

Kosovo Imports & Export of Fresh fruits and Vegetables, 2004

Introduction

This document presents an analysis by SPHPK of import and export data of fresh fruit and vegetables in Kosovo in 2004 collected by the Kosovo Customs Service and channelled through MAFRD.

The products covered in this analysis are those that could be produced in Kosovo and comprise - for fruit: watermelons, melons, apples, pears, nectarines, peaches and strawberries, and, for vegetables: tomatoes, onions, leeks, cabbage¹, carrots and peppers.

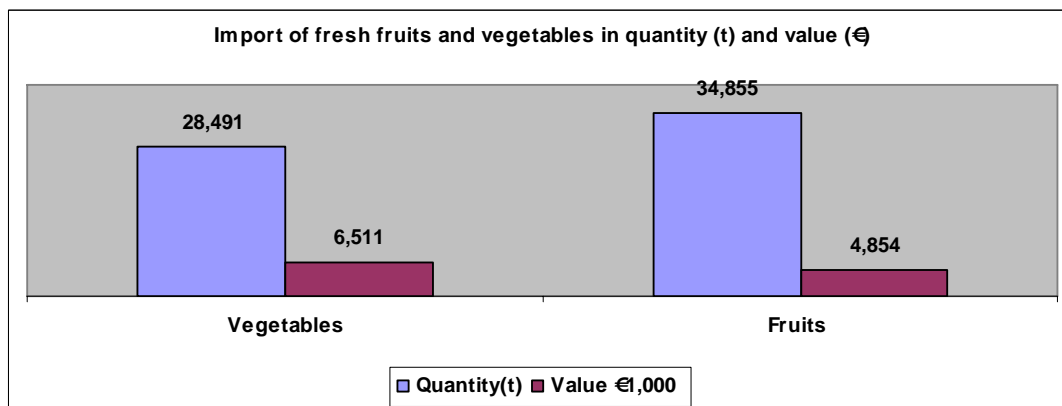
This analysis does not include any estimation of the degree of penetration of the Kosovo market by imports.

2004 was the first year of the implementation of the new customs codes. The codes at times appear unclear and have probably led to the recording of more than one product under the same code. Cases observed include cabbages and lettuce under the same code while a large proportion of the onions imported appear to have been recorded as onion sets.

The declared value of the imports seems suspiciously low – apples, for instance imported during the off season had an average declared value of just 20 cents per kilo – probably only half of their real value. Conclusions and recommendations, therefore, are based on the tonnage imported and not on the declared value.

International trade of all fruits and vegetables

Total imports of fruit and vegetables amounted to 63,346 tonnes - with a declared value of €11.4 million. The breakdown between fruits and vegetables is presented in the figure below. Total exports amounted to 65 tonnes (largely peppers and garlic) with a value of €18,000.



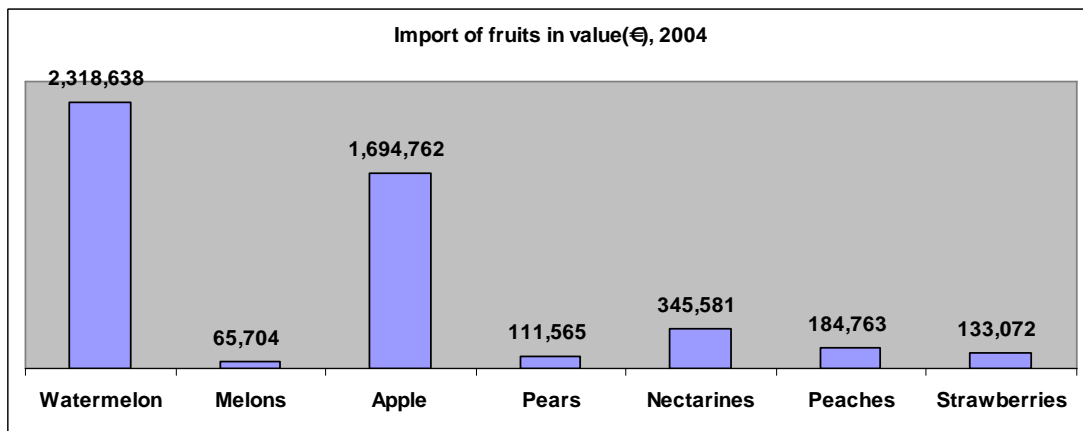
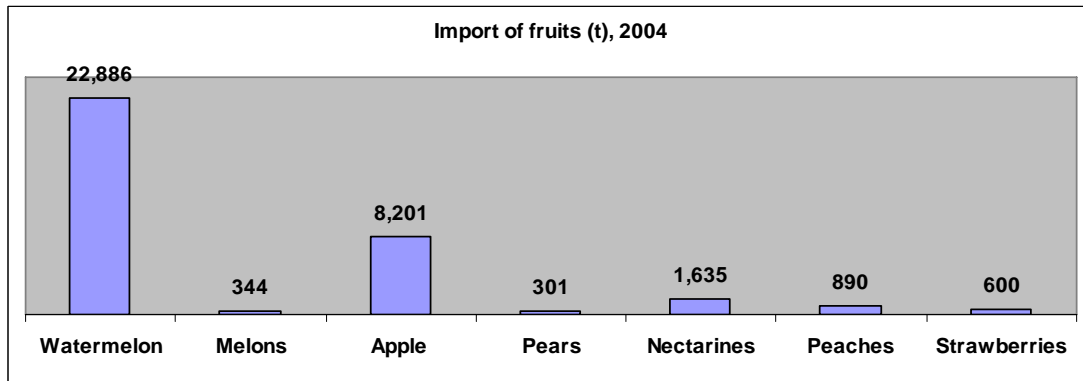
¹ No distinction between cabbage and lettuce, Custom code (07051100-Fresh or chilled cabbage lettuce)

Fresh fruit

34,855 tonnes of fresh fruit - with a declared value of €4.85 million were imported – 63% in terms of quantity from Macedonia alone. The imports from the five main exporting countries are presented in the following diagrams.



The quantities and values of the individual products imported are presented in the following two histograms.

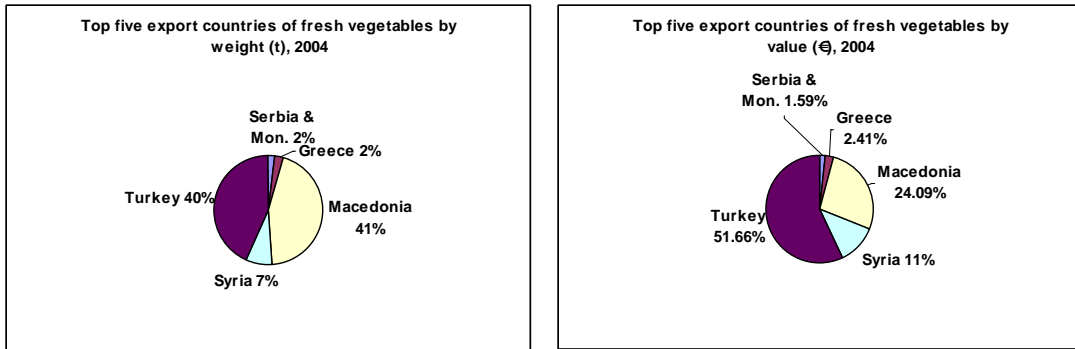


Watermelon is the main import in terms of both quantity and value with apples a strong second.

