In 2023, the cost-of-living crisis will replace COVID as the key challenge to the UK food and drink sector. Prices have increased at the fastest rate in 40 years, as the war in Ukraine, supply chain issues, and increases in energy prices make an impact. According to the British Retail Consortium, the UK’s food inflation is at a 45-year high at 12.4 percent. The UK grocery market sector was worth $260 billion in 2021. In 2023, discounters will be the biggest growing channel, driven by consumers looking to save money. The UK foodservice sector will experience a decrease in demand as consumers eat out less, instead of buying premium meals from supermarkets. The UK continues to present strong market opportunities for many U.S. consumer-orientated products, including specialty food products, food perceived as healthy, wine, sauces, fruit, nuts, and juices.
Market Fact Sheet: United Kingdom

Executive Summary:
According to the Office of National Statistics (ONS) data, the United Kingdom (UK) has a population of 67.1 million. It is a leading trading power and financial center and the third-largest economy in Europe, according to CIA World Factbook. Agriculture is intensive, highly mechanized, and efficient by European standards, but accounts for less than one percent of the gross domestic product (GDP). While UK agriculture produces about 60 percent of the country’s food needs with less than two percent of the labor force, the UK is heavily reliant on imports to meet the varied demands of the UK consumer, who expects year-round availability of all food products. The UK is very receptive to goods and services from the United States. With its $3.2 trillion GDP in 2021, the UK is the United States’ seventh-largest market in the world for all goods and services. Demand for U.S. consumer-oriented food products continues to differentiate the UK from many of its European neighbors.

Imports of Consumer-Oriented Products
According to Trade Data Monitor (TDM), in 2021, the UK imported consumer-oriented agricultural products worth $48.5 billion, with the United States’ market share at just over two percent or $1 billion.

Food Processing Industry:
According to the Food and Drink Federation, the food and drink sector is the single largest employer in the UK manufacturing sector. Around 468,000 people across the UK are employed in jobs associated with food and drink manufacturing. This is an increase of 3.4 percent from 2020. In 2021, the food and drink manufacturing sector’s output was valued at $36 billion with an annual turnover of $134 billion up 4.2 and 4.8 percent, respectively.

Food Retail Industry:
The food retail sector is saturated, highly consolidated, and competitive. The top four retail groups (see chart) together account for 65 percent of the market. Independent stores continue to face strong competition from grocery retailers and online retailers. Online sales are predicted to increase to become the second fastest-growing channel post-2024, as rapid grocery deliveries between 30 minutes and an hour become increasingly popular. UK consumers are willing to try foods from other countries but expect quality products at a competitive price. Aldi has recently overtaken Morrisons to become the fourth-largest UK supermarket for the first time.

<table>
<thead>
<tr>
<th>Quick Facts CY 2021 ($1=£0.82)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Imports of Consumer-Oriented Products:</strong></td>
</tr>
<tr>
<td>$48.5 billion</td>
</tr>
<tr>
<td><strong>UK’s Top Consumer-Oriented Growth Products</strong></td>
</tr>
<tr>
<td>1) Chewing Gum and Candy 6) Spices</td>
</tr>
<tr>
<td>2) Distilled Spirits 7) Condiments/Sauces</td>
</tr>
<tr>
<td>3) Beef and Beef Products 8) Non-Alcoholic Bev.</td>
</tr>
<tr>
<td>4) Dog and Cat Food 9) Fresh Fruit</td>
</tr>
<tr>
<td>5) Wine 10) Chocolate</td>
</tr>
<tr>
<td><strong>Food Industry by Channels (USD billion) 2021</strong></td>
</tr>
<tr>
<td>Food Industry Output - Turnover</td>
</tr>
<tr>
<td>UK Food Exports to United States Ag Total</td>
</tr>
<tr>
<td>UK Food Imports from United States Ag Total</td>
</tr>
<tr>
<td>Value of Grocery Retail Market</td>
</tr>
<tr>
<td>Value of Food Service Market</td>
</tr>
</tbody>
</table>

