Required Report: Required - Public Distribution

Date: July 02, 2024

Report Number: UK2024-0026

Report Name: Exporter Guide Annual

Country: United Kingdom

Post: London

Report Category: Exporter Guide

Prepared By: Julie Vasquez-Nicholson

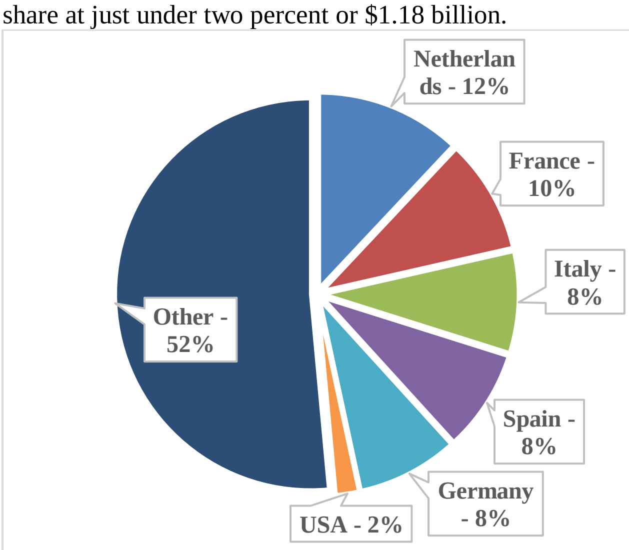
Approved By: Anita Katial

Report Highlights:

The UK food and drink industry has faced multiple challenges in recent years, including COVID-19, cost-of-living, and adverse weather conditions. Wet weather in the UK has resulted in a significant decrease in harvests, particularly for crops like wheat, barley, and oilseed rape. This shortage in domestic production is expected to increase reliance on imports, putting pressure on supply chains and increasing costs for essential food products. In 2023, the UK imported $3.2 billion worth of agriculture and related products from the United States, a 7.1 percent increase from the previous year. Health, wellness, and the environment are key factors for British consumers, who expect informative and environmentally responsible packaging.

Executive Summary: According to the CIA World Factbook, the United Kingdom (UK) is an upper middle-income country, with a GDP of $3.1 trillion. The country is a leading trading power and financial center with the third largest economy in Europe. Agriculture is intensive, highly mechanized, and efficient by European standards, but accounts for less than one percent of the gross domestic product (GDP). UK agriculture produces about 58 percent of the country's food needs. The UK is also heavily reliant on imports to meet the varied demands of the UK consumer, who expects year-round availability of all food products.

Imports of Consumer-Oriented Products
According to Trade Data Monitor (TDM), in 2023, the UK imported consumer-oriented agricultural products totaled $62 billion, with the United States' market share at just under two percent or $1.18 billion.



Food Retail Industry: The food retail sector is saturated, highly consolidated, and competitive. The top four retailers (see chart) together account for 66 percent of the market, with Aldi overtaking Morrisons in 2022. Independent stores face strong competition from the top grocery stores and online retailers. Online sales are expected to increase and be the second fastest-growing channel post-2024, as popularity grows for at-home deliveries. UK consumers are willing to try foods from other countries but expect quality products at a competitive price.

Food Processing Industry: According to the latest Food and Drink Federation, the food and drink sector is the single largest employer in the UK manufacturing sector. In 2022, around 456,000 people across the UK were employed in jobs associated with food and drink manufacturing, an increase of 0.1 percent from 2021.In 2022, the food and drink manufacturing sector's output was valued at $41 billion with an annual turnover of $168 billion, up 8 and 14.4 percent, respectively.

Food Service Industry: In 2023, total foodservice food and drink sales amounted to $99 billion. The industry has faced many challenges including the cost-of-living crisis and soaring inflation rates. The industry is consumer-oriented with a significant investment in research and development. U.S. foodservice chains are popular.

Quick Facts CY 2023 ($1=£0.79 £1 = 1.26)

Total Imports of Consumer-Oriented Products:
$62.0 billion

UK's Top Consumer-Oriented Growth Products

1) Eggs	6) Chocolate
2) Chewing Gum	7) Fresh Vegetables
3) Processed Vegetables	8) Condiments/Sauces
4) Pork and Pork Products	9) Coffee
5) Bakery Goods	10) Non-alcoholic Bev.