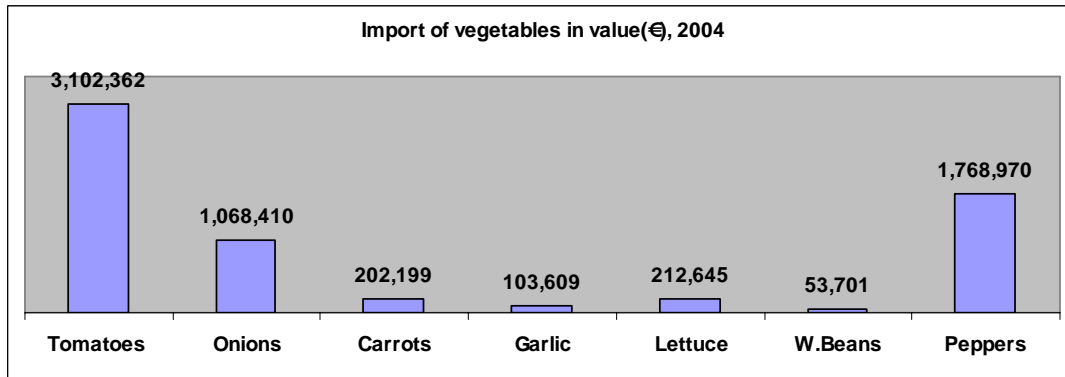
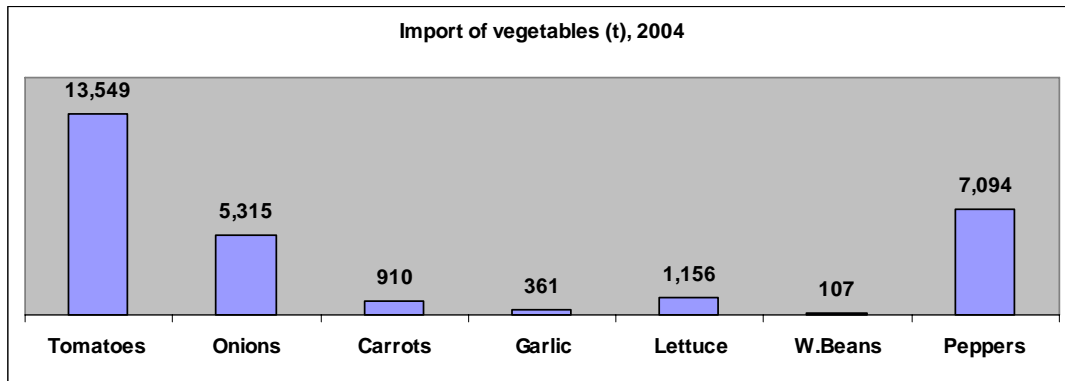
The export of fruit is very low – amounting to just 2.40 t with total value of € 258.

Fresh vegetables

28,491 tonnes of fresh vegetables with a declared value of €6.5 million were imported – Macedonia and Turkey representing 80 % of total volume. The imports from the five main exporting countries are presented in the diagrams below.



The quantities and values of the individual vegetables imported are presented in the following two histograms.



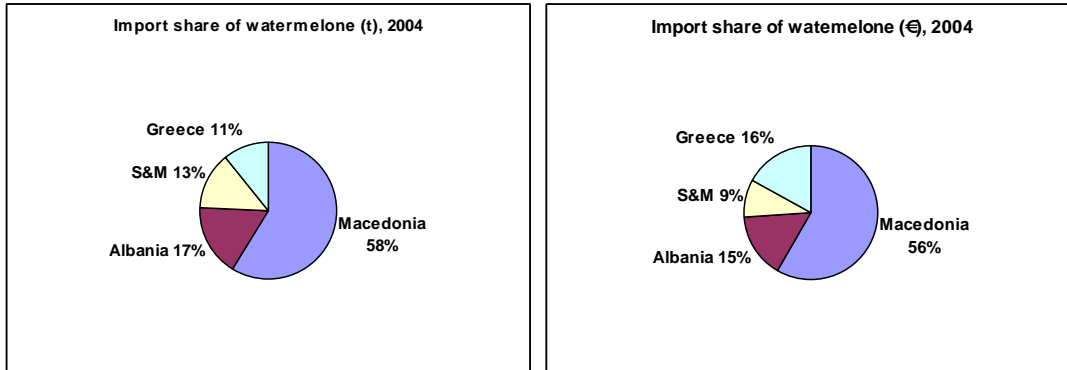
Tomatoes were the most imported product followed by peppers and onions.

The export of vegetables is very low – amounting to just 64 tonnes (46 tons of peppers to Switzerland and 17 tons of Garlic to Albania) with a total value of €17,500.

Import of individual fruit products

Watermelons

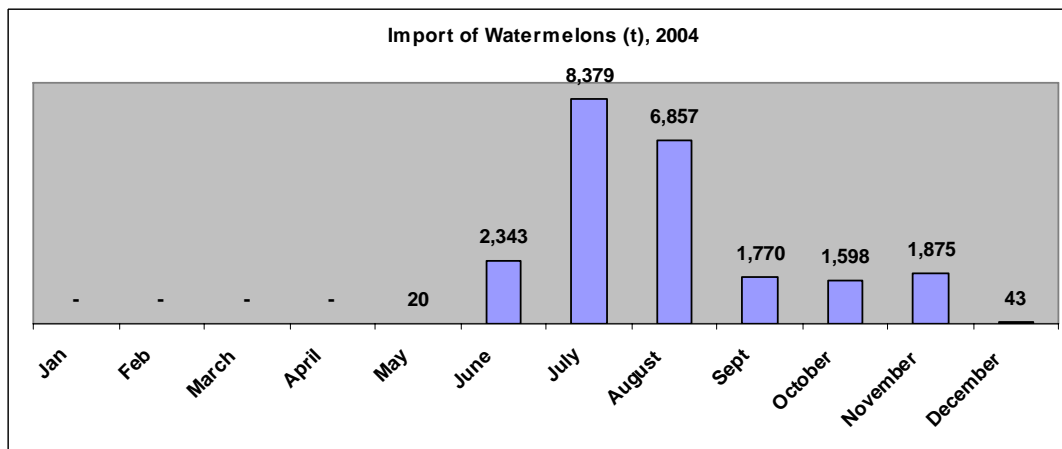
22,885 tonnes of watermelons were imported with a declared value of €2,318,637 - 58% by volume from Macedonia alone.



