

**Best Export Markets
For
U.S. FOOD PROCESSING MACHINERY AND PACKAGING EQUIPMENT, 2006-07**

Best Export Markets for U.S. Food Processing and Packaging Equipment was compiled by Fikré Asmamaw, under the supervision of Maurice Kogon, Director of the El Camino College Center for International Trade Development (CITD) in Hawthorne, California. The report is based largely on 2007 Country Commercial Guides (CCGs) prepared by United States Commercial Service (USCS) posts abroad. All CCGs include a standard chapter "Leading Sectors for U.S. Exports." This report drew from those CCGs which specifically recommended **Food Processing Machinery and Packaging Equipment** as a best prospect for U.S. exports.

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I. Export Market Brief

A. FOOD PROCESSING MACHINERY -- HS 8438

This Market Brief provides an overview of the world market for **US food processing machinery** (HS 8438), based on the latest trade statistics and market research.

Export growth: U.S. exports of food processing machinery rose from \$536.8 million in 2004 to \$673.8 million in 2007, an increase of 25.5% over the four-year period.

Leading Export Markets: Canada is by far the leading market for U.S. exports of food processing machinery (\$124.9 million in 2007, or 18.5% of total). Other top markets (all valued above \$20 million were: Netherlands (6.42%), Mexico (5.4% of total), United Kingdom (5.19%), Germany (4.63%), Australia (4.03%), China (3.63%), and Brazil (3.48%). Other significant markets (above \$10 million were: Japan, France, South Africa, Chile, Thailand, India, Argentina, Guatemala, Venezuela and Spain.

Fastest Growing Export Markets: The leading markets above with both high and sustained growth rates for U.S. exports of food processing machinery over the latest four years (2004-07 and 2006-07) were: India, South Africa, Egypt, Venezuela, Argentina, Brazil, Chile, France, Canada, Netherlands, Germany, China, and Guatemala.

World Market Size & U.S. Share: Total world exports of Food Processing Machinery by all countries reached \$5.5 billion in 2007, up from \$3.8 billion in 2004 (+44.9%). The U.S. had a 12.2% share of the total world market in 2007, topped only by Germany (45.6%). Other world suppliers with significant market shares were France (11.3%), Switzerland (7.4%), Austria (6.9%) and United Kingdom (5.1%).

Best Market Prospects: The U.S. Department of Commerce identified the following markets as particularly promising for U.S. exports of Food Processing Machinery over the next two years:

- Argentina
- Columbia
- Egypt
- India
- Kazakhstan
- Tajikistan
- Tanzania
- Trinidad
- Uzbekistan

I. Export Market Brief

B. PACKAGING EQUIPMENT -- HS 8422

This Market Brief provides an overview of the world market for **US packaging equipment** (HS 8422), based on the latest trade statistics and market research.

Export growth: U.S. exports of packaging equipment rose from \$971.4 million in 2004 to \$1.1 billion in 2007, an increase of 14.6% over the four-year period.

Leading Foreign Markets: Canada is by far the leading market for U.S. exports of packaging equipment (\$435 million in 2007, or 39.1% of total). Other leading markets in 2007 (all valued above \$25 million) were: Mexico (9.5%), United Kingdom (4.5%), Germany (3.9%), Japan (2.8%), Australia (2.8%) and Netherlands (2.7%). Other significant markets (above \$10 million) were: China (1.79%), Brazil (1.67%), France (1.55%), Venezuela (1.49%), Korea (1.47%), Italy (1.40%), Colombia (1.39%), Singapore (1.3%), Spain (1.18%), India (1.09%), Belgium (1.08%) and Sweden (0.95%).

Fastest Growing Export Markets: The leading markets above with both high and sustained growth rates for U.S. exports of packaging equipment over the latest four years (2004-07 and 2006-07) were: Canada, United Kingdom, Australia, Brazil, France, Venezuela, Korea, Colombia, Singapore, Belgium, and Sweden.

World Market Size & U.S. Share: Total world exports of packaging equipment by all countries reached \$12.9 billion in 2007, up from \$9.6 billion in 2004 (+33.9%). The U.S. had a 8.6% share of the total world market in 2007, topped only by Germany (65.1%). Other world suppliers with significant market shares were France (5.8%), Switzerland (5.5%), Canada (3%) and United Kingdom (2.8%).

Best Market Prospects: The U.S. Department of Commerce identified the following markets as particularly promising for U.S. exports of Food Processing Machinery over the next two years:

- Argentina
- Columbia
- Egypt
- India
- Kazakhstan
- Tajikistan
- Tanzania
- Trinidad
- Uzbekistan

II. Market Potential Indicators

A. Top 30 U.S. Export Markets of Food Processing & Packaging Equipment, 2004-07, by Country.

These tables show the leading and fastest growing markets for U.S. Food Processing & Packaging Equipment. Source: U.S. Census Bureau.

1. Food Processing Machinery (HS 8438)
2. Packaging Equipment (HS 8422)

B. Top 30 World Importers of Food Processing Machinery & Packaging Equipment, 2004-2007, by Country. These tables show the leading and fastest growing world importers of Food Processing Machinery. Source: United Nations COMTRADE.

1. Food Processing Machinery (HS 8438)
2. Packaging Equipment (HS 8422)

C. Top 30 World Exporters of Food Processing Machinery & Packaging Equipment & U.S. Market Share, 2004-2007, by Country. These tables show the U.S. and competitor-country shares of total world exports of Food Processing Machinery & Packaging Equipment. Source: United Nations COMTRADE.

1. Food Processing Machinery (HS 8438)
2. Packaging Equipment (HS 8422)

D. Market Sizes & U.S. Share: Food Processing Machinery & Packaging Equipment, 2004-2007, by Country. This table shows each "best prospect" country's total market, total imports, imports from the U.S., and the U.S. market share for products in this sector. Source: U.S. Commercial Staff in each country.