**Top 10 Host Country Retailers**
1) Tesco 6) Lidl
2) Sainsbury’s 7) Cooperative
3) Asda 8) Waitrose
4) Aldi 9) Iceland
5) Morrisons 10) Marks & Spencer

**GDP/Population**

**Sources:** CIA World Factbook, TDM, Kantar Worldpanel, UK Government Statistics

<table>
<thead>
<tr>
<th>Strength</th>
<th>Weakness</th>
</tr>
</thead>
<tbody>
<tr>
<td>UK is one of the biggest markets in Europe with one of the highest per capita incomes globally</td>
<td>U.S. products face competition from tariff-free products from the EU and Free Trade Agreement (FTA) partners.</td>
</tr>
</tbody>
</table>

**Opportunity**
Demand for products that are sustainable, or which are healthy, free-from, vegetarian or convenience products.

**Challenge**
Increased cost-of-living causes consumers spend less on non-essential items and switch to private label products.
SECTION I. MARKET SUMMARY

The UK is very receptive to goods and services from the United States. According to CIA World Factbook, with its $3.2 trillion GDP, year-to-date figures show the UK is the United States’ top European market and the fifth-largest market worldwide for all goods after Canada, Mexico, China, and Japan. Data obtained from the Global Agricultural Trade System (GATS) shows U.S. agricultural, fish, and forestry exports to the UK reached $2.76 billion in 2021, which is on par with 2020. Consumer-oriented food and beverage products remain the most important UK market sector for U.S. agriculture, amounting to $1 billion. Wood pellet exports for renewable energy remain strong, with U.S. forest product exports to the UK at $889 million in 2021, slightly lower than 2020. Demand for U.S consumer-oriented food products continues to differentiate the UK from many of its European neighbors. The UK is the 15th largest market in the world for U.S. agricultural products, including fish and forestry products.

Cost of living in the UK (England, Wales, Scotland, and Northern Ireland) has increased at its fastest rate in 40 years. 2023 will be a challenging year for many, as the rocketing cost of energy, animal feed, and transport costs will put pressure on consumer spending. The war in Ukraine, combined with the increase in energy prices and the UK’s departure from Europe, have attributed to increased food, energy, and fuel costs, affecting consumers and businesses alike. Businesses are paying more to transport goods due to higher fuel costs, while worker shortages have contributed to increased wages for laborers and heavy good vehicle drivers. According to the British Retail Consortium food inflation jumped from 11.6 percent in October 2022 to 12.4 percent in November 2022, a 45-year high for food inflation. Consumers are feeling the pressure to stretch household salaries, particularly affecting those on lower salaries who spend a larger proportion of their income on food and energy. As the UK enters winter, there is great concern how many UK consumers will be able to afford to heat their homes and provide food for their families. This will impact the amount of disposable income consumers have to spend.

In the year ending October 2022, the Office of National Statistics (ONS) shows everyday items such as milk, eggs, cheese, bread, and meat increased by as much as 48 percent, year-on-year. The increase in food prices has resulted in consumers buying less and trading down to cheaper alternatives. A recent survey by Attest, a consumer research company, states that 54.2 percent of UK consumers now purchase cheaper brands or buy supermarket own label products. Luxury/premium products have been the hardest hit, with seven in ten consumers reducing the number of foods purchased in this sector. Most consumer-oriented products from the United States are more expensive than those either manufactured in the UK or imported from Europe. Therefore, exporters may find resistance from importers or retailers willing to stock new products until the cost-of-living crisis eases. The discounter supermarkets are benefiting from increased footfall, with almost 40 percent of consumers now shopping in Aldi or Lidl as opposed to 24 percent mid-2022.