The top four exporters of watermelons in terms of quantity and value are presented in the following table:

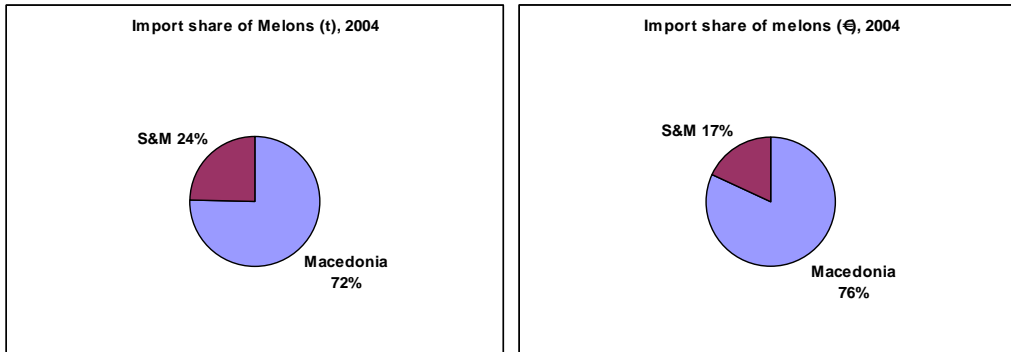
Country	Quantity (t)	Value (€)
Macedonia	13,221	1,306,864
Albania	3,854	352,744
Serbia & Mon	3,076	203,959
Greece	2,454	381,878

The seasonality of imports of watermelons is presented graphically below by month:



Melons

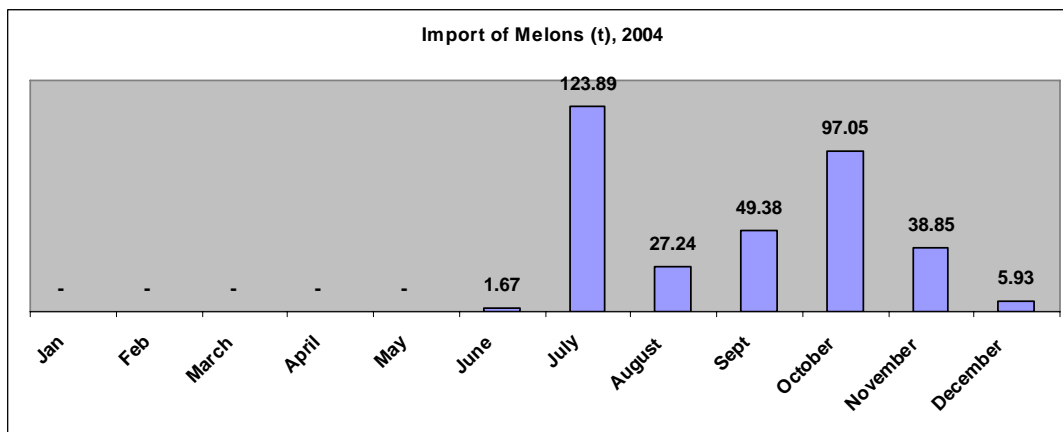
344 tonnes of melons were imported amounting to €65,703 – Macedonia representing 72% of the total volume.



The two main exporters of melons in terms of quantity and value are presented below:

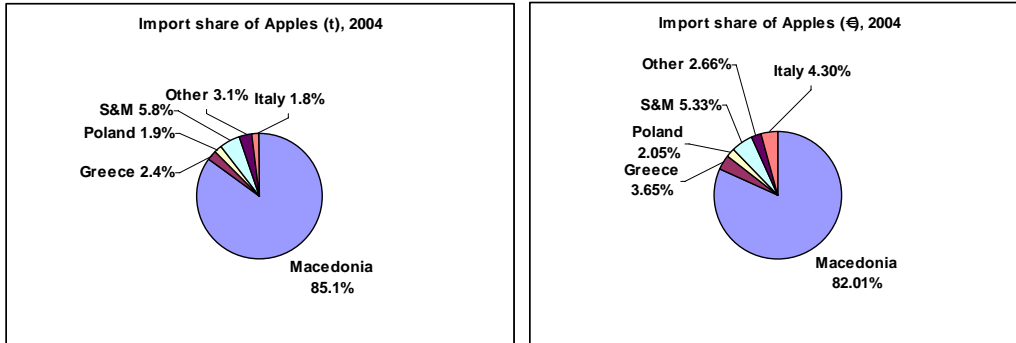
Country	Quantity (t)	Value (€)
Macedonia	246	50,201
Serbia & Mon.	81	11,120

The diagram below shows the import of melons by month.



Apples

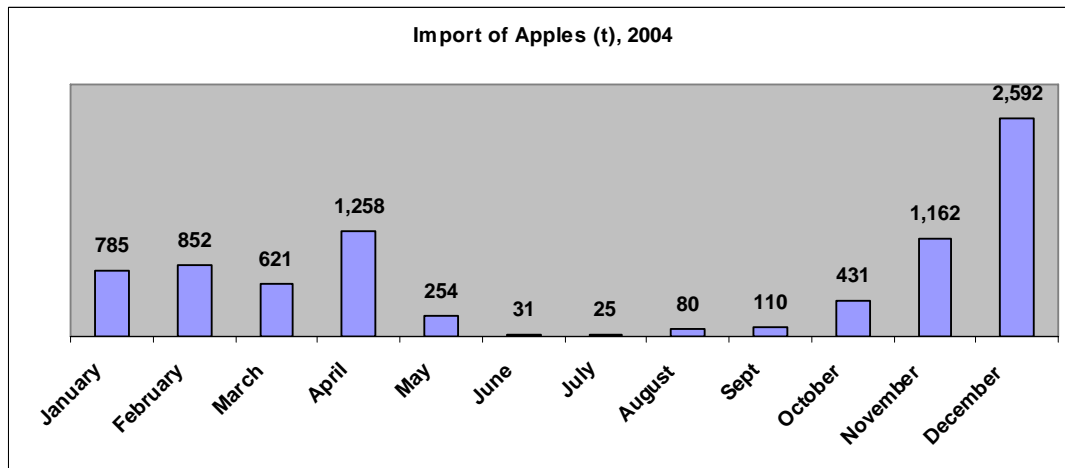
Import data indicate that 8,201 tonnes of apples were imported, amounting to €1,694,762 - 85% by volume from Macedonia alone.



