

# Market Development

MARKET BRIEFING

GINGER

Overview of the world market  
July 1995

ITC



INTERNATIONAL TRADE CENTRE UNCTAD/WTO

# Ginger - Overview of the world market

## PRODUCT DESCRIPTION

HS 0910.10 Ginger, excluding ginger preserved in sugar or conserved in syrup.  
(This corresponds to position 075.27 in SITC Revision 3.)

Ginger is traded in three basic forms: **fresh** (green), **preserved** (pickled) and **dry**. Only **dry ginger** is regarded as a spice, the others classified as vegetables. Major usage of **fresh ginger** is in the preparation of Oriental food. **Preserved ginger** has the same usage but is also used in the food processing industry. Further, it constitutes the raw material for the preparation of ginger in syrup and crystallised ginger. **Dry ginger** is used in cooking, for beverages (both alcoholic and non-alcoholic), by the food processing industry, in the production of fragrances, dentifrice and oral hygiene products as well as pharmaceuticals. It is exported in two forms: ground and unground, of which the last constitutes the largest share.

Most sources on trade statistics, apart from Japanese, do not itemize dry ginger separately which is the principal form in which it is traded wholesale. While covering the market for ginger in general, this market brief will focus on demand for dry ginger. The table below presents import data for major markets; in the case of Japan, the bulk of imports are of ginger preserved in brine, whereas for the majority of the other markets, imports are mainly of fresh ginger.

## MAIN SUPPLIERS

The main producers of ginger are India and China. Even if most of their production is consumed locally, they still export considerable volumes.

### ➤ Dry ginger

Major exporters are India and China. Among others are Indonesia, Brazil, Sierra Leone, Australia, Fiji, Nigeria and Jamaica.

### ➤ Fresh and preserved ginger

Indonesia, Taiwan Province, China and Thailand are major exporters. Others are Brazil, Costa Rica, Malaysia, Fiji, India, Nicaragua and certain Caribbean islands such as St Lucia and St Vincent. Important suppliers of **preserved ginger** are also Hong Kong, which re-exports the refined **fresh ginger**, and Australia.

## MARKET CHARACTERISTICS

### ➤ Dry ginger

The largest markets are the United States, where an increase in imports, in terms of volume and value, has been recorded over the last years, and the United Kingdom. Other markets are the Netherlands, France, Germany, Canada, Japan, Saudi Arabia,

Malaysia, Pakistan, Morocco, Singapore and Hong Kong, the last two mainly for re-exports.

## PRINCIPAL IMPORTING COUNTRIES

| World trade in ginger (SITC3 075.27), 1990-1994 |        |        |        |        |        |        |        |        |        |        |
|---|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Q: '000 tons<br>V: US\$'000                     | 1990   |        | 1991   |        | 1992   |        | 1993   |        | 1994   |        |
|   | Q      | V      | Q      | V      | Q      | V      | Q      | V      | Q      | V      |
| Japan (a)                                       | 46,886 | 37,635 | 61,777 | 51,534 | 59,038 | 55,954 | 48,186 | 54,880 | 54,489 | 51,680 |
| USA   | 7,151  | 10,045 | 8,151  | 12,157 | 8,398  | 10,378 | 8,216  | 9,813  | 14,788 | 17,725 |
| United Kingdom                                  | 5,699  | 7,775  | 6,800  | 8,258  | 6,981  | 7,726  | 6,474  | 7,455  | 6,567  | 7,042  |
| Hong Kong (b)                                   | 801    | 679    | 1,208  | 1,394  | 12,902 | 7,079  | 10,760 | 5,242  | 9,754  | 4,766  |
| Canada  | 2,003  | 3,105  | 2,254  | 3,535  | 2,549  | 3,396  | 2,850  | 3,722  | 3,508  | 4,427  |
| Netherlands                                     | 1,643  | 2,832  | 1,955  | 2,979  | 2,744  | 3,406  | 2,665  | 3,449  | 3,277  | 4,079  |
| Germany (c)                                     | 1,082  | 2,020  | 1,686  | 3,022  | 1,428  | 2,776  | 1,435  | 2,632  | 1,525  | 2,798  |
| Singapore                                       | 2,579  | 1,816  | 2,840  | 1,653  | 2,849  | 1,507  | 3,016  | 1,439  | 4,150  | 2,600  |
| France  | 741    | 1,620  | 789    | 1,554  | 1,255  | 1,872  | 940    | 1,591  | 936    | 1,789  |
| Morocco (d)                                     | 696    | 762    | 1,007  | 1,225  | 1,637  | 1,677  | 1,214  | 1,059  | 1,416  | 1,210  |
| Malaysia  | 6,689  | 1,537  | 4,774  | 1,346  | 4,731  | 1,705  | 3,166  | 1,098  | na     | na     |
| India   | 3,313  | 995    | 4,607  | 1,120  | 4,659  | 1,105  | 3,594  | 760    | na     | na     |
| New Zealand                                     | 294    | 489    | 315    | 611    | 346    | 580    | 338    | 610    | 418    | 705    |
| Sweden  | 159    | 382    | 195    | 447    | 180    | 419    | 232    | 497    | 249    | 534    |
| Switzerland (e)                                 | 115    | 314    | 124    | 350    | 166    | 380    | 145    | 345    | 179    | 453    |
| Mexico  | 67     | 187    | 65     | 193    | 74     | 190    | 78     | 159    | 91     | 235    |
| Korea Rep.                                      | 1      | 1      | 233    | 359    | 57     | 111    | 45     | 79     | 1490   | 225    |
| Pakistan  | 951    | 818    | 407    | 482    | 751    | 658    | 164    | 173    | 154    | 167    |