UK Demographics:
In June 2021, according to the UK Office for National Statistics (ONS), the population of the UK was estimated at 67.1 million, up 284,000 from the previous year. The UK population is projected to reach 69.2 million by 2030. Since the 1990’s, migration has been the main driver of the UK’s population growth. This declined during the pandemic as borders closed but started to rise again with the arrival of Ukrainian refugees and COVID border restrictions were eliminated. According to latest ONS 2020 data,
the Southeast of England and London are the most populated, home to over a quarter (18.2 million) of the UK population. The UK has an ageing population with projected figures suggesting there will be an additional 7.5 million people aged 65 years and over in the UK in 50 years’ time. The population is ethnically diverse and in 2022, Statista estimates show that 87.2 percent of the UK population was listed as white with 12.8 percent (8 million people) belonging to mixed, non-white, and other ethnic groups. There are many ethnic groups in the UK including large populations from Asia, Caribbean, and Africa. The UK has a wide variety of ethnic restaurants, particularly in London and other major cities in the country.

**Latest Trends:**

**Sustainability:** One of the biggest trends is towards more sustainable food products. Consumers are more conscious as to what they eat and the effect it has on the environment. With the food choices they make, they want to feel that they are playing their part in reducing the amount of greenhouse gases and deforestation. Consumers want food sold in UK retailers to be produced more sustainably. Sustainability and climate change are at the forefront of UK retailers’ minds and are part of the retailer’s decision-making process.

**Packaging Regulations:** In recent years, there has been a rise in public awareness of the negative environmental impact of plastic pollution. Plastic packaging of food causes a significant proportion of the UK’s plastic waste. Manufacturers and retailers are exploring alternatives to single-use plastics, particularly in relation to fresh produce, including increasing the availability of loose items in supermarkets. The UK Government has a strong green agenda that brought in legislation to reduce single-use plastics. In April 2022, a new Plastic Packaging Tax came into effect meaning a new tax applies to plastic packaging manufactured in, or imported into the UK, that does not contain at least 30 percent recycled plastic. UK retailers joined together to sign up to the UK Plastics Pact, a voluntary initiative with targets to reduce the use of plastics, and in February 2022, announced that by 2025 the vast majority of fresh fruit and vegetables will be sold loose. Further information on Plastic Packing Tax can be found [here](#) and further information on the UK Plastics Pact is found [here](#).

**Key Influences on UK Consumer Demands**

- **Slow population growth:** CIA World Factbook 2022 figures show that population growth in the UK is 0.53 percent and is comparable with many of the smaller European countries. Main differences include Ireland with a growth rate of 0.94 percent, and Luxemburg with a growth rate of 1.64 percent while Italy’s, and Germany’s population is currently in decline.
- **Aging population:** 11.9 million aged over 65 – 18.6 percent of population and 1.7 million over 85 years old – 2.4 percent of population [ONS](#).
- **Number of household units growing:** 28.1 million in 2021, increase of 6.3 percent over the last 10 years and 19.3 million families, an increase of 6.5 percent from 2011 [ONS](#).
- **Smaller households:** average UK household size is 2.4
- **Personal disposable income decreased in 2022:** due to higher cost of living expenses
- **International consumer tastes:** e.g., Chinese, Indian, Italian, Thai, Mexican.
- **Reduction in formal meal occasions:** leading to an increase in “snacking” and “grazing”
- **Increasing public debate centered on food:** incorporating safety, environmental, ethical (animal welfare), social and economic issues
- **Increased retail concentration:** increased market share of discounter supermarkets.
- **More population living in urban areas than rural areas**
### Table 1: Advantages and Challenges

