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Slovenia

Exporter Guide

Annual

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Report Highlights: Slovenia represents a small but growing market for U.S. foods, particularly high value products such as seafood, whisky, and foods geared toward the hotel and restaurant sectors. This report contains product entry tips, points of contact, and other information useful to U.S. food and agricultural exporters.

Includes PSD changes: No
Includes Trade Matrix: No
Unscheduled Report
Vienna [AU1], SI

Economic Situation

Slovenia is a small market with slightly less than 2 million people. This previously socialist country has relatively fast growing economy, and the purchasing power of the population is quickly improving. Slovenia is also a 'first tier' applicant to the EU and may become a member as soon as 2004. The following table gives a brief overview of major macroeconomic indicators for its agriculture, forestry and fishing.

Table 1: Some macroeconomic indicators for Slovene agriculture, forestry and fishing

Indicator	Years							
	1995	1996	1997	1998	1999	2000	2001*	2002*
share of Agriculture, forestry and fishing in gross domestic product in %	4.6	4.5	4.3	4.2	3.7	3.3	3.2	3.6
value added by Agriculture, forestry and fishing - current prices in mio. $US	380.2	429.1	470.3	507.5	500.3	502.7	540.3	591.8
value added by Agriculture, forestry and fishing - share in GDP in % -current prices	3.9	3.8	3.7	3.6	3.1	2.9	2.7	2.7
Real growth of added value in agriculture, forestry and fishing in % (constant 1995 prices)		1	-2.9	3.1	-2.1	-1	-1	3

*-estimation (source: Statistical office of Slovenia (http://sigov2.sigov.si/zrs/index.html)

The Slovene Role in the Region's Economy

The location of Slovenia, on the Mediterranean sea, makes it an excellent hub for transshipment to other member-states of the Central European Free Trade Agreement, Russia, the NIS and Europe. Integrating the Slovene economy into the West, specifically into the EU, remains a government priority. Slovenia began negotiations on EU accession in 1998 and has set a target of 2003 to be prepared for EU entry. In practice, this means harmonizing Slovene laws and standards with those of the EU. In the meantime, Slovenia benefits from access to EU markets under an Association Agreement with the EU.

Upgrading the nation's infrastructure, especially telecommunications and transportation, is critical for continued economic growth and development. The quality of the Slovene transportation network is being upgraded with the help of national and international financial sources.

The effects of the economic situation on sales of U.S. products

Due to improving economic conditions, demand for luxury products has increased even though price still remains a significant factor. There is a niche in the market for some high quality U.S. products, which are listed in Section IV.

The United States is not a large investor in Slovenia and is far behind Germany, Italy and Austria. The American food companies that have established their offices in Slovenia are, among others, Coca Cola and McDonald's.

Imports to Slovenia:
Food and beverage imports are increasing. In 1997, they increased by 9% and 15% and in 1998 by 1% and 5% respectively.

The following table shows total imports and exports of agricultural and food products for Slovenia.

Table 2: Exports and imports of goods in 1000 $US

	Exports				Imports			
	1997	1998	1999	2000	1997	1998	1999	2000
A Agriculture, hunting and forestry	47910	50690	51802	43018	329627	310847	287273	275072
Agriculture, hunting and services	33878	34556	37030	30303	313645	291164	260613	249824
Forestry, logging and services	14032	16133	14772	12715	15982	19683	26660	25248
B Fishing	640	477	338	286	4977	4797	5233	4651
Fishing, hatcheries and services	640	477	338	286	4977	4797	5233	4651