II. Market Potential Indicators

II .A. Top 30 U.S. Export Markets, 2004–2007

1. HS 8438: Food Processing Machinery

Country	2004	2005	2006	2007	% change	% change	% share
	<i>In 1,000 Dollars</i>				2004-07	2006-07	2007
Canada	108,169	116,874	102,991	124,972	15.53%	21.30%	18.55%
Netherlands	33,132	35,944	31,037	43,240	30.51%	39.30%	6.42%
Mexico	37,845	53,687	39,479	36,409	-3.79%	-7.80%	5.40%
United Kingdom	39,134	37,350	38,401	34,942	-10.71%	-9.00%	5.19%
Germany	22,926	24,892	21,049	31,166	35.94%	48.10%	4.63%
Australia	32,217	30,342	26,661	27,141	-15.76%	1.80%	4.03%
China	21,042	21,432	15,290	24,430	16.10%	59.80%	3.63%
Brazil	10,862	11,749	15,432	23,428	115.69%	51.80%	3.48%
Japan	20,977	49,958	20,261	18,522	-11.70%	-8.60%	2.75%
France	10,012	10,326	11,973	16,683	66.63%	39.30%	2.48%
South Africa	6,054	14,971	7,081	16,556	173.47%	133.80%	2.46%
Chile	6,527	9,705	10,364	13,440	105.91%	29.70%	1.99%
Thailand	14,511	11,852	7,920	12,381	-14.68%	56.30%	1.84%
India	3,562	3,238	6,142	12,244	243.74%	99.40%	1.82%
Argentina	4,902	6,178	6,328	12,237	149.63%	93.40%	1.82%
Guatemala	7,340	13,159	8,852	11,952	62.83%	35.00%	1.77%
Venezuela	2,444	8,746	3,678	11,284	361.70%	206.80%	1.67%
Spain	10,017	16,350	12,457	11,001	9.82%	-11.70%	1.63%
Egypt	2,258	2,342	2,910	10,827	379.50%	272.10%	1.61%
Italy	7,293	11,636	8,643	9,868	35.31%	14.20%	1.46%
Philippines	8,597	5,554	5,887	8,729	1.54%	48.30%	1.30%
Colombia	2,178	4,351	4,561	7,477	243.30%	63.90%	1.11%
Singapore	3,722	4,063	3,764	7,442	99.95%	97.70%	1.10%
Belgium	8,903	6,805	7,858	7,034	-20.99%	-10.50%	1.04%
Korea	5,292	7,123	4,310	6,812	28.72%	58.00%	1.01%
Denmark	3,298	2,786	4,699	6,639	101.30%	41.30%	0.99%
Dominican Rep.	8,116	5,312	5,173	5,784	-28.73%	11.80%	0.86%
Taiwan	2,572	3,620	5,605	5,140	99.84%	-8.30%	0.76%
Ireland	5,245	6,252	5,870	4,909	-6.41%	-16.40%	0.73%
New Zealand	5,983	4,467	3,506	4,878	-18.47%	39.10%	0.72%
Subtotal :	455,131	541,063	448,183	567,568	24.70%	26.60%	84.24%
All Other:	81,658	85,945	91,712	106,212	30.07%	15.80%	15.76%
Total	536,788	627,008	539,895	673,780	25.52%	24.80%	100.00%

Source: US Census Bureau

II .A. Top 30 U.S. Export Markets, 2004–2007

HS 8422: Packaging Equipment

Country	2004	2005	2006	2007	% change	% change	% share
	<i>In 1,000 Dollars</i>				2004-07	2006-07	2007
Canada	345,076	368,016	376,856	435,028	26.07%	15.40%	39.10%
Mexico	111,686	101,838	115,283	105,530	-5.51%	-8.50%	9.48%
United King.	41,974	38,685	35,383	49,958	19.02%	41.20%	4.49%
Germany	72,321	47,414	44,944	43,543	-39.79%	-3.10%	3.91%
Japan	47,780	30,515	39,288	31,447	-34.18%	-20.00%	2.83%
Australia	21,038	29,811	19,114	31,340	48.97%	64.00%	2.82%
Netherlands	44,086	45,838	36,263	29,879	-32.23%	-17.60%	2.69%
China	35,029	31,262	28,556	19,888	-43.22%	-30.40%	1.79%
Brazil	7,187	8,829	14,201	18,604	158.86%	31.00%	1.67%
France	12,191	11,138	8,673	17,261	41.59%	99.00%	1.55%
Venezuela	8,556	8,484	10,523	16,622	94.27%	58.00%	1.49%
Korea	12,746	7,577	10,738	16,321	28.05%	52.00%	1.47%
Italy	16,098	15,691	18,496	15,575	-3.25%	-15.80%	1.40%
Colombia	3,804	5,458	10,980	15,475	306.81%	40.90%	1.39%
Singapore	12,111	18,282	10,306	14,417	19.04%	39.90%	1.30%
Spain	13,393	6,593	7,979	13,146	-1.84%	64.70%	1.18%
India	12,214	11,189	8,639	12,140	-0.61%	40.50%	1.09%
Belgium	10,170	10,921	10,031	12,041	18.40%	20.00%	1.08%
Sweden	9,340	5,165	10,190	10,616	13.66%	4.20%	0.95%
Thailand	7,332	10,077	10,836	9,097	24.07%	-16.00%	0.82%
Taiwan	15,821	19,845	8,387	8,455	-46.56%	0.80%	0.76%
Hong Kong	4,561	5,869	4,606	8,443	85.11%	83.30%	0.76%
Chile	3,889	8,103	5,248	7,759	99.51%	47.80%	0.70%
Saudi Arabia	3,278	7,361	35,042	7,309	122.97%	-79.10%	0.66%
Ireland	5,408	5,253	11,299	7,182	32.80%	-36.40%	0.65%
Dominican Rep	4,805	6,635	6,347	6,964	44.93%	9.70%	0.63%
Costa Rica	4,532	3,420	4,400	6,921	52.71%	57.30%	0.62%
Israel	4,076	4,033	7,373	6,721	64.89%	-8.80%	0.60%
Austria	2,471	1,508	633	6,447	160.91%	919.00%	0.58%
South Africa	1,930	3,038	5,915	6,213	221.92%	5.00%	0.56%
Subtotal :	894,904	877,848	916,529	990,345	10.66%	8.10%	89.00%
All Other:	76,509	104,325	154,441	122,368	59.94%	-20.80%	11.00%
Total	971,413	982,173	1,070,970	1,112,713	14.55%	3.90%	100.00%

Source: US Census Bureau

II. Market Potential Indicators

II .B. Top 30 World Importer & U.S. Market Share, 2004-07

1. Food Processing Machinery -- HS 8438

Country	2004	2005	2006	2007	% Change	% Share
	<i>In US Dollars</i>				2006-07	2007
USA	\$679,627,137	\$771,767,049	\$757,045,691	\$812,951,037	7.38%	20.98%
France	\$316,558,930	\$336,300,854	\$358,605,790	\$422,736,392	17.88%	10.91%
Germany	\$248,847,000	\$352,221,000	\$346,646,000	\$384,955,000	11.05%	9.94%
United Kingdom	\$365,240,938	\$365,442,907	\$335,506,695	\$383,961,961	14.44%	9.91%
Belgium	\$149,506,857	\$192,270,869	\$195,667,567	\$254,959,687	30.30%	6.58%
Canada	\$198,053,058	\$206,029,872	\$266,784,473	\$240,822,270	-9.73%	6.22%
Romania	\$75,794,255	\$96,208,722	\$156,731,991	\$207,233,322	32.22%	5.35%
Austria	\$126,901,901	\$131,751,288	\$138,550,778	\$203,115,741	46.60%	5.24%
Australia	\$129,246,108	\$124,521,883	\$114,126,569	\$145,597,083	27.58%	3.76%
Switzerland	\$125,492,794	\$110,863,830	\$114,507,368	\$129,701,838	13.27%	3.35%
Brazil	\$39,780,753	\$53,958,276	\$86,380,543	\$123,563,304	43.05%	3.19%
South Africa	\$62,353,086	\$81,586,692	\$91,278,735	\$117,229,892	28.43%	3.03%
Rep. of Korea	\$71,492,828	\$56,086,959	\$86,564,644	\$92,654,477	7.04%	2.39%
New Zealand	\$31,462,917	\$39,646,804	\$27,264,890	\$52,897,957	94.01%	1.37%
Croatia	\$28,743,441	\$22,289,491	\$27,751,497	\$39,212,441	41.30%	1.01%
Ireland	\$47,667,447	\$49,077,107	\$34,631,255	\$39,043,835	12.74%	1.01%
Lithuania	\$40,549,028	\$25,073,620	\$30,001,581	\$37,329,289	24.42%	0.96%
Jordan	\$10,757,929	\$13,330,075	\$23,355,895	\$34,162,420	46.27%	0.88%
Guatemala	\$13,631,362	\$25,220,275	\$13,098,478	\$27,492,715	109.89%	0.71%
China/Hong Kong	\$21,060,155	\$27,872,414	\$25,282,565	\$26,430,560	4.54%	0.68%
Azerbaijan	\$54,544,159	\$20,866,600	\$13,921,056	\$22,490,065	61.55%	0.58%
Latvia	\$16,608,692	\$11,845,675	\$20,069,136	\$14,919,216	-25.66%	0.39%
Estonia	\$9,895,751	\$12,132,026	\$12,868,946	\$14,611,129	13.54%	0.38%
Bosnia Herzegovina	\$13,916,569	\$12,891,964	\$9,185,349	\$12,521,874	36.32%	0.32%
Rep. of Moldova	\$3,945,423	\$8,082,244	\$6,336,939	\$9,415,844	48.59%	0.24%
Armenia	\$2,766,580	\$1,953,117	\$3,825,147	\$7,741,263	102.38%	0.20%
Macedonia	\$3,666,396	\$5,777,760	\$9,313,974	\$7,618,432	-18.20%	0.20%
Kyrgyzstan	\$1,126,649	\$2,473,731	\$2,310,095	\$3,887,601	68.29%	0.10%
Mauritius	\$2,092,249	\$2,758,621	\$4,777,673	\$3,417,218	-28.48%	0.09%
French Polynesia	\$1,688,996	\$2,312,214	\$2,165,246	\$1,968,849	-9.07%	0.05%
Total	\$2,893,019,388	\$3,162,613,939	\$3,314,556,566	\$3,874,642,712	16.90%	100.00%

