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Slovenia

Poultry and Products

Market Brief

2002

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Report Highlights: Poultry and eggs are some of few agricultural products where Slovenia's domestic production still exceeds domestic demand. There are two major poultry producer/processors and ten major eggs producers in Slovenia. The Slovene food processing industry is in general not very export oriented but poultry is an exception. Total Slovene poultry product exports are between \$15 and \$20 million annually. Imports are around \$10 million. Due to long transportation time lags for U.S. commodities and the duty free imports from EU countries, the U.S. share is very small.

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

MARKET SUMMARY

Poultry and eggs are some of few agricultural products where Slovenia's domestic production still exceeds domestic demand. There are two mayor poultry producers/processors and ten moajor eggs producers in Slovenia. The leading poultry production company (Perutnina Ptuj) exports heavily and is investing in the countries of former Yugoslavia.

Table 1: Slovenia trade in poultry products and eggs in (2000-2002)

Product code (HS)	Import in \$US			Export in \$US			Coverage of imports by		
	Year	2000	2001	2002*	2000	2001	2002*	2000	2001
0207 poultry	7,439,938	7,997,847	5,996,984	10,362,409	12,847,411	9,080,700	139.28	160.64	151.42
0407 eggs	867,735	882,657	1,050,619	577,320	1,666,560	1,785,973	66.53	188.81	169.99

* first ten months

Table 2: Production of poultry meat and products in Slovenia

	unit	1994	1995	1996	1997	1998
Fresh and preserved poultry meat	1000 kg	18,087	45,114	45,813	44,187	44,434
Meat and poultry meat products (except products unfit for human consumption)	1000 kg	39,147	43,091	50,549	47,192	47,232

Table 3: Purchase of Poultry and eggs

	Unit	Total					Purchase from private producers					
		1996	1997	1998	1999	2000	1995	1996	1997	1998	1999	2000
Poultry for	MT	63,807	62,868	62,161	57,251	58,289	0	263	212	230	189	177
Hen eggs	1000	136,822	137,546	128,250	129,652	142,104	8,926	5,339	3,337	2,638	2,254	1,156

Table 4: Production of eggs in Slovenia

	1995	1996	1997	1998	1999	2000
Number of laying hens – total	1,653,314	1,615,304	1,804,638	1,853,645	1,767,681	1,694,588
Family farms	915,517	854,484	953,477	953,477	953,477	1,001,017
Agricultural enterprises	737,797	760,820	851,161	900,168	814,204	693,571
Eggs - total (1000 pcs)	322,426	379,286	416,586	407,716	403,792	392,108
Family farms	130,003	174,600	210,671	210,951	210,951	216,625
Agricultural enterprises	192,423	204,686	205,915	196,765	192,842	175,483

Table 5: Poultry breeding in Slovenia

	Unit	1995	1996	1997	1998	1999	2000
Total indigenous meat production	1000 t	79,9	83,8	91,5	89,9	83,1	85,6

Meat production from slaughtered animals	1000 t	56,0	62,0	67,7	66,5	61,5	63,4
Gross indigenous production	1000 t	55,9	62,0	67,7	66,5	61,5	63,4
Meat from slaughter in slaughterhouses	1000 t	50,1	51,0	55,7	54,7	50,6	52,1

Advantages and Challenges Facing U.S. Products

Advantages/Opportunities	Challenges
Good image of certain U.S. products	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 consumer awareness of U.S. quality. 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 come mainly from EU countries, particularly Germany and Italy. High shipping costs from the U.S. to Slovenia.
Niche market for various products	Compliance with strict food regulations
Incomes are rising.	

As U.S. products are more or less unknown in Slovenia, intensive market preparation is required. However, the markets of former Yugoslavia could be included in such activities. Since Slovenian poultry processors are exporting and investing into Former Yugoslavia market, promotional investments in the Slovenian market should have an impact on sales there too.

Road Map for Market Entry

Customs Tariffs

Customs rates are set according to Slovenia's WTO commitments and are generally 10.9% for poultry meat except ducks and geese, where it is 27%. Hatching eggs are at the moment free of customs. An up-to-date information on customs tariffs can be found at [http://www2.gov.si:8118/pls/tar/TARIFA\\$Tarifa.FormQuery](http://www2.gov.si:8118/pls/tar/TARIFA$Tarifa.FormQuery). Customs-related questions may be referred to the Customs Administration of the Slovenian Ministry of Finance, Mrs. Stefka Javornik,

telephone (+386-61) 442-933 or 140-1044, ext. 2199 or Mr. Konstantin Krebs, telephone (+386-61) 140-1044, ext.2803. The Customs Administration's website can be found at <http://www.sigov.si/mf/angl/apredmf6.html>.