<table>
<thead>
<tr>
<th>Advantages</th>
<th>Challenges</th>
</tr>
</thead>
<tbody>
<tr>
<td>Market dominated by a few retailers with strong market penetration.</td>
<td>Supermarket chains demand significant volume, and their concentration can</td>
</tr>
<tr>
<td>Sophisticated replenishment systems mean U.S. products can be widely</td>
<td>make market access difficult initially. Trial listings must give results</td>
</tr>
<tr>
<td>distributed.</td>
<td>in a short time or product will be de-listed.</td>
</tr>
<tr>
<td>There are many specialty importers, capable of importing from the United</td>
<td>The UK has well-established brands for mainstream products. Brand-building</td>
</tr>
<tr>
<td>States.</td>
<td>costs are substantial.</td>
</tr>
<tr>
<td>The U.S. has an opportunity to promote products that focus on the</td>
<td>Trade barriers imposed on certain U.S. products including meat and poultry.</td>
</tr>
<tr>
<td>environment, sustainability, and health.</td>
<td>U.S. agriculture has regular negative portrayal in the UK media.</td>
</tr>
<tr>
<td>The country is English speaking and therefore an easier gateway into the</td>
<td>A free trade agreement between the UK and the EU means EU competitors do</td>
</tr>
<tr>
<td>rest of Europe for U.S. exporters.</td>
<td>not pay import duty on goods to the UK. U.S. exporters are subject to 0-25</td>
</tr>
<tr>
<td>The United States is a popular destination for UK tourists. Familiarity</td>
<td>Popularity of specialty products from EU countries is high, such as French</td>
</tr>
<tr>
<td>with U.S. products is widespread.</td>
<td>cheeses, Spanish citrus, and Italian pasta.</td>
</tr>
</tbody>
</table>

#### SECTION II. EXPORTER BUSINESS TIPS

The UK market offers good opportunities for U.S. exporters of consumer-orientated products. U.S. suppliers interested in exporting to the UK should consider the following:

- Basic market research. Know the market sector you want to enter: retail, foodservice, or food processing
- Make sure the product follows UK food law, packaging, and labeling requirements
- If required, obtain animal product health certificates
- Know what the import duty and excise tax is for your product
- Be aware of UK animal welfare standards
- Include a promotion/advertising budget into your overall export plan
- Highlight product selling points, such as sustainability, organic, plant-based etc.
- Participate in food, beverage, and industry trade shows

#### General Consumer Tastes and Preferences

- **Food Safety**: As a result of food scares over the past two decades, the UK food supply chain is now heavily scrutinized, meaning that UK retailers, foodservice operators and manufacturers are uncompromising on traceability and quality assurance. UK buyers often require technical specifications above the level mandated by government legislation.
• **Animal Welfare and Sustainability**: Largely driven by the news agenda, U.S. food and agriculture is perceived as having lower animal welfare and environmental standards than their British counterparts. Several supermarket chains have pledged to “never stock chlorinated chicken” instead preferring to support British farmers.

• **Products Derived From “Genetic Modification” (GMOs)** - Products that contain genetically engineered (GE) ingredients can only be sold in the UK if the GE trait has received approval by the EU prior to January 2021. The UK is currently reviewing applications received through the Regulated Product Applications and as changes are made information will be provided in the register which provides information on the GMOs authorized for import and use in GM food and feed in Great Britain. Products with permitted GE ingredients can be sold and require appropriate labeling. Guidance for this can be found here: [Labeling of Genetically Modified Foods](#). A guide to regulations can be found here. In the British market, imports of U.S. candy, snacks, cookies, and other high-demand products have less sensitivity when it comes to containing GE ingredients. However, in the mainstream UK market, GE ingredients are not routinely incorporated into grocery products. Many supermarket and foodservice chains, as well as manufacturers, have taken a non-GE approach, and it will depend on consumer demand and the route to market for your product as to whether it will be accepted, since the presence of GE above 0.9 percent will trigger a labeling requirement.