Source: United Nations Comtrade

II. Market Potential Indicators

II .B. Top 30 World Importers, 2004-07

2. HS 8422: Packaging Equipment -- HS 8422

Country	2004	2005	2006	2007	% Change	% Share
	<i>In US Dollars</i>				2006-07	2007
USA	\$1,973,546,648	\$2,126,065,856	\$2,317,177,672	\$2,509,366,890	8.29%	24.06%
Germany	\$940,859,000	\$1,011,356,000	\$1,153,639,000	\$1,399,612,000	21.32%	13.42%
France	\$1,079,348,759	\$1,075,334,296	\$1,193,143,289	\$1,366,772,957	14.55%	13.10%
United Kingdom	\$928,512,548	\$993,831,222	\$965,009,875	\$1,056,352,181	9.47%	10.13%
Canada	\$514,065,720	\$590,077,562	\$571,385,739	\$651,384,155	14.00%	6.25%
Switzerland	\$349,805,178	\$454,265,703	\$436,743,551	\$526,690,446	20.59%	5.05%
Belgium	\$366,835,867	\$370,135,532	\$391,236,911	\$456,113,699	16.58%	4.37%
Austria	\$312,700,629	\$283,495,239	\$330,629,040	\$383,828,787	16.09%	3.68%
Australia	\$316,424,955	\$336,171,021	\$401,684,061	\$381,263,137	-5.08%	3.66%
Brazil	\$114,832,512	\$178,844,489	\$204,541,313	\$352,941,660	72.55%	3.38%
South Africa	\$128,052,590	\$198,601,545	\$223,092,109	\$277,581,046	24.42%	2.66%
Rep. of Korea	\$193,813,154	\$166,915,486	\$183,436,553	\$218,982,760	19.38%	2.10%
Romania	\$109,704,196	\$100,752,403	\$167,650,304	\$148,867,625	-11.20%	1.43%
Ireland	\$98,471,897	\$110,027,030	\$108,076,930	\$113,794,956	5.29%	1.09%
Croatia	\$88,350,396	\$85,041,467	\$84,374,924	\$113,055,280	33.99%	1.08%
New Zealand	\$70,792,394	\$84,946,903	\$73,200,673	\$110,747,125	51.29%	1.06%
China/Hong Kong	\$135,831,618	\$109,571,476	\$90,224,624	\$85,804,435	-4.90%	0.82%
Lithuania	\$26,385,116	\$22,228,163	\$32,824,783	\$49,474,927	50.72%	0.47%
Jordan	\$14,880,699	\$20,814,132	\$37,188,806	\$38,823,434	4.40%	0.37%
Bosnia Herzegovina	\$17,702,056	\$33,042,715	\$30,679,713	\$37,196,062	21.24%	0.36%
Estonia	\$12,437,855	\$14,936,338	\$21,538,908	\$34,666,828	60.95%	0.33%
Guatemala	\$17,621,142	\$25,321,539	\$20,363,593	\$30,296,523	48.78%	0.29%
Latvia	\$10,262,893	\$12,496,912	\$21,182,626	\$26,465,570	24.94%	0.25%
Azerbaijan	\$4,696,584	\$7,073,315	\$6,184,162	\$16,098,883	160.3%	0.15%
Macedonia	\$11,540,844	\$12,717,155	\$18,770,502	\$13,952,321	-25.67%	0.13%
Rep. of Moldova	\$13,299,877	\$14,432,805	\$13,127,374	\$10,510,773	-19.93%	0.10%
Armenia	\$1,675,821	\$3,906,913	\$6,253,007	\$9,642,645	54.21%	0.09%
Mauritius	\$4,696,584	\$5,387,020	\$4,622,000	\$5,289,673	14.45%	0.05%
Kyrgyzstan	\$1,181,242	\$1,799,586	\$2,308,781	\$4,426,917	91.74%	0.04%
Total	\$7,858,328,774	\$8,449,589,823	\$9,110,290,823	\$10,430,003,695	14.49%	100.00%

Source: United Nations Comtrade

II. Market Potential Indicators

II .C. Top 30 World Exporters & U.S. Market Share, 2004-07

1. Food Processing Machinery -- HS 8438

Country	2004	2005	2006	2007	% Change	% Share
	<i>In US Dollars</i>				2006-07	2007
Germany	\$1,593,873,000	\$1,723,625,000	\$1,976,070,000	\$2,514,948,000	27.27%	45.64%
USA	\$537,518,505	\$627,008,316	\$539,894,833	\$673,780,109	24.80%	12.23%
France	\$448,800,537	\$523,486,313	\$591,117,264	\$620,874,765	5.03%	11.27%
Switzerland	\$277,728,380	\$311,809,991	\$352,176,113	\$408,242,085	15.92%	7.41%
Austria	\$264,237,274	\$297,800,487	\$313,667,347	\$382,940,063	22.08%	6.95%
United Kingdom	\$243,877,244	\$318,907,849	\$280,051,640	\$280,021,778	-0.01%	5.08%
Belgium	\$134,847,193	\$166,168,648	\$161,583,943	\$217,249,282	34.45%	3.94%
Canada	\$73,623,024	\$81,488,505	\$89,865,793	\$93,888,746	4.48%	1.70%
Brazil	\$37,212,498	\$38,487,546	\$80,363,100	\$68,388,584	-14.90%	1.24%
Australia	\$50,687,041	\$63,365,173	\$71,262,264	\$67,821,709	-4.83%	1.23%
Rep. of Korea	\$51,527,605	\$44,932,038	\$43,500,573	\$39,441,008	-9.33%	0.72%
South Africa	\$23,480,277	\$22,522,244	\$25,902,707	\$30,633,905	18.27%	0.56%
Lithuania	\$7,047,905	\$12,261,162	\$15,654,211	\$22,660,682	44.76%	0.41%
China/Hong Kong	\$9,562,312	\$10,223,644	\$11,423,012	\$17,042,622	49.20%	0.31%
New Zealand	\$20,269,327	\$17,921,041	\$19,502,688	\$16,604,724	-14.86%	0.30%
Ireland	\$5,020,708	\$2,909,379	\$2,412,737	\$16,359,811	578.06%	0.30%
Romania	\$5,705,708	\$4,397,881	\$5,079,076	\$10,789,127	112.42%	0.20%
Latvia	\$2,046,243	\$1,358,456	\$2,509,352	\$8,125,972	223.83%	0.15%
Estonia	\$4,420,628	\$3,934,762	\$6,715,396	\$7,817,399	16.41%	0.14%
Rep. of Moldova	\$668,512	\$295,452	\$277,823	\$4,300,863	1448.2%	0.08%
Croatia	\$4,239,865	\$4,322,232	\$4,940,614	\$2,955,752	-40.17%	0.05%
Bosnia Herzegovina	\$507,835	\$447,629	\$950,501	\$2,248,521	136.56%	0.04%
Guatemala	\$1,418,194	\$1,150,151	\$890,127	\$1,604,913	80.30%	0.03%
Macedonia	\$269,579	\$275,441	\$388,028	\$808,038	108.24%	0.01%
Jordan	\$1,760,597	\$2,611,373	\$1,448,014	\$608,030	-58.01%	0.01%
Greenland	\$396,843	\$278,189	\$433,417	\$222,756	-48.60%	0.00%
Mauritius	\$2,106,351	\$993,605	\$68,136	\$198,473	191.29%	0.00%
Kyrgyzstan	\$63,604	\$92,283	\$119,845	\$40,936	-65.84%	0.00%
Armenia	\$55,612	\$68,900	\$35,301	\$39,284	11.28%	0.00%
Bahrain	\$28,221	\$70,154	\$7,157	\$20,612	188.00%	0.00%
Total	\$3,803,000,622	\$4,283,213,844	\$4,598,311,012	\$5,510,678,549	19.84%	100%