Food Registration

Food products entering the Slovenian market have to be registered. Registration is carried out by official testing institutes that require 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.

Entry Strategy

The common way to approach importers is by offering them products by fax or mail. This, however, is normally effective only after initial face-to-face contact has been made and a personal acquaintanceship has been established.

U.S. traders exhibiting at agricultural and food fairs have an opportunity for efficient setup of personal contacts. They can invite Slovenian traders to their booths. One or more employees of the larger Slovenian processing companies always attend the international food fairs in Cologne (ANUGA) and Paris (SIAL). In addition, there is fair in Gornja Radgona, Slovenia where bigger poultry and eggs producers and processors are always present. Also fairs in neighboring countries such as Austria, Hungary, Croatia and Italy are usually attended. A list of these fairs can be seen via the Internet at http://www.usembassy.at/en/usda/trade_show.html As the above-mentioned fairs are large and close, Slovenians rarely bother to go to U.S. shows.

Company Profiles

In Slovenia there are, after some merges, only 2 large and most important poultry and eggs producers and processors and next table give a company profile of them. Beside those there are also some smaller mostly non-corporate poultry breeders and eggs producers.

COMPANY	MAIN PRODUCT	TYPE	REVENUES in	net profit index
PERUTNINA PTUJ	Poultry and eggs	JSC	\$62,324	94,4
JATA REJA	Poultry and eggs	JSC	\$11,566	74,3

Perutnina Ptuj is very export oriented and is investing in production in other former Yugoslav countries.

Sector Trends

Slovenia's domestic production of poultry meat and products as well as eggs exceeds domestic demand. Slovenia's status as a net exporter of poultry products will probably not change in the near future.

Table 6 : Slovene self- sufficiency - poultry and eggs%

Year	1992	1993	1994	1995	1996	1997	1998	1999
Poultry	164	150	137	134	121	114	112	114
Eggs	115	115	110	109	107	106	100	99

Consumption Trends

Table 7 Average annual purchases poultry and eggs per household member (quantity)

	Unit	1990	1995	1996	1997	1998	1999	2000
Poultry	Kg	8.5	9.2	8.4	9.8	11.5	10.4	9.6
Eggs	pcs	107.1	104.8	98.6	116.1	124.3	112.1	98.9

Expect flat per capita consumption levels over the short term rising to developed country levels over the long term.

The Slovene consumer is very price sensitive and the vast majority buys raw materials to prepare meals at home. Those that can afford it, particularly the still emerging middle class, purchase frozen products. Slovenians are also very concerned with food safety and believe that Slovene products are somehow more pure and contain fewer additives than foreign products.

With first case of BSE in the year 2002, the consumption of meat has only slightly shifted from beef and veal towards other sorts of meat including poultry.

Total raw and processed of poultry and eggs imports account for around U.S. \$10 million. Due to long transportation time lags for U.S. commodities and the duty free imports from EU countries, the U.S. share is small (see Appendix). Major Slovene export markets are the countries of former Yugoslavia.

Opportunities for U.S. Suppliers

Slovenia will become a EU member in 2004 and has harmonized its food and veterinary regulations with EU requirements. Some EU products are already able to enter the Slovenian market duty-free and U.S. products entering the Slovenian market are facing the same tariffs as when entering the EU market.

A major problem with U.S. foods is the long transportation distance and the relatively small quantities required, which result in higher freight costs and consequently higher product prices. Retailers are interested in U.S. products, however. Head purchasers would welcome products available ex-warehouse in Koper, a large and well-organized Slovenian port, where Slovenian, Croatian, Bosnian,

Macedonian, Italian, Hungarian, and Austrian traders could buy various American products in smaller quantities. A report on the Port of Koper can be downloaded from <http://www.fas.usda.gov/gainfiles/200001/25606903.pdf> (Adobe Acrobat format)

Post Contact and Further Information

Major poultry and eggs producing and processing companies in Slovenia:

Jata Reja d.d.

Agrokombinatska 84

1000 Ljubljana

Slovenia

Phone: (+386 1) 528-04-57

Web: <http://www.jata-reja.si/jata-reja/eng.htm>

Perutnina Ptuj d.d.

Potrceva cesta 10

2250 Ptuj,

Slovenia

Phone: (+386 2) 74 90 100

Fax: (+386 2) 74 90 134

Web: www.perutnina.com

Pivka perutninarstvo d.d.