(a) 1994 data for Japan based on national statistics; (b) data for Hong Kong for period 1990-1991 in SITC(2); (c) 1990 statistics refer to FR Germany; (d) data for Morocco for period 1990-1992 in SITC(2); (e) includes data for the Principality of Liechtenstein.

Source: ITC, Comtrade database, United Nations Statistical Office.

Exports from Jamaica and Sierra Leone are considered to be of high quality on account of their superior flavour and clean appearance. However, the price of Jamaican ginger is very high which has led importers to search for cheaper alternatives. The ginger from Australia is today being regarded as a high-quality ginger due to its standardised and clean appearance and its steady price. The ginger from China has been favoured by grinders but their use of the bleaching agent sulphur dioxide has adversely influenced Chinese exports to European and North American countries. In the Middle East, however, it is still widely used. Nigerian ginger is particularly suitable for oil extraction.

### ➤ Fresh ginger

The bulk of ginger production is consumed in the producing region, Asia. The main purchaser and re-exporter is Hong Kong, where growth in imports has been the largest, especially in 1992. Other major importers are the United Kingdom and the United States; imports in other European countries, although comparatively smaller, are increasing rapidly.

### ➤ Preserved ginger

The leading importer of preserved ginger is by far Japan, which imported 24,598 tons in 1994, accounting for more than 45% of total Japanese imports of ginger. Other important markets are the United Kingdom and the Netherlands. Demand in North America and Western Europe has expanded over the last few years.

## MARKET ACCESS

Imports into Japan, the United States and the European Union are subject to the following tariffs.

|       |           | Base rate        | Bound rate               |
|-------|-----------|------------------|--------------------------|
| Japan | preserved |                  | 9%                       |
|       |           | for retail sales | 5%                       |
|       |           | other            | 2.5%                     |
| USA   | unground  | free             | free                     |
|       | ground    | 2,2¢/kg          | MFN 1.0¢/kg - as of 1995 |
| EU    | all       | free             | free                     |

Under the Generalized System of Preferences, all forms of ginger are exempt from import duties. Non-tariff trade control measures in the form of sanitary regulations and quality standards apply to imports of ginger.

### ➤ Dry ginger

The product should be clean, uniform in colour, brittle enough to break evenly, have a pleasant odour and a low fibre content. Dry ginger used for the extraction of ginger oil and oleoresins should have a high oil content. Three types of standard specifications are applied to dry ginger:

- The British Standards Institution's *Standard specification for 'Ginger, whole, in pieces, and ground'* (BS 4539:1970) which is identical to that of the *International Organization for Standardization (ISO 1003-1980 E)* and the United States Government Standard *US Federal Specification - 'Spices, ground and whole, and spice blends'* - No. BB-S-631H, 5 June 1975. These regulations concern flavour strength, other chemical properties, moisture content and macroscopic cleanliness.