Source: United Nations Comtrade

II. Market Potential Indicators

II .C. Top 30 World Exporters & U.S. Market Share, 2004-07

2. HS 8422: Food Packaging Equipment -- HS 8422

Country	2004	2005	2006	2007	% Change	% Share
	<i>In US Dollars</i>				2006-07	2007
Germany	\$5,877,960,000	\$6,113,125,000	\$6,963,603,000	\$8,433,709,000	21.11%	65.14%
USA	\$973,933,951	\$982,172,779	\$1,070,969,626	\$1,112,712,668	3.90%	8.59%
France	\$678,779,876	\$621,251,405	\$617,466,862	\$746,785,001	20.94%	5.77%
Switzerland	\$570,179,307	\$550,866,906	\$624,045,057	\$706,515,433	13.22%	5.46%
Canada	\$304,739,373	\$344,731,653	\$379,332,620	\$389,671,328	2.73%	3.01%
United Kingdom	\$349,508,078	\$367,217,551	\$376,098,880	\$363,982,248	-3.22%	2.81%
Austria	\$239,081,063	\$209,304,140	\$258,684,834	\$325,527,735	25.84%	2.51%
Belgium	\$144,357,819	\$152,333,072	\$169,923,217	\$213,248,803	25.50%	1.65%
Rep. of Korea	\$101,618,265	\$141,617,945	\$159,420,900	\$198,163,364	24.30%	1.53%
New Zealand	\$102,869,400	\$94,475,246	\$100,704,600	\$101,637,441	0.93%	0.79%
Brazil	\$69,839,032	\$84,286,081	\$88,405,720	\$92,436,643	4.56%	0.71%
Australia	\$59,246,776	\$63,945,575	\$70,901,726	\$67,006,938	-5.49%	0.52%
China/Hong Kong	\$118,265,492	\$117,089,098	\$89,585,677	\$62,405,848	-30.34%	0.48%
Ireland	\$21,032,749	\$26,291,660	\$16,505,099	\$37,658,035	128.16%	0.29%
South Africa	\$25,731,133	\$48,228,730	\$19,693,291	\$30,329,902	54.01%	0.23%
Lithuania	\$5,669,051	\$6,666,250	\$13,549,677	\$20,119,735	48.49%	0.16%
Romania	\$9,590,284	\$10,821,835	\$13,323,663	\$12,013,983	-9.83%	0.09%
Estonia	\$2,217,959	\$3,362,213	\$6,120,710	\$9,977,641	63.01%	0.08%
Croatia	\$6,201,653	\$7,857,302	\$6,810,039	\$8,651,791	27.04%	0.07%
Macedonia	\$563,757	\$1,430,181	\$1,822,463	\$3,077,289	68.85%	0.02%
Jordan	\$1,430,390	\$2,087,187	\$3,575,130	\$2,234,889	-37.49%	0.02%
Latvia	\$875,190	\$1,498,782	\$3,385,604	\$2,030,371	-40.03%	0.02%
Azerbaijan	\$27,310	\$5,549	\$33,719	\$1,982,070	5778.20%	0.02%
Kyrgyzstan	\$54,621	\$74,925	\$142,419	\$1,503,243	955.51%	0.01%
Rep. of Moldova	\$1,174,911	\$476,397	\$1,559,279	\$801,577	-48.59%	0.01%
Bosnia Herzegovina	\$802,990	\$601,275	\$990,552	\$683,896	-30.96%	0.01%
Guatemala	\$674,155	\$508,332	\$1,109,144	\$590,913	-46.72%	0.00%
Mauritius	\$43,590	\$232,794	\$305,217	\$486,944	59.54%	0.00%
Armenia	\$286,606	\$4,205	\$70,258	\$364,021	418.12%	0.00%
Bahrain	N/A	\$72,245	\$7,449	\$53,460	617.68%	0.00%
Total	\$9,666,754,781	\$9,952,636,313	\$11,058,146,432	\$12,946,362,210	17.08%	100.00%

Source: United Nations Comtrade

II. Market Potential Indicators

II D. Market Sizes & U.S. Share, by Country

The Table below provides comparative data on total market, import market, and imports from the U.S. for nine countries considered “best prospects” for U.S. exports of Food Processing Machinery & Packaging Equipment. The countries are listed in alphabetic order, not in rank order. The data are based on local sources and reflect best estimates of USCS commercial officers each country. Statistical accuracy and comparability to other sources (e.g., “USDOC Bureau of Census”) are affected by a number of factors, including lack of published figures in certain markets, variances in data collection techniques, sources of data, and industry definitions.

Food Processing Machinery & Packaging Equipment (Values in \$ Millions)

Country	Total Market		% change	Total Imports		% Change	Imports from US		% Change	% Share
	2005	2007	2005-07	2005	2007	2005-07	2005	2007	2005-07	2007
Argentina	165	198	20.0%	149	180	20.81%	21	21	0.00%	11.7%
Columbia	142	186	31.0%	118	159	35.23%	26	38	49.4%	23.9%
Egypt	537	570	6.2%	520	552	6.15%	35	37	5.7%	6.7%
India	2,358	N/A	N/A	124	N/A	N/A	29	N/A	N/A	N/A
Kazakhstan	220	274	24.6%	218	270	23.9%	2	6	300%	2.2%
Tajikistan	53	N/A	N/A	N/A	N/A	N/A	0	N/A	N/A	N/A
Tanzania	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Trinidad	13	N/A	N/A	13	N/A	N/A	4	N/A	N/A	N/A
Uzbekistan	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

III. Best-Prospect Market Assessments

Following are overviews of “best prospect” markets for Food Processing Machinery & Packaging Equipment, based on observations of U.S. Commercial Service (USCS) posts in each country. The countries appear in alphabetical order. For more detailed market research on Food Processing & Packaging Equipment in these and other specific markets, see relevant Market Research Reports listed in Chapter V. For general commercial and economic information on individual countries, see the relevant Country Commercial Guides (CCGs).