Neverke 30

6256 Kosana

Slovenia

Phone	(+386 5) 70 31 100
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Fax	(+386 5) 75 30 510
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Web: www.perutnina.si

For further information on the market in Slovenia for poultry and eggs products, please feel free to contact us at

Office of Agricultural Affairs
American Embassy
Boltzmanngasse 16
A-1091 Vienna, Austria

(U.S. mailing address)

DOS/Vienna/AGR
9900 Vienna Place
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/>

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) 185-3355

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

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:

Slovene imports and exports of poultry and eggs by country 2000-2002

Import by countries, January - December 2000

Product code (according to	Country	in KG	In USD
020712900	TOTAL	1,587,819	\$1,337,66
	Italy	1,523,084	\$1,289,18
		64,735	\$48,479
020714100	TOTAL	80,008	\$44,780
	Belgium	60,008	\$30,659
	France	20,000	\$14,121
020724900	TOTAL	3,047	\$6,294

	Croatia	500	\$1,227
	Hungary	2,547	\$5,068
020726100	TOTAL	1,668,687	\$5,100.13
	Croatia	233,300	\$643,923
	Hungary	1,428,382	\$4,433.78
	Poland	7,005	\$22,436
020726300	TOTAL	12,980	\$14,462
	Hungary	12,980	\$14,462
020726600	TOTAL	12,970	\$11,979
	Hungary	12,970	\$11,979
020726700	TOTAL	30,220	\$41,099
	Hungary	30,220	\$41,099
020727100	TOTAL	16,710	\$22,849
	Croatia	14,205	\$15,573
	Hungary	2,505	\$7,276
020732150	TOTAL	7,380	\$9,729
	Hungary	7,380	\$9,729
020733110	TOTAL	19,681	\$24,606
	Hungary	19,681	\$24,606
020733190	TOTAL	388,621	\$536,264
	Hungary	388,621	\$536,264
020733590	TOTAL	148,203	\$266,258
	Hungary	148,203	\$266,258
020734100	TOTAL	50	\$919
	Hungary	50	\$919
020735530	TOTAL	146	\$1,478
	Austria	146	\$1,478
020736110	TOTAL	225	\$1,012
	Hungary	225	\$1,012
020736150	TOTAL	333	\$1,848
	Hungary	333	\$1,848
020736510	TOTAL	325	\$1,307
	Hungary	325	\$1,307
	Hungary	325	\$1,422
020736610	TOTAL	225	\$787
	Hungary	225	\$787
020736630	TOTAL	225	\$619
	Hungary	225	\$619
020736810	TOTAL	520	\$11,086
	Hungary	520	\$11,086
020736890	TOTAL	200	\$3,342
	Hungary	200	\$3,342
040700110	TOTAL	89,806	\$804,006
	Canada	13,005	\$134,797
		880	\$6,953
040700301	TOTAL	68,146	\$63,569
	Austria	8,530	\$15,756
		59,616	\$47,813
040700900	TOTAL	30	\$161
	Austria	30	\$161

Import by countries, January - December 2001

Product code (according to CN)	Country	in KG	in USD
020712100	TOTAL	3,495	\$4,324
	Croatia	3,495	\$4,324
020712900	TOTAL	2,428.79	\$2,125.4
	Italy	2,428.79	\$2,125.4
020714100	TOTAL	88,862	\$68,914
	Austria	150	\$103
	Belgium	78,702	\$63,530
	Italy	10,010	\$5,281
020714300	TOTAL	505	\$626
	Italy	505	\$626
020714600	TOTAL	21,497	\$27,442
	Italy	21,497	\$27,442
020714910	TOTAL	57,222	\$48,886
	Italy	57,222	\$48,886
020724900	TOTAL	263	\$548
	Croatia	60	\$150
	Hungary	204	\$398
020726100	TOTAL	1,560.20	\$4,768.8
	Croatia	146.190	\$447,131
	Hungary	1,415.88	\$4,321.6
020726300	TOTAL	12,150	\$13,092
	Hungary	12,150	\$13,092
020726600	TOTAL	14,772	\$19,895
	Hungary	9,222	\$8,776
	Italy	5,550	\$11,119
020726700	TOTAL	28,980	\$42,880
	Hungary	28,980	\$42,880
020727100	TOTAL	29,871	\$54,650
	Croatia	13,950	\$18,734
	Hungary	15,921	\$35,916
020727300	TOTAL	105,894	\$91,497
	Italy	105,894	\$91,497
020733110	TOTAL	9,313	\$13,027
	Hungary	9,313	\$13,027
020733190	TOTAL	320,780	\$522,660
	Germany	19,728	\$36,396
	Hungary	301,052	\$486,265
020733590	TOTAL	67,870	\$153,633
	Hungary	67,870	\$153,633
020736110	TOTAL	200	\$1,127
	Hungary	200	\$1,127
020736150	TOTAL	3,709	\$22,200
	Hungary	3,709	\$22,200
020736510	TOTAL	102	\$481
	Hungary	102	\$481

