2,017	0.49	0.57	0.53	0.88
Red meats, fresh, chilled or frozen	16,319	16,757	15,273	9,102	681	614	719	687	4	3.67	4.71	7.55
Red meats prepared or preserved	1,902	2,328	2,540	1,323	0	0	0	0	0	0	0	0
Dairy Products	104,186	132,925	122,561	76,8	0	119	0	0	0	1	0	0
Eggs & products	6,724	6,557	5,516	3,956	0	0	0	0	0	0	0	0
Breakfast cereals and Pancake mix	1,043	968	1,043	507	0	0	0,14	1,97	0	0	0	0.39
Fresh Fruits	21,201	24,409	20,479	13,659	0,5	0	0	0,26	0	0	0	0
Fresh Vegetables	30,567	32,928	33,243	15,228	115	7	0	1,6	0.38	0.02	0	0.01
Processed Fruit & vegetables	12,888	17,569	22,193	9,485	11	850	258	447	0.08	4.84	1.16	4.72
Fruit & vegetable juices,	5,244	6,004	6,358	4,836	4	18	2	0,96	0	0.3	0	0
Feeds & Fodders	2,773	7,546	3,119	2,527	10	5	0	0	0.35	0.07	0	0
Other consumer-oriented products	152,097	164,087	120,963	73,258	1,087	1,057	1,105	877,340	0.71	0.64	0.91	1.2
<b>FISH &amp; SEAFOOD PRODUCTS</b>	1,845	2,641	1,086	2,091	0,1	0,7	4	1,2	0.01	0.03	0.39	0.06

Source: *Global Trade Atlas*

<sup>[9]</sup> There has been a ban on poultry imports of frozen chicken since November 2005

**TABLE C: FOOD AND AGRICULTURAL IMPORTS FROM THE UNITED STATES**

<b>SENEGAL IMPORTS FROM UNITED STATES</b> (Value in Thousands of Dollars)				
<b>Commodity</b>	<b>2007</b>	<b>2008</b>	<b>2009</b>	<b>Jan - August 2010</b>
Consumer Oriented Total	4,805	4,274	4,120	1,697
Other Consumer Oriented	1,052	1,280	1,204	549
Processed Fruit & Vegetables	591	479	722	43
Red Meats, FR/CH/FR	346	431	599	450
Dairy Products	38	207	589	0
Poultry Meat	139	1,250	462	0
Fruit & Vegetable Juices	144	239	337	351
Fresh Fruit	0	56	138	137
Nursery Products	0	0	55	0
Eggs & Products	0	8	14	0
Snack Foods	42	22	0	25
Red Meats, Prep/Pres	35	0	0	120
Tree Nuts	2,372	295	0	16
Fresh Vegetables	0	6	0	0
Wine and Beer	47	0	0	0
Breakfast Cereals	0	0	0	6
Bulk Total	13,569	20,662	1,812	23
Rice	1,816	19,633	1,403	0
Pulses	277	810	330	0
Peanuts	0	219	55	0
Other Bulk Commodities	4	0	24	10
Tobacco	1,911	0	0	0
Coarse Grains	3,057	0	0	0
Cotton	0	0	0	13
Wheat	6,504	0	0	0
Intermediate Total	6,635	10,668	1,758	10,268
Soybean Oil	2,451	8,791	1,036	4,744
Other Intermediate Products	496	443	334	168
Vegetable Oils (Ex Soybean)	449	606	244	0
Sugar, Sweeteners, Bev Bases	367	795	74	855
Live Animals	203	0	36	30
Planting Seeds	12	24	34	0
Soybean Meal	0	8	0	4,455
Animal Fats	2,630	0	0	0
Feeds & Fodders	28	0	0	16
Forest Products	100	18	8	6
Fish Products	52	20	0	0
Other Edible Fish & Seafood	15	20	0	0
Roe & Urchin (Fish Eggs)	37	0	0	0

Source: *Global Trade Atlas*