ARGENTINA

Overview

Argentina’s traditional strength in agricultural and food products provides opportunities for U.S. exporters of food processing and packaging equipment in several market niches. Businesses tied to agribusiness and exports in Argentina continue as one of the most active industry sectors in Argentina. While the import levels have reached those traditional marks that occurred in the 90’s, consolidating the expansion trend noticed during the past two years, the industry continues to grow despite the high level of installed capacity. This is tied to larger food export demands by food companies. The composition of imports has changed in the past years, with imports from Brazil receding, despite their intra-Mercosur competitive advantage. The U.S. continues to be strong in exports of food processing equipment, while imports of packaging equipment are mainly led by Italy and Germany.

Best Products/Services

Imports of food processing and food packaging equipment from U.S. recovered market leadership during 2005 and 2006, obtaining a 13% import market share in this niche, while imports from neighboring Brazil receded sharply. Statistics in 2007 show a slight decrease in imports from the US. Imports compose almost 90% of the total market. U.S. exports may continue to find opportunities in niche industries such as fat and oil vegetable processing, meat and poultry processing equipment, and beverage processing equipment. Parts for food processing equipment are also a good prospect for U.S. exports, given the current trend to repair existing machines due to the rising cost in peso terms of imports, and the virtual lack of local credit for capital goods.

Opportunities

The food processing and packaging equipment market in Argentina relies heavily on imports from large domestic food processing companies and food exporters. Market growth is largely tied to investment in technology and the expansion strategies of these companies. Several agribusiness companies in Argentina announced investments in the food processing industry. However, the lack of local financing and the inability to access foreign credit as well as electrical power capacity limits that Argentina is experiencing may jeopardize the expansion plans of these companies.

Resources

For additional information on this industry such as trade events, useful links, and the products and services that the U.S. Commercial Service can provide to help you succeed in the Argentine market, visit: www.comerciosa.org/argentina_editable/LPaz/Food_Processing_Packaging/Food_Proc_Packaging_main.asp

COLUMBIA

Overview

In Colombia, the food and beverage processing and packaging equipment industry is privately owned, except for a few government distilleries. Companies in this sector range from small family-owned enterprises to large Colombian, U.S. and third country multinationals such as Kellogg’s, Nestle,

Compañía Nacional de Chocolates, Noel, etc. The sector is an important component of the national economy that contributes approximately 11% of the GDP, and generates about 122,000 direct jobs. The sector is ranked as one of Colombia's lowest risk sectors. National and international competition has influenced the sector, which is reflected in industry's permanent efforts to maintain state-of-the-art technology, continuous product innovation, and modern retail presentation. The most developed sub-sectors are those that process: dairy, sugar, poultry, edible oils and greases, cacao, chocolate and confectionary, and non-alcoholic beverages. Company mergers to improve the efficient use of installed capacity are frequent as is investment in expansion plans. These improvements and a growing consumer population contribute to the sector's dynamism and when combined with cyclic equipment updates, the expected result is an annual increase of at least 12% of imports of industrial food processing and packaging equipment. Results for 2007, for imports from the United States, are expected to show a growth of around 25%, fueled by Colombia's economic expansion. Another key factor is that U.S. equipment is well positioned in the market. If U.S. manufacturers continue to be active in an almost unexplored niche, their products can become more prominent. Colombian exports of processed food are growing and, to some extent, this growth is the result of the governmental support programs that emphasize technological advancement and export preparedness of small and medium companies, known as PYMES in Colombia. These companies, with the support of the Colombian Government are excellent prospects for U.S. exports of equipment with small/medium production capacity.

Best Products/Services

The following equipment offers the best market potential:

Food and Beverage Processing:

- Vegetable processing machinery
- Dairy processing equipment
- Brewery equipment
- Mixing and grading apparatus
- Filtering apparatus
- Heat exchangers

Packaging machinery:

- Filling, sealing, capping machinery

Opportunities

As globalization and free trade agreements force companies to be more internationally competitive, the purchase of advanced technology and equipment becomes a priority. The Colombian Food and Beverages Processing and Packaging sector is highly diversified. End-users of equipment and technology in most of the sub-sectors vary widely in terms of revenues and production. Market opportunities for U.S. manufacturers also vary widely especially in equipment production capacity. A significant number of large food processors demand large production capacity, but the largest segment of the sector's companies are small and medium sized that require less installed capacity. There is little competition from local producers of industrial Food and Beverage Processing and Packaging equipment. The quality of local technology has improved from basic equipment and spare parts manufacturing, but it still has a long way to go before becoming competitive with the latest technologies and electronic/robotics based equipment and production/packaging lines. Project financing is not a major problem because the major market players generate project funding through their own successful operations and/or strategic alliances. During the last decade, in an effort to encourage higher technical and competitiveness levels, small and medium sized companies have been targeted for special credit programs. The prospective U.S.-CTPA will only re-enforce the importance of improving competitiveness of these firms and the sales opportunities for U.S. manufacturers of equipment for this sector.

Resources

- InterBev: www.interbev.com
- International Exposition for Food Processors (IEFP): <http://www.processfood.com>
- PackExpo: www.packexpo.com
- National Industries Association (ANDI): www.andi.com.co

- Bancoldex (Foreign Trade Bank): www.bancoldex.com/general/index.php
- Byington Colombia S.A. (D&B correspondent): www.byington.net
- Colombian Customs and Income Tax Offices (DIAN): www.dian.gov.co
- Colombian Government: www.gobiernoenlinea.gov.co
- Merchants Association (FENALCO): www.fenalco.com.co
- National Planning Department (DNP): www.dnp.gov.co
- Presidencia de la Republica and/or Palacio de Nariño (President's Office): www.sne.gov.co and www.presidencia.gov.co

EGYPT

Overview

The total market for food processing equipment in 2007 totaled \$570 million with an expected annual growth of 3% during the coming three years. This increase is due to the country's ambitious plan to modernize its food processing facilities, targeting exports and the Government's plan to privatize its public sector concerns. The majority of vegetable and food processing equipment are imports, mainly from Germany, Italy, France, Switzerland, the U.K., the U.S., and Denmark. The U.S. has a market share of 6%; however, it can further increase its share by appointing local agents, offering improved after-sales service, and pricing more competitively. Egypt manufactures 8% of the market's vegetable and food processing equipment, mainly spare parts for the sugar milling industry, bakeries, packaging and filling machinery.

Best Products/Services

- Edible Oils
- Animal and Chicken Feed
- Slaughter Houses
- Fresh and Preserved Fruits And Vegetables
- Natural Juices and Concentrates
- Cheese and Milk
- Grain Silos

Opportunities

Egypt is working to modernize its food processing industry, specifically targeting exports. In addition, the Minister of Trade and Industry stated that they are focusing on selling public sector concerns, which opens opportunities for U.S. companies. In addition, there is growing interest of purchasing poultry slaughterhouses following the onset of Avian Influenza and new government food handling regulations.