020736810	TOTAL	900	\$17,664
	Hungary	900	\$17,664
040700110	TOTAL	96,858	\$865,537
	Canada	13,839	\$146,343
	Italy	81,979	\$711,279
	Slovakia	1,040	\$7,915
040700190	TOTAL	511	\$4,152
	Germany	11	\$522
	Slovakia	500	\$3,629
040700300	TOTAL	6,434	\$12,968
	Austria	6,434	\$12,968

Import by countries, January - October 2002

Product code (according to CN)	Country	in KG	in USD
020712900	TOTAL	1,891.35	\$1,798.9
	Croatia	22.374	\$29,864
	Italy	1,868.97	\$1,769.1
020714100	TOTAL	10.725	\$6,539
	Italy	10.725	\$6,539
020714300	TOTAL	5.003	\$7,257
	Austria	5.003	\$7,257
020714400	TOTAL	99.713	\$56,056
	Austria	12.779	\$3,130
	Hungary	86.934	\$52,926
020714600	TOTAL	4.775	\$7,501
	Croatia	4.775	\$7,501
020714700	TOTAL	27.981	\$52,995
	Austria	15.309	\$3,897
	France	12.672	\$49,098
020714910	TOTAL	15.086	\$14,588
	Italy	15.086	\$14,588
020726100	TOTAL	980.639	\$2,878.3
	Croatia	130.330	\$427,167
	Hungary	850.309	\$2,451.2
020726300	TOTAL	4.540	\$5,260
	Hungary	4.540	\$5,260
020726500	TOTAL	0	\$3
	Greece	0	\$3
020726600	TOTAL	2.900	\$3,141
	Hungary	2.900	\$3,141
020726700	TOTAL	8.350	\$14,863
	Hungary	8.350	\$14,863
020727100	TOTAL	49.000	\$110,194
	Croatia	47.460	\$106,189
	Hungary	1.540	\$4,006
020727300	TOTAL	56.112	\$56,167
	Italy	56,112	\$56,167

020733190	TOTAL	330.332	\$675.695
		48.427	\$93.431
	Hungary	281.905	\$582.264
020733590	TOTAL	106.321	\$295.583
		10.096	\$31.898
	Hungary	96.225	\$263.685
020736810	TOTAL	805	\$13.780
	Hungary	805	\$13.780
040700110	TOTAL	96.536	\$945.395
	Canada	13.462	\$154.187
	Italy	82.374	\$785.564
		700	\$5.645
040700190	TOTAL	800	\$6.260
		800	\$6.260
040700300	TOTAL	99.664	\$98.963
	Austria	93.934	\$92.044
		60	\$115
	Hungary	5,670	\$6,804

Export by countries, January - December 2000

Product code (according to CN)	Country	in KG	in USD
020711900	TOTAL	385.992	\$455.035
	Bosnia and Herzegovina	19.861	\$21.067
	Croatia	116.196	\$153.563
	Italy	235.860	\$265.196
	Macedonia	14.075	\$15.210.0
020712100	TOTAL	130.915	\$140.661
	Croatia	4.995	\$5.491
	Macedonia	103.930	\$115.140
	Yugoslavia	21.990	\$20.029
020712900	TOTAL	2,149.33	\$2,224.18
	Bosnia and Herzegovina	339.685	\$356.573
	Croatia	23.780	\$28.252
	Italy	212.759	\$214.153
	Romania	24.990	\$20.465
	Macedonia	1,121.26	\$1,156.76
	Yugoslavia	426.856	\$447.975
020713100	TOTAL	15.914	\$43.453
	Bosnia and Herzegovina	625	\$1.865
	Croatia	2,200	\$6.661
	Italy	13,089	\$34.927
020713300	TOTAL	4.342	\$4.863
	Bosnia and Herzegovina	832	\$894
	Croatia	1,260	\$1.766
	Yugoslavia	2,250	\$2.203
020713500	TOTAL	1,527.00	\$3,240.98
	Bosnia and Herzegovina	740	\$1,174
	Croatia	46,547	\$70,358