Food Industry by Channels (USD billion) 2023

UK Retail Food Industry	279
UK Food Service - HRI	99
UK Food Processing	168
U.S. Food and Agriculture Exports	3.2

Top 10 Host Country Retailers

1) Tesco	6) Lidl
2) Sainsbury's	7) Cooperative
3) Asda	8) Waitrose
4) Aldi	9) Iceland
5) Morrisons	10) Marks & Spencer

GDP/Population
Population (2023) *(millions)*: 68.1 GDP *(trillions)*: $3.1
GDP per capita: $46,800
Sources: CIA World Factbook, TDM, Kantar Worldpanel, UK Government Statistics

Strength	Weakness
UK is one of the largest markets in Europe with one of the highest per capita incomes globally	U.S. products face competition from tariff-free products from the EU and Free Trade Agreement (FTA) partners.
Opportunity	**Challenge**
Demand for sustainable, healthy, free-from, vegetarian, and convenience products are growing.	Higher cost-of-living caused consumers to spend less on non-essential items and switch to more private-label products.

SECTION I. MARKET SUMMARY

The UK food and drink industry has faced several challenges in recent years, starting with the disruption of the COVID-19 pandemic, followed by the escalating cost of living crisis, and now compounded by the unprecedented wet weather that has plagued the UK. This year, the UK has experienced one of the wettest winters on record, leaving fields waterlogged and unsuitable for planting new crops.

The impact on harvests is significant, with predictions of a nearly 20 percent decrease across the board. This is particularly concerning for major crops like wheat, barley, and oilseed rape, with the Agriculture and Horticulture Development Board (AHDB) forecasting declines of 26.5 percent, 33.1 percent, and 37.6 percent respectively compared to 2023.

This shortfall in domestic production will inevitably lead to increased reliance on imports, putting further pressure on already stretched supply chains and driving up prices for essential food products like bread, bakery goods, beer, and biscuits. As the UK copes with these challenges, the food and drink industry face rising input costs, potential shortages, and heightened consumer sensitivity to affordability.

In 2023, the United Kingdom imported 3.2 billion in agriculture and related products from the United States, a 7.1 percent increase over 2022. Based on USDA data obtained from the Global Agricultural Trade System (GATS). U.S. exports of agriculture and related products to the UK were the highest since records began in 1970. UK imports of U.S. agricultural related products (forestry, biodiesel, and seafood) exceeded $1.29 billion surpassing consumer-oriented food and beverage products as the most important UK market sector for U.S. agriculture. In 2023, UK imports of wood pellets for renewable energy exceeded $1.25 billion and UK imports of U.S. consumer-oriented products exceeded $1.0 billion. From January to March 2024, early indications show that imports of agricultural and related products from the United States have increased 28.8 percent over the same period in 2023. This could be due to several factors, including the suspension of tariffs on some products as well as bad crops in the UK and the need to import more.

UK Demographics:
In June 2022, according to the latest information from the UK Office for National Statistics (ONS), the population of the UK was estimated at 67.6 million, up 500,000 from the previous year. Migration is a main driver of the UK's population growth, which has seen increases of Ukrainian refugees in the past two years. According to latest ONS 2022 data, the Southeast of England and London are the most populated, home to over a quarter (18.1 million) of the UK population. The UK has an ageing population with projected figures suggesting there will be an additional 7.5 million people aged 65 years and over in the UK over the next 50 years. The population is ethnically diverse. In 2023, Statista estimates showed that 87.2 percent of the UK population was listed as white with 12.8 percent (8 million people) belonging to mixed, non-white, and other ethnic groups. There are many ethnic groups in the UK including large populations from Asia, the Caribbean, and Africa. The UK has a wide variety of ethnic restaurants, particularly in London and other major cities in the country.