- *American Spice Trade Association's (ASTA) Cleanliness Specifications* are more stringent and preferred by the trade. Although officially valid in the United States only, it has been adopted by many major buyers in Western Europe.

- Standards focusing on the protection of people's health and safety. For this, different national standards are applicable. For Japan, quality parameters for all agricultural products have been laid down in the *Quarantine System and Plant Protection Law* and the *Food Sanitation Act Import Guidelines of Agricultural Marketing Act* and the regulations issued by *Agriculture Canada* are the prevailing standards for the United States and for Canada, respectively. For the EC market, no uniform standards are yet developed. For other information, contact CBI, Protrade, Promex-pma and De CTA (see Useful addresses below).

### ➤ Fresh ginger

Import consignments must conform to the national regulations for health and sanitation of vegetables. These are identical to the standards for dry ginger regarding people's health and safety.

➤ **Preserved ginger**

The flavour should be characteristic, but mild in pungency; the fibre content should be low; the appearance should be attractive and the colour pale. There are no international standards currently in force.

**PRICES**

Ginger is an annual crop, and price is the deciding factor for planting in the next season.

➤ **Dry ginger**

Prices have fluctuated widely as a result of supply variations, which are often caused by speculation, and quality differences. Coch in ginger sets the price level for dry ginger in general. Prices given below are CIF, US\$ metric ton, if not otherwise specified.

| Market      | Indian Coch in        | Chinese, whole              | Chinese, sliced             |
|-------------|-----------------------|-----------------------------|-----------------------------|
| Netherlands | 2,550 (July)          | 1,100 (July-August)         | 1,000 (July-August)         |
| Germany     | no quotation          | 1,250 (July-August)         | 1,300 (July-August)         |
| UK          | 2,750 (July-August)   | 1,050 - 1,150 (shipment)    | 950 - 1,000 (shipment)      |
| USA         | 3,090 (July)          | 1,365 (spot)                | 925 (spot)                  |
| Japan       | 3,000 (spot shipment) | 2,200 spot (2,150 shipment) | 1,800 spot (2,000 shipment) |
| Hong Kong   |                       | 1,350 FOB                   | 865 FOB                     |

Source: ITC Market News Service (5 July 1995).

➤ **Fresh ginger**

Prices below are in the currency of the importing market, unless otherwise specified.

| Market         | Origin | Price                      | Origin   | Price         |
|----------------|--------|----------------------------|----------|---------------|
| Germany        | Brazil | DM 5.40 (air)              | Thailand | DM 4.50 (sea) |
| Switzerland    | Brazil | SF 4.00                    | Thailand | SF 4.50       |
| United Kingdom | Brazil | UK£ 1.50                   | Thailand | UK£ 1.75      |
| USA (New York) | Brazil | US\$ 2.64 (US\$ 2.87 high) |          |               |

Source: ITC Market News Service (for Europe 4 May 1995; for USA 29 June 1995).

➤ **Preserved ginger**

Specific price information was not available. Trade sources indicate that prices vary widely on account of quality differences, with Australian ginger fetching the highest prices. Prices for Hong Kong products tend to be lower and for Chinese products lower still.

## DISTRIBUTION CHANNELS

Specialized importers still play an important role in the trade. A list of importers can be provided against payment (free of charge to least developed countries).

### ➤ Dry ginger

The traditional distribution system has declined as a result of an increase of purchasing by dealers and processors direct from the source. There has also been an increase in trade in some countries among certain ethnic communities, Asian in particular, who have developed their own system of distribution based on direct trading with the producing countries and a network of small retail outlets.

### ➤ Fresh and preserved ginger

The marketing structure is that characteristic of fresh vegetables. The rise of supermarket chains has eroded the position of wholesalers since some importers sell direct to supermarkets. In some importing countries, however, ginger in its fresh form is seen almost exclusively in shops catering to ethnic communities.

