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Approved By: D L GOOD
Drafted By:

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Table of Contents

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1. Introduction

The information in this report is based on interviews with seven major importers of preserved vegetables in Singapore. The term "preserved vegetables" includes frozen vegetables and processed vegetables that are canned or bottled.

Four categories of Singapore Government trade statistics were used to prepare this report. These include:

* "Vegetables Frozen" (referred to as frozen vegetables), which includes such items as frozen peas, beans, mixed vegetables, broccoli, and corn;

* "Other Vegetables Prepared or Preserved Other Than By Vinegar" (canned vegetables), which encompasses such Western items as canned asparagus, green beans, kidney beans, peas, corn, and baked beans as well as Eastern products such as canned mustard and lettuce preserved in soy sauce and water from China and Malaysia;

* "Mushrooms Prepared Other Than By Vinegar" (canned vegetables);

* "Vegetables Fruits and Nuts in Vinegar" (bottled vegetables), which consists of such Western products as pickles, onions, and olives and local items such as chopped green chilies and a potpourri of cucumbers, carrots, pineapples, and nuts soaked in vinegar known as achar.

2. Market Size and Growth

The Singapore Government trade statistics provide some indication of the size of the market for preserved vegetables. Since Singapore is a major trading hub for the Southeast Asian Region and little domestic production takes place in the country, market size calculations are based on imports less re-exports. In 1996, "retained imports" of preserved vegetables suggest that the size of the market was about 44,000 metric tons and SD 74.3 (USD 53.5) million (Table 1).

Market growth has been slow to moderate in the past 5 years. The statistical data reveal that retained imports on a volume basis have grown approximately 5 percent annually since 1992. Similarly, interviews with the trade suggest that market growth has been 5 percent or less per year.

The discrepancy between the statistical and reported growth figures appears to lie in problems with the statistical data. Exports and re-exports to Indonesia are not included in Singapore's trade data. Nevertheless, the trade interviews indicate that Indonesia is a significant and growing market for Singapore's exports of canned vegetables. Due to this omission, it is likely that the Singapore market size and growth figures as indicated by the statistical data are significantly overstated.

The majority of preserved vegetables that are sold in Singapore are canned items. It is estimated that these products account for 70 - 75 percent of sales. Although data for retained imports indicate that sales of canned vegetables items have increased approximately 6 percent annually since 1996, industry sources report that the market is fairly stagnant (Table 2).

The trade attributes the slow growth in the market for canned vegetables to a growing health consciousness among Singapore consumers. There is a perception that canned foods are unhealthy as the salt and preservative content of these products is too high. This is contributing to increased consumption of fresh vegetables. Fresh vegetables are also relatively inexpensive and readily available at wet markets.

Frozen vegetables are the second largest category of preserved vegetables in Singapore. It is estimated that these items account for about 20 percent of total sales. Retained imports of frozen vegetables have been expanding at a rate of about 3.5 percent annually for the past five years (Table 2). This growth is attributed to the growing affluence of consumers and an increasing number of working women who want convenience.

One major importer believes that about 70 percent of Singapore's frozen vegetable imports consist of frozen processed/prepared potatoes. This large figure for frozen potato imports is explained by the increasing demand for fast food, especially french fries, and an expanding number of Western restaurants or food outlets that serve Western food.

Bottled vegetables constitute a small market. These products accounted for approximately 5 percent of preserved vegetable sales in 1996. A significant portion of the bottled vegetables which are available in Singapore are Asian products, such as preserved lettuce, chilies, achar, and mustard. Western items include olives and pickles. One importer views Western bottled vegetables as "fancy vegetables" which are high on aesthetic value but provide low value-for-money. Many Singaporeans have not yet acquired a taste for these products.

3. Consumers of Preserved Vegetables

Singapore consumers of preserved vegetables can be categorized into two segments. The first group of consumers consists mainly of the lower to middle income groups who tend to consume mostly cheap, preserved canned vegetables from China and the Southeast Asian Region.

These consumers are generally price sensitive and are especially responsive to block displays and special price reductions. This first group of consumers tends to shop in supermarkets in Singapore's housing estates, such as Prime, Shop and Save, and NTUC FairPrice Supermarkets.

The second group consists of middle and high income Singaporeans as well as expatriates. This group includes the main consumers of frozen vegetables and western canned and bottled vegetables. These higher income consumers generally do not mind paying more for premium products. They often shop at Cold Storage Supermarkets, Tanglin Marketplace, and Sogo Supermarkets. One importer reported that sales in these upmarket outlets exceed those in the housing estates.

Nevertheless, this situation is changing. Compared with 5 years ago, supermarkets in the housing estates are featuring a wider range of Western items and more expensive brands. They have also expanded their frozen food departments.