Latest Trends:

Sustainability: Consumer purchasing, and retailer trends are towards more sustainable and sustainably produced food products. Consumers are increasingly conscious of the food they eat and the effect it has on the environment. Consumers have noted that they want to feel that they are reducing greenhouse gases and reducing deforestation through their food choices. UK retailers have also adopted a variety of requirements to meet sustainability and climate change targets by requiring products sold in stores to meet private sustainability standards.

Packaging Regulations: In April 2022, a new Plastic Packaging Tax applies to plastic packaging manufactured in, or imported into the UK, that does not contain at least 30 percent recycled plastic. Several UK retailers joined together to sign up to the UK Plastics Pact, a voluntary initiative who work closely with government and businesses with targets to reduce the use of plastics. Current targets include that by 2025, 70 percent of plastic packaging will be recyclable and that most of the fresh fruit and vegetables will be sold loose. Further information on Plastic Packing Tax can be found here and further information on the UK Plastics Pact is found here.

Key Influences on UK Consumer Demands

- **Slow population growth:** CIA World Factbook 2023 figures show that population growth in the UK is 0.49 percent and is comparable with many of the smaller European countries. Main differences include Ireland with a growth rate of 0.91 percent, and Luxemburg with a growth rate of 1.58 percent while Italy's, and Germany's population is currently in decline.
- **Aging population:** 11.9 million aged over 65 – 18.6 percent of population and 1.7 million over 85 years old – 2.4 percent of population (ONS)
- **Number of household units growing:** 28.4 million in 2023, increase of six percent over the last 10 years and 19.5 million families, an increase of six percent from 2013 (ONS)
- **Smaller households:** average UK household size is 2.36
- **Personal disposable income decreased in 2023:** due to higher cost-of-living expenses
- **International consumer tastes:** e.g., Chinese, Indian, Italian, Thai, Mexican
- **Reduction in formal meal occasions:** leading to an increase in "snacking" and "grazing"
- **Increasing public debate centered on food:** incorporating safety, environmental, ethical (animal welfare), social and economic issues
- **Increased retail concentration:** increased market share of discount supermarkets.
- **Larger population living in urban areas than rural areas**

Table 1: Advantages and Challenges

Advantages	Challenges
Market dominated by a few retailers with strong market penetration. Sophisticated replenishment systems mean U.S. products can be widely distributed.	Supermarket chains demand significant volume, and their concentration can make market access difficult initially. Trial listings must give results in a short time or product will be removed.
There are many specialty importers, capable of importing from the United States.	The UK has well-established brands for mainstream products. Brand-building costs are substantial.
The U.S. has an opportunity to promote products that focus on the environment, sustainability, and health.	Trade barriers imposed on certain U.S. products including meat and poultry. U.S. agriculture has regular negative portrayal in the UK media.

Import conditions do vary between the UK and Europe, however, are similar. Therefore, this makes the UK a good country for U.S. exporters to explore before looking at the rest of Europe.	A free trade agreement between the UK and the EU means EU competitors do not pay import duties on goods to the UK. U.S. exporters are subject to 0-25 percent import duty, depending on the product.
The United States is a popular destination for UK tourists. Familiarity with U.S. products is widespread.	Popularity of specialty products from EU countries is high, such as French cheeses, Spanish citrus, and Italian pasta.

SECTION II. EXPORTER BUSINESS TIPS

The UK market offers good opportunities for U.S. exporters of consumer-orientated products. U.S. suppliers interested in exporting to the UK should consider the following:

- Basic market research. Know the market sector you want to enter: retail, foodservice, or food processing
- Make sure the product follows UK food law, packaging, and labeling requirements
- If required, obtain animal product health certificates
- Know what the import duty and excise tax is for your product
- Be aware of UK animal welfare standards
- Include a promotion/advertising budget into your overall export plan
- Highlight product selling points, such as sustainability, organic, plant-based etc.
- Participate in food, beverage, and industry trade shows

