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Global Agricultural Information Network

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Caribbean Basin

Exporter Guide

Caribbean Basin Exporter Guide

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Report Highlights:

Import-friendly Caribbean islands gobbled up \$1 billion in U.S. consumer-oriented foods and fish products in 2015, capping over a dozen years of steady growth in U.S. exports to the region in these categories. With limited agricultural production, most Caribbean islands rely heavily on imported food products, particularly from the United States. As tourist arrivals in most islands continue to improve, prospects for further market expansion are always present. This report aims to provide U.S. suppliers general information on export opportunities in the Caribbean Basin.

Post:

Miami ATO

Executive Summary:

NOTE: For purposes of this report, the term “Caribbean” refers to the Caribbean Basin Agricultural Trade Office’s (CBATO) islands of coverage: Anguilla, Antigua & Barbuda, Aruba, The Bahamas, Barbados, Bermuda, British Virgin Islands, Cayman Islands, Curacao, Dominica, Grenada, Guadeloupe, Martinique, Montserrat, the Caribbean Netherlands or BES Islands (Bonaire, Sint Eustatius and Saba), Saint Barthélemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin, Saint Vincent & the Grenadines, Sint Maarten, Trinidad and Tobago, and Turks and Caicos Islands. The Office of Agricultural Affairs based in Santo Domingo covers the islands of Hispaniola and Jamaica.

The Caribbean is an excellent market for U.S. suppliers, due in large part to the fact that demand for imported food products is largely inelastic. These island nations must import the majority of their food requirements due to production constraints - insufficient arable land, scant water resources on some islands, no economies of scale, and a limited food-processing sector. For the most part the 3.9 million island residents are quite familiar with U.S. brands and hold U.S. products in high regard in terms of quality. Annually between six and seven million stop-over tourists (over half of which are from the United States) visit the region which also helps spur the Caribbean food service sector’s demand for U.S. products.

The United States is the main supplier to the Caribbean of food products, largely in part on the strength of these favorable conditions. In 2015, the United States exported \$1 billion worth of consumer-oriented products to the region, capping over a dozen years of consecutive growth in that category and setting a new record in the process. Preliminary data indicate a similar level may be reached in 2016.

Consumer-oriented products account for two-thirds of U.S. agricultural and related product exports to the Caribbean, with poultry meat and products (excluding eggs), dairy products, prepared foods, beef and beef products, and snacks rounding out the top five export categories. In 2015, the United States also exported a record \$40.4 million of fish products to the region, which may be surpassed in 2016.

The Caribbean market is witnessing increasing competition from Europe, Canada, South and Central America. While the United States still enjoys several major advantages over its competitors, U.S. suppliers should remain mindful that in coming years rising competition will necessitate closer monitoring of the market in order to capitalize on emerging opportunities in the region.

Section I. Market Overview

According to IMF estimates, GDP growth in the tourism-dependent economies of the Caribbean (which makes up most of the CBATO’s region of coverage) is expected to increase from 0.8 percent in 2015 to 1.4 percent in 2016. Continued growth in tourism, which is expected to moderate in 2016, and lower

fuel prices over the past year, are helping these small island markets generate economic activity and keep inflation in check while giving public finances much needed breathing room. However, a different situation is emerging in several key markets. While tourism has continued to improve in most islands, Barbados has seen its tourist activity decelerate in 2016. Trinidad and Tobago (TT), the largest economy in the CBATO region, has also seen its economic performance slump as a result of lower oil and gas export revenues. Looking ahead, Brexit’s impact on the region, which relies heavily on tourists from the United Kingdom, remains unclear. The Zika epidemic has also spread throughout the Caribbean and could affect tourism as well. Last but not least, many islands continue to rely heavily on oil from Venezuela, making them vulnerable to any developments that might take place there. While the region’s economic recovery slowly improves, demand for U.S. foods remains as strong as ever. With limited arable land, scant water resources in some islands, no economies of scale, and a small food-processing sector, the islands of the Caribbean must import the majority of their food needs. There is also the strong appeal of U.S. products among the 3.9 million local residents. This is primarily due to exposure to U.S. products through visits that many Caribbean citizens make to the United States and through U.S. television programming which is widely available throughout the region. Moreover, between six and seven million stop-over tourists (over half of which are from the United States) visit the Caribbean annually and help fuel demand for U.S. products in Caribbean food service outlets. The regulatory environment in the islands is also quite receptive toward U.S. products. Given these favorable conditions, it is no surprise that the United States is the largest supplier of food products to the Caribbean. In 2015, the United States exported \$1 billion worth of consumer-oriented products to the region, capping over a dozen years of consecutive growth in the category and setting a new record in the process. Preliminary data (January-October) indicate a similar level may be reached in 2016. Consumer-oriented products account for two thirds of U.S. agricultural and related product exports to the Caribbean, with poultry meat and products (excluding eggs), dairy products, prepared food, beef and beef products, and snacks rounding out the top five export categories. In 2015, the United States also exported an all-time-high \$40.4 million worth of fish products to the region, which should reach a similar level in 2016.