One importer of canned vegetables from traditional Asian sources believes that the market for these items is shrinking. The main buyers of these products are housewives and older Singapore consumers. Younger buyers are turning to more Western products.

3. Consumers of Preserved Vegetables

The primary institutional (HRI) buyers of preserved vegetables are airlines, restaurants, fast food outlets, pubs, ship chandlers, hawkers, and the military. Upscale restaurants are more likely to use fresh vegetables than canned or frozen.

4. Popular Types

Among the best selling Western preserved vegetables in Singapore are canned corn, peas, and baked beans and frozen corn, peas, and mixed vegetables. Frozen potatoes in the form of french fries, potato shells, and hash browns are also very popular. Canned corn is commonly used in Southeast Asian desserts and other dishes, such as ice kacang and chendol. The widespread popularity of peas, mixed vegetables, and corn is due, in part, to their use in fried rice. It is not unusual to see baked beans served as a part of the breakfast buffet in hotels.

The market for most other types of Western preserved vegetables is characterized as a "niche" market. These products are consumed primarily by expatriates and tourists who are familiar with the items and their use.

Some of the most popular brands of preserved vegetables in Singapore are found in Figure 1. Many of these brands are sold to both the retail and HRI trade. An increasing number of private label products are also making their way into the market. For example, NTUC FairPrice has its own private label canned vegetables.   Other food service lines of frozen vegetables include Lamb-Wesson, Flavor-Pac, and McCanns.

FIGURE 1 : SELECTED FROZEN, CANNED AND BOTTLED PRESERVED VEGETABLES AT AN UPMARKET SUPERMARKET CHAIN

BRAND NAME	PRODUCT	SIZE	PRICES (USD)
Frozen :			
Hyde Park (U.S.A.)	Garden Peas	454 grams	1.77
Bonnie Hubbard (U.S.A.)	Brussels Sprouts	453 grams	1.30
Watties (New Zealand)	Supersweet Corn	500 grams	2.23
Bird's Eye (England)	Garden Peas	454 grams	2.30
Canned :			
Hyde Park (U.S.A.)	Whole Tomatoes	453 grams	0.93
Del Monte (U.S.A.)	Cream Style Corn	418 grams	1.00
S & W (U.S.A.)	Leaf Spinach	397 grams	1.29
Green Giant (U.S.A.)	Red Kidney Beans	426 grams	1.07
Bonnie Hubbard (U.S.A.)	Yams	454 grams	1.31
Heinz (England)	Baked Beans	420 grams	0.99
Ayam Brand (Malaysia)	Baked Beans	426 grams	1.13
Flying Horse (Thailand)	Lo-Han-Chai	285 grams	1.10
Narcissus (China)	Whole Mushrooms	425 grams	0.53
WeiChuan (Taiwan)	Lettuce	170 grams	0.77

BRAND NAME	PRODUCT	SIZE	PRICES (USD)
Bottled :			
S & W	Manzanilla I Olives	286 grams	3.09

(U.S.A.)			
Heinz (England)	Piccalilli Pickles	310 grams	2.23
Hengsternberg (Germany)	Crunchy Gherkins	330 grams	2.32

Note : An exchange rate of SD 1.50 = USD 1.00 was used to calculate the price figures

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5. Packaging

The best selling retail package size for all categories of preserved vegetables is 400 - 500 grams. Cans of size "300" and "303" are also selling well. In contrast, institutional buyers prefer larger, A-10 size cans and 2 kilogram packages for frozen vegetables.

Attractive packaging is extremely important. The color green has traditionally been used for packaging canned vegetable products. One importer pointed out that any deviation from this tradition may confuse the consumer who might not recognize the item as a vegetable product or cause her to perceive it as less fresh.

Most brands also use very similar retail packaging for their vegetable line. The only things that are changed from product-to-product are the item name (type of vegetable) and the picture of the product.

In contrast, institutional buyers normally look for packaging that is easy to handle and store.

6. Pricing and Markups

A list of the preserved vegetables that are found on the shelves of a mid to upmarket supermarket chain and the prices of these products is found in Figure 1.

Some idea of import markups was obtained from the trade interviews. Markups at the import level on frozen vegetables were reported to range from as low as 8 percent to as high as 30 percent. Import markups for canned vegetables are in the neighborhood of 25 - 30 percent.

Markups vary with the type of product as well as the nature of the supermarket chain or institutional user. The institutional sector is believed to be more price sensitive than the retail segment.

At the retail level, reported markups were about 30 - 35 percent on frozen vegetables and 20 percent on canned.