The four main exporters of apples in terms of quantity and value are presented below:

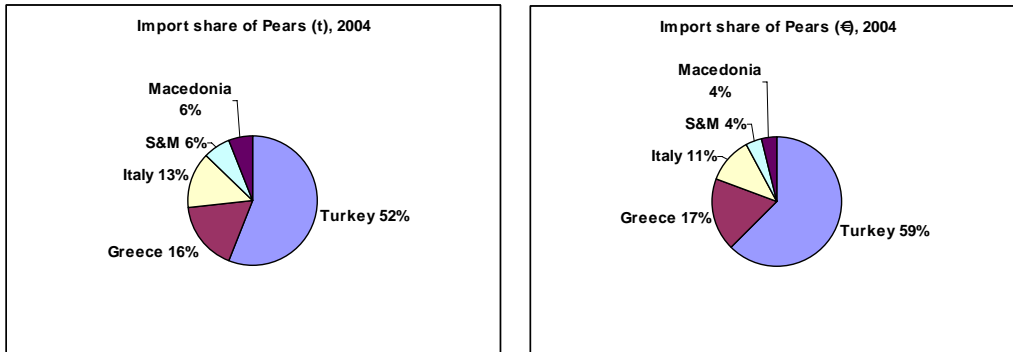
Country	Quantity (t)	Value (€)
Macedonia	6,975	1,390,033
Serbia & Mon	529	90,489
Poland	151	34,772
Italy	147	72,983

The diagram below shows the import of apples by month.



Pears

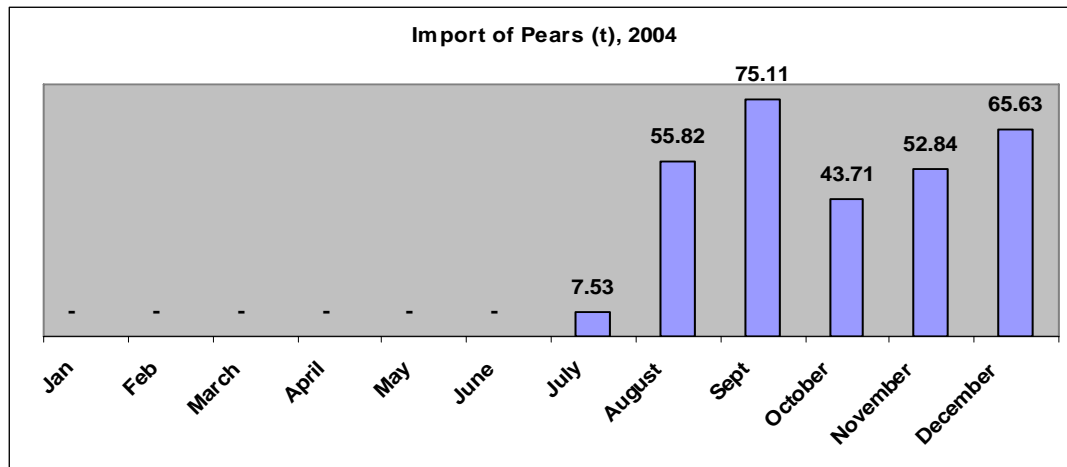
300 tonnes of pears amounting to €111,564 – 52% by volume from Turkey.



The five main exporters of pears in terms of quantity and value are presented below;

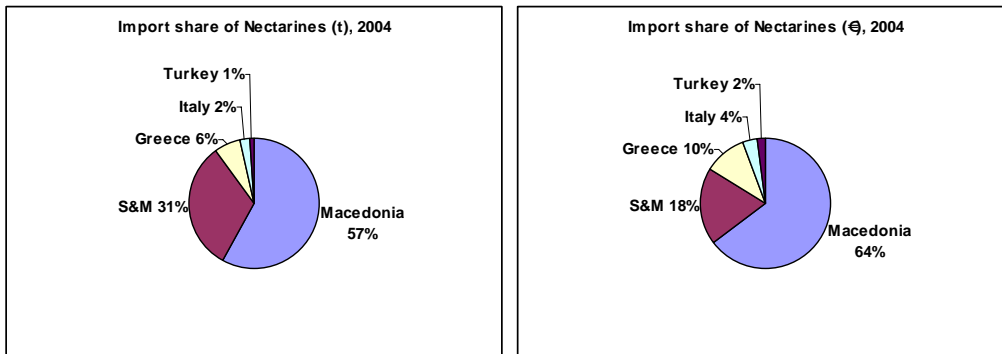
Country	Quantity (t)	Value (€)
Turkey	154	65,895
Greece	47	19,212
Italy	38	12,403
Serbia & Mon	18	4,053
Macedonia	16	4,064

The diagram below shows the import of pears by month



Nectarines

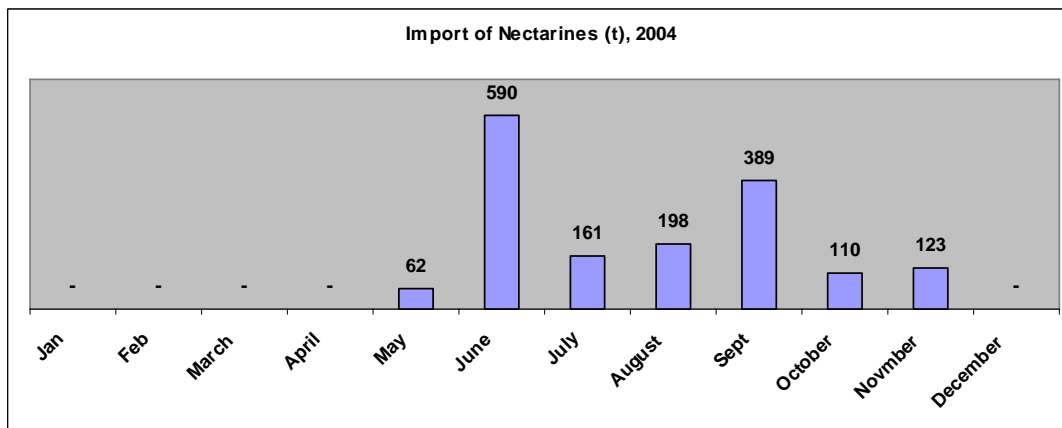
1,634 tonnes of nectarines were imported amounting to €345,581 – 59% by volume from Macedonia alone.



The five main exporters of nectarines in terms of quantity and value are presented below:

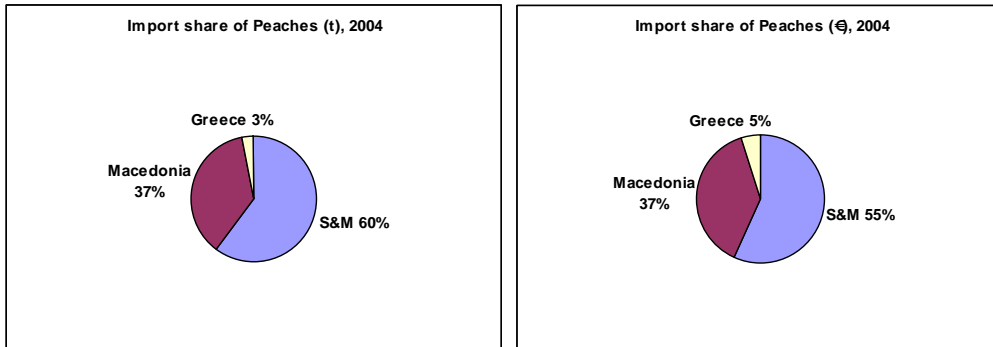
Country	Quantity (t)	Value (€)
Macedonia	927	22,016
Serbia & Mon	509	63,468
Greece	104	35,911
Italy	38	13,906
Turkey	19	6,285