Resources

- Commercial Service in Egypt: <http://www.buyusa.gov/egypt/en/>
- U.S. Embassy: <http://usembassy.egnet.net>
- USAID: <http://www.usaid-eg.org/>
- World Bank: <http://www.worldbank.org/>
- American Chamber of Commerce in Egypt: <http://www.amcham.org.eg>
- Egyptian Government Web Portal: <http://www.egypt.gov.eg/english/>
- Contact for the Commercial Specialist in charge of the Food Processing Equipment Sector: Heba Abdel-Aziz, heba.abdel-aziz@mail.doc.gov

INDIA

Overview

Food Processing involves any type of value addition to agricultural or horticultural produce and also includes processes such as grading, sorting, and packaging, which enhance shelf life of food products. The global processed food industry is estimated to be around \$3.5 trillion. India's share in the global

processed food trade is a minuscule 1.5%. However the Government of India (GOI) is making great efforts to increase India's share in the global processed food market. This is reflected by the many policy initiatives taken by the GOI with regard to regulation and controls, fiscal policy, export and import, export promotion, and industry incentives. The GOI has accorded the highest priority for this industry and offered subsidies and concessions. India has diverse agro-climatic conditions and has a large and diverse raw material base suitable for food processing companies. At present a very small percentage of food production is processed into value added products. Factors like rapid urbanization and rising per capita incomes have caused rapid growth and changes in demand patterns.

With an industry size of \$70 billion, the food processing industry in India ranks fifth in terms of production, consumption, export, and expected growth. The market for value added food products/processed food is \$20 billion. The industry employs 1.6 million workers directly and accounts for 13% of the country's export and 6% of total industrial investment. The industry is largely unorganized with 75% of the processing units belonging to the unorganized category. The organized category, though small, is growing.

India is the largest producer of cereals and milk in the world and only 35% of it is processed. It is the second largest producer of fruits and vegetables and only 2.2% of it is processed. India produces over 4.5 million tons of meat annually and only 21% of it is converted to value added products. It is also among the top five producers of rice, wheat, groundnuts, tea, coffee, tobacco, spices, sugar, and oilseeds. India also has a long coastline of 8,041 kilometers, creating an excellent opportunity for a marine product processing industry.

The Indian food-processing sector is growing at the rate of 12% per annum. Despite being one of the major food producers in the world, India accounts for less than 1.5% of international food trade. This indicates a vast scope for both investors and exporters. Currently the Indian food-processing industry is basically export-oriented. Domestic consumption of processed food is low but is fast picking up with rising income levels, rapid urbanization, changing consumer behavior due to economic growth, and growth of organized retailing. In addition, processed food exports have increased from \$6.98 billion in 2002-03 to \$20.51 billion in 2006-07, recording a whopping 193.8% growth rate. To realize India's potential in this industry, the Government has set an investment target of \$25.07 billion by 2015 to double India's share in global food trade from 1.5% to 3%, to increase processing of perishable food from 6% to 20%, and to increase value addition from 20% to 35%.

In addition, the GOI has declared the food processing industry a priority area. As such, the entire sector has been de-licensed, and the following favorable conditions apply: automatic approval for foreign investment up to 100% is allowed (except for some products like alcoholic beverages and technology transfer), there is zero duty import of capital goods and raw materials for 100% export-oriented processing, agro-based 100% export-oriented units are allowed sale up to 50% in domestic tariff area, export earnings are exempted from corporate tax, all processed fruits and vegetables are exempted from excise duty, government grants are given for setting up common facilities in the Agro Food Park, and use of foreign brands is freely permitted. Foreign direct investment (FDI) in the country's food sector is poised to hit the \$3-billion mark. In the last year alone, FDI approvals in food processing have doubled. While there were only two private equity deals worth \$6.24 million in the food industry in the whole of 2006, the current year has already seen 11 deals worth a whopping \$158.21 million.

In the food-processing sector alone, FDI has increased by almost three times to \$110.56 million from \$43.62 million. And with growing interest of corporate players in the Indian retail market, the Government estimates FDI in this sector to further record a three-fold rise to touch \$325.93 million by 2009. Many major multinational companies like Coca-Cola, Pepsi, Britannia, Danone, Nestle, Cadbury, Lever's Kelloggs, Heinz, International Best Foods, Walls, Perfetti and Van Melle already have a presence in India.

Opportunities

In recent times, quite a number of new technologies, both in processing and packaging, have emerged and made an impact on the shelf life of food products. These technologies have also matched some consumer trends such as concerns regarding freshness and health. Despite a considerable increase in the supply provided by the local food processing and packaging machinery manufacturers, there is ample

demand for foreign machinery featuring state of the art technology in India. Hence U.S. companies have a great opportunity to export equipment for processing and packaging meat, seafood, vegetables, fruits, cereals, oil seeds, and other like items.

The cold storage equipment sector provides an excellent opportunity for U.S. companies to invest because the GOI has accorded a high priority to stop the wastage of food products. India is one of the world's largest producers of fruits and vegetables but nearly 30% of this production is lost due to inadequate cold chain facilities. Moreover, other segments like dairy products, seafood, and processed meat, also require cold storage facilities. The GOI is taking steps to develop cold chain infrastructure, pushing a steep rise in demand for cold storage equipment. Currently, the commercial and industrial refrigeration market has an estimated value of \$212 million. There are significant opportunities for U.S. companies to partner with Indian counterparts to provide cold storage and refrigeration equipment. U.S. engineering companies can provide the latest technology of international standards to their Indian partners.

Deficiency in infrastructure exists across the sector. The cold storage capacity today caters to less than 15% of the produce with over 80% designed only to handle potatoes. There is also a paucity of chilling infrastructure for milk and a lack of modern abattoirs for the meat-processing sector. Fish processing requires a major step-up in infrastructure availability. Physical marketing and warehousing infrastructure also needs to be upgraded. India's limited controlled-atmosphere storage facility technologies, protocols, and machinery provide a potential opportunity for U.S. companies specializing in this field.

Resources

- For more information about export opportunities in this sector contact US Commercial Service Industry Specialist Renie Subin at Renie.Subin@mail.doc.gov
- Ministry of Food Processing Industries, Website: <http://mofpi.nic.in/>
- All India Food Processors' Association, Website: <http://www.aifpa.net/>
- Refrigeration and Air-conditioning Manufacturers Association (RAMA), Ms. Kiran Pasricha New Delhi Phone: 91 11 4629994 Fax: 91 4633168/4626149
- Agricultural and Processed Food Products Export Development Authority (APEDA), Email: www.apeda.com/

KAZAKHSTAN

Overview

The food processing and packaging machinery sector was estimated at \$274 million in 2007, consisting almost completely of imported equipment. Germany, Italy, Russia, Turkey, and China were major suppliers. The largest segments of this market include grain processing, meat and poultry, dairy products, breweries, alcoholic & non-alcoholic beverages, vegetable oil and fats, packaging materials, and glass and paper packaging. Kazakhstan's market for food processing and packaging equipment is showing growth, and is likely to increase by 10% over the next 2-3 year period. Over the last four years, there was a strong increase in the share of processed food products as a percentage of total food sales. For example, in 2007, the share of processed milk was 30% (an increase from 18%), meat – 28% (14%), grain – 43% (20%), and oil-yielding crops – 99% (55%).