## PACKAGING

Standards for environmentally sound packaging will increase in importance. In Germany, stringent environmental standards have come into effect. The implications for the trade of ginger in specific are not obvious at the moment. For further information contact *Duales System Deutschland GmbH* (see Useful addresses). Exporters should also bear in mind that standards set for health and safety purposes will become increasingly important.

### ➤ Dry ginger

Unground ginger should be packed in sealed, clean and sound containers made of a material which does not affect the ginger. Ground ginger should be packed in sealed, clean and sound tinplate or glass containers, or in paper cartons properly lined with waterproof paper, or in moisture-proof bags. Packaging should be such that maximum weight loss is 10%, i.e. 20 kg declared should be at least 18 kg upon arrival at port. Humidity during transport should be 85-90% if shipped for immediate consumption or 65-70% if consumed within 2-6 months; temperature should be at 13 degrees and ventilation should be good.

### ➤ Fresh ginger

Packed in corrugated fibre board boxes (5 kg), in wire board boxes (18 kg) or in sacks (< 50 kg). These are packed in wire banded wooden crates which permit the circulation of air and prevent damage and bruising. Containers of 15-20 tons are often used. To maintain quality during shipping, the consignment should be kept well ventilated and preferably be refrigerated at 13-15 °C.

### ➤ **Preserved ginger**

Packed and shipped in large wooden barrels or plastic drums. Australian ginger is packed in steel drums which is more appreciated by the trade. For retail, preserved ginger is usually packed in glass jars or bottles. Coloured, glossy and well-designed labels are considered important for commercial purposes.

### ➤ **Marking**

For both ground and unground ginger the packages should be marked with:

- name of the material, and the trade name or brand name, if any
- name and address of the manufacturer/packer
- batch or code number
- net mass
- grade of the material (if graded) according to the national standards
- producing country
- any other marking required by the purchaser
- year of production, if known

## **MARKET OPPORTUNITIES**

### ➤ **Dry ginger**

Consumption of spices is likely to increase, due to an augmented production of high flavoured food by the food industry. In addition, increasing interest in health food and, consequently, "natural" instead of "artificially" flavoured food, will also increase consumption of spices.

There is scope for newcomers in the market. A development noted in the trade of ginger has been the increasing use of oils and oleoresins, powdered and processed ginger in major importing countries, especially in Europe and the United States. Ginger exports for the manufacture of powdered ginger must be fibre free, while the products exported for the manufacture of ginger oil and oleoresins should have a high oil content. Export efforts should be based on increased productivity and improved postharvest technology.

### ➤ **Fresh ginger**

There may be some prospects for a moderate increase in international trade in fresh ginger mainly for the ethnic market, specifically Asian communities.

### ➤ **Preserved ginger**

Japan will continue to be the largest market, but some growth is also expected in other countries in Western Europe as well as in the United States. In general, however, the prospects for preserved ginger remain modest.

## USEFUL ADDRESSES

### 1. Associations

American Spice Trade Association  
(ASTA) Inc.  
580 Sylvan Avenue  
P.O. Box 1267  
ENGLEWOOD CLIFFS, NJ07632  
United States  
Tel: (201) 568-2163  
Fax: (201) 568-7318

Flavour and Extract Manufacturers  
Association of the United States  
1620 I St, NW, Suite 925  
WASHINGTON D.C. 20006  
United States  
Tel: (202) 293-5800  
Fax: (202) 463-8998

Spice Trade Association & Seasoning  
Manufacturers Association  
6 Catherine St  
LONDON NW C2B 5JJ  
United Kingdom  
Tel: (071) 836 2460  
Fax: (071) 836 0580

Syndicat National des Triturateurs-  
Conditionneurs de Poivres et Epices  
(SNPE)  
8, rue de l'Isly  
75008 PARIS  
France  
Tel: (1) 45 22 28 15  
Fax: (1) 43 87 85 40

Syndicat National des Fabricants de  
Produits Aromatiques (PRO D A R O M)  
48, Avenue Riou Blaque t  
06130 GRASSE  
France  
Tel: (93) 36 07 21  
Fax: (93) 36 54 26

All Nippon Spice Association  
5-23-28 Nishi-Gotanda  
Shinagawa-ku  
TOKYO 141  
Japan  
Tel: (03) 49 3 6884