The diagram below shows the import of nectarines by month



Peaches

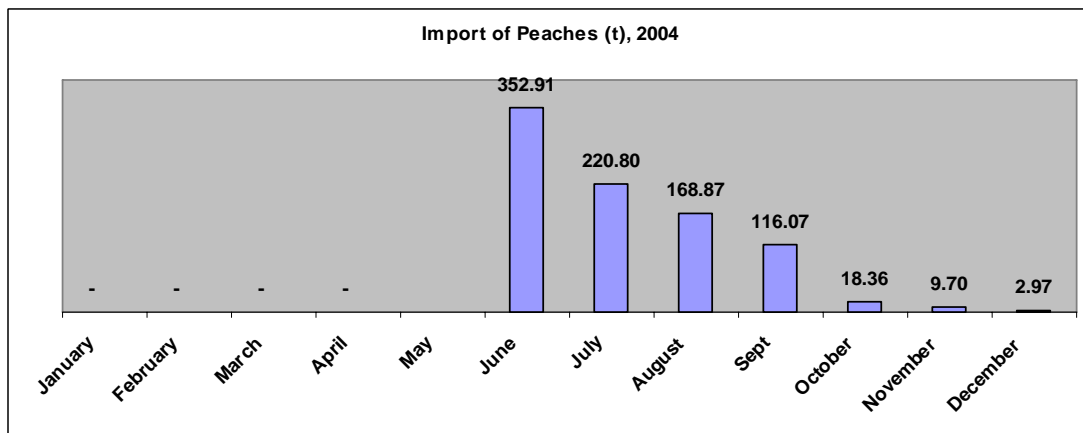
889 tonnes of peaches were imported amounting to a declared value of €184,762 - 60% by volume from Serbia and Montenegro.



The three main exporters of peaches in terms of quantity and value are presented below:

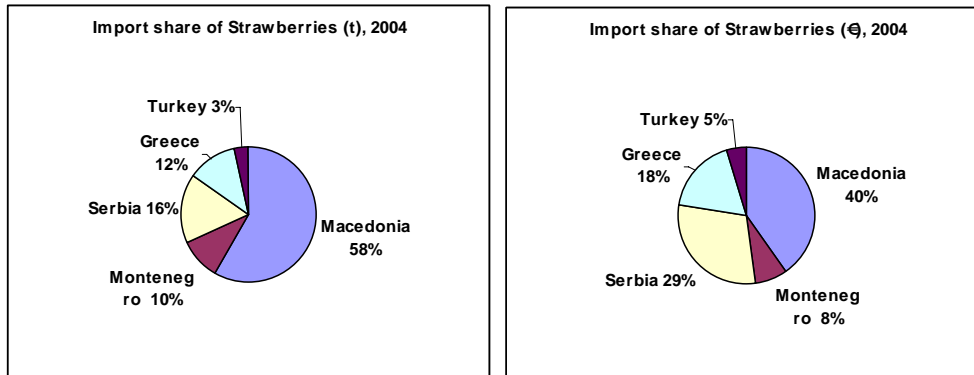
Country	Quantity (t)	Value (€)
Serbia & Mon	532	102,406
Macedonia	327	69,204
Greece	26	8,884

The diagram below shows the import of peaches by month.



Strawberries

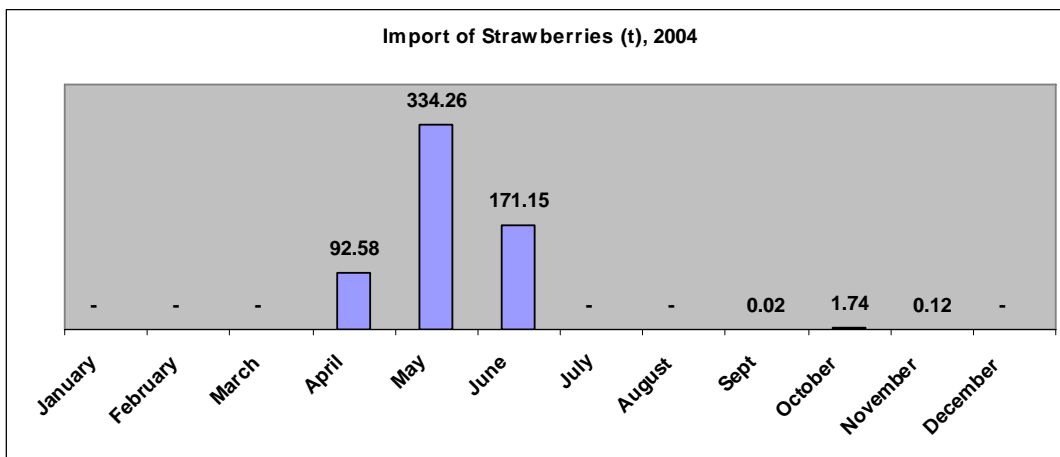
599 tonnes of strawberries were imported amounting to €133,072 – 58% by volume from Macedonia alone.



The main exporters of strawberries in terms of quantity and value are presented below:

Country	Quantity (t)	Value (€)	€/tone
Macedonia	347	52,637	151
Serbia	98	38,649	394
Greece	72	23,590	327
Montenegro	60	10,073	168
Turkey	20	6,040	302

The diagram below shows the import of strawberries by month.

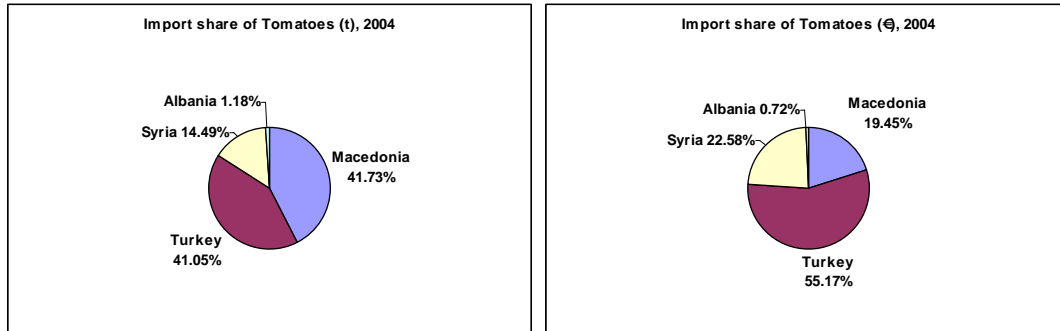


Import of vegetables by commodities

Tomatoes

Customs data indicate that 13,548 tonnes of tomatoes were imported, with a declared cash value of €3,102,361. Macedonia and Turkey represents more than 80% of the total share of imports of tomatoes in terms of quantity.