U.S. Exports of Consumer-Oriented and Fish Products to the Caribbean
(Millions of Dollars)

Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics.

Caribbean importers have a long history of doing business with the United States. Their strong interest in U.S. suppliers and products is mainly due to close proximity, long-standing reputation of high quality products, and superior quality of service. In fact, many local importers have noted that they are able to source a variety of products from non-U.S. suppliers, but few of these suppliers can match their U.S. counterparts in terms of product quality and reliability.

Advantages	Challenges
With little arable land and food production, the islands of the Caribbean must import most of their food needs.	In some markets, such as the French West Indies, a key constraint is breaking the traditional ties with Europe. Chefs in many islands are European trained and thus prefer European products.
The tourism sector is rebounding in most islands. This is a key factor in generating demand for U.S.	Caribbean economic well-being is highly dependent on tourism. Hence, economies remain very susceptible to

products, particularly in the food service sector. The Caribbean is visited by approximately six to seven million stop-over tourists annually.	factors that may disrupt tourism (i.e. the world economy, terrorism, more active hurricane seasons, the Zika epidemic, etc.).
The United States is the source of approximately 50 percent of all tourists visiting the region, boosting demand for U.S. foods.	Ocean transportation rates from the United States can be more expensive than those from Europe.
Proximity and frequent transportation service to the region work to the advantage of U.S. suppliers.	Political interest in attaining “regional food security” or “food sovereignty” has strengthened in recent years, and many islands are actively attempting to boost domestic production and diversify food suppliers.
Exposure to U.S. media as well as language, cultural, and commercial ties with the United States all contribute to consumers having a positive attitude toward U.S. products.	The nature of individual island markets requires special effort from U.S. exporters: dealing with several small accounts; consolidation of small orders; complying with different import requirements for select products; ascertaining different market characteristics in every island.
U.S. exporters, particularly south Florida consolidators, service the market very well and are in many ways better positioned to supply the Caribbean than competitors.	The 2008 trade agreement between the Caribbean and the EU has set the stage for increased competition from Europe.
The United States has a dominant market share in the vast majority of Caribbean islands (estimated at 55 percent overall).	Other competitors are also targeting the Caribbean. The recent expansion of the Panama Canal may open the door to greater competition from Asia.
The regulatory environment at present is fairly open to U.S. products.	Certain products, particularly meat and poultry, may be restricted in certain markets due to either EU or island-specific restrictions.

Section II. Exporter Business Tips

The best way for a U.S. supplier to enter the market is to first research the market for potential niches, and develop an effective marketing plan. In doing so, it is important to weigh the advantages and disadvantages of using an importer/wholesaler versus selling directly to different customers throughout the region. The decision will not be the same for all U.S. exporters. For instance, large U.S. suppliers with a dedicated sales force who can travel to the islands periodically to service their customers may find it advantageous to work directly with multiple retail and food service accounts throughout the islands. Exporters who are not able to do so will find it easier to work with an importer/wholesaler in a particular island. The latter is, in fact, the easiest and preferred method for most U.S. exporters.

In general, Caribbean buyers rely heavily on consolidators, particularly those located in South Florida, for shipment of mixed container-loads to their local ports. As a result, a crucial part of doing business with Caribbean importers, is building a relationship with a consolidator in South Florida (and in New Jersey to ship to Bermuda). Since some large resorts and chain supermarkets often order larger shipments directly from suppliers, the main resource for medium to smaller sized retail and food service businesses are local importer/wholesalers, making them a good target for smaller U.S. exporters. These importers/wholesalers will work with prospective U.S. suppliers to meet local standards and regulations and find the best distribution channel. Local importers will usually stay informed of changing regulations and duties on food and beverage products.