Market growth is fueled by improved financing opportunities for food processing enterprises. Companies have better access to commercial bank financing, stimulated by a government that is pursuing a program to improve the competitiveness of the industry in light of upcoming entrance into the WTO. The government subsidizes commercial bank interest rates on loans provided to food processing enterprises. In 2007, 140 food-processing companies participated in the program, utilizing \$135 million of subsidized bank loans. The government also subsidizes costs incurred by food processing companies implementing international standards of quality and safety management systems. Leasing is also an increasingly viable option for importers of food processing and packaging equipment. Kazagro finance, the state leasing organization that uses combined financing resources including government allocations and international export credit agency loans, provides loans at the most favorable terms on the market – 4%-8.5% annual

interest rate for a 7-year term. Kazagro finance has invested \$240 million on the purchase of agricultural machinery and food processing/packaging equipment in 2007 and plans to increase the amount up to \$400 million in 2008.

Best Products/Services

The domestic production of food processing and packaging equipment is very limited in Kazakhstan, with major demand satisfied by imports. U.S. food processing and packaging equipment, though holding an insignificant market share, has a good reputation for quality and durability, and with the depressed dollar, U.S.-made equipment.

TAJIKISTAN

Overview

The food-processing sector in Tajikistan has 34 segments, including canned vegetables, canned fruits, fresh and dry fruits, meat and dairy processing, feed and confectionary production, as well as production of tobacco and alcohol. There are 300 companies in the sector, including 261 in the food sector; 33 in the milk and dairy sector, and six in the fishery sector. Once wholly owned by the government, the industry is now largely in the private sector, and has a strong demand for capital equipment. Most enterprises are very small seasonal operators, selling to local markets. In 2005 Tajikistan's food processing industry accounted for approximately 18.6% of the total industrial output of Tajikistan. In other words, total output of the food processing industry amounted to more than \$250 million, while total industrial output was approximately \$1.3 billion. The flourmill and feed production in 2005 amounted to approximately \$105 million, which is 8% of the total industrial output. There are 107 companies in this sector. Together with food processing industry, these two sectors account for more than 26% of the industrial output.

Following break-up of the Soviet Union in 1991, industrial output of the food processing sector sharply declined and reached an all-time low in 1999. The breakup of the centralized planning and sales system, lack of financing to run operations, coupled with political and economic instability resulted in a critical state of the sector. Tajikistan was one of the major producers of fruits and vegetables in the former Soviet Union, with annual exports reaching 200,000 tons (100,000 tons of fruits, 60,000 tons of vegetables and 30,400-40,000 tons of canned food) prior to 1990. In 2005, Tajikistan's food processing industry exported 12,600 tons of fruits, 34,000 tons of vegetables, and about 20,000 tons of canned food. Since 1991 only two projects have received major investment: (i) \$12.6 million water bottling plant and (ii) \$3.97 million fruit and vegetable juice packaging line. In general, all installed processing and packaging equipment is physically outdated, with some technologies dating back to 1930s. With 24% of GDP, 66% of employment, 26% of exports, and 39% of tax revenue, agriculture represents a major component of the Tajik economy. More than sixty % of the population depends on agriculture for their livelihoods. The sector has accounted for one-third of economic growth since 1997.

Best Products/Services

There is a demand for large, medium and small scale processing. Additional opportunities exist for U.S. investors who are willing to establish joint ventures and partnerships with existing producers to add value to products.

Best prospects for U.S. exporters and investors are:

- Machines for the preparation of fruits, nuts, and vegetables;
- Machines for cleaning, sorting, grading seeds, grains, and vegetables;
- Juice extractors;
- Machines for filling, closing, and sealing bottles, cans, boxes, bags, or other containers; and
- Fruit dehydrators

In general the following items according to International Harmonized System Codes of Products are in demand:

HS Code Item description

- 8418 Refrigerators, freezers and other equipment; heat pumps
- 8419 Dehydrating, cooking, sterilizing, and cooling machinery 8421 Filtering and purifying machinery for liquid or gases 8422 Machinery for filling, closing, and sealing bottles, cans, boxes, bags or other containers 8423 Weighing machinery 8434 Milk and dairy machines
- 8435 Presses and crushers for fruit juice and beverage manufacturing 8437 Cleaning, sorting, grading machinery 8438 Machinery for industrial manufacturing of foods and drinks
- 8441 Paper box making and paper cutting machines

Opportunities

In general, opportunities exist in fresh fruits and vegetables production, processing, and related services such as cold storage facilities or transportation; there is even a potential for organic production and exports to high-value markets.

TANZANIA

Overview

Tanzania's agricultural economy provides readily available raw materials for the agriculture-based industrial sector. A range of climates favors the production of a wide variety of products including coffee, tea, cashew nuts, sisal, cotton, tobacco, sugar, and others. There is also significant production of subtropical fruits and vegetables, meat, dairy products, groundnuts and cut flowers and, in recent years, non-traditional cash crops such as vanilla, black pepper and other spices. Currently, the vast majority of Tanzania's agricultural produce is exported raw or unprocessed. Opportunities in processing and other value adding activities from agricultural raw materials are beginning to emerge as local and foreign investors increasingly recognize this sector's potential.

Best Products/Services

Food processing investments rely on imported machinery and technologies. Machinery and equipment for the following processes are in greatest demand:

- Production of fruit concentrates and juices and all forms of fruit and vegetable canning
- Cashew nut processing
- Specialty coffee processing
- Fish processing and packaging for export
- Meat processing and packaging from both cattle and game meat
- Manufacturing of spirits from molasses produced from sugar processing factories in the towns of Kilimanjaro and Morogoro
- Production of processed dairy products such as sweetened condensed milk, milk powder, infant milk formula, butter, margarine, ice cream, yoghurt, cheese, etc.
- Horticultural packaging, including cut flowers and fresh vegetables.

Opportunities

A number of investors are conducting feasibility studies on cashew processing plants and are looking for U.S. equipment and financing.

- Small-scale enterprises look to the U.S. to source machinery (including used machinery) and to market goods under AGOA.
- Several local companies are seeking capital for bring processing fruit juice and citrus products. For information on specific opportunities please contact the Commercial Section, U.S.Embassy Dar es Salaam, Email: drscommercial@state.gov

Resources

- Ministry of Agriculture: www.kilimo.go.tz
- Tanzania Investment Center: www.tic.go.tz
- African Growth and Opportunity Act: www.agoa.gov

TRINIDAD

Overview

The food processing and packaging equipment sector is experiencing moderate growth. Activities include the manufacture of margarines, coconut oil and soybean oil, which require importation of processing and packaging machinery and equipment. There are several companies processing fruit juices, peas and beans, bakery products, disposable packaging for restaurants, aromatic bitters and alcoholic beverages. Within these sub-sectors, competition comes from Italy, Germany, Canada and Korea. There is some re-exporting to other CARICOM countries. The market size for food processing and packaging equipment in 2004 was approximately \$12.2 million. This figure grew by about 7% in 2005 and 2006. Imports from the U.S. were \$3.60 million in 2004, representing a 30% market share. A 30% market share is also reflected in 2005 and 2006.

Best Products/Services

The best prospects include food processing machinery and parts, equipment for distilling spirits, and machinery for filtering and purifying water. The increase in agro-industrial activities in the country has increased demand for food processing and packaging equipment.

Opportunities

Opportunities may exist for U.S. companies to increase their export of equipment, especially for canning agricultural products.

Resources

- American Chamber of Commerce: www.amchamtt.com
- T&T Chamber of Industry and Commerce: www.chamber.org.tt
- Trinidad & Tobago Manufacturers' Association: www.ttma.com
- Central Statistical Office <http://www.cso.gov.tt/>

UZBEKISTAN

Overview

During Soviet times, packaging in Uzbekistan was outsourced. After the break-up of the USSR, Uzbekistan was left with a small industry, geared towards chemical packaging. Current food processing and packaging equipment is antiquated. Uzbekistan has potential to develop into a major food exporter to Central Asia, Russia and Eastern Europe. Demand for modern packaging and processing equipment could greatly expand, if the agricultural sector is reformed and trade barriers are eliminated.