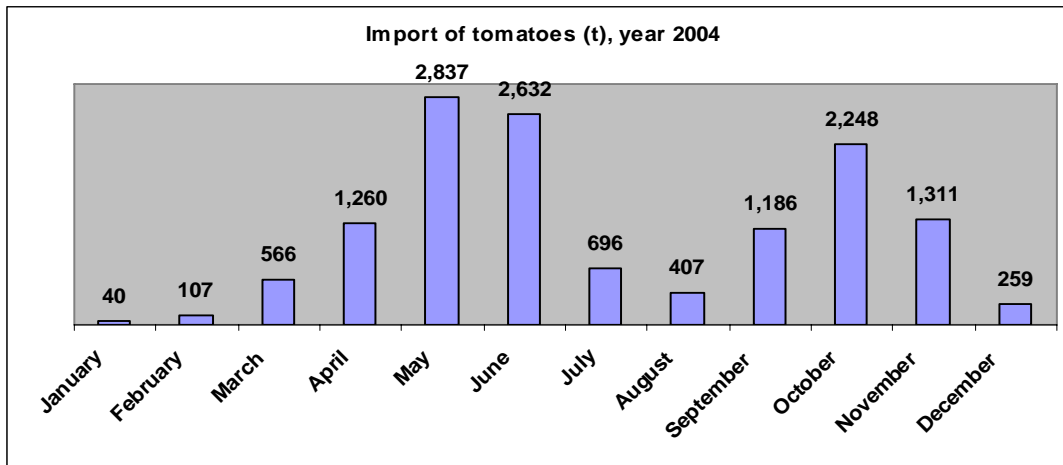
The diagram below shows the import share of tomatoes by country of origin.



The total import of tomatoes in term of quantity and value is presented below;

Country	Quantity (t)	Value (€)
Macedonia	5,654	603,703
Turkey	5,562	1,711,528
Syria	1,964	700,649
Albania	159	22,406

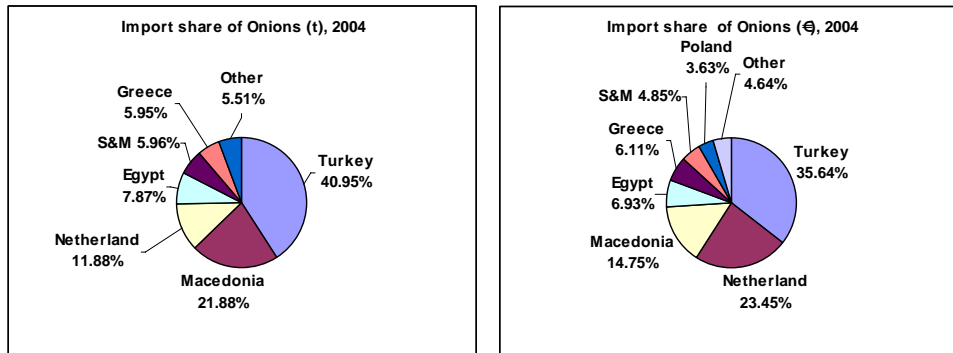
The diagram below shows import of tomatoes by month.



Onions and onion sets

Customs data indicate that 5,313 tonnes² of different types of onions were imported, with a declared cash value of €1,068,410.39 – 40% by volume from Turkey alone.

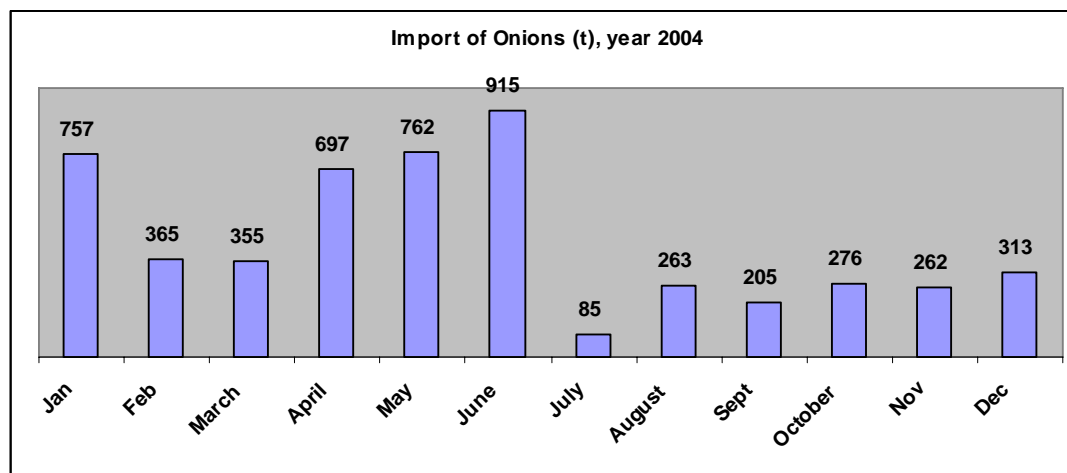
The total imports include 2,724 tonnes³ of onion sets, 2,529 tonnes of onions and 59 tonnes shallot onion (spring onion).



The total import of onions in term of quantity and value is presented below.

Country	Quantity (t)	Value (€)
Turkey	2,098	376,883
Macedonia	1,121	155,988
The Netherlands	609	247,992
Egypt	403	73,308
Serbia & Mont.	306	51,296
Greece	305	64,608
Poland	106	38,445

The⁴ table below shows total import of onions and onion sets combined by months.



² Includes: onion sets (for planting), dried onions, shallot (spring onions).

³ There is no correspondence between quantities of imported onion sets and production area with onions in Kosovo. 670 tonnes of onion sets (500kg/ha estimated average) is needed for planting of 1,343 ha with onions (total planted area in Kosovo with onions in 2004). It is assumed that onions were frequently declared as sets since the former attract 15% VAT and latter just 0%.

⁴ Onion sets are assumed to be mainly onions.

Carrots

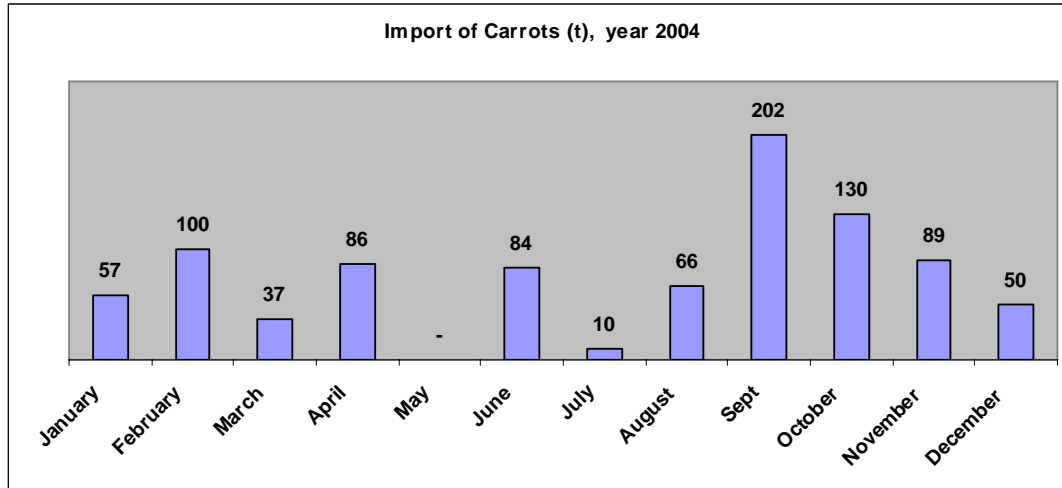
909 tonnes of carrots were imported, with declared cash value at €202,198 – 75% by volume from Macedonia.