	Italy	1,468.21	\$3,153.54
	Macedonia	3.000	\$4,317
	Yugoslavia	8.500	\$11,588
020713600	TOTAL	327.584	\$350,710
	Bosnia and Herzegovina	23.237	\$24,973
	Croatia	28.974	\$38,278
	Italy	247.398	\$258,818
	Macedonia	11.985	\$12,107
	Yugoslavia	15.990	\$16,533
020713700	TOTAL	27	\$90
	Bosnia and Herzegovina	25	\$89
	Croatia	2	\$1
020713910	TOTAL	10.850	\$11,114
	Bosnia and Herzegovina	3.800	\$3,541
	Croatia	1.065	\$1,530
	Macedonia	3.495	\$3,379
	Yugoslavia	2.490	\$2,665
020713990	TOTAL	1.007	\$963
	Ireland	7	\$0
	Yugoslavia	1.000	\$963
020714100	TOTAL	3.947	\$8,723
	Bosnia and Herzegovina	1.924	\$6,942
	Germany	31	\$0
	Macedonia	1.992	\$1,782
020714300	TOTAL	48.684	\$37,161
	Bosnia and Herzegovina	19.143	\$17,680
	Romania	6.000	\$3,447
	Macedonia	22.941	\$15,417
	Yugoslavia	600	\$616
020714500	TOTAL	490.889	\$700,591
	Bosnia and Herzegovina	2.292	\$3,027
	Croatia	2.055	\$3,146
	Italy	35.339	\$83,184
	Romania	29.385	\$29,378
	Macedonia	379.968	\$523,168
	Yugoslavia	41.850	\$58,688
020714600	TOTAL	2,177.69	\$2,362.80
	Bosnia and Herzegovina	794.592	\$855,600
	Croatia	2.235	\$2,903
	HongKong	43.950	\$16,534
	Romania	57.078	\$60,242
	Macedonia	1,208.63	\$1,345.83
	Yugoslavia	71.205	\$81,695
020714700	TOTAL	27.540	\$30,594
	Germany	15	\$0
	Macedonia	22.515	\$25,768
	Yugoslavia	5.010	\$4,825
020714910	TOTAL	466.083	\$453,525
	Bosnia and Herzegovina	38.605	\$36,008
	Romania	290.843	\$287,349

	Macedonia	117.630	\$111.380
	Yugoslavia	19.005	\$18.788
020714990	TOTAL	134.923	\$84.503
	Bosnia and Herzegovina	3.368	\$2.869
	Croatia	3.225	\$2.532
	HongKong	65.925	\$23.801
	Romania	16.795	\$16.079
	Macedonia	42.535	\$36.148
	Yugoslavia	3.075	\$3.074
020724100	TOTAL	130	\$495
	Bosnia and Herzegovina	130	\$495
020725100	TOTAL	2.688	\$4.208
	Bosnia and Herzegovina	2.688	\$4.208
020725900	TOTAL	3.546	\$5.625
	Bosnia and Herzegovina	3.546	\$5.625
020727100	TOTAL	7.430	\$28.690
	Bosnia and Herzegovina	3.430	\$12.671
	Macedonia	4.000	\$16.019
020727300	TOTAL	23.355	\$15.827
	Romania	21.780	\$14.555
	Macedonia	1.575	\$1.272
020727400	TOTAL	85.628	\$38.922
	Romania	84.120	\$38.408
	Macedonia	1.508	\$514
020727600	TOTAL	38.005	\$32.810
	Bosnia and Herzegovina	3.105	\$4.397
	Romania	12.240	\$7.429
	Macedonia	22.660	\$20.984
020727910	TOTAL	10.992	\$10.000
	Romania	10.992	\$10.000
020727990	TOTAL	4.032	\$3.339
	Macedonia	4.032	\$3.339
020733110	TOTAL	5.005	\$5.495
	Hungary	5.005	\$5.495
020733190	TOTAL	51.234	\$67.041
	Hungary	51.234	\$67.041
040700191	TOTAL	306.462	\$569.111
	Bosnia and Herzegovina	195.559	\$416.449
	Croatia	24.858	\$57.856
	Hungary	22.750	\$28.986
	Italy	14.100	\$10.561
	Poland	6.900	\$11.971
	Slovakia	26.345	\$35.675
	Yugoslavia	15.950	\$7.613
040700199	TOTAL	18	\$1.556
	Austria	18	\$1.556
040700301	TOTAL	21.900	\$6.653
	Yugoslavia	21.900	\$6.653