Best Products/Services

Companies interested in juice, vegetable, meat and milk processing as well as manufacturers of processing, labeling and packaging equipment may wish to explore opportunities in Uzbekistan. The government is currently developing legislation to bring standards and licensing in line with WTO requirements. Once completed, this should have a positive effect on the sector. There is also a high demand for packaging materials, not produced in the country, such as cardboard, paper, glass and aluminum foil.

Opportunities

For specific opportunities, businesses should contact directly the foreign companies involved in the Uzbekistan's food processing sector.

Resources

There is an annual World Food Uzbekistan Expo in Tashkent, sponsored by ITE Uzbekistan. U.S. companies and individuals interested in learning more about food processing and packaging sector in Uzbekistan, upcoming procurements and export opportunities are encouraged to visit the following websites:

- www.ite-uzbekistan.uz
- www.mineconomy.cc.uz
- www.uzreport.com
- www.afer.uz
- www.gov.uz
- 2/19/2008
- www.uzexpocentre.uz
- www.cer.uz

IV. Trade Events

Trade events, such as trade shows, trade missions and catalog shows, offer excellent opportunities for face-to-face interaction with foreign buyers and distributors. Of the many U.S. and international events held throughout the year, some are vertical (single industry theme) and some horizontal (many industries represented). The events organized or approved by the U.S. Department of Commerce can be especially useful for first-time or infrequent participants – they require less lead time to register and typically involve more handholding.

The Trade-Event Scheduling Web sites listed below allow selective searches for upcoming events by industry, location, type and date. They typically provide the event organizer, event descriptions and costs, and people to contact for more information.

To find upcoming events for U.S. Food Processing Machinery & Packaging Equipment, use industry search terms relating to Food Processing & Packaging.

Schedules for U.S. Government Organized or Sponsored Events

Domestic USDOC Events: http://www.export.gov/comm_svc/us_event_search.html

International USDOC Events: http://www.export.gov/comm_svc/us_event_search.html

USDA (Food & agriculture) Events: <http://www.fas.usda.gov/scripts/agexport/EventQuery.asp>

Schedules for Commercially Organized Events

[Exhibitor Online Trade Show Directory](#)

[TSNN \(http://www.tsnn.com/\)](http://www.tsnn.com/)

[ExpoWorldNet \(http://www.expoworld.net/\)](http://www.expoworld.net/)

[Exhibition Center - Foreign Trade Online \(http://www.foreign-trade.com/exhibit.htm\)](http://www.foreign-trade.com/exhibit.htm)

[BizTrade Trade Show Directory](#)

V. Available Market Research

Food Processing Machinery & Packaging Equipment

The reports listed below are country-specific market surveys relating to Food Processing Machinery and Packaging Equipment written by resident U.S. commercial staff in each country. Many of these reports analyze demand trends, the competition, business practices, distribution channels, promotional opportunities, and trade barriers.

All the reports can be obtained on-line at no cost from www.export.gov, or in print/on disk for \$25.00 from:

CENTER FOR INTERNATIONAL TRADE DEVELOPMENT
13430 Hawthorne Blvd, Hawthorne, California 90250 USA
Phone: (310) 973-3173 Fax: (310) 973-3132 E-mail: mkogon@elcamino.edu

Hotel GA 2008 - VI International Show for Hotel Equipment, Products and Services	Argentina	7/18/2008
Packaging Equipment Overview	Argentina	11/30/2007
Australia: Foodservice Equipment	Australia	6/17/2008
Australia: Packaging Materials	Australia	10/30/2007
Australia: Food Processing Machinery	Australia	1/14/2008
Canadian Processed Foods Industry	Canada	6/27/2006
Canada's Meat Processing Equipment Industry	Canada	4/18/2007
Packaging Sector	Colombia	9/11/2006
Market Research on Food Processing Equipment	Dominican Rep	7/11/2007
Fruit & Vegetable Processing and Packaging Equipment	Ecuador	9/29/2006
Egypt: The Food Processing Industry of Alexandria	Egypt	2/20/2008
Egypt: Flour Mills Development	Egypt	5/16/2007
Egypt: Food Processing Equipment	Egypt	5/31/2007
Packaging Machinery Market	France	10/4/2006
Food Processing Equipment	India	8/14/2006
Meat Processing Market	India	9/5/2007
Hotel & Restaurant Equipment Market in Indonesia	Indonesia	9/28/2006
Kazakhstan: Overview of the Food Processing Sector	Kazakhstan	3/5/2008
Overview of the Food Processing Sector	Kyrgyzstan	3/4/2008
Food Processing Equipment Overview	Mexico	6/22/2007
Mexico: Packaging equipment overview and imports in Monterrey and Northern Mexico	Mexico	8/14/2007
Packaging Makes all the Difference	Mexico	6/28/2007
Packaging: A Competitive Advantage	Mexico	7/19/2007
Mexico: Glass Packaging, An Expanding Industry	Mexico	12/10/2007
Mexico: New Metropolitan Slaughterhouse in Jalisco	Mexico	12/10/2007
Mexico: Taking the Lead in Pharmaceutical Packaging	Mexico	12/10/2007
Packaging Equipment	New Zealand	8/10/2006
Hotel and Restaurant Equipment Panama 2007	Panama	8/01/2007
Hotel & Restaurant Equipment	Peru	3/02/2007
Russia: Packaging and Food Processing in Urals region	Russia	3/5/2008
Russia: Packaging and Food Processing in Urals region	Russia	4/4/2008

Hotel/Restaurant Equipment Market in Russia	Russia	9/7/2006
Singapore: Hotel, Restaurant and Food Service Industry	Singapore	12/5/2007
The Swiss market for packaging 2006	Switzerland	7/10/2006
Taiwan: Packaging Equipment	Taiwan	12/30/2007
Food Safety Testing Equipment in Thailand	Thailand	7/27/2008
Food Safety Testing Equipment in Thailand	Thailand	7/12/2006
Market for Restaurant Equipment	Ukraine	8/28/2006
Packaging in the UK Food and Drink Industry	United Kingdom	5/31/2007
Uruguay: Restaurant Equipment Market Overview	Uruguay	5/15/2008

APPENDIX

Products in Food Processing Machinery & Packaging Equipment by HS Code

842211	Dish Washing Machines of the Household Type
842219	Other Dish Washing Machines
842220	Machinery for Cleaning or Drying Bottles or Other Containers
842230	Machinery for Filling, Closing, Sealing, Capsuling or Labeling Bottles
842240	Other Packing or Wrapping Beverages
842290	Parts of Dish Washing Machines and Machinery for Cleaning, Drying
843810	Bakery Machinery, Machinery for the Manufacture of Macaroni, Spaghetti 843820 Machinery for the Manufacture of Confectionery, Cocoa or Chocolate
843830	Machinery for Sugar Manufacture
843840	Brewery Machinery
843850	Machinery for the Preparation of Meat or Poultry
843860	Machinery for the Preparation of Fruits or Vegetables
843880	Machinery for the Industrial Preparation or Manufacture of Other Food
843890	Parts of Machinery for the Industrial Preparation of Food or Drink