The top exporters of carrots in terms of quantities and value are presented below:

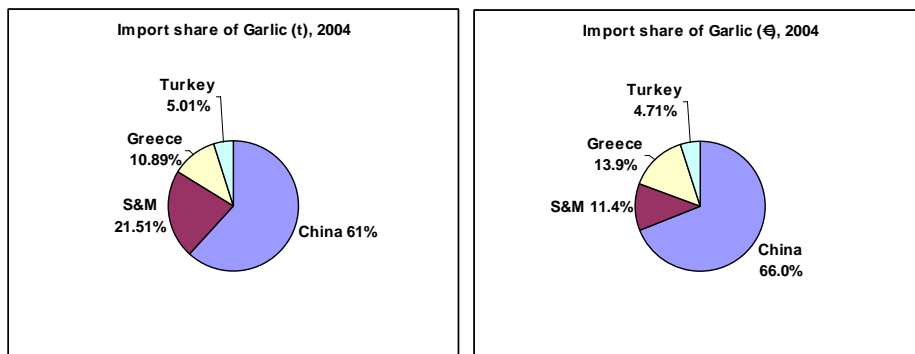
Country	Quantity (t)	Value(€)
Macedonia	691	138,339
Turkey	176	50,011
Italy	19	3,823
Serbia & Mon	12	6,648

The table below shows import of carrots.



Garlic

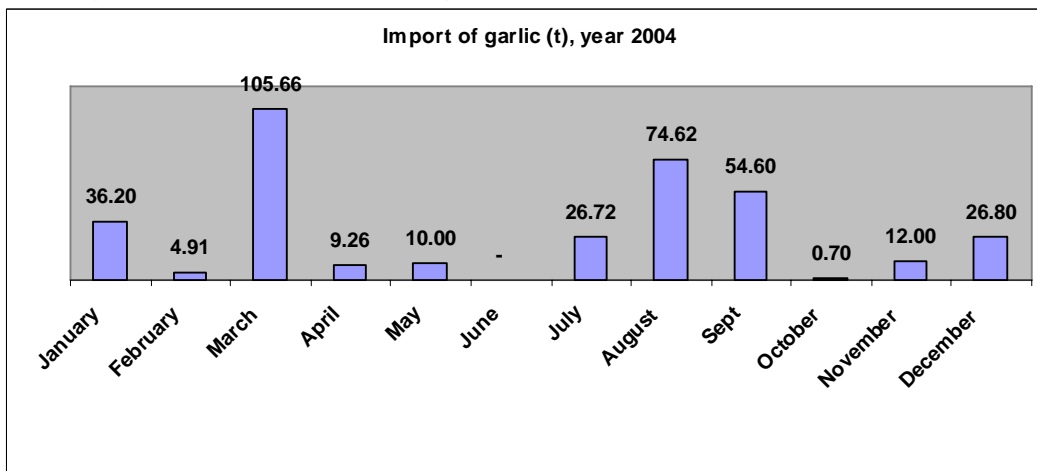
361 tonnes of garlic were imported with amounting value to €103,609 – 61 % of imports by volume originated from China.



The top four exporters of garlic in terms of quantity and value are presented below:

Country	Quantity (t)	Value (€)
China	691	138,339
Serbia & Mon	176	50,011
Greece	19	3,823
Turkey	12	6,648

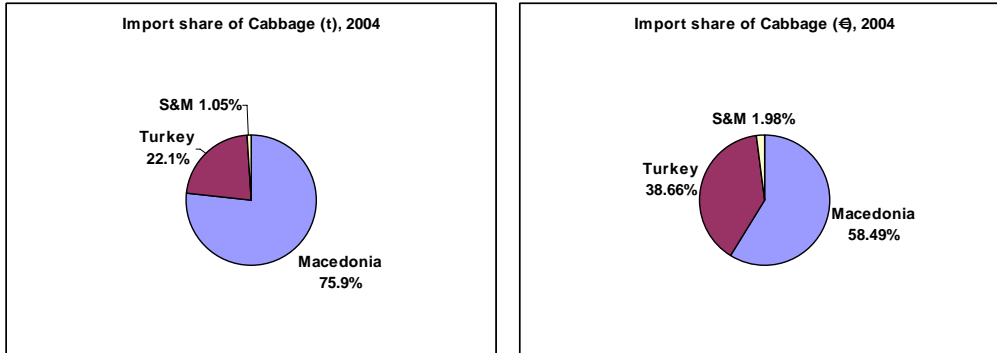
The diagram below shows import of garlic by month.



Cabbage/lettuce

The customs code which covers lettuce has been incorrectly translated from English into Albanian or incorrectly interpreted with the result that both cabbages and lettuce are recorded under the same code⁵.

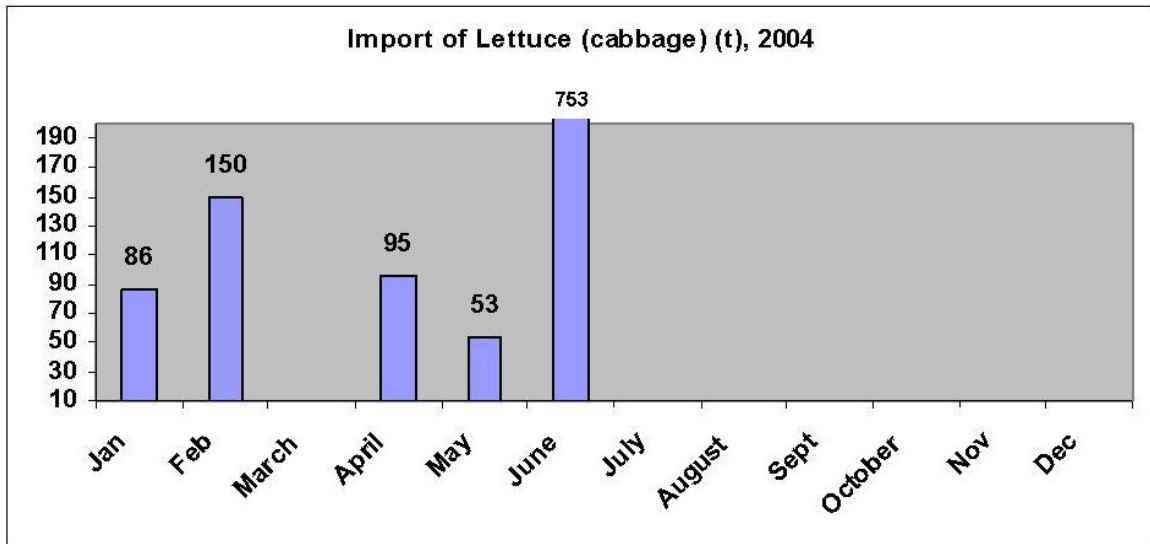
According to the customs data 1,155 tonnes of cabbage/lettuce were imported with a declared value of €212,645 - 76% by volume from Macedonia.