Export by countries, January - December 2001

Product code (according to CN)	Country	in KG	in USD
020711100	TOTAL	4.380	\$4.691
	Yugoslavia	4.380	\$4.691
020711300	TOTAL	10.987	\$14.063
	Yugoslavia	10.987	\$14.063
020711900	TOTAL	156,824	\$211,656
	Bosnia and Herzegovina	20,525	\$24,800
	Croatia	31,178	\$40,328
	Italy	105,121	\$146,528
020712100	TOTAL	220,425	\$254,936
	Bosnia and Herzegovina	8,010	\$9,857
	Croatia	85,425	\$96,830
	Macedonia	65,580	\$74,551
	Yugoslavia	61,410	\$73,698
020712900	TOTAL	1,616,58	\$1,986.9
	Bosnia and Herzegovina	229,269	\$265,924
	Croatia	19,950	\$24,002
	Italy	227,343	\$272,530
	Macedonia	716,079	\$907,114
	United Kingdom	36	\$8
	Yugoslavia	423,912	\$517,393
020713100	TOTAL	359,555	\$1,014.1
	Bosnia and Herzegovina	9,242	\$28,154
	Croatia	8,070	\$22,906
	Italy	342,243	\$963,042
020713300	TOTAL	3,672	\$4,610
	Bosnia and Herzegovina	2,192	\$2,711
	Croatia	480	\$548
	Yugoslavia	1,000	\$1,351
020713400	TOTAL	5,220	\$2,191
	Croatia	210	\$58
	Macedonia	5,010	\$2,133
020713500	TOTAL	1,384,36	\$3,417.6
	Bosnia and Herzegovina	2,241	\$3,820
	Croatia	7,860	\$12,271
	Italy	1,361,55	\$3,384.4
	Macedonia	9,705	\$12,752
	Yugoslavia	3,009	\$4,403
020713600	TOTAL	297,815	\$363,123
	Bosnia and Herzegovina	20,643	\$25,133
	Croatia	6,405	\$9,853
	Italy	254,067	\$308,479
	Macedonia	11,985	\$14,295
	Yugoslavia	4,716	\$5,363
020713700	TOTAL	1,732	\$2,090
	Bosnia and Herzegovina	30	\$105
	Italy	1,702	\$1,985

020713910	TOTAL	11.629	\$12.268
	Bosnia and Herzegovina	3.289	\$3.681
	Macedonia	2.505	\$2.489
	Yugoslavia	5.835	\$6.097
020713990	TOTAL	105	\$100
	Bosnia and Herzegovina	105	\$100
020714100	TOTAL	164.941	\$328.312
	Bosnia and Herzegovina	45.777	\$41.771
	Croatia	390	\$247
	Italy	97.871	\$245.885
	Netherlands	150	\$66
	Sweden	7.199	\$20.277
	Macedonia	579	\$1.425
	United Kingdom	27	\$9
	Yugoslavia	12.948	\$18.631
020714200	TOTAL	66.497	\$56.393
	Romania	66.497	\$56.393
020714300	TOTAL	55.403	\$61.743
	Bosnia and Herzegovina	23.150	\$26.479
	Italy	15	\$0
	Netherlands	50	\$22
	Romania	2.988	\$3.271
	Macedonia	10.550	\$11.441
	Yugoslavia	18.649	\$20.530
020714400	TOTAL	11.235	\$4.923
	Croatia	225	\$105
	Romania	5.010	\$1.961
	Macedonia	6.000	\$2.857
020714500	TOTAL	411.084	\$637.664
	Bosnia and Herzegovina	4.418	\$6.875
	Croatia	1.350	\$1.805
	Italy	15.566	\$30.300
	Netherlands	100	\$44
	Romania	22.010	\$29.071
	Sweden	187	\$591
	Macedonia	198.571	\$287.415
	United Kingdom	16.169	\$50.259
	Yugoslavia	152.713	\$231.305
020714600	TOTAL	2.782.43	\$3.351.1
	Bosnia and Herzegovina	718.817	\$848.053
	Croatia	390	\$458
	Netherlands	100	\$44
	Romania	122.654	\$128.048
	Sweden	4.464	\$5.464
	Macedonia	1.738.75	\$2.122.8
	United Kingdom	96	\$25
	Yugoslavia	197.152	\$246.239
020714700	TOTAL	334.430	\$177.021
	Romania	332.915	\$175.508
	Yugoslavia	1.515	\$1.513