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7. Trade Situation

a. Imports

Imports of all categories of preserved vegetables have grown at rate of about 6 percent annually in the early 1990s. Imports have risen from 50,090 metric tons in 1992 to 62,609 metric tons in 1996. Import expansion has been led by bottled vegetables at 10.1 percent, followed by canned vegetables at 6.7 percent and frozen vegetables at 3.4 percent (Tables 3 - 6).

b. Exports

It appears that export growth has been driving the import increases. Even without the Indonesian figures, Singapore's exports of preserved vegetables have been increasing at a rate of 6.9 percent annually in the early 1990s. In 1996, exports accounted for 42 percent of import shipments. Conversations with the trade suggest that exports may account for at least 50 percent of imports if Indonesian shipments are included.

Canned vegetables are the most popular export items. Exports of canned vegetables in 1996 rose 23 percent between 1992 and 1996, from 13,602 metric tons to 16,671 metric tons (Table 7 and 8). tons. Major export destinations are Indonesia, Malaysia, Hong Kong, and Brunei. Indonesia is a particularly large buyer of this category of products.

Exports of bottled vegetables have more than tripled since 1992. Shipments grew from only 285 metric tons in 1992 to 1,237 metric tons in 1996 (Table 9). In 1996, major export destinations were Malaysia and the United States.

A relatively small amount of frozen vegetables are re-exported (Table 10). Exports of these items rose from only 1,052 metric tons in 1992 to 1,183 metric tons in 1996. Most countries in the Region prefer to import frozen vegetables directly from suppliers. Indonesia, Malaysia, Brunei, and Thailand were the largest buyers of exports from Singapore in 1996.

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8. Competition

a. Domestic Production

Singapore does produce some preserved vegetables. One of the largest local producers of canned vegetables is Amoy Canning which manufactures and distributes more than 100 different kinds of canned foods, canned drinks, and tetra pak drinks. Nevertheless, local production is estimated at less than 10 percent of total sales.

The trade statistics indicate that exports of canned products produced in Singapore (domestic exports) have declined by 68 percent in volume since 1992. The trade blames cheap products from China as a reason for this drastic decline. By nature, preserved vegetables are already low margin items and China is able to produce these products at a very low cost. Local canners, facing high local labor costs, are finding it difficult to compete.

There is also a large cottage industry for the production of local bottled vegetables. These products are sometimes "home-made".

9. Imports

a. Canned Vegetables

On a volume basis, the United States is the largest supplier of "Other Vegetables Prepared or Preserved Other Than By Vinegar". Imports from the United States have been rising in recent years, from 8,740 metric tons in 1996 to 15,902 metric tons in 1996 (Table 3). In 1996, the U.S. share of total imports was 42 percent. The second largest supplier was China at 26 percent and Malaysia at 10 percent.

As suggested by the trade interviews, imports of this category of canned vegetables from traditional sources have been declining. The combined share of imports from China and Taiwan has dropped from 43 percent in 1992 to 28 percent in 1996. In contrast, the market position of key Southeast Asian producers has improved. The combined import share of Thailand and Malaysia has increased from 12 percent to 16 percent during the same period. Furthermore, the share of imports from Western Europe, Canada, Oceania, and the United States has increased from 39 percent to 53 percent.

Mushrooms are another major canned import item. Imports have increased from 9,415 metric tons in 1992 to 11,165 metric tons in 1996. Traditional suppliers remain strong in this category. In 1996, China commanded an 85 percent market position, while the U.S. accounted for less than 1 percent of imports (Table 4).

b. Frozen Vegetables

The United States has enjoyed most of the benefit of Singapore's increased demand for frozen vegetables. The U.S. market position has improved from 46 percent in 1992 to 56 percent in 1996 (Table 5). Other major suppliers in 1996 were New Zealand (17 percent) and Canada (11 percent). New Zealand's strong market position is attributed to its closer proximity to Singapore, resulting in lower freight costs and faster delivery.

c. Bottled Vegetables

Taiwan, China, and Thailand are the largest suppliers of Singapore's imports of "Vegetables Fruits and Nuts in Vinegar". The import shares of these sources in 1996 were 28 percent, 15 percent, and 14 percent, respectively (Table 6). The U.S. has a respectable presence in this market, with a market position of 11 percent in 1996. This share has stayed relatively stable throughout the 1990s.

10. Distribution

The distribution system for imported preserved vegetables is shown in Figure 2. In most cases, importers sell their products directly to retailers and the hotel, restaurant, and institutional trade. Direct distribution is desirable because it allows importers to monitor their sales closely.

Nevertheless, importers sometimes rely on wholesalers to distribute goods to the numerous small provision shops and dry stalls at wet markets scattered all over the Island. In addition, wholesalers may also be involved in serving certain types of institutions, i.e., seafood restaurants that are open only after office hours.