Table 3: Exports and imports for selected commodities in 1000 $US

	Exports				Imports			
	1997	1998	1999	2000	1997	1998	1999	2000
Food and live animals	240461	236595	218939	205035	595660	574755	540344	513626
Live animals	1903	1513	1723	1331	10408	12700	18110	14246
Meat and meat preparations	71950	65782	62161	59611	72124	65186	45317	53313
Dairy products and eggs	35810	40018	40500	39244	20345	21233	18904	16788
Fish and preparations thereof	5118	6231	6569	6183	25876	27696	27600	24577
Cereals and cereal preparations	14627	13264	12222	12745	110993	91473	84346	89930
Fruit and vegetables	36518	33334	32577	28150	141949	149617	146554	128924
Sugar and honey	14506	12439	10810	11902	27782	20664	25008	23274
Coffee, tea, cocoa and spices	7630	6993	5455	5469	71353	74822	70110	59666
Feeding stuff for animals	13637	17882	16812	16541	57324	52229	46286	48742
Miscellaneous edible products	38762	39139	30111	23859	57507	59135	58109	54167
Beverages and tobacco	70731	94838	101913	110318	58246	59753	60657	58237
Beverages	53020	60472	60415	74863	29755	24934	28353	27521
Tobacco and tobacco manufactures	17711	34366	41498	35455	28491	34820	32304	30716
Animal and vegetable oils and fats	16458	15542	9569	5975	41489	52582	37110	29592
Animal oils and fats	830	937	727	585	1612	1207	1127	1591
Vegetable fats and oils	11326	9632	5148	2928	33392	44858	30931	23424
Fats and oils, processed	4302	4973	3694	2462	6485	6517	5052	4577

Demographic Developments and Their Impact on Consumer Buying Habits
The number of single and childless households are on the rise. This is primarily due to young people waiting longer before they have a family, and more women entering the professional job market. The result is a higher demand for convenience products and frozen foods. Recently, fresh, chilled, ready-made meals have become popular. Additionally, with the boom in hypermarkets and larger home refrigerators, once-a-week food shopping is quickly replacing daily purchases of fresh food items. Pet ownership is also rising and pet food sales are becoming more upmarket.

Consumer Food Market
Food Expenditures

Slovenes typically spend around 20% of their total disposable income on food. Per capita food consumption in Slovenia in 2000 was $766.

Table 4. Average annual allocated assets of households, 1999 and 2000

	1999			2000		
	Average per household	*Average per household member*	*Structure*	*Average per household*	*Average per household member*	*Structure*
	SIT	SIT	%	SIT	SIT	%
Food and non-alcoholic beverages	535910	177237	18,6	543963	180022	17,9
Food	477455	157904	16,6	486002	160840	16,0
Bread and cereals	94952	31403	3,3	104940	34729	3,4
Meat	142964	47281	5,0	141605	46863	4,7
Fish	11053	3656	0,4	10292	3406	0,3
Milk, cheese and eggs	75358	24922	2,6	80106	26511	2,6
Oils and fat	21500	7110	0,7	19997	6618	0,7
Fruit	35341	11688	1,2	31586	10453	1,0
Vegetables	37902	12535	1,3	37587	12439	1,2
Sugar, jam, honey, chocolate and sweets	38856	12851	1,3	38526	12750	1,3
Other food products	19528	6458	0,7	21365	7071	0,7
Non-alcoholic beverages	58456	19332	2,0	57961	19182	1,9
Alcoholic beverages	30402	10054	1,1	29847	9878	1,0
Tobacco	28543	9440	1,0	26484	8765	0,9

Exchange rate: $1=235 SIT

Food Consumption
For comparison of changes in eating habits, the following table shows consumption of various kinds of food items from 1990 until 2000. The biggest changes include a drop in red meat consumption (pork fell by 50% from 1999 to 2000), and an increase in vegetable consumption, especially southern fruits. The two main reasons for these changes are: higher prices for red meats and a trend toward healthier eating. More recent data would also show a decline in beef consumption due to reported cases of the disease in Slovenia.

Table 5: Average annual quantity of purchased food and beverages per household member