General Consumer Tastes and Preferences

- **Food Safety**: As a result of food scares over the past two decades, the UK food supply chain is now heavily scrutinized, meaning that UK retailers, foodservice operators and manufacturers are uncompromising on traceability and quality assurances. UK buyers often require technical specifications above the level mandated by government legislation.
- **Animal Welfare and Sustainability**: Largely driven by the news coverage, U.S. food and agriculture is perceived as having lower animal welfare and environmental standards than their British counterparts with several supermarket chains preferring to support/stock British products.
- **Products Derived From "Genetic Modification" (GMOs)** Products that contain genetically engineered (GE) ingredients can only be sold in the UK if the GE trait has either received approval by the EU prior to January 2021 or more recently has been authorized for the market in Great Britain (England, Scotland, and Wales), having been subject to the UK's own risk analysis process. In Northern Ireland, EU Food Law on GE products continues to apply under the current terms of the Protocol on Ireland/Northern Ireland, as amended by the Windsor Framework. The UK is currently reviewing applications received through the Regulated Product Applications and as changes are made information will be provided in the register which provides information on the GMOs authorized for import and use in GM food and feed in Great Britain. Products with permitted GE ingredients can be sold and require appropriate labeling. Guidance for this can be found here: Labeling of Genetically Modified Foods. A guide to regulations can be found here. In the British market, imports of U.S. candy, snacks, cookies, and other high-demand products have less

sensitivity when it comes to containing GE ingredients. However, in the mainstream UK market, GE ingredients are not routinely incorporated into grocery products. Many supermarket and foodservice chains, as well as manufacturers, have taken a non-GE approach, and it will depend on consumer demand and the route to market for your product as to whether it will be accepted, since the presence of GE ingredients above 0.9 percent will trigger a labeling requirement.

- **Organic:** The Soil Association Organic Market Report 2024 highlights that in 2023, UK sales of organic food and drink increased for their twelfth year despite the cost-of-living crisis. In 2023, total annual sales of organic products reached $4.0 billion (£3.2 billion), an increase of two percent on the previous year. In 2023, sales of organic products in supermarkets increased by 2.7 percent and are now worth over $2.5 billion (£2 billion). Independent retailers saw sales increase by 10 percent to over $599 million (£475 million), however, food service which experienced exceptional growth in 2022 of 156 percent remained stable in 2023. Sainsbury's is the largest retailer of organic products, with online retailers Ocado and Amazon also seeing good growth.
- **Health:** Consumers are looking for food to improve their health, which is driving sales of premium, less processed food, functional food, fresh fruit, fruit juices and low-fat or low sugar processed food. Sales of vegetarian and plant-based products have increased significantly.

SECTION III. IMPORT FOOD STANDARDS & REGULATIONS AND IMPORT PROCEDURES

Food Standards and Regulations

Following Brexit, from January 1, 2021, the UK has had the autonomy to set its own agriculture and food import rules. The UK continues to implement changes to its border control measures following its exit from the EU, particularly for goods imported from the EU. Additional import controls on EU goods that were to be implemented in 2022 were postponed and are planned to be implemented throughout 2024.

On January 31, 2024, the Border Target Operating Model, the UK's new approach to Safety and Security controls and Sanitary and Phytosanitary (SPS) controls at the border, came into effect and will be applicable equally to goods from the EU and goods from the rest of the world. This will include the requirement for pre-notification of SPS goods from the EU, and a requirement for certificates for animal and animal products, plant and plant products, and other products of high risk. This is already the case for imports from the United States and other third countries.

Northern Ireland (NI) is subject to separate arrangements under the Protocol on Ireland/Northern Ireland (the Protocol) that accompanied the agreement between the UK and the EU addressing the UK's withdrawal from the EU. Checks on goods moving from Great Britain (GB) into Northern Ireland (NI) began on January 1, 2021, although certain food products received grace periods before checks came into force. On February 27, 2023, the UK and the EU jointly announced the Windsor Framework to address issues regarding the Protocol. The introduction of new trade easements for goods moving from GB to NI under the Windsor Framework began on October 1, 2023, and will continue to be implemented through 2025. When fully implemented, the Windsor Framework will apply UK regulations regarding food safety, value-added tax, and excise rates. It will also retain Northern Ireland's place in the UK internal market and access to the EU market. As such, NI continues to follow EU food laws. GB now has regulatory autonomy, although in practice it is currently enforcing EU law that it has rolled over into domestic law.