020714910	TOTAL	547.514	\$552.812
	Bosnia and Herzegovina	42.892	\$39.301
	Romania	375.779	\$387.126
	Macedonia	91.471	\$90.699
	Yugoslavia	37.372	\$35.687
020714990	TOTAL	91.398	\$83.307
	Bosnia and Herzegovina	7.216	\$6.244
	Croatia	4.530	\$3.712
	Romania	12.768	\$11.639
	Macedonia	34.961	\$31.543
	Yugoslavia	31.923	\$30.169
020724100	TOTAL	2.148	\$3.734
	Croatia	2.148	\$3.734
020725900	TOTAL	7.973	\$15.258
	Bosnia and Herzegovina	7.973	\$15.258
020726200	TOTAL	1.000	\$2.288
	Croatia	1.000	\$2.288
020726300	TOTAL	1.380	\$1.028
	Bosnia and Herzegovina	150	\$107
	Croatia	1.230	\$921
020726600	TOTAL	1.005	\$827
	Bosnia and Herzegovina	645	\$537
	Croatia	360	\$290
020726700	TOTAL	1.770	\$1.261
	Croatia	1.770	\$1.261
020727100	TOTAL	5.588	\$20.077
	Bosnia and Herzegovina	4.669	\$16.147
	Yugoslavia	919	\$3.930
020727300	TOTAL	80.760	\$66.547
	Bosnia and Herzegovina	1.455	\$982
	Croatia	10.605	\$7.546
	Romania	61.710	\$50.519
	Yugoslavia	6.990	\$7.500
020727400	TOTAL	132.494	\$50.892
	Romania	93.143	\$38.766
	Macedonia	39.351	\$12.126
020727500	TOTAL	660	\$884
	Bosnia and Herzegovina	150	\$536
	Croatia	510	\$348
020727600	TOTAL	50.217	\$44.591
	Bosnia and Herzegovina	6.154	\$7.445
	Croatia	6.810	\$4.971
	Romania	34.253	\$29.070
	Yugoslavia	3.000	\$3.106
020727700	TOTAL	9.675	\$6.611
	Croatia	9.675	\$6.611
020727910	TOTAL	9.996	\$5.753
	Bosnia and Herzegovina	1.008	\$846
	Macedonia	8.988	\$4.907
020727990	TOTAL	29.428	\$19.334

	Romania	1,008	\$849
	Macedonia	27,916	\$18,008
	Yugoslavia	504	\$477
020733190	TOTAL	40,418	\$66,496
	Hungary	40,418	\$66,496
040700190	TOTAL	685,540	\$1,618.8
	Austria	12	\$1,469
	Bosnia and Herzegovina	439,864	\$1,080.7
	Croatia	183,716	\$437,804
	Germany	2,374	\$5,870
	Hungary	16,730	\$33,520
	Italy	16,280	\$15,942
	Poland	12,305	\$25,755
	Slovakia	14,260	\$17,751
040700300	TOTAL	97,356	\$47,697
	Bosnia and Herzegovina	19,800	\$9,141
	Croatia	2,350	\$5,264
	Macedonia	21,420	\$11,898
	Yugoslavia	53,786	\$21,394

Export by countries, January - October 2002

Product code (according to CN)	Country	in KG	in USD
020711900	TOTAL	90,531	\$129,743
	Bosnia and Herzegovina	6,169	\$7,441
	Croatia	23,122	\$31,232
	Germany	44	\$55
	Italy	61,196	\$91,015
020712100	TOTAL	194,242	\$224,426
	Bosnia and Herzegovina	1,005	\$1,232
	Croatia	35,290	\$40,284
	Macedonia	65,309	\$75,212
	Yugoslavia	92,638	\$107,698
020712900	TOTAL	953,745	\$1,260.1
	Bosnia and Herzegovina	131,107	\$159,953
	Germany	333	\$397
	Italy	106,768	\$130,271
	Romania	9,988	\$11,302
	Macedonia	498,457	\$710,833
	Yugoslavia	207,092	\$247,383
020713100	TOTAL	298,951	\$788,616
	Bosnia and Herzegovina	3,175	\$10,130
	Croatia	4,866	\$15,284
	Germany	25	\$66
	Italy	290,876	\$763,134
	United Kingdom	10	\$2
020713300	TOTAL	4,546	\$6,087
	Bosnia and Herzegovina	1,011	\$1,303
	Croatia	1,620	\$1,911