In most islands, food safety responsibilities fall under the Ministry of Public Health or its equivalent. The Ministry of Agriculture may also play a role with plant and animal products both in terms of public health and in terms of plant and animal health. Meat and poultry, dairy products, seafood, and produce typically require import approval and health/country of origin certification. For example, phytosanitary certificates from the country of origin must accompany imported fresh produce and plants. Health certificates must accompany live animals and animal products. Certain items may be restricted if the government decides they pose a risk to food safety or plant and animal health. It is always a good idea for U.S. exporters to verify that their product is eligible for entry into a particular island prior to shipping.

Most Caribbean countries follow international standards (e.g., Codex Alimentarius standards) and fully accept U.S. standards for food and agricultural products, including the standard U.S. nutritional fact panel. However, U.S. suppliers must be aware that EU standards may apply for some EU Member State territories in the Caribbean. The French overseas departments of Guadeloupe and Martinique are a case in point, as they require food and beverage products to be labeled in French and to comply with EU norms. In general, enforcement of labeling and other product standards is carried out mostly at the port of entry, but routine and random checks at the retail and wholesale levels are also conducted. As always, good communication with local importers will help to ensure proper compliance with local food laws.

More information on Caribbean Basin import requirements can be found in the Food and Agricultural Import Regulations and Standards (FAIRS) Reports for the following countries: Aruba, The Bahamas, Barbados, Bermuda, Cayman Islands, Cuba, Curacao, Sint Maarten, and Trinidad and Tobago.

Section III. Market Sector Structure and Trends

A. HRI Food Service Sector

The considerable investment in tourism infrastructure that has taken place in recent years has certainly strengthened the long term potential of the region's hotel, restaurant, and institutional (HRI) food service sector. One such investment is the Baha Mar gaming resort project in The Bahamas, which is being billed as the largest resort development currently under construction in North America and the largest single-phase resort development in the history of the Caribbean. The \$3.5 billion, 1,000 acre development is located five miles west of Nassau along a half mile stretch known as Cable Beach. Unfortunately, nearing its completion in 2015, the project ran into financial/legal difficulties and has yet to open. Provided these obstacles can be overcome, when it opens its doors Baha Mar will include four resort hotels, the Caribbean's largest casino, The Bahamas' largest convention center, and 20 full-service restaurants and bars among other attractions. Bahamian tourism and demand for U.S. foods are expected to increase accordingly. For more information see the following GAIN report: Tourism Development Spells Good News for U.S. Suppliers.

Overall, the Caribbean HRI food service sector is estimated to account for roughly 35 to 45 percent of consumer-oriented agricultural imports. The percentage of Caribbean hotels and restaurants that are independently owned varies from approximately 90 percent in Grenada to 25 percent in The Bahamas (Nassau in particular). This characteristic impacts the flow of imports to the island. The independently-owned restaurant or hotel is more likely to source its food and beverage products from local

importers/wholesalers, while larger chain restaurants and hotels have both the connections and the economies of scale to also make direct imports from U.S. suppliers.

While corporate-owned resorts and hotels have boomed over recent years, independently-owned food service businesses are still strong on all Caribbean islands. Local independently-owned restaurants remain especially popular in countries such as Aruba, Barbados, Bermuda, and Sint Maarten/St. Martin. Some of the world's most acclaimed chefs are working in the Caribbean. Using high quality ingredients, these chefs and their restaurants often are a valuable platform for introducing U.S. food and beverage products. However, many chefs are European-trained and thus breaking their preference toward European products can be challenging. Heightened interest of chefs in the use of locally produced ingredients is a recent trend, similar to other parts of the world.

For more information on this sector, see the following GAIN HRI food service sector reports for the Caribbean Basin: Cayman Islands (2013), Trinidad and Tobago (2012), The Bahamas (2016), Bermuda (2010), Eastern Caribbean (2015), Turks & Caicos Islands (2016).

B. Retail Sector

An estimated 55 to 65 percent of consumer-oriented agricultural imports in the Caribbean are destined for the retail sector. Most of the products stocked on the shelves of Caribbean retail stores are imported.