• **Organic**: The Soil Association Organic Market Report 2022 highlights that in 2021, UK sales of organic food and drink broke the £3 billion ($3.2 billion) barrier for the first time, as shoppers prioritized sustainability and health when making food buying decisions. This is the tenth successive year that the category has grown. In 2021, supermarket sales grew by 2.4 percent, independent retailers up 9 percent, foodservice up 3.3 percent and online/home delivery by 13 percent. The online/home delivery sector has grown 54 percent since 2019 indicating that consumers who used box schemes during the pandemic have continued with the same shopping habits. In 2021, the top four organic categories in supermarkets were dairy, which increased sales by 0.7 percent; fresh produce up 1.8 percent; canned and packaged food decreased sales by 6.2 percent; and meat, fish, and poultry by 5.5 percent. Amazon was named the largest online retailer of organic in the UK, with over 8,500 Soil Association Certification products. The organic market, though, is still dwarfed by the size of the overall UK grocery market sector, worth $260 billion.

• **Health**: Consumers are looking for food to improve their health, which is driving sales of premium, less processed food, functional food, fresh fruit, fruit juices and low-fat or low sugar processed food. Sales of vegetarian and plant-based products have increased significantly, with those aged over 55 being the biggest buyers.

SECTION III. IMPORT FOOD STANDARDS & REGULATIONS AND IMPORT PROCEDURES

**Food Standards and Regulations**

From January 1, 2021, the UK has had the autonomy to set its own agriculture and food import rules. In practice, the UK import regime currently mirrors that of the EU, since all directives and regulations that were passed prior to January 2021 have been transposed into UK law. The UK government has begun regulatory reviews that could mean that the British market diverges from EU market requirements in the future, e.g., labeling requirements. In addition, there are now different health certificates for Great Britain and Northern Ireland because Northern Ireland remains bound by EU rules when it comes to agriculture and food law. U.S. exporters should ensure that UK importers are apprised of the latest requirements by checking with their local Trading Standards Office, the Food Standards Agency, or Port...
Health Authority. FAS/USDA London has a Food and Agricultural Import Regulations and Standards Country Report, known as the FAIRS Report, that provides certificate requirement information for animal products and high risk products not of animal origin, as well as guidance on labeling and ingredient requirements.

U.S. beef, poultry, and dairy products face significant barriers to entry into the UK. To obtain the necessary export certification from USDA’s Food Safety Inspection Service (FSIS), U.S. poultry must not be treated with antimicrobials. As this practice is approved by the FDA and is widespread in the United States, an effective import ban is in place. U.S beef and poultry must also be slaughtered and processed in a UK approved establishment. All U.S. beef products must come from Non-Hormone Treated Cattle. Information from USDA’s Food Safety and Inspection Service can be found here.

Dairy products must come from an approved U.S. plant. For dairy, the approval of plants is managed by FDA (but the export license is issued by APHIS and AMS). All animal and animal products require an import license, be it Product of Animal Origin (POAO), milk and milk products etc. Further information can be obtained from the Animal Health Import Team.

General Import and Inspection Procedures
Her Majesty’s Revenue & Customs (HMRC) handles the clearance of all goods entering the UK, for further information and customs forms please go to www.hmrc.gov.uk.

SECTION IV. MARKET SECTOR STRUCTURE AND TRENDS

Market Sector Structure

Retail Food Sector
- According to the Institute of Grocery Distribution (IGD), the UK food and grocery market is set to grow by 11.3 percent to $290 billion between 2022 and 2027. This amount is lower than in 2021 due to fluctuations in the exchange rate.
- In 2021, according to ONS UK households spent 16 percent of their annual budgets on food and non-alcoholic drinks. Another three percent was spent on alcohol. Food and grocery is the third largest area of expenditure after housing and transport.
- According to ONS, the average UK household spends $5,155 (£4,296) on groceries and $1,954 (£1,628) on eating out every year. This amount is likely to increase significantly in 2023 due to increased food prices.
- According to IGD, on average, four in five shoppers visit a discounter for grocery shopping each month.
- According to Mintel, in 2021, 58 percent of UK consumers reported buying groceries online; however, 71 percent of these shoppers would like deliveries to become more sustainable.
- Nine in ten people visit a convenience store on a regular basis to buy grocery necessities, highlighting the importance of the smaller grocery stores.