The top three main exporters of cabbage in terms of quantity and value are presented below:

Country	Quantity (t)	Value (€)
Macedonia	877	124,371
Turkey	225	82,203
Serbia & Mon	12	4,221

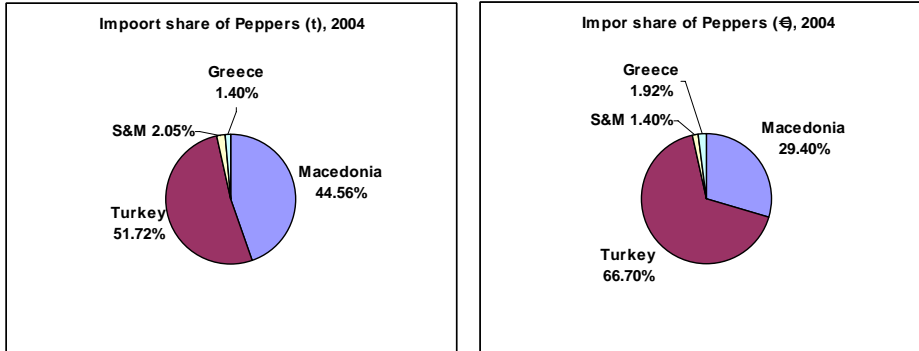
The diagram below shows import of cabbage.



⁵ Custom code 07051100-Fresh or chilled cabbage lettuce
Intercooperation: Imports & Exports of fresh fruits and vegetables 2004

Peppers

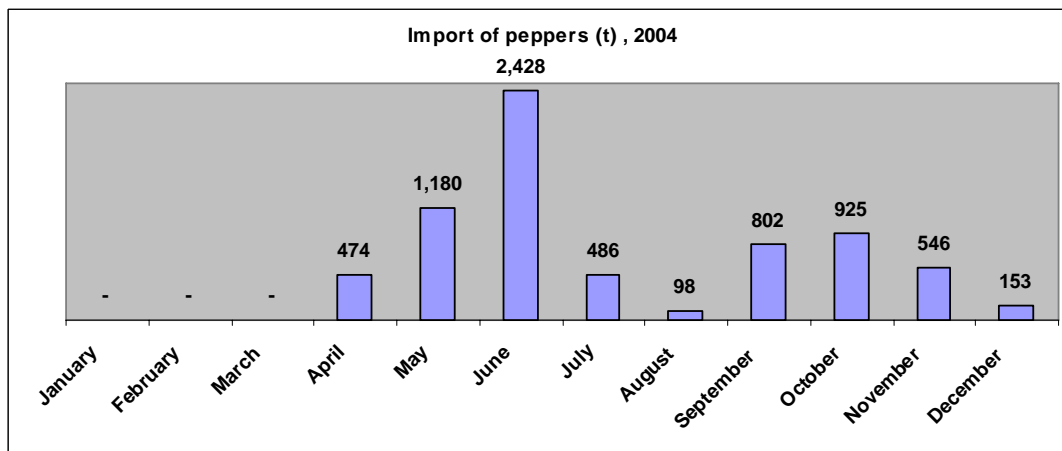
7,093 tones of peppers were imported with a declared cash value of €1,768,969 – 95% of total import is originated from Turkey and Macedonia.



The four main exporters of peppers in terms of quantity and value are presented below:

Country	Quantity (t)	Value (€)
Turkey	3,669	1,179,845
Macedonia	3,161	520,068
Serbia & Mon	145	24,755
Greece	99	34,015

The diagram below shows import of peppers by month.



Observations

Main countries of export

Turkey and Macedonia are the main exporters of vegetables into the Kosovo market. These two countries represent more than 80 % of total imported products in 2004 in term of quantity.

Turkey is the predominant exporter of vegetables in terms of value with 51 % of total import share of vegetables - products being mainly imported into Kosovo during the off season (November – May) when prices are high.

Macedonia is the main export country regarding fruit - representing 60 % of the total in terms of both quantity and value. 85% of apple exports to Kosovo and 60% of watermelon exports originate in Macedonia.

Macedonian products are sold during the early and late season (May –June and September- November) when prices are lower than the off-season.

Tentative areas of interest for SPHPK

The analysed data represents the import of horticultural products that could have been produced in Kosovo. It does not give any indication of the degree of market penetration of either imports or local production. This will only be discovered by carrying out a market penetration study. It is for this reason that any recommendations can only be tentative.

Watermelon: is the most important product imported by volume and the second-most important by value. It is also successfully cultivated in Kosovo. An analysis is required to discover how more of the home market can be penetrated – with particular emphasis on the earlier production in the season utilising low plastic tunnels or fleece.

Apple: the further penetration of the local market is likely to occur through a concentration on storage. Even low-cost storage to the end of December would provide the potential for replacing over 50% of the imports.

Pears: Import of pears is quite low at 301 tonnes. The Balkan Markets Report⁶, however, indicated a potential for export to other Balkan countries. The Project's strategy appears correct.

Nectarines and peaches: A small opportunity exists in developing the production of nectarines and peaches.

Strawberries: The current SPHPK strategy appears correct. The 599 tonnes imported represents a cultivation area of around 40 ha.

Tomatoes: Earlier seasonal production using polytunnels and fleece appears to offer potential to replace much of the imports during the second half of June (representing around 1,300 tonnes). It would, however, be difficult to compete with imports during April, May and the first half of June (representing 5,397 tonnes) since competing countries further south can produce for this market without the additional cost of heating. An analysis is necessary as to how competition may be increased against imports between September and November (amounting to 4,745 tonnes). The high value market between December and March (representing imports amounting to 977 t) could only be penetrated utilising low cost heating.

⁶ The market for Fruit & Vegetables in Kosovo and Balkan Regional Market study, August 2002
Intercooperation: Imports & Exports of fresh fruits and vegetables 2004

Onions: The substitution of over 1,000 t of imports could be potentially made by simple storage up until the end of December – while a further 4,000 t up until the end of June.

Carrots: In addition to increase production, an emphasis needs to be placed on storage in order to combat imports. Even simple storage of 2-3 months is likely to produce impressive returns.

Garlic: The import of garlic in volume terms appears to be quite low (at 361 t). The current strategy of the Project appears sufficient.

Cabbage & lettuce: No conclusions can be drawn from the data since the two, quite different, products have been treated together under the same code.

Peppers: 7,094 t of peppers were imported into Kosovo – once renowned for its export of this product. Competing against the major imports during June (2,428 t) might be possible with the use of poly tunnels and fleece. Investigations are needed as to how to compete with the imports from September to November amounting to 2,273 t.