As in the HRI sector, smaller retailers such as neighborhood 'mom and pop' stores will buy most if not all of their products from local import wholesalers. These retailers have a slower turnaround on product sales and have limited space for storage, which both lead to wholesale as a preferred option for sourcing food and beverage products.

In contrast, supermarket chains often have both local and U.S. or foreign-based purchasing offices. They work closely with U.S. suppliers to find the best prices for products of interest. Again, a consolidator in South Florida is still crucial to the equation in this market segment.

International retail chains in the Caribbean include: PriceSmart (U.S.), Cost-U-Less (Canada), Save-A-Lot (U.S.), Carrefour (France), and Albert Heijn Zeelandia (Holland). While these retail outlets do quite well, 'mom and pop' stores will continue to supply a large share of consumers' needs for basic supplies. In addition, national and international convenience stores and gas marts play a small but growing role in consumer food purchases, contributing about five percent of total retail food sales.

An interesting market niche in the retail sector is yacht provisioning. Yachters (or 'yachtees' as they are known in some islands) often phone or fax in their orders to harbor stores or may venture into town to visit the local supermarkets who cater to their specific needs. This is especially prevalent in the British Virgin Islands, Antigua and Barbuda, and Trinidad and Tobago.

For more information on this sector, see the following GAIN retail sector reports for the Caribbean Basin: Cayman Islands (2013), Trinidad and Tobago (2012), The Bahamas (2014), Bermuda (2010), and the Eastern Caribbean (2015).

C. Food Processing Sector

Food processing in the broad Caribbean Basin is highly concentrated in the larger countries such as the Dominican Republic and Jamaica. In the CBATO's islands of coverage, which have very limited food production and practically no economies of scale, food processing is much less prevalent. In fact, bulk and intermediate agricultural products account for less than 20 percent of U.S. agricultural and related exports to the CBATO islands. Nonetheless, there is processing of wheat flour, pasta products, rice, bakery products, soy products, dairy products, and animal feeds in some countries, particularly in Trinidad and Tobago and Barbados. Food processors within the region buy roughly 20 percent of raw materials and food ingredients from local suppliers and import 80 percent from international suppliers.

Section IV. Best Consumer Oriented Product Prospects

Market Opportunities exist for practically all high-value, consumer-oriented foods/beverages and seafood products in the Caribbean Basin. Some of the most prominent growth categories include:

Product Category	2015 Market Size* (Volume)	2015 Imports* (\$ mill.)	5-Yr. Avg. Annual Imp Growth* (%)	Import Tariff Rate ** (%)	Key Constraints Over Market Development
Beer/Malt	Locally brewed product in many islands	19.0	11	0-20	Well established local and regional brands.
Fresh Fruit	Some local production of select fruits.	40.5	11	40	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism. In some islands produce may face temporary import bans to protect local farmers during harvest time.
Fresh Vegetables	Some local production of select vegetables	34.0	11	0-40	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism. In some islands produce may face temporary import bans to protect local farmers during harvest time.
Eggs & Products	Limited egg production in most islands	34.6	10	0-40	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism.
Prepared Foods	Min. Local Production	97.0	9	0-20	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism.
Wine & Wine Products	No local production	37.8	8	5-30	Strong competition, particularly from Europe, Chile & Argentina
Beef & Beef Products	Min. Local Production	90.0	7	0-20	Retail market is a niche market, subject to health of the economy. HRI market depends on tourism.

*Total market size data is unavailable. Imports and average annual import growth are based on U.S. export data from the U.S. Bureau of the Census trade data.

****Based on the Common External Tariff of the Caribbean Community (CARICOM). Exemptions and other taxes/surcharges may apply in individual islands making applied duties vary by island. It is recommended that U.S. exporters verify the applied duties for their products with a Customs agent in each country.**

Some other product categories with excellent five-year average annual growth in U.S. exports include tree nuts (11 percent), non-alcoholic beverages (excl. juice) (nine percent), and processed fruit (nine percent).