An increasing amount of parallel importing is taking place in the sale of canned vegetables. In these instances, importers are bypassing authorized agents to bring in well-known brand names for sale at a low price to end users in Singapore or other countries.

The retail segment of the market for preserved vegetables is significantly larger than the institutional market. The trade estimates that 90 -95 of preserved vegetables move to consumers through supermarkets and provision shops, with the majority of these sales attributed to supermarkets. HRI outlets account for only about 10 percent of sales.

a. Government Regulations

There are no duties on imports of preserved vegetables. The main government regulations which U.S. exporters need to be concerned with are product labelling requirements. Labels need to contain the common name of the item; a description sufficient to indicate the true nature of the food; the ingredients; the quantity of the contents; name and address of the local importer, distributor, or agent; the name of the country of origin; and the expiry date.

FIGURE 2 : DISTRIBUTION SYSTEM

```
                  Exporter
                     x
                     x
                  Importer x x x x x x x
                     x                 x
                     x                 x
     x x x x x x x x x x x x x x         x
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     x                 x       x         x
     x                 x       x         x
Convenience           HRI  Supermarkets  x
  Stores                            x    x
                                    x    x
                                    Wholesaler
                                         x
                                         x
      x x x x x x x x x x x x x x x x x x x x x x
      x             x           x               x
      x             x           x               x
Wet Market Dry     HRI      Provision      Supermarket
    Stalls                    Shops
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Report Code: SN9724V AGR Number: SN7029 Page: 12
Agricultural Situation
11. Future Outlook

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11. Future Outlook

a. Market Growth

Forecasts for future growth of the market for preserved vegetables are somewhat bleak. Most of the trade used the word "stagnant" to describe market prospects in the next five years. This view is attributed to the rising health consciousness of Singapore consumers and their increasing consumption of fresh vegetables.

U.S. exporters are also facing greater competition in this area. Singapore importers are increasingly sourcing pre-washed and pre-cut, ready-to-eat fresh vegetables for the retail and institutional trades.

Nevertheless, there are some bright spots in the market. Younger consumers are encouraging their families and parents to try more Western food products. In addition, consumers are generally becoming less price sensitive and are willing to pay more for premium products. There also appears to be some room for growth in the HRI sector, with one importer forecasting expansion in sales to this sector of 10 percent annually in the next five years.

The United States is expected to maintain her lead as the major supplier of canned and frozen vegetables. The trade feels that most competitors do not have the full range of items that are available from U.S. sources. U.S. products are also often perceived to be the best in terms of product quality, hygiene and packaging.

b. Best Sales Prospects

Importers are seeking to bring in new types of U.S. products. However, many of the currently popular preserved vegetables are expected to remain among the best selling items in the foreseeable future, including canned corn, baked beans, and canned peas. There are an increasing number of restaurants serving Italian and Mexican foods, thus canned tomatoes and tomato products, sun-dried tomatoes and peppers, and kidney beans are regarded as having good sales potential. Prepared, versus canned soups, are also in demand by the HRI trade.

Report Code: SN9724V AGR Number: SN7029 Page: 13