U.S. exporters should ensure that UK importers are apprised of the latest requirements by checking with their local Trading Standards Office, the Food Standards Agency, or Port Health Authority. FAS/USDA London has two Food and Agricultural Import Regulations and Standards reports – a Country report, and an Export Certificate report, that provide certificate requirement information for animal products and high risk products not of animal origin, as well as guidance on labeling and ingredient requirements.

U.S. beef, poultry, and dairy products face significant barriers to entry into the UK. To obtain the necessary export certification from USDA's Food Safety Inspection Service (FSIS), U.S. poultry must not be treated with pathogen reduction treatments. As this practice is approved by the FDA and is widespread in the United States, an effective import ban is in place. U.S beef and poultry must also be slaughtered and processed in a UK approved establishment. All U.S. beef products must come from Non-Hormone Treated Cattle. Information from USDA's Food Safety and Inspection Service can be found here.

Dairy products must come from a UK approved establishment. For dairy, the approval of plants is managed by FDA (but the export license is issued by the Animal Plant Health Inspection Service and Agricultural Marketing Service). All animal and animal products require an import license, be it Product of Animal Origin (POAO), milk and milk products, etc. Further information can be obtained from the Animal Health Import Team.

Organic: The United States has an organic equivalence arrangement with the UK. This means that organic products certified to either the USDA or UK organic standards may be labeled and sold as organic in both countries if the products meet the terms of the arrangement. Label guidance for organic foods can be found at: Trading and labelling organic food and Importing organic food to the UK. UK competent authority is Department for Environment, Food & Rural Affairs (Defra). The U.S. competent authority is the National Organic Program and Agricultural Marketing Service/USDA .

General Import and Inspection Procedures
His Majesty's Revenue & Customs (HMRC) handles the clearance of all goods entering the UK, for further information and customs forms please go to www.hmrc.gov.uk .

SECTION IV. MARKET SECTOR STRUCTURE AND TRENDS

Market Sector Structure

Retail Food Sector

In 2024, the UK retail food and drink sector continues to face many challenges. Inflation has fallen significantly since it hit 11.2 percent in October 2022, however, with prices not falling, inflation remains a major challenge, impacting both consumer spending and business costs.

As grocery prices continue to rise, sales continue to grow for value-oriented products. Online, convenience stores and discounter stores all remain popular avenues for shopping. Consumers are increasingly focused on sustainability, supporting brands committed to ethical sourcing and environmentally friendly packaging.

Shoppers are increasingly prioritizing their well-being, actively seeking out healthier alternatives. This shift has increased the consumption of fruit, vegetables, and plant-based products. However, challenges remain, including labor shortages, supply chain disruptions, and the ongoing cost of living crisis. Retailers continue to adapt to these pressures, embracing innovation, and prioritizing customer loyalty through their loyalty programs.

According to Mintel, the UK food and grocery market is currently valued at $273 billion (£217.2 billion) and is forecast to reach $304 billion (£241.3 billion) by 2028. In 2023, according to ONS average UK households spent 11.8 percent of their annual budgets on food and non-alcoholic drinks, whereas the lowest 20 percent of households it amounted to14.8 percent of their income. Another three percent was spent on alcohol. The average person spent $2,693 (£2,137) on groceries including alcohol and $585.75 (£464.88) on eating out in 2023. The amount spent on food and drink eaten at home has increased, whereas the amount spent eating out has decreased by 38.2 percent since 2019, this is due to increased cost of living and increased food prices with consumers having less disposable income for eating out. Food and grocery is the next largest area of expenditure after housing, fuel, and energy.

According to Whole Foods Market UK, predicted food trends for 2024 include: mushrooms and legumes as plant based alternatives; buckwheat, a superfood and an excellent source of protein; plant based seafood bringing flavor and texture to rival the real thing; spicy foods such as sauces and chili oils; and gourmet noodles.