	Germany	25	\$28
	Italy	1,141	\$1,852
	Yugoslavia	750	\$993
020713400	TOTAL	240	\$83
	Croatia	240	\$83
020713500	TOTAL	1,162.68	\$2,454.3
	Bosnia and Herzegovina	375	\$715
	Croatia	3,240	\$6,248
	Italy	1,139.42	\$2,425.9
	Macedonia	19,650	\$21,375
020713600	TOTAL	291,274	\$324,877
	Bosnia and Herzegovina	9,405	\$12,120
	Croatia	2,925	\$4,026
	Germany	46	\$58
	Italy	278,898	\$308,672
020713700	TOTAL	3,970	\$5,611
	Bosnia and Herzegovina	3,825	\$5,600
	Germany	145	\$11
020713910	TOTAL	9,733	\$10,636
	Bosnia and Herzegovina	916	\$1,010
	Macedonia	6,502	\$7,191
	Yugoslavia	2,315	\$2,435
020713990	TOTAL	150	\$182
	Croatia	150	\$182
020714100	TOTAL	377,287	\$629,269
	Bosnia and Herzegovina	1,936	\$6,050
	Croatia	3,410	\$8,598
	Italy	202,814	\$435,016
	Romania	135,444	\$88,400
	Sweden	12,598	\$37,140
	United Kingdom	2,555	\$7,444
	Yugoslavia	18,531	\$46,621
020714200	TOTAL	16,318	\$44,102
	Romania	1,164	\$1,290
	Sweden	15,154	\$42,812
020714300	TOTAL	29,449	\$36,565
	Bosnia and Herzegovina	15,831	\$20,378
	Croatia	5,790	\$5,898
	Germany	481	\$485
	Macedonia	2,629	\$2,980
	United Kingdom	330	\$658
	Yugoslavia	4,389	\$6,165
020714500	TOTAL	211,608	\$292,722
	Bosnia and Herzegovina	4,269	\$7,674
	Croatia	13,005	\$17,735
	Romania	14,576	\$15,596
	Sweden	4,795	\$14,232
	Macedonia	88,117	\$110,968
	Yugoslavia	86,846	\$126,516
020714600	TOTAL	1,715,81	\$2,234,4

	Bosnia and Herzegovina	472.138	\$593.394
	Croatia	17.600	\$20.877
	Germany	734	\$909
	Italy	20.860	\$21.832
	Romania	60.909	\$70.062
	Sweden	4.912	\$14.453
	Macedonia	884.974	\$1,225.7
	Yugoslavia	253.688	\$287.243
020714910	TOTAL	374.433	\$436.153
	Bosnia and Herzegovina	43.009	\$47.649
	Romania	165.362	\$210.869
	Macedonia	107.248	\$116.735
	Yugoslavia	58.814	\$60.901
020714990	TOTAL	28.660	\$30.944
	Bosnia and Herzegovina	6.468	\$6.826
	Croatia	1.260	\$1.267
	Macedonia	17.722	\$19.473
	Yugoslavia	3.210	\$3.378
020724900	TOTAL	41	\$89
	Bosnia and Herzegovina	41	\$89
020725900	TOTAL	2.164	\$4.843
	Bosnia and Herzegovina	2.164	\$4.843
020726100	TOTAL	80	\$332
	Bosnia and Herzegovina	80	\$332
020726300	TOTAL	77	\$91
	Bosnia and Herzegovina	77	\$91
020726600	TOTAL	138	\$204
	Bosnia and Herzegovina	138	\$204
020726800	TOTAL	3.405	\$3,266
	Bosnia and Herzegovina	3.405	\$3,266
020726990	TOTAL	14	\$15
	Bosnia and Herzegovina	14	\$15
020727100	TOTAL	99.194	\$112,179
	Bosnia and Herzegovina	78.594	\$86,801
	Hungary	600	\$1,659
	Yugoslavia	20.000	\$23,718
020727300	TOTAL	2.460	\$2,473
	Bosnia and Herzegovina	810	\$975
	Croatia	1.650	\$1,498
	Romania	9.000	\$3,734
020727600	TOTAL	6.560	\$7,462
	Croatia	2.100	\$1,908
020727910	TOTAL	700	\$723
	Bosnia and Herzegovina	700	\$723
	Bosnia and Herzegovina	11.034	\$11,298
	Romania	11.004	\$10,029
	Hungary	4.821	\$8,261
020736810	TOTAL	400	\$6,750
	Hungary	400	\$6,750
	Bosnia and Herzegovina	467.989	\$1,263.3

	Croatia	193,166	\$502,999
	Yugoslavia	43,540	\$19,615