According to the 2022 Waitrose Food and Drink Report, predicted food trends in 2023 include: plant-based cheese; cognitive nutrition (‘brain food’), including blueberries, fatty fish including salmon, broccoli, and pumpkin seeds; ancestral eating (home cooked, organic, unprocessed meals) and consumers continuing to buy local.
Kantar’s latest statistics show that five supermarket chains dominate UK food retailing, accounting for 74.4 percent of the market. The biggest change in 2021 is that Aldi, a discounter, has entered the top four supermarket chains, pushing Morrisons to number five. This is unprecedented and shows the growing influence of discounter chains, with Aldi and Lidl now having a combined market share of 16.4 percent. Tesco is the market leader, with 27 percent market share, followed by Sainsbury’s with 14.9 percent, Asda with 14.3 percent, Aldi with 9.3 percent and Morrison’s has 9 percent. Other UK supermarket chains include Lidl, The Cooperative, Waitrose, Iceland, and Marks and Spencer.

### Market Shares of the UK’s Supermarket Chains

<table>
<thead>
<tr>
<th>Retailer</th>
<th>Market Share %</th>
<th>Retailer</th>
<th>Market Share %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tesco</td>
<td>27.0</td>
<td>Cooperative</td>
<td>6.2</td>
</tr>
<tr>
<td>Sainsbury’s</td>
<td>14.9</td>
<td>Waitrose</td>
<td>4.7</td>
</tr>
<tr>
<td>Asda</td>
<td>14.3</td>
<td>Iceland</td>
<td>2.3</td>
</tr>
<tr>
<td>Aldi</td>
<td>9.2</td>
<td>Others (inc. Marks and Spencer)</td>
<td>2.0</td>
</tr>
<tr>
<td>Morrison’s</td>
<td>9.0</td>
<td>Symbols/Independents</td>
<td>1.6</td>
</tr>
<tr>
<td>Lidl</td>
<td>7.2</td>
<td>Ocado</td>
<td>1.6</td>
</tr>
</tbody>
</table>

Source: Kantar Worldpanel, market share summary, October 30, 2022.

*These market shares are updated monthly, so there can be a slight change month to month.

Health, wellness, and the environment continue to be key purchasing factors for British consumers. Consumers expect packaging to be informative and environmentally responsible. For more information on the retail sector, please see the latest UK Retail Report.

### Food Processing Ingredients Sector

Food and drink is the largest manufacturing sector in the UK. The UK is a key market for U.S. intermediate agricultural products (i.e., those that are lightly processed) such as cereals, dried fruit, nuts, beans, other legumes, and seeds. Some of these products are consumed directly as snacks, but the majority are used as ingredients in the manufacture of UK finished goods. For more information, please see the latest Food Processing Ingredients Sector report.

### Food Service Sector

The hospitality industry was one of the hardest-hit sectors during the pandemic but boomed back to pre-COVID levels since the full reopening of the sector in March 2022. However, the industry now faces an even bigger challenge with the cost-of-living crisis affecting the UK. Supply shortages, unavailable product lines, delays to deliveries, staff shortages, and higher cost of products are having a significant impact on everyday business operations.
UKHospitality, the trade association that represents the UK foodservice industry, anticipates that one in five hospitality businesses will go out of business if government support is not available for them to survive the current cost-of-living crisis.

It is anticipated that in 2023 consumers will eat out less as they need to stretch their income further. Consumers who do not want to eat at home will likely opt for takeaways, increasing the number of people using food delivery services, such as Just Eat or Deliveroo, or else will downscale and eat in cheaper restaurants.

Health, sustainability, and innovation are the biggest trends within the sector, with an increase in vegetarian and vegan dishes as more consumers seek healthier options.

For more information, please see the latest Food Service - Hotel Restaurant and Institutional Industry report.