Kantar's latest statistics show that five supermarket chains dominate UK food retailing, accounting for 74.4 percent of the market. Aldi, a discount supermarket has maintained its market share having overtaken Morrisons to take fourth position in 2021. The discounters Aldi and Lidl have a combined market share of 18.1 percent with this growing year-on-year. Tesco is the market leader, with 27.6 percent market share, followed by Sainsbury's with 15.1 percent, Asda with 13.1 percent, Aldi with 10 percent and Morrison's has 8.6 percent. Other UK supermarket chains include Lidl, The Cooperative, Waitrose, Iceland, and Marks and Spencer.

Market Shares of the UK's Supermarket Chains

Retailer	**Market Share %**	**Retailer**	**Market Share %**
Tesco	27.6	Cooperative	5.4
Sainsbury's	15.1	Waitrose	4.6
Asda	13.1	Iceland	2.3
Aldi	10.0	Others (inc. Marks and Spencer)	1.8
Morrison's	8.6	Symbols/Independents	1.5
Lidl	8.1	Ocado	1.8

Source: Kantar Worldpanel, market share summary, May 12, 2024
*These market shares are updated monthly, so there can be a slight change month to month.

Health, wellness, and the environment continue to be key purchasing factors for British consumers. Consumers expect packaging to be informative and environmentally responsible. For more information on the retail sector, please see the latest UK Retail Report.

Food Processing Ingredients Sector

The food and drinks sector is the largest manufacturing sector in the UK. The UK is a key market for U.S. intermediate agricultural products (i.e., those that are lightly processed) such as cereals, dried fruit, nuts, beans, other legumes, and seeds. Some of these products are consumed directly as snacks, but the majority are used as ingredients in the manufacture of UK finished goods. For more information, please see the latest Food Processing Ingredients Sector report.

Food Service Sector

The UK foodservice market has witnessed significant changes in recent years, driven by several factors including changing consumer preferences, technological advancements, and the impact of the COVID-19 pandemic. Consumers are increasingly looking for quick and easy dining options that cater to their busy lifestyles. This has led to a rise in the popularity of fast-casual restaurants, and meal delivery services. The pandemic accelerated the adoption of digital technologies, with many restaurants implementing online ordering, contactless payment systems, and mobile apps to enhance customer convenience and safety. There has also been a growing emphasis on sustainability and ethical sourcing, with consumers becoming increasingly conscious of the environmental and social impact of their food choices. Independent restaurants have also proved popular, offering unique and innovative dining experiences that cater to the diverse tastes of consumers.

In April 2024, foodservice price inflation dipped below 10 percent, marking a significant milestone after two years of relentless increases. This provides hope for the sector, which has been struggling with escalating costs across the board, from raw ingredients to energy and labor. While the easing inflation is good, it is important to mention that this remains more than double the overall retail inflation rate. For more information, please see the latest Food Service - Hotel Restaurant and Institutional Industry report.

Products in the market that have good sales potential

- Processed products: health food, mainstream grocery, snack foods
- Dried and Processed Fruit: cranberries, dried cherries, prunes, raisins, wild berries
- Nuts: Almonds, peanuts, pecans, pistachios, walnuts
- Fish and Seafood: cod, pollock, salmon, scallops, and other fish products
- Fresh Fruit and Vegetables: apples, grapefruit, pears, sweet potatoes, table grapes
- Meat: hormone-free beef and pork products
- Drinks: craft beer, spirits, wine
- Food Ingredients
- Wood pellets and other waste/residuals for renewable fuels

Products not present because they face significant barriers

- Products containing food additives not approved by the UK
- Red meat and meat products produced with growth promotants
- Most poultry and eggs

- Genetically modified products that are not approved in the UK

SECTION V. AGRICULTURAL AND FOOD IMPORTS

According to 2023 USDA BICO data, in 2023, the largest export growth by value was in U.S. beef and beef products and soybean meal up 557 percent and 508 percent respectively. The largest declines were animal fats and cotton with exports decreasing by 93 and 77 percent respectively. The growth of U.S. exports of ethanol is likely due to the UK increasing its fuel ethanol blend to E10, driving increased demand for the product. For the first time in several years, U.S. agricultural exports of consumer-oriented food and beverage products have dropped below $1 billion, this can be attributed to the strength of the U.S. dollar, and cost of living crisis in the UK. Exports in 2023, amounted to 950 million, however, remain an important sector for the UK.