Agricultural Situation
11. Future Outlook

Best sales prospects for frozen items at retail include the three-way Western mix (corn, carrots, green peas) and Oriental vegetable mixes (green and yellow peppers, sweet peas, and snow peas). The HRI segment will be looking for frozen corn, carrots, and potato and potato-based products, especially semi-cooked/prepared items.

Olives and pickles have the strongest possibilities among Western bottled vegetables.

c. Export Potential

Re-exports prospects will continue to remain good. In the short and medium term, growth in re-exports is predicted to exceed that of the domestic market. Although high prices and product registration procedures are anticipated to inhibit re-exports to this destination, Indonesia is still regarded as one of the most promising markets in the Region. Brunei, Malaysia, Cambodia, and Vietnam are also viewed as strong markets.

d. Singapore Market Trends

Rising affluence of a better-educated population is giving rise to a number of additional developments in the market.

* The concern with the health aspects of food products is encouraging consumers to pay more attention to product labels.

* More women are working and looking for convenience in food preparation and shopping. This fact, coupled with the a reduction in the number of wet markets, has led to increased shopping in supermarkets.

* Brisk business for the food service industry and a shortage of labor are resulting in a greater demand for more ready-to-use, semi-prepared foods.

* There is a growing interest among the major supermarket chains in private label products.

Report Code: SN9724V AGR Number: SN7029 Page: 14
Agricultural Situation
12. Recommendations for U.S. Exporters

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12. Recommendations for U.S. Exporters

A strong marketing program is becoming increasingly critical in Singapore. There are a large number of brands of preserved vegetables in the market and more that want in. Furthermore, demand is relatively saturated. It is a buyer's market.

Some recommendations for market entry are the following.

a. Appoint a good distributor/agent. It is important to find an agent who has a comprehensive network and the necessary facilities to handle your products. This is especially critical for frozen vegetables which tend to have a shorter shelf-life and are more easily degradable in the tropical heat. Support your agent in the face of growing parallel imports.

b. Be prepared to spend money for promotion and distribution. It is expensive to do business in Singapore. The major supermarkets have significant listing fees and will want some type of promotional support. Be prepared to share these costs with your agent.

c. Education should be part of the promotion effort. In addition to conventional promotion tools, innovative and important means of promoting your products include conducting food sampling sessions, production and distribution of recipes, and cooking demonstrations and competitions. Keep in mind that Singapore consumers are not familiar with many U.S. products.

d. Work to dispel the negative image of preserved foods. Try to rectify the negative image of preserved vegetables as being high in preservatives, salt, starch, and fat. For instance, new preservation techniques, such as vacuum packing and gas flushing, can be used to replace chemical preservatives. The labelling should highlight the "low salt", "low cholesterol", or other healthy aspects of your items.

e. Attractive packaging is critical. Consumers are looking for more attractive packaging associated with high quality products.

12. Recommendations for U.S. Exporters

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* Generic labels should not be used for every product in your line. Create an identity for your brand through the use of a unique color scheme and design. Consider using green for a base color as it is the color that consumers associate with vegetable products and freshness.

* Include small packaging in your line to encourage people to buy and test the product.