**Products in the market that have good sales potential**

- Processed products: health food, mainstream grocery, snack foods
- Dried and Processed Fruit: cranberries, dried cherries, prunes, raisins, wild berries
- Nuts: Almonds, peanuts, pecans, pistachios, walnuts
- Fish and Seafood: cod, pollock, salmon, scallops, and other fish products
- Fresh Fruit and Vegetables: apples, grapefruit, pears, sweet potatoes, table grapes
- Meat: hormone-free beef and pork products
- Drinks: craft beer, spirits, wine
- Food Ingredients
- Wood pellets and other waste/residuals for renewable fuels

**Products not present because they face significant barriers**

Food additives not approved by the UK

- Red meat and meat products produced with growth promotants
- Most poultry and eggs
- Genetically modified products that are not approved in the UK

**SECTION V. AGRICULTURAL AND FOOD IMPORTS**

The largest export growth in 2021 was in ethanol and in vegetable oils (ex. Soybean), up 114 percent and 74 percent respectively. The largest decreases were fish and bakery good with exports decreasing by 26 percent and 15 percent respectively. The increase in ethanol is due to the UK increasing its fuel ethanol blend to E10, driving demand for the product. The decrease in bakery goods is likely due to consumers returning to work and school after the pandemic, and not consuming as much. Sales of distilled spirits were up 27 percent as restaurants and bars reopened after the pandemic. Consumer-oriented food and beverage products remain the most important sector for U.S. agricultural exports to the UK, amounting to $1 billion in 2021.
## Top Imports from the United States of Most Popular Products, 2021

<table>
<thead>
<tr>
<th>Product Category</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
<th>% Change 2020-21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Forest Products</td>
<td>730.25</td>
<td>846.8</td>
<td>931.1*</td>
<td>925.0</td>
<td>889.1</td>
<td>-3.9</td>
</tr>
<tr>
<td>Wine</td>
<td>226.7</td>
<td>221.5</td>
<td>242.7</td>
<td>244.5</td>
<td>212.2</td>
<td>-13.2</td>
</tr>
<tr>
<td>Tree Nuts</td>
<td>212.3*</td>
<td>196.9</td>
<td>211.4</td>
<td>197.2</td>
<td>172.3</td>
<td>-12.6</td>
</tr>
<tr>
<td>Food Preparations (formally prepared food)</td>
<td>136.3</td>
<td>149.1</td>
<td>130.6</td>
<td>155.0</td>
<td>151.5</td>
<td>-2.4</td>
</tr>
<tr>
<td>Distilled Spirits</td>
<td>186.7</td>
<td>190.2</td>
<td>111.7</td>
<td>83.5</td>
<td>106.6</td>
<td>+27.7</td>
</tr>
<tr>
<td>Ethanol</td>
<td>15.5</td>
<td>5.7</td>
<td>44.9</td>
<td>47.7</td>
<td>102.3</td>
<td>+114.4</td>
</tr>
<tr>
<td>Essential Oils</td>
<td>112.1*</td>
<td>102.9</td>
<td>92.7</td>
<td>88.5</td>
<td>79.3</td>
<td>-10.4</td>
</tr>
<tr>
<td>Dextrins, Peptrones &amp; Proteins</td>
<td>39.5</td>
<td>38.0</td>
<td>41.3</td>
<td>53.8</td>
<td>66.8*</td>
<td>+24.2</td>
</tr>
<tr>
<td>Fish Products</td>
<td>85.6</td>
<td>77.8</td>
<td>83.9</td>
<td>89.0</td>
<td>65.7</td>
<td>-26.2</td>
</tr>
<tr>
<td>Soybeans</td>
<td>0.0</td>
<td>109.2</td>
<td>100.0</td>
<td>60.3</td>
<td>64.8</td>
<td>+7.5</td>
</tr>
<tr>
<td>Fresh Vegetables</td>
<td>84.3</td>
<td>85.7*</td>
<td>76.9</td>
<td>73.1</td>
<td>63.3</td>
<td>-13.4</td>
</tr>
<tr>
<td>Vegetable Oils (ex-soybean)</td>
<td>20.0</td>
<td>33.1</td>
<td>32.74</td>
<td>34.6</td>
<td>60.5*</td>
<td>+74.7</td>
</tr>
<tr>
<td>Animal Fats</td>
<td>61.0*</td>
<td>22.0</td>
<td>22.5</td>
<td>33.9</td>
<td>55.0</td>
<td>+62.4</td>
</tr>
<tr>
<td>Bakery Good, Cereals, &amp; Pasta</td>
<td>51.9</td>
<td>49.8</td>
<td>50.3</td>
<td>56.2</td>
<td>48.0</td>
<td>-14.9</td>
</tr>
<tr>
<td>Non-Alcoholic Beverages (ex-juices)</td>
<td>29.2</td>
<td>27.8</td>
<td>26.9</td>
<td>24.0</td>
<td>41.7</td>
<td>+74.0</td>
</tr>
<tr>
<td>Processed Fruit</td>
<td>54.4</td>
<td>41.9</td>
<td>32.1</td>
<td>33.5</td>
<td>36.0</td>
<td>+7.3</td>
</tr>
<tr>
<td>Confectionery</td>
<td>20.8</td>
<td>17.4</td>
<td>20.5</td>
<td>24.9</td>
<td>35.8*</td>
<td>+44.0</td>
</tr>
</tbody>
</table>