SECTION VI. KEY CONTACTS AND FURTHER INFORMATION

If you have any questions or comments about this report, require a listing of UK importers or need assistance exporting to the United Kingdom, please contact the USDA office in London.

United States Department of Agriculture
Embassy of the United States of America, 33 Nine Elms Lane, London, SW11 7US
Tel: +44 20 7891 3313, E-Mail: aglondon@usda.gov Website: www.fas.usda.gov

Please review and follow FAS London's social media sites: Twitter: @USagricultureUK, Instagram: @SavortheStates, Website: www.savorthestates.org and LinkedIn account.

Department for Environment, Food & Rural Affairs – Government Agency for Agriculture.
Tel: +44 20 7238 6951 E-mail: helpline@defra.gsi.gov.uk Website: www.defra.gov.uk
Food Standards Agency - Government Association on UK food safety standards and policies
Tel: +44 330 332 7149 Email: helpline@food.gov.uk Website: www.food.gov.uk

UK Trade Associations
Institute of Grocery Distribution - Food and grocery chain trade association.
Tel: +44 1923 857141 E-mail: askigd@igd.com Web: www.igd.com
Food and Drink Federation - Trade association for UK food and drink manufacturing industry.
Tel: +44 20 7836 2460 E-mail: generalenquiries@fdf.org.uk Website: www.fdf.org.uk
Fresh Produce Consortium - UK trade association for the fresh produce industry
Tel: +44 1733 237117 E-mail: info@freshproduce.org.uk Website: www.freshproduce.org.uk
Health Food Manufacturer's Association - Association for health products industry.
Tel: +44 20 8481 7100 E-mail: hfma@hfma.co.uk Website: www.hfma.co.uk
British Frozen Food Federation - Trade association for all aspects of the frozen food industry.
Tel: +44 1400 283 090, E-mail: generaladmin@bff.co.uk Website: www.bfff.co.uk

Appendix 1

Top Imports from the United States of Most Popular Products, 2023

Product Category	2019	2020	2021	2022	2023	% Change 2022-23
Forest Products	931.1*	925.0	889.1	1,141.6	1,295.3*	+9.5
Ethanol	44.9	47.7	102.3	161.1	409.9*	+154.4
Tree Nuts	211.4	197.2	172.3	163.0	162.2	-0.5
Wine	242.7	244.5	212.2	173.2	142.7	-17.6
Distilled Spirits	111.7	83.5	106.6	159.7	128.8	-19.3
Soybeans	100.0	60.3	64.8	132.2	88.4	-33.1
Food Preparations (formally prepared food)	130.6	155.0	151.5	119.1	84.0	-29.5
Soybean Meal	11.9	27.0	30.7	10.9	66.4	+508.1
Essential Oils	92.7	88.5	79.3	67.0	60.5	-9.7
Dextrins, Peptrones & Proteins	41.3	53.8	66.8*	63.5	51.4	-19.1
Bakery Good, Cereals, & Pasta	50.3	56.2	48.0	51.1	50.9	-0.4
Fresh Vegetables	76.9	73.1	63.3	50.2	48.4	-3.6
Fish Products	83.9	89.0	65.7	64.4	45.6	-29.2
Non-Alcoholic Bev (ex-juices)	26.9	24.0	41.7	42.2	38.9	-7.8
Chocolate and Cocoa Products	41.5	32.3	27.8	34.2	31.3	-8.3
Confectionery	20.5	24.9	35.8*	28.0	31.1	+10.8
Processed Vegetables	18.0	20.5	24.1	27.4	29.9	+8.9
Beef and Beef Products	0.6	2.4	2.5	4.5	29.4	+557.6
Dairy	12.5	35.3	29.6	36.0	29.2	-19.0
Processed Fruit	32.1	33.5	36.0	31.1	28.1	-9.5

Source: BICO Report/U.S. Bureau of the Census Trade Data
*Denotes highest export levels since CY 1970.

For more detailed U.S. trade statistics check: USDA's Global Agricultural Trade System (GATS).

Attachments:

No Attachments