	Unit	Total						
		1990	1995	1996	1997	1998	1999	2000
Bread and pastries	kg	63,8	67,5	69,5	66,5	67,1	65,0	64,1
Flour, all kinds and grits	kg	14,5	16,0	17,5	24,6	23,2	20,9	21,9
Pasta	kg	6,5	8,0	9,3	8,0	8,0	7,6	7,4
Rice	kg	3,4	5,0	4,7	5,0	4,5	4,0	3,8
Potatoes	kg	28,1	32,6	31,4	46,1	27,0	27,6	24,3
Bean, peas and horsebean (dried)	kg	1,5	1,8	1,7	1,5	1,6	1,2	1,3
Onion and garlic	kg	3,0	3,8	3,5	5,0	4,7	5,9	5,0
Tomatoes	kg	3,4	4,9	4,8	5,0	3,9	5,1	3,9
Red pepper	kg	2,0	3,3	3,2	3,3	3,3	3,5	3,0
Garden lettuce	kg	7,8	7,2	7,0	5,6	5,6	5,0	4,9
String-beans and green peas	kg	1,1	1,3	1,1	0,4	0,3	0,3	0,3
Other fresh vegetables	kg	2,7	2,7	2,7	2,6	2,4	2,9	3,6
Sour and preserved vegetables	kg	4,6	4,9	5,0	5,9	6,1	5,4	6,0
Apples	kg	17,8	14,9	16,0	13,6	12,9	16,0	12,5
Plums	kg	0,6	1,0	0,8	0,6	0,2	0,4	0,3
Grapes	kg	1,7	2,3	3,2	1,7	7,8	1,9	1,8
Peaches and apricots	kg	2,5	3,2	3,1	2,1	2,4	2,8	2,5
Other fresh fruits	kg	1,3	0,8	0,8	1,1	1,0	1,0	0,7
Oranges and lemons	kg	8,6	8,3	9,4	14,1	13,4	12,7	12,7
Other southern fruits	kg	3,8	7,2	7,8	13,2	10,9	11,9	10,4
Processed and preserved fruit	kg	2,0	2,5	3,2	2,2	2,0	1,7	1,8
Beef	kg	13,5	11,1	11,0	14,7	11,9	11,0	11,3
Pork	kg	7,4	6,0	6,6	6,8	8,8	9,9	5,0
Poultry	kg	8,5	9,2	8,4	9,8	11,5	10,4	9,6
Other fresh meat	kg	1,3	1,1	1,4	1,3	1,8	1,9	2,3
Dried bacon	kg	0,5	0,5	0,4	0,4	0,6	0,3	0,6
Ham, smoked ham and other dried meat	kg	1,6	1,2	1,3	2,2	1,4	1,4	1,6
Processed and preserved meat	kg	0,8	0,5	0,7	1,8	1,8	2,0	1,8
Lard and row bacon	kg	1,2	0,8	0,7	0,4	1,4	0,8	0,3
Edible oils	l	11,3	12,1	12,0	17,3	15,6	15,4	14,0
Milk (sweet and sour)	l	98,8	94,3	92,0	74,5	80,9	74,2	70,5
Cheese (all kinds)	kg	4,1	5,4	5,8	6,4	6,8	5,3	7,9
Butter	kg	0,5	0,7	0,6	0,7	0,7	0,7	0,7
Other milk products	kg	2,0	2,9	3,0	5,4	5,2	4,1	4,3
Eggs	piece	107,1	104,8	98,6	116,1	124,3	112,1	98,9
Sugar and honey	kg	13,2	13,1	13,5	20,5	17,5	16,4	15,2
Coffee	kg	2,5	3,0	3,0	3,5	3,6	3,4	3,1
Chocolate and cocoa	kg	2,2	1,8	2,3	3,6	3,7	3,5	3,2
Biscuits, teacakes and waffles	kg	3,3	2,6	2,9	5,1	5,4	4,8	5,3
Wine	l	12,1	9,7	9,7	8,8	7,7	8,9	7,8
Beer	l	15,6	19,2	16,5	27,5	23,1	21,9	23,9
Other alcoholic beverages	l	0,4	0,4	0,4	0,7	0,6	0,6	0,6
Cider, must and mead	l	0,1	0,1	0,1	0,1	0,2	0,0	0,1

Advantages and Challenges for U.S. Suppliers on Slovene Market:

Advantages	Challenges
Good image for certain U.S. products (fresh fruits, dried fruits, nuts, whiskies)	The major share of the population has reservations towards certain U.S. products (beef because of the hormone issue; all items containing genetically modified products). Reservations towards products with chemical food additives.
High quality of U.S. products	Lack of awareness of U.S. quality by consumers. Most efficient promotion (television spots) is expensive.
Food imports are rising.	Population is small (2 million) and thus import volumes are relatively small.
Good infrastructure, efficient distribution system, importers speak English.	Imports are coming mainly from EU countries, particularly Germany and Italy. High shipping costs from the U.S. to Slovenia.
Niche market for various products. Fish consumption is relatively low (although it is a Mediterranean country), but fish products are readily accepted by consumers. This represents a good opportunity for U.S. exports of salmon, lobster and other seafood. Incomes are rising.	Compliance with strict food regulations
There has been a boom in large hypermarkets that carry up to 30,000 food items. The growth in the number of fast food restaurants (McDonald's), more expensive restaurants and bars serving food.	U.S. exporters have to compete with West European companies that are flooding the market with their products. The distance to this market may make shipping some items costly. Local U.S. franchises don't generally 'buy American.'

II. EXPORTER BUSINESS TIPS

Local Business Customs

The Slovene system of duties imposed on imports is transparent and stable, and the customs system respects the country's obligations in the WTO. Some agricultural products, which are considered 'sensitive' in Slovenia, are protected by higher tariffs. However, in order to preserve competition in the Slovene market and expand the range of products, some kinds of goods can be imported at lower tariffs within tariff rate quotas (TRQ). These quotas are set for one calendar year and are used automatically until they are exhausted. The detailed customs tariffs can be checked on the internet at: http://www.sqn.si/

General Consumer Tastes and Preferences

The following are trends and points to consider with regard to Slovene consumer tastes and preferences:

! Typical Slovene cuisine is a mixture of traditional Austrian and Balkan influences, usually consisting of meat, potatoes, and vegetable salads.

However, these days there is a trend toward healthier eating, which includes lighter meals and international cuisines. This is accompanied by an increase in the consumption of fruits, vegetables, fish, poultry, vegetable oils, and margarine.

! Fish consumption is relatively low in comparison with meat consumption, but shows positive trends.

! Organic foods are available in supermarkets and specialized stores, but there is not yet a significant consumer demand for these goods.

! With the arrival of international retail chains, ethnic cuisines (e.g., Tex-Mex) are becoming more well-known and popular.

Food Standards and Regulations

Food products entering the Slovenian market have to be registered. The registration of these products are carried out by official testing institutes, where they need a sample and documents on the composition of the food product. Importers are responsible for providing required import documentation, so interested importers usually initiate registration, which takes two weeks to two months.

Food Law no. 52/00, in effect since June 2000, and the veterinary law, lay out basic rules for food production in Slovenia. The latest versions of these laws are also available in English on the Internet: www.sigov.si/vurs/homepage.htm.

General Import and Inspection Procedures

All imported products must comply with Slovene food safety regulations (Food Law 50/00, along with the relevant amendments). Products of animal origin are subject to certification and the State Veterinary Administration has specific requirements for importing poultry, beef, pork, horse meat, and fish products. These products must be accompanied by the appropriate U.S. Department of Agriculture Food Safety and Inspection Service (FSIS) certificate. Fresh/frozen red meat and poultry are not eligible for export from the U.S. at this time (go to

http://www.fsis.usda.gov/OFO/export/explib.htm for a current listing of certification requirements).
Tariffs and tariff rate quotas (TRQs)

Tariffs in Slovenia are usually about the same or higher than those in the EU. Customs duties are paid ad valorem. For more than 95% of imports, the customs value is established on the basis of transaction values.

Information regarding fill rates for TRQ's is published regularly and can be found on the Internet at: http://www.sqn.si/. TRQs are generally administered on an MFN basis (i.e. they are not earmarked for a specific country). The Customs Administration's website can be found at http://www.sigov.si/mf/angl/apredmf6.html

Taxes

Slovenia has two VAT rates: 8.5% on foodstuffs, agricultural inputs, veterinary medicine products, and 20% on all other products and services. VAT for public catering is the same as for all other products and services: 20%. In addition to the VAT, some products are subject to excise tax (alcohol and tobacco).

SECTION III. MARKET SECTOR STRUCTURE AND TRENDS

The Food Retail Sector

Foods and beverages from Slovenia, Germany, Italy, and other EU countries, dominate the shelves of the country's retail outlets. U.S. products encountered in Slovenian shops are usually those produced in other European countries, and whiskey. So far, direct imports from the U.S. are more or less limited to whiskey. Nevertheless, traders interested in selling to Slovenian food chains should not be afraid to test the market.