Section V. Key Contacts and Further Information

A. For more information, please contact:

Caribbean Basin Agricultural Trade Office
Foreign Agricultural Service
United States Department of Agriculture
909 SE 1st Ave, Suite 720
Miami, Florida 33131
Phone: (305) 536-5300
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B. Useful U.S. Government Websites:

Foreign Agricultural Service (FAS), USDA
This site provides extensive information on FAS programs and services, trade statistics, market research, trade shows and events, and much more.
<http://www.fas.usda.gov>

Caribbean Basin Agricultural Trade Office (CBATO), FAS/USDA
The CBATO website offers information on services available to U.S. exporters in the Caribbean, promotional activities, market research and more.
<http://www.cbato.fas.usda.gov>

U.S. Department of Commerce
This is the U.S. Government's Export Portal, which provides a wealth of information on services and programs available to U.S. exporters. Comprehensive Country Commercial Guides are available for select markets through the portal's Market Research Library (under the Opportunities tab click on 'Market Research' and then on 'Market Research Library').

<http://www.export.gov>

U.S. Department of State

This site provides country fact sheets as well as valuable information on travel & business in foreign countries and on U.S. Embassies and Consulates around the world.

<http://www.state.gov>

Central Intelligence Agency

The CIA's on-line World Fact book provides useful and up-to-date guides for practically every country in the world.

<https://www.cia.gov/library/publications/the-world-factbook/>

C. Other Useful Sources of Information (Non-U.S. Government):

The websites listed below are provided for the readers' convenience; USDA does NOT in any way endorse, guarantee the accuracy of, or necessarily concur with the information contained in these websites.

CARICOM (Caribbean Community)

The CARICOM website provides news and information on a wide variety of topics related to the Caribbean Community.

<http://www.caricom.org>

Caribbean Hotel & Tourism Association (CHTA)

This site provides information on different events related to the region's hotel and tourism industry as well as other related information.

<http://www.caribbeanhotelassociation.com>

Caribbean Tourism Organization

This site contains comprehensive tourism statistics on the region and other market research.

<http://www.onecaribbean.org>

Appendix I. Statistics

The following statistics were obtained from several sources. Many sources of statistical information were consulted due to the widespread nature of the CBATO'S islands of coverage. Some variations, depending on the agency compiling data, will exist in the tables provided.

Table A. Key Caribbean Basin Trade and Demographic Information

Agricultural Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	\$2,082.6/ 55.7
Consumer Food Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	\$1,651.6/ 55.0
Edible Fishery Imports From All Countries (\$Mil) / U.S. Market Share (%) 1/	\$122.4/ 26.9

Total Population (Millions 2/) / Annual Growth Rate (%)	3.9 / Range: -0.26 to 2.23
Urban Population (Millions 2/) / Annual Growth Rate (%)	2.0/ Range: -1.2 to 2.5
Number of Major Metropolitan Areas 3/	0
Size of the Middle Class (Millions) / Growth Rate (%)	N/A
Per Capita Gross Domestic Product (ppp, U.S. Dollars)	Range: \$8,500 to \$85,700
Unemployment Rate (%)	Range: 2.4 to 33.5
Per Capita Food Expenditures (U.S. Dollars)	N/A
Female Population Employed (%) 4/	Range: 51.1 to 63.7
Exchange Rate (US\$1 = Caribbean country's currency)	Varies by Country

Footnotes:

1/ 2015 global export value to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

2/ 2016 mid-year estimates

3/ Populations in excess of 1,000,000

4/ Female population employed as a percentage of working age (15-64) female population.

Source: CIA World Fact book, Global Trade Atlas & Euromonitor..

Table B. Consumer Food and Edible Fishery Product Imports
(U.S. Dollars)

* Because import data for all Caribbean Basin countries are not available, the above numbers represent global export value to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

Source: Global Trade Atlas.

Table C. Top 15 Suppliers of Consumer Foods and Edible Fishery Products

Consumer-Oriented Agricultural Imports*, US\$

				Market
	2013	2014	2015	Share (%)
United States	838,873,249	887,345,829	907,855,300	55.0
Brazil	84,136,051	90,282,834	85,723,887	5.2
Netherlands	85,704,101	93,327,607	84,074,376	5.1
New Zealand	87,042,713	89,101,749	70,708,959	4.3
United Kingdom	54,631,228	57,551,809	68,406,622	4.1
Canada	77,265,521	67,389,464	60,127,828	3.6

Costa Rica	42,200,083	44,580,567	45,529,432	2.8
France	27,741,687	32,492,363	32,654,175	2.0
Mexico	18,379,758	19,792,787	21,456,541	1.3
Ireland	18,774,670	25,531,338	21,215,252	1.3
Italy	17,259,379	19,177,945	18,839,957	1.1
Australia	18,598,365	23,634,457	18,531,232	1.1
Chile	17,688,257	19,106,040	17,877,405	1.1
Peru	17,507,401	18,952,082	16,817,351	1.0
Uruguay	11,277,235	14,241,100	16,748,207	1.0
Other	179,561,554	175,412,043	165,010,453	10.0
TOTAL	1,596,641,252	1,677,920,014	1,651,576,977	100.0

* Because import data for all Caribbean Basin countries are not available, the above numbers represent global export value of consumer-oriented products to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

Source: Global Trade Atlas.