Source: BICO Report/U.S. Bureau of the Census Trade Data

*Denotes highest export levels since CY 1970.

For more detailed U.S. trade statistics check: USDA’s Global Agricultural Trade System (GATS).

## SECTION VI. KEY CONTACTS AND FURTHER INFORMATION

If you have any questions or comments about this report, require a listing of UK importers or need assistance exporting to the United Kingdom, please contact the USDA office in London.

**United States Department of Agriculture**

Embassy of the United States of America, 33 Nine Elms Lane, London, SW11 7US
Tel: +44 20 7891 3313, E-Mail: aglondon@usda.gov
Website: [www.fas.usda.gov](http://www.fas.usda.gov) or [https://uk.usembassy.gov/embassy-consulates/government-agencies/foreign-agricultural-service/fas-contact/](https://uk.usembassy.gov/embassy-consulates/government-agencies/foreign-agricultural-service/fas-contact/)

Please review and follow FAS London’s social media sites:
Twitter: [@USAgricultureUK](http://twitter.com/USAgricultureUK), Instagram: [@SavortheStates](http://instagram.com/SavortheStates), Website: [www.savorthestates.org](http://www.savorthestates.org) and [LinkedIn](http://www.linkedin.com) account.
Department for Environment, Food & Rural Affairs – Government Agency for Agriculture.
Tel: +44 20 7238 6951 E-mail: helpline@defra.gsi.gov.uk Website: www.defra.gov.uk
Food Standards Agency - Government Association on UK food safety standards and policies
Tel: +44 330 332 7149 Email: helpline@food.gov.uk Website: www.food.gov.uk

UK Trade Associations
Institute of Grocery Distribution - Food and grocery chain trade association.
Tel: +44 1923 857141 E-mail: askigd@igd.com Web: www.igd.com
Food and Drink Federation - Trade association for UK food and drink manufacturing industry.
Tel: +44 20 7836 2460 E-mail: generalenquiries@fdf.org.uk Website: www.fdf.org.uk
Fresh Produce Consortium - UK trade association for the fresh produce industry
Tel: +44 1733 237117 E-mail: info@freshproduce.org.uk Website: www.freshproduce.org.uk
Health Food Manufacturer’s Association - Association for health products industry.
Tel: +44 20 8481 7100 Email: hfma@hfma.co.uk Website: www.hfma.co.uk
British Frozen Food Federation - Trade association for all aspects of the frozen food industry.
Tel: +44 1400 283 090, E-mail: generaladmin@bff.co.uk Website: www.bfff.co.uk

Attachments:
No Attachments