In 1998, the retail food and beverages sector employed 44% of all persons employed in retail. The total turnover in 1998, including tax, in the retail food and beverages sector, was 538,859 mio. SIT ($2.5 Billion). This represents 25.7 % of all turnover in the retail trade sector.

The retailing sector has been undergoing a considerable concentration, which is far from over. At the moment, the biggest local chain, Mercator, has a third of the market. The only foreign retail food chain, Spar, has 6.5% market share, and the French supermarket chain, LeClerc, entered Slovenia in June 2002. LeClerc was expected to be a great competitor to generally small domestic firms, but accelerated concentration led by Mercator has diminished its influence.

The following are trends and points to consider in the Slovene food retail sector:
! In the last few years there has been considerable concentration in the food retail sector, especially with the boom in hypermarkets (defined here as a store with floor space exceeding 2,500 square meters; however, in larger cities there are hypermarkets over 10,000 square meters).

! This concentration is driving small retailers out of the market. On the other hand, hypermarkets have raised the level of service and professionalism in the sector. They offer home deliveries, they are open longer (usually 9am - 9pm, and open also on Sundays), as well as other services.
! Competition and the strong purchasing power of large retailers has kept down retail prices, which has contributed to lower inflation.
! Large national and international retail chains (Mercator, Tus, Swiss Interspar, and French LeClerc) have centralized buying departments, usually at a corporate headquarters. Purchasing agents are usually specialized by category of products (meat, fish, bakery, dairy, produce, dry products, canned products, beverages, etc.).
! The range of food products in retail outlets includes both domestic and imported products. The larger and more international a company is, the more imported products it carries (e.g. Mercator 40% and LeClerc 60% of imported products).
! Hypermarkets have increased the consumption of fish and seafood products since most of them have large departments with fresh fish and seafood, including live fish in water tanks. Before that, fresh fish was available only in small, specialized stores or fish markets, of which only the best ones still exist.
! Competition in the retail sector is getting stronger and stronger, and in order to gain more market share, companies are cutting their costs significantly.
! The best market entry approach is to find a local importer/distributor who is already established in the large retail chains. Retailers usually do not like to import directly.
! The number of tourists also visiting inland is growing. They come mainly from Germany, Austria, Italy, and Benelux. They like to shop in large supermarkets and hypermarkets and often purchase familiar international products.
! The large retail chains put a lot of emphasis on marketing and promotion, including big sales after the holidays, and constant promotion of certain products, supported by flyers, tasting of products, etc.

The Hotel, Restaurant, and Institution (HRI) Sector

Rising standards of living coupled with less time for home cooking, have resulted in a growing consumption of food eaten away from home. The main beneficiaries of this trend have been fast food and developing catering companies. Conventional and some upper class restaurants are also doing well.

The overwhelming volume of products used by the HRI sector is purchased from domestic wholesalers, some of whom are specializing in supplying this sector. In addition, direct purchases from producers are carried out. Few in the HRI sector import themselves, but they buy mainly from neighboring countries. Direct imports from the U.S. are very small.

Food imports total around U.S. $510 million. The major share comes from neighboring countries and Germany. Food imports show a rising trend.

Tourism is a highly seasonal, but important economic factor in Slovenia. Each year about 4.8 million overnight stays are recorded, where foreign tourists represent 48%. The majority comes from Austria, Italy, and Germany, followed by other European countries. From overseas countries, the Americans are most represented. Tourist infrastructure is well developed, particularly in the main tourist areas.

The following are trends and points to consider in the Slovene HRI sector:
! The trend towards concentration in the retail grocery sector has just started in the HRI sector. This sector is comparatively untapped.
! About 80% of restaurants and institutions prepare meals themselves and buy ingredients from various suppliers, mainly domestic, since there are no wholesalers specializing in the HRI sector. About five percent of HRI establishments purchase ready meals from international caterers (Sodexho) and the rest purchase from domestic companies.
! There is a trend toward healthier eating, which means that typical cuisine is being substituted with various lighter, international cuisines (Italian, French, Chinese, Indian, and Mexican restaurants are becoming more popular), and more fruits and vegetables are being made available.
! Fast food restaurants were quickly established after the political changes in 1990 and some American firms are well established (e.g. McDonald's).