Canadian Spice Association  
P.O. Box 189  
DONMILL, Ontario M3C 2S2  
Canada

Waren-Verein der Hamburger Börse  
Plan 5  
2000 HAMBURG 1  
Germany  
Tel: (040) 326 414  
Fax: (040) 322 639

Nederlandse Zuidvruchten Vereniging  
Bezuidehoofdweg 82  
2594 AX DEN HAAG  
Netherlands  
Tel: (70) 383 3011  
Fax: (70) 347 5253

### 2. Standards

International Organization for  
Standardization (ISO )  
Case Postale 56  
1211 GENEVA 10  
Switzerland  
Tel: (022) 749 0111  
Fax: (022) 733 3430

Codex Alimentarius Commission  
Via delle Terme di Caracalla  
00100 ROME  
Italy  
Tel: (6) 57 9 71  
Fax: (6) 579 7 3152/5782610



Agriculture Canada  
Food Production and Inspection Branch  
Dairy, Fruit and Vegetable Division  
2255 Carling Avenue (Hallidon House)  
OTTAWA, Ontario  
Canada K1Y 0Y9  
Tel: (613)995-5433  
Fax: (613)993-8511

United States Department of Agriculture  
Agricultural Marketing Service  
Washington, D.C. 20250  
United States  
Fax: (202)720-8477

ProTrade  
Deutsche Gesellschaft für Technische  
Zusammenarbeit (GTZ) GmbH  
Postfach 5180  
6236 ESCHBORN  
Germany  
Tel: (6196)790  
Fax: (6196)797

### 3. Environmental packaging

ECO-Emballage  
44, Avenue Georges-Pompidou  
92300 LEVALLOIS-FERRET  
France  
Tel: (40)89 99 99  
Fax: (40)89 99 88

### 4. Trade fairs

Central Marketing Gesellschaft  
Deutschen Agrarwirtschaft  
P.O. Box 200320  
5300 BONNENBAD GODESBERG  
Germany  
Tel: (228)8470  
Fax: (228)847202

Japan Food Service Show  
c/o Japan Food Service Association  
8-9-13 Ginza, Chou-ku  
TOKYO  
Japan  
Tel: (03)3573 3231

Fromex-pma  
10, Avenue d'Iéna  
75016 PARIS  
France  
Tel: (1)40 73 30 67  
Fax: (1)40 73 39 69

DECTA  
Bank House  
Sutton Court Road  
SUTTON, Surrey SM1 4SP  
United Kingdom  
Fax: (081)643 8030

CBI  
P.O. Box 30009  
3001 DARTERDAM  
Netherlands  
Fax: (010)411 4081

Ministry of Health & Welfare  
2-2, Kasumigaseki 1-chome  
Chiyoda-ku 100  
TOKYO  
Japan

Duales System Deutschland GmbH  
Abteilung Vergabe "Grüner Punkt"  
Postfach 1324  
5300 BONNEN 1  
Germany  
Fax: (228)979 2198

Salon International de l'Alimentation  
39, rue de la Bienfaisance  
75008 PARIS  
France  
Tel: (1)42 89 46 87  
Fax: (1)42 89 46 94

Anuga  
Messe- & Ausstellungen GmbH  
Postfach 210760  
5000 COLOGNE 21  
Germany  
Tel: (0221)821-0  
Fax: (0221)821-2574

## Annex I

### List of importers (non-exhaustive)

#### Germany

Henry Lamotte-Bremen (*Spices*)  
Postfach 103 849  
28038 BREMEN  
Tel: (0421) 547 060  
Fax: (0421) 547 069 9

Autec Vertriebs GmbH (*Vegetables*)  
Molkereiweg 5  
7419 6 NEUENSTADT  
Tel: (071) 39 7 072  
Fax: (071) 39 7 075

Leo Savelsberg (*Spices*)  
Postfach 1380  
52410 JÜRICH  
Tel: (02461) 52045  
Fax: (02461) 58 856

Großhandlungsgesellschaft, Gemüse und  
Speisekartoffeln Berlin mbH (*Vegetables*)  
Verlängerter Waldowallee 43a  
10318 BERLIN  
Tel: (030) 50 080  
Fax: (030) 500 8210