Table C. Top 15 Suppliers of Consumer Foods and Edible Fishery Products, (Continued)
Fish & Seafood Product Imports*, US\$

				Market
	2013	2014	2015	Share (%)
United States	28,460,840	32,909,632	32,930,811	26.9
Canada	17,872,164	16,922,335	14,821,096	12.1
China	9,225,532	10,131,777	14,205,931	11.6
Thailand	12,372,937	13,411,226	12,985,853	10.6
Norway	10,656,010	8,686,202	9,789,366	8.0
Peru	7,516,735	7,864,133	6,898,790	5.6
Taiwan	5,071,776	2,870,066	4,748,603	3.9
Panama	1,570,226	3,521,861	4,317,731	3.5
Indonesia	2,866,319	4,406,417	4,251,579	3.5
India	5,052,505	7,119,746	3,740,808	3.1
Belize	9,209,003	3,698,862	2,346,860	1.9
Morocco	1,610,542	1,759,474	1,830,253	1.5
Netherlands	1,488,092	1,551,705	1,690,529	1.4
Brazil	4,514,285	2,679,097	1,680,602	1.4
Ecuador	416,812	634,056	1,209,734	1.0
Other	17,158,147	6,129,708	4,954,320	4.0
TOTAL	135,061,925	124,296,297	122,402,866	100.0

* Because import data for all Caribbean Basin countries are not available, the above numbers represent global export value of fish and seafood products to the CBATO islands of coverage based on reporting countries export statistics as compiled by the Global Trade Atlas database.

Source: Global Trade Atlas.

Table D. U.S. Exports of Consumer Food and Edible Fishery Products to the Caribbean

(Thousands of U.S. Dollars)

	2013	2014	2015	Jan - Oct 2015	Jan - Oct 2016
Product	Value	Value	Value	Value	Value
Consumer Oriented Total	924,889	984,675	1,004,405	824,209	811,299
Poultry Meat & Prods. (ex. eggs)	152,218	150,410	142,753	118,371	107,649
Dairy Products	89,351	98,603	97,619	80,907	81,060
Prepared Food	87,076	89,204	96,951	79,534	85,295
Beef & Beef Products	71,444	82,801	90,029	72,857	79,296
Snack Foods NESOI	73,157	76,604	75,416	63,394	60,434
Non-Alcoholic Bev. (ex. juices)	52,261	55,286	57,956	47,886	45,077
Wine & Beer	43,888	55,154	56,857	46,009	46,121
Pork & Pork Products	41,946	49,463	43,588	34,350	33,782
Fruit & Vegetable Juices	43,954	41,406	41,380	34,579	34,619
Fresh Fruit	34,606	38,291	40,470	31,572	36,436
Eggs & Products	25,737	30,019	34,559	28,451	24,827
Fresh Vegetables	29,232	33,754	34,037	26,843	26,525
Condiments & Sauces	27,848	30,549	32,392	26,593	25,686
Processed Vegetables	31,534	32,743	31,933	26,348	27,045
Dog & Cat Food	29,253	28,684	29,544	24,094	23,944
Chocolate & Cocoa Products	18,403	19,363	21,310	18,196	15,343
Other Consumer Oriented	19,096	17,763	19,009	14,858	14,996
Breakfast Cereals	18,337	16,275	16,984	14,371	14,974
Meat Products NESOI	12,631	15,950	15,631	13,160	9,609
Tree Nuts	12,305	12,515	14,486	12,263	10,503
Processed Fruit	10,610	9,838	11,501	9,571	8,075
Fish Products	35,158	40,274	40,403	32,043	32,902
GRAND TOTAL	960,047	1,024,949	1,044,808	856,252	844,200

Source: U.S. Bureau of the Census Trade Data.