f. Know your target audience. Your best audience is younger working couples who do not have the time to cook but have the money to purchase high quality, nutritious products that give them the convenience they need. This group also tends to be less price conscious, more brand conscious, and very adventurous in the foods they consume. Promotions should be designed which are focused specifically on this target segment.

g. Add value to your products. Consumers are constantly seeking new products and looking for new cooking or serving ideas. Therefore, be creative with your products and cross merchandising activities. For example, instead of just selling frozen broccoli or plain canned beans, offer beans in a spicy sauce. Keep in mind the taste of local consumers who tend to prefer spicier foods.

13. Contact List

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1. Mr. Charles Ong
   Business Manager
   Ben Foods (S) Pte Ltd
   230B Pandan Loop
   Singapore 128417
   Tel : (65) 872-9810
   Fax : (65) 777-2869

2. Ms. Marilyn Wong
   Assistant Brand Manager
   YHI Fabian (Singapore) Pte Ltd
   No. 2 Pandan Road
   Singapore 609254
   Tel : (65) 265-6411
   Fax : (65) 266-5368, 265-9927

3. Mr. James Pereira
   Senior Sales Executive
   Number One Supplier Pte Ltd
   43 Keppel Road 1st Floor
   Singapore 099418
   Tel : (65) 222-5331, 222-0122
   Fax : (65) 223-8172

4. Ms. Daisy Bak
   Purchasing Manager (Perishable)
   Singapore Food Industries Pte Ltd
   234 Pandan Loop
   Singapore 128422
   Tel : (65) 778-4466
   Fax : (65) 778-4238, 776-2088

5. Mr. Jimmy Y. K. Tan
   H. L. Yong Company (Pte) Ltd
   43, Jalan Pemimpin
   Singapore 577192
   Tel : (65) 258-3744/8
   Fax : (65) 258-9572

6. Mr. Derrick Peh
   Sales Manager
   Harpers Trading (Singapore) Pte Ltd
   34 Boon Liat Terrace
   Singapore 119866
   Tel : (65) 472-2888
   Fax : (65) 471-3335

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7. Ms. Charmaine Lim
   Marketing Executive
   Yit Hong Pte Ltd
   17 Phillip Street, #07-00
   Singapore 048695
   Tel : (65) 535-6133
   Fax : (65) 535-3813

PRESERVED VEGETABLES

TABLE 1: TOTAL RETAINED IMPORTS OF
PRESERVED VEGETABLES
(IN METRIC TONS)

	1992	1993	1994	1995	1996
Imports	50,090	50,963	56,129	60,603	62,609
Re-exports	13,521	14,604	19,418	17,738	18,543
Retained Imports	36,569	36,358	36,711	42,325	44,066

(IN S$ THOUSAND FOB)

	1992	1993	1994	1995	1996
Imports	93,261	93,198	97,545	102,010	104,587
Re-exports	27,323	29,434	35,652	29,274	30,296
Retained Imports	65,938	63,764	61,893	72,736	74,291

Note : Retained Imports = Imports - Re-exports

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 19
Agricultural Situation
15. TABLE 2: RETAINED IMPORTS OF OTHER

VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR

TABLE 2: RETAINED IMPORTS OF OTHER
VEGETABLES PREPARED OR
PRESERVED OTHER THAN BY VINEGAR
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Imports	29,465	30	32,900	36,725	38,094
Re-exports	8,377	7,887	12,278	13,121	13,556
Retained Imports	21,088	22,019	2,623	23,604	24,539

RETAINED IMPORTS OF MUSHROOM PREPARED OR
PRESERVED OTHER THAN VINEGAR
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Imports	9,415	9,090	10,761	10,046	11,165
Re-exports	3,863	5,044	5,157	2,694	2,670
Retained Imports	5,552	4,046	5,604	7,352	8,495

TABLE 2 (continued) :

RETAINED IMPORTS OF VEGETABLES FROZEN
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Imports	8,917	9,441	9,013	10,155	10,122
Re-exports	1,034	1,070	952	891	1,134
Retained Imports	7,883	8,371	8,061	9,264	8,988

RETAINED IMPORTS OF VEGETABLES FRUITS
AND NUTS IN VINEGAR
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Imports	2,293	2,524	3,455	3,137	3,228
Re-exports	247	603	1,031	1,032	1,183
Retained Imports	2,046	1,920	2,425	2,105	2,045

Note : Retained Imports = Imports - Re-exports

Source : Singapore Trade Statistics, 1992 - 1996

VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR

TABLE 3: SINGAPORE IMPORTS OF OTHER
VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Australia	817	831	715	876	755
Austria	23	35	38	31	23
Belgium	45	40	-	74	61
Brazil	14	-	-	-	-
Bulgaria	168	98	-	-	-