#### United Kingdom

James Dalton (Seasoning & Spices)  
Ltd. (*Dry Ginger*)  
Pennine Range Mills  
Camwell Road, Starbeck  
HARROGATE, HG1 4PY  
Tel: (0423) 885 255  
Tlx: 57 9 03  
Fax: (0423) 880 611

Geest PLC. (*Vegetables*)  
White House Chambers  
West Marsh Rd  
SPALDING, PE11 2BB  
Tel: (0775) 761 111  
Fax: (0775) 769 48

West African Commercial Agencies  
(London) Ltd. (*Dry ginger*)  
15 South Primrose Hill  
CH ELMSFORD, CM1 2RF  
Tel: (0245) 261 062  
Fax: (0245) 49 2 884

#### France

Daras S.A. (Georges S.) (*Spices*)  
14, rue Fortia  
B.P. 1878  
13222 MARSEILLE Cedex 01  
Tel: (91) 54 9 1 68  
Tlx: 430 59 6 DARAS F  
Fax: (91) 55 62 36

Sainte Lucie S.A. (*Spices*)  
53, rue Corbier Thiebaut  
60270 GOUVREUX  
Tel: (44) 58 57 57  
Tlx: 155 039 F  
Fax: (44) 58 06 49

Alfred L. Wolff (France) (*Spices*)  
15, rue de l'Arsenal  
75004 PARIS  
Tel: (1) 42 72 9 2 31  
Fax: (1) 42 72 11 99

Canavese S.A. (*Vegetables*)  
CD 2 La Muscatelle  
B.P. 161  
13675 AUBAGNE Cedex  
Tel: (91) 43 44 45  
Tlx: 402 186 F  
Fax: (91) 27 01 10

## Netherlands

Eerste Euro Graan B.V. (*Spices*)  
Bornholmstraat 4  
9723 AX GROENINGEN  
Tel: (050) 133 344  
Tlx: 53 100 EEG NI  
Fax: (050) 146 304

Karsten Stadsanaal B.V., P. (*Spices*)  
Transitorweg 3  
9503 GT STADSKANAAL  
Tel: (05990) 21 000  
Fax: (05990) 21 744

Daarhove & Co's Handelsmij. B.V.  
(*Spices*)  
Haregracht 223-225  
1016 BG AMSTERDAM  
Tel: (020) 624 4113  
Fax: (020) 626 0977

Brink B.V., Jan v.d. (*Vegetables*)  
Marconistraat 19A  
3029 AE ROTTERDAM  
Tel: (010) 476 6122  
Fax: (010) 425 5414

Catz International B.V. (*Spices*)  
Blank 22  
30111 TA ROTTERDAM  
Tel: (010) 411 3440  
Fax: (010) 404 5406

Eeuwijk van Campen B.V., Van  
(*Vegetables*)  
De Run 444  
5503 LR VELDHOVEN  
Tel: (040) 535 025  
Fax: (040) 534 698

## United States

Alex Farm (*Dry and fresh ginger*)  
831 N.W. 21<sup>st</sup> St Terr.  
MIAMI, FL 33127  
Tel: (305) 324 0090

Northwest Cold Pack Co. (*Dry ginger*)  
Div. of Kelly Clark Co.  
P.O. Box 10818  
BAINBRIDGE ISLAND, WA 98110  
Tel: (206) 842 4741  
Fax: (206) 842 9118

Cal-Pro Sales Co. (*Dry ginger*)  
P.O. Box 6477  
BEVERLY HILLS, CA 90212  
Tel: (213) 879 6166

Park Avenue Banana (*Dry ginger*)  
91 E. 111<sup>th</sup> St  
NEW YORK, NY 10029-2615  
Tel: (212) 369 7017

International Diversity (*Dry ginger*)  
9467 E. Slauson Ave.  
RICO RIVERA, CA 90660  
Fax: (310) 949 7481

Schiff Food Products Co., Inc. (*Dry ginger*)  
190 Berry St  
BROOKLYN, NY 11211  
Tel: (718) 782 4353  
Fax: (718) 782 4731