The Food-Processing Sector

There are at least 439 food-processing companies (members of food-processors association at the Chamber of Commerce) with 18,000 workers in Slovenia. The food-processing industry contributes 4% to GDP. The percentage of small companies in the sector is 77.2% in comparison to 96.9%, which makes the Slovene food-processing industry more concentrated, as in the EU.

The export orientation of the Slovene food-processing industry is very low. It represents only 15% of its total annual revenue. 6.2% of its export is realized on the EU market. The majority of the export income industry makes in the markets of former Yugoslav republics (mainly Croatia, Bosnia and Herzegovina, and Macedonia). That represents over 60% of total export income of the sector. The export to the markets of the CEFTA countries is minor, and represents only 3% of the export income.

The food-processing industry is a major importer of raw materials where more than half is coming from EU countries. The external trade deficit is steadily growing and is at the moment estimated at $200 million and represents 20% of total external trade deficit of the country. The trading sufficed is only achieved in milk and dairy products, meat products, beverages, alcohol, and vinegar, but is decreasing even here.

Processing capabilities exceed the domestic production and the consumption of food products in Slovenia. Slovene dairies purchase about 380 mio. liters of milk and sell about 75% of the total on the domestic market. The meat-processing industry processes about 40,000 tons of beef, 38,000 tons of pork, and 43,000 tons of poultry each year. The domestic production of all types of meat amounts to about 40,000 tons. The milling industry alone requires about 230,000 tons of

wheat, while the total production in Slovenia amounts to about 170,000 tons. The only sugar factory in Slovenia produces up to 92,000 tons of white sugar annually, using 400,000 tons of sugar beet and 40,000 tons of raw sugar. From crude oil, Slovene oil factories produce about 38,000 tons of refined oil annually. Every year up to 200 tons of olive oil and up to 1,200 tons of pumpkin seed oil is produced from domestic olives and pumpkin seeds. The annual production of non-alcoholic beverages amounts to about 1.4 mio. hl. Every year, Slovenia produces about 2.1 mio. hl of beer. Domestic wine production varies from 0.7 to 0.9 mio. hl annually.
The following are trends and points to consider in the Slovene food-processing sector:

- **While most of the food-processing companies are still Slovene-owned, only some have offers by large international companies (e.g. to Ljubljana Brewerie Union, the Belgium Interbrew has offered a takeover).**
- **In order to compete with international exporters of food products, Slovene companies are concentrating on production efficiency, cutting surplus capacity, and improving equipment and technology. These structural changes are at the moment being facilitated more by horizontal than by vertical integration. At the moment, dairies are leading in this process.**

SECTION IV. BEST HIGH-VALUE PRODUCT PROSPECTS

The following high-value products are considered to have good market prospects:
Almonds
Citrus
Distilled liquor
Dried prunes
Frozen meals
Juice concentrates
Live lobster
Peanuts, peanut butter
Raisins
Rice, wild rice, rice mixes
Sauces and salsa
Smoked salmon
Tex-Mex products
Tobacco products

SECTION V. KEY CONTACTS AND FURTHER INFORMATION

For further information on the market in Slovenia for high-value products, please feel free to contact us at:

Office of Agricultural Affairs
American Embassy
Boltzmanngasse 16

(U.S. mailing address)
DOS/Vienna/AGR
9900 Vienna Place

A-1091 Vienna, Austria

Washington, DC 20521-9900

tel. (+43-1) 313-39-2249
fax. (+43-1) 310-8208
e-mail agvienna@fas.usda.gov
http://www.usembassy-vienna.at/usda/

Please visit our Internet home page for more information on Slovenia. Other reports that would be of interest to exporters of foods for retail, which can be downloaded from the Foreign Agricultural Service's homepage (under 'Attached Reports') at http://www.fas.usda.gov, include:

SI9005	**Food and Agricultural Import Regulations and Standards** **http://www.fas.usda.gov/gainfiles/199906/25454765.pdf**
SI9006	**Exporting to Certain Retail Chains** **http://www.fas.usda.gov/gainfiles/199910/25545832.pdf**

The following sources of information may also be helpful:

Slovenian Government Offices

Ministry of Health
Food Department
Stefanova 2
1000 Ljubljana
tel. (+386-61) 178-6004

Ministry of Health
Health Inspectorate
Letaliska 35
1000 Ljubljana
tel. (+386-61) 185-33

Appendix A

Ministry of Agriculture
Veterinary Directorate
Parmova 53
1000 Ljubljana
tel. (+386-61) 300-1300
fax. (+386-61) 136-3214
http://www.sigov.si/vurs/index_en.htm

Ministry of Agriculture and Forestry
Office of Plant Protection
Dunajska 56
1000 Ljubljana
tel. (+386-61) 178-9133
fax. (+386-61) 178-9021

Chamber of Commerce and Industry
Dimiceva 13
1504 Ljubljana
tel. (+386-61) 189-8000
fax. (+386-61) 189-8100 or 189-8200
e-mail infolink@hq.gzs.si
http://www.gzs.si/eng/index.html

APPENDIX A

(Note: Many U.S. products are transhipped through European distributors and U.S. exports are undercounted by official statistics.)

Slovenia Imports of Agriculture, Fish & Forestry Products

	Imports from the World			Imports from the U.S.					
	1999	2000	2001	1999	2000	2001	1999	2000	2001
BULK AGRICULTURAL TOTAL	115	118	NA	1	2	NA	0.01	0.02	0
Wheat	7	11	NA	0	1	NA	0	0.0004	0
Coarse Grains	23	29	NA	1	1	NA	0.002	0.0017	0
Rice	5	4	NA	1	1	NA	0.03	0.0073	0
Soybeans	1	1	NA	1	1	NA	0.03	0.03	0
Other Oilseeds	1	1	NA	1	1	NA	0.04	0.05	0
Cotton	12	13	NA	1	1	NA	0.0001	0.02	0
Tobacco	19	17	NA	1	2	NA	0.05	0.1	0
Rubber & Allied Gums	16	15	NA	0	1	NA	0	0.0015	0
Raw Coffee	21	18	NA	0	0	NA	0	0	0
Cocoa Beans	1	0	NA	0	0	NA	0	0	0
Tea (Incl. Herb Tea)	1	1	NA	0	0	NA	0	0	0
Raw Beet & Cane Sugar	6	5	NA	0	0	NA	0	0	0
Pulses	2	2	NA	1	1	NA	0.09	0.06	0
Peanuts	1	1	NA	1	1	NA	0.05	0.05	0
Other Bulk Commodities	2	2	NA	1	1	NA	0.0004	0.0018	0
INTERMEDIATE AGRICULTURAL TOTAL	163	165	NA	8	10	NA	0.05	0.06	0
Wheat Flour	2	1	NA	0	0	NA	0	0	0
Soybean Meal	20	23	NA	3	1	NA	0.13	0.06	0
Soybean Oil	4	3	NA	1	0	NA	0.0039	0	0
Vegetable Oils (Excl. Soybean Oil)	30	23	NA	1	1	NA	0.0019	0.0043	0
Feeds & Fodders (Excl. Pet Foods)	9	9	NA	1	1	NA	0.0087	0.02	0