Canada	508	715	924	1,248	1,018
Chile	30	56	74	118	15
China Peo Rep Of	11,991	11,432	10,997	10,746	10,091
Egypt	173	-	-	-	-
France	7	86	108	157	82
Germany, Fed Rep	62	20	34	12	49
Greece	52	41	59	28	13
Hong Kong	520	570	561	378	624
India	233	412	175	92	105
Iran (Islamic Rep)	-	-	38	-	-
Ireland	-	7	70	-	7
Israel	-	-	903	-	-
Italy	547	628	230	1,068	1,065
Japan	341	303	51	213	135
Korea Rep Of	60	60	2,676	38	56
Malaysia	1,498	2,019	81	3,369	3,655
Myanmar	-	-	79	514	-
Netherlands	42	97	68	142	113
New Zealand	58	97	299	174	182
OC Asia	22	-	-	-	-
Philippines	-	-	7	16	5
Portugal	42	42	-	-	-
South Africa	-	-	-	51	108
Spain	258	248	333	207	215
Sweden	-	-	-	-	17

TABLE 3: SINGAPORE IMPORTS OF OTHER
VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR
(IN METRIC TONS)

(continued)

	QUANTITY				
	1992	1993	1994	1995	1996
Switzerland	58	60	87	93	98
Taiwan	762	739	419	394	405
Thailand	1,957	1,639	1,722	2,441	2,612
Turkey	133	157	179	55	141
United Kingdom	243	280	371	333	421
United States	8,740	9,154	11,586	13,800	15,902
Vietnam Soc Rep	-	-	8	16	89
Other Countries	63	42	11	42	36
Total	29,467	29,908	32,903	36,726	38,098

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 23
Agricultural Situation
17. TABLE 4: SINGAPORE IMPORTS OF MUSHROOM

PREPARED OR PRESERVED OTHER THAN
BY VINEGAR

TABLE 4: SINGAPORE IMPORTS OF MUSHROOM
PREPARED OR PRESERVED OTHER THAN
BY VINEGAR
(IN METRIC TONS)

	QUANTITY				
	1992	1993	1994	1995	1996
China Peo Rep Of	7,795	7,368	8,005	8,277	9,498
France	-	-	2	2	2
Germany, Fed Rep Of	3	2	2	-	-
Hong Kong	34	139	216	109	166
Japan	6	6	8	4	3
Malaysia	334	248	380	239	221
OC Africa	16	-	-	-	-
OC Asia	345	-	-	-	-
Spain	22	16	-	-	-
Switzerland	6	5	2	5	-
Taiwan	387	363	483	383	421
Thailand	449	323	364	491	503
United States	8	48	17	47	28
Vietnam Soc Rep Of	-	572	1,282	489	319
Other Countries	10	-	-	-	4
Total	9,415	9,090	10,761	10,046	11,165

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 24
Agricultural Situation
18. TABLE 5: SINGAPORE IMPORTS OF VEGETABLES

FROZEN

TABLE 5: SINGAPORE IMPORTS OF VEGETABLES
FROZEN
(IN METRIC TONS)

	QUANTITY				
	1992	1993	1994	1995	1996
Australia	280	179	86	20	-
Belgium	346	381	457	330	336
Burma	176	-	-	-	-
Canada	1,004	420	781	1,430	1,109
China Peo Rep Of	369	336	329	158	444
Denmark	21	-	-	-	-
France	55	58	62	42	18
Hong Kong	-	-	12	-	-
Japan	28	27	11	17	26
Malaysia	35	100	158	129	59
Mexico	-	50	-	-	-
Myanmar	-	18	-	-	-
Netherlands	139	184	222	290	447
New Zealand	1,685	2,197	2,292	2,235	1,724
OC Africa	23	32	-	-	-
Saudi Arabia	-	-	-	-	95
Slovenia	-	-	-	-	17
Sweden	20	-	55	-	-
Switzerland	-	-	-	-	8
Taiwan	227	147	46	15	26
Thailand	43	56	63	82	43
United Kingdom	89	66	62	33	38
United States	4,108	5,182	4,377	5,369	5,694
Yugoslavia	255	-	-	-	-
Other Countries	14	8	-	5	38
Total	8,917	9,441	9,013	10,155	10,122

Source : Singapore Trade Statistics, 1992 - 1996.

Report Code: SN9724V AGR Number: SN7029 Page: 25
Agricultural Situation
19. TABLE 6: SINGAPORE IMPORTS OF VEGETABLES

FRUITS AND NUTS IN VINEGAR

TABLE 6: SINGAPORE IMPORTS OF VEGETABLES
FRUITS AND NUTS IN VINEGAR
(IN METRIC TONS)

	QUANTITY				
	1992	1993	1994	1995	1996
Australia	-	-	-	8	10
Chile	8	-	3	-	-
China Peo Rep Of	549	740	1,213	675	484
France	-	-	-	8	5

Germany, Fed Rep Of	37	20	26	30	58
Hong Kong	-	18	173	54	64
India	143	125	124	129	176
Israel	-	-	16	-	-
Italy	13	-	49	46	146
Japan	63	93	114	101	123
Korea Rep Of	16	4	-	-	-
Madagascar	14	-	-	-	-
Malaysia	17	33	120	185	148
Nepal	-	-	-	19	-
Netherlands	110	49	48	113	71
OC Oceania	9	-	-	-	-
Philippines	5	7	12	-	-
Spain	53	31	44	47	51
Switzerland	28	19	17	16	22
Taiwan	653	720	740	805	888
Thailand	262	339	395	486	443
United Kingdom	24	17	20	18	18
United States	282	289	288	310	342
Vietnam Soc Rep Of	-	-	19	57	161
Other Countries	10	20	36	30	20
Total	2,293	2,524	3,455	3,137	3,228

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 26
Agricultural Situation
20. TABLE 7: SINGAPORE EXPORTS OF OTHER

VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR

TABLE 7: SINGAPORE EXPORTS OF OTHER
VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Argentina	34	-	-	18	-
Australia	114	145	30	89	29
Bahrain	19	-	-	-	-