Z-B Industries (*Vegetables*)  
P.O. Box 950  
SAN PEDRO, CA 90733  
Tel: (310) 832 8000  
Fax: (310) 514 1550

Hongwon Trading, Inc. (*Vegetables*)  
108 Waterbury St  
BROOKLYN, NY 11206  
Tel: (718) 417 0109  
Fax: (718) 456 846

Carben Inc. (*Vegetables*)  
2150 N.W. 70<sup>th</sup> Ave.  
MIAMI, FL 33122  
Tel: (305) 470 0000  
Fax: (305) 637 1717

## Canada

Charles Fine Foods (*Spices*)  
R.R. #1  
WALLORYTON,  
Ontario K0E 1R0  
Tel: (613) 923 5098

Reliable Enterprises Ltd. (*Vegetables*)  
510 West Hastings St #205  
VANCOUVER, BC V6B 1L8  
Tel: (604) 689 1169  
Fax: (604) 689 9309

## Japan

Ashoka Co., Ltd. (*Spices*)  
3-17, Mizuki 5-chome  
DAIZAIJU CITY, 818-01  
Tel: (092) 923 5822  
Fax: (092) 923 5823

San-Ai Trading Corp. (*Spices*)  
174-2 Ikeshitabata  
Moriyama-ku, NAGOYA 463  
Tel: (052) 791 1888  
Tlx: 443 4687 STC NAG J  
Fax: (052) 791 1889

Ataka Produce Co., Ltd. (*Spices*)  
3-1- Minami Aoyama  
Minato-ku, TOKYO 105  
Tel: (03) 478 9128  
Tlx: 22568

Union Spice Foods Co., Ltd. (*Spices*)  
10-14, Kuzuhara 1-chome  
Kokurakiku, KITAKYUSHU 800-02  
Tel: (093) 471 8747  
Fax: (093) 471 8747

Hino Pharmaceutical Co., Ltd. (*Spices*)  
3-15, Doshmachi 2-chome  
Chuo-ku, OSAKA 541  
Tel: (06) 231 5847  
Tlx: J6449 OHINO  
Fax: (06) 231 7309

All Kyushu Banana Trading Co., Ltd.  
(*Vegetables*)  
Fuji Bldg. 2-39, Asano 1-chome  
Kokurakiku, KITAKYUSHU 802  
Tel: (093) 521 1545  
Fax: (093) 521 0877

Morii Trading Co., Ltd. (*Spices*)  
Morii Bldg.  
4-10, Arajimachi, 1-chome  
Chuo-ku, OSAKA 541  
Tel: (06) 222 3774  
Tlx: 522 2002 EMORII J

Eishoku Co., Ltd. (*Vegetables*)  
17-8, Chiyoda-cho  
Atsuta-ku, MAGOYA 456  
Tel: (052) 682 8471  
Tlx: 446-3827  
Fax: (052) 681 5756

## Hong Kong

Boron International Traders (*Spices*)  
703 Tung Ying Bldg.  
100 Nathan Road  
Kowloon  
Tel: 312 0628  
Fax: (852) 739 6435

Lung Fung Co., Ltd. (*Vegetables*)  
P.O. Box K-4020  
Hong Kong  
Tel: 3/315 195  
Tlx: 54374 W TAKH H X

Singapore Trading Co Ltd (*Spices*)  
19 Queen St, G/F  
Hong Kong  
Tel: 858 1188  
Tlx: 86016 SINCO H X  
Fax: (852) 858 1452

## Singapore

Sagar Trading Co. (*Spices*)  
P.O. Box 1870  
SINGAPORE 9037  
Tel: 224 8816  
Tlx: RS 23206

Masda Chemical PTE Ltd. (*Spices*)  
58 Tanjong Pagar  
SINGAPORE  
Tel: 268 6533  
Tlx: RS 24089 MASDACO

## Morocco

Fettah S.A.R.L. (*Spices*)  
3, rue Abou Rakrak  
21000 CASABLANCA  
Tel: (02) 311 123/311 054  
Tlx: 27642  
Fax: (02) 311 068

Oubonor (*Vegetables*)  
20, rue Mustapha El Maani  
CASABLANCA  
Tel: (02) 270 701  
Tlx: 21078