	Live Animals	**18**	**14**	**NA**	**1**	**1**	**NA**	**0.0068**	**0.0011**	**0**
	Hides & Skins	**18**	**28**	**NA**	**4**	**7**	**NA**	**0.21**	**0.26**	**0**
	Animal Fats	**1**	**1**	**NA**	**0**	**0**	**NA**	**0**	**0**	**0**
	Planting Seeds	**10**	**9**	**NA**	**1**	**1**	**NA**	**0.06**	**0.04**	**0**
	Sugars, Sweeteners, & Beverage Bases	**9**	**10**	**NA**	**1**	**1**	**NA**	**0.0046**	**0.01**	**0**
	Essential Oils	**8**	**8**	**NA**	**1**	**1**	**NA**	**0.0009**	**0.0065**	**0**
	Other Intermediate Products	**35**	**35**	**NA**	**1**	**1**	**NA**	**0.0087**	**0.02**	**0**
CONSUMER-ORIENTED AGRICULTURAL TOTAL		**422**	**388**	**NA**	**3**	**3**	**NA**	**0.008**	**0.0069**	**0**
	Snack Foods (Excl. Nuts)	**63**	**53**	**NA**	**1**	**1**	**NA**	**0.0031**	**0.0011**	**0**
	Breakfast Cereals & Pancake Mix	**3**	**3**	**NA**	**1**	**1**	**NA**	**0.0091**	**0.0044**	**0**
	Red Meats, Fresh/Chilled/Frozen	**30**	**39**	**NA**	**0**	**0**	**NA**	**0**	**0**	**0**
	Red Meats, Prepared/Preserved	**7**	**7**	**NA**	**1**	**0**	**NA**	**0.003**	**0**	**0**
	Poultry Meat	**8**	**7**	**NA**	**0**	**0**	**NA**	**0**	**0**	**0**
	Dairy Products (Excl. Cheese)	**12**	**10**	**NA**	**1**	**0**	**NA**	**0.0039**	**0**	**0**
	Cheese	**7**	**7**	**NA**	**0**	**0**	**NA**	**0**	**0**	**0**
	Eggs & Products	**2**	**2**	**NA**	**1**	**1**	**NA**	**0.003**	**0.0044**	**0**
	Fresh Fruit	**52**	**45**	**NA**	**1**	**1**	**NA**	**0.0002**	**0.0021**	**0**
	Fresh Vegetables	**37**	**32**	**NA**	**1**	**1**	**NA**	**0.0004**	**0.0004**	**0**
	Processed Fruit & Vegetables	**42**	**37**	**NA**	**1**	**1**	**NA**	**0.01**	**0.01**	**0**
	Fruit & Vegetable Juices	**8**	**9**	**NA**	**1**	**1**	**NA**	**0.0047**	**0.002**	**0**
	Tree Nuts	**5**	**4**	**NA**	**1**	**1**	**NA**	**0.04**	**0.05**	**0**
	Wine & Beer	**10**	**8**	**NA**	**1**	**1**	**NA**	**0.0052**	**0.0006**	**0**

Nursery Products & Cut Flowers	25	22	NA	1	1	NA	0.0003	0.0006	0
Pet Foods (Dog & Cat Food)	13	12	NA	1	1	NA	0.06	0.03	0
Other Consumer-Oriented Products	99	91	NA	1	2	NA	0.01	0.02	0
FOREST PRODUCTS (EXCL. PULP & PAPER)	164	158	NA	4	2	NA	0.02	0.01	0
Logs & Chips	28	26	NA	1	1	NA	0.0002	0.0015	0
Hardwood Lumber	34	37	NA	2	1	NA	0.06	0.02	0
Softwood and Treated Lumber	9	9	NA	1	1	NA	0.0043	0.0008	0
Panel Products (Incl. Plywood)	60	55	NA	1	1	NA	0.02	0.02	0
Other Value-Added Wood Products	34	32	NA	1	1	NA	0.01	0.0093	0
FISH & SEAFOOD PRODUCTS	28	25	NA	1	1	NA	0.003	0.0061	0
Salmon	1	1	NA	0	0	NA	0	0	0
Surimi	1	1	NA	1	1	NA	0.07	0.06	0
Crustaceans	3	3	NA	1	1	NA	0.0052	0.03	0
Groundfish & Flatfish	5	5	NA	1	1	NA	0.0002	0.0066	0
Molluscs	5	5	NA	0	1	NA	0	0.0022	0
Other Fishery Products	13	11	NA	1	1	NA	0.0034	0.0009	0
AGRICULTURAL PRODUCTS TOTAL	699	671	NA	12	15	NA	0.02	0.02	0
AGRICULTURAL, FISH & FORESTRY TOTAL	891	854	NA	17	17	NA	0.02	0.02	0
NA - Data not available (not reported) Data: Harmonized Tariff Schedule (HS 6 Digit)									

Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical Office					