Bangladesh	46	21	33	36	25
Belgium	33	-	-	-	-
Brunei Darussale	1,065	553	793	697	771
Cambodia	-	199	18	28	27
Canada	18	13	13	24	17
China Peo Rep Of	7	38	40	-	-
CIS	-	12	13	-	-
Cyprus	10	-	-	-	-
Fiji	-	11	-	-	-
France	205	233	185	103	-
French Polynesia	18	-	-	18	14
Hong Kong	141	129	323	678	1,867

India	48	25	205	19	17
Japan	20	599	445	225	134
Korea, Rep Of	-	-	5	130	17
Kuwait	120	45	-	-	-
Lebanon	33	39	70	82	11
Malaysia	4,958	5,548	9,497	8,453	8,894
Maldives Rep Of	487	504	398	420	200
Mauritius	30	23	-	13	-
Myanmar	-	-	5	23	44
OC Africa	-	12	-	-	-
OC Asia	270	-	-	-	-
Oman	14	4	-	-	-
Pakistan	-	36	35	-	-
Papua New Guinea	9	23	-	12	-
Philippines	806	204	534	925	804

Report Code: SN9724V AGR Number: SN7029 Page: 27
Agricultural Situation
20. TABLE 7: SINGAPORE EXPORTS OF OTHER

TABLE 7: SINGAPORE EXPORTS OF OTHER
VEGETABLES PREPARED OR PRESERVED
OTHER THAN BY VINEGAR
(IN METRIC TONS)

(continued)

	QUANTITY				
	1992	1993	1994	1995	1996
Qatar	-	6	-	-	-
Reunion	-	-	-	7	-
Russia	-	-	-	34	99
Saudi Arabia	283	42	-	15	-
Seychelles	29	25	8	89	79
Spain	35	67	-	-	-
Sri Lanka	50	102	101	148	41
Sweden	123	116	62	46	28
Taiwan	308	80	21	127	87
Thailand	115	78	61	100	365
United Arab Emir	89	27	42	-	-
United Kingdom	34	-	21	160	218
United States	40	54	119	527	41
Vietnam Soc Rep	-	52	104	144	78
Yemen	-	-	96	165	-
Other Countries	109	58	72	159	77
Total	9,719	9,120	13,344	13,710	13,981

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 28
Agricultural Situation
21. TABLE 8: SINGAPORE EXPORTS OF MUSHROOM

PREPARED OR PRESERVED OTHER THAN
BY VINEGAR

TABLE 8: SINGAPORE EXPORTS OF MUSHROOM
PREPARED OR PRESERVED OTHER THAN
BY VINEGAR
(IN METRIC TONS)

	QUANTITY				
	1992	1993	1994	1995	1996
Australia	516	448	360	33	219
Bahrain	16	16	32	32	-
Bangladesh	37	42	21	19	26
Brunei	372	270	238	242	470
Cambodia	-	-	-	-	39
Canada	16	16	-	-	-
China Peo Rep Of	-	-	-	-	16
CIS	-	-	31	-	-
France	-	50	-	62	-
French Polynesia	-	-	-	18	-
Germany, Fed Rep Of	30	182	129	90	70
Hong Kong	-	83	134	-	148
Italy	89	106	30	35	-
Kampuchea, Dem	-	19	-	20	-
Japan	18	-	-	-	-
Kenya	8	-	-	-	-
Malaysia	859	1,213	2,035	1,503	1,148
Maldives Rep Of	32	46	60	58	51
Mauritius	48	72	39	12	-
Myanmar	-	-	-	-	27
Netherlands	-	-	-	-	33
New Caledonia	-	4	-	-	-
OC Asia	8	-	-	-	-
Pakistan	-	89	44	40	40
Philippines	288	249	117	116	49
Puerto Rico	-	11	-	-	-
Sri Lanka	89	57	84	45	53
Sweden	-	-	16	-	-
Taiwan	31	50	-	-	-
Thailand	33	46	141	-	-
United Kingdom	181	82	114	-	49
United States	1,185	1,870	1,505	328	195

Report Code: SN9724V AGR Number: SN7029 Page: 29
Agricultural Situation
21. TABLE 8: SINGAPORE EXPORTS OF MUSHROOM

Other Countries	27	35	50	42	57
Total	3,883	5,056	5,180	2,695	2,690

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 30
Agricultural Situation
22. TABLE 9: SINGAPORE EXPORTS OF VEGETABLES

FRUITS & NUTS IN VINEGAR

TABLE 9: SINGAPORE EXPORTS OF VEGETABLES
FRUITS & NUTS IN VINEGAR
(IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Australia	11	4	12	-	9
Bangladesh	-	-	11	-	-
Brunei Darussalam	31	90	85	49	54
Canada	-	-	-	-	13
Hong Kong	-	-	5	11	6
Japan	-	-	23	-	-
Malaysia	138	427	765	861	886
Maldives Rep Of	-	18	12	8	15
Philippines	27	45	12	42	8
Sri Lanka	-	-	21	-	-
Taiwan	-	-	71	-	19
Thailand	24	24	17	16	11
United Kingdom	15	6	-	-	-
United States	-	4	16	49	128
Vietnam Soc Rep Of	-	-	-	2	41
Other Countries	38	23	28	39	48
Total	285	642	1,078	1,076	1,237

Source : Singapore Trade Statistics, 1992 - 1996

Report Code: SN9724V AGR Number: SN7029 Page: 31
Agricultural Situation
23. TABLE 10: SINGAPORE EXPORTS OF VEGETABLES

FROZEN

TABLE 10: SINGAPORE EXPORTS OF VEGETABLES
FROZEN (IN METRIC TONS)

QUANTITY

	1992	1993	1994	1995	1996
Brunei	381	331	258	301	439
Hong Kong	-	20	-	-	-
Kampuchea, Dem	-	74	19	-	-
Malaysia	380	410	362	285	445
Maldives Rep Of	21	35	43	42	49
Myanmar	-	-	-	-	11
OC Asia	69	-	-	-	-
Philippines	73	69	109	90	33
Sri Lanka	29	27	35	52	33
Thailand	77	83	108	110	135
Vietnam Soc Rep Of	-	-	-	-	15
Other Countries	22	36	56	49	23
Total	1,052	1,085	990	929	1,183

Source : Singapore Trade Statistics, 1992 - 1996
END OF REPORT

Return to Search Page

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