

A New Zealand Trade Share Database, 1966-96

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Preface

Market share data provide useful information for researchers. This publication displays New Zealand data for a 31 year period 1966-96, a significantly longer period than in previous New Zealand market share studies. The report provides graphs of New Zealand exports by SITC code for the fifteen most important New Zealand exports to 84 countries. New Zealand import data are analysed for nine products and nine commodity groups from 20 countries. The publication reports the dynamics of New Zealand Export Market Shares and may provide a stimulus to shift share analysis and other studies by international trade researchers.

Ross Cullen
DIRECTOR

The first part of the report deals with the general situation of the country and the position of the various groups. It is followed by a detailed account of the work done during the year. The report concludes with a summary of the results and a list of the members of the committee.

REPORT
OF THE

CHAPTER ONE

INTRODUCTION

Market share data are a very useful indicator of the competitiveness of firms and industries in directly measuring the volume of sales of one firm relative to others. Export market shares for a nation similarly measure the relative sales performance of the country in terms of market access changes to foreign markets as well as firm and industry performance factors.

There is a shortage of regularly available data in New Zealand on export market shares by product and by country market. Statistics New Zealand and the Ministry of Foreign Affairs and Trade (MFAT, 1997) regularly publish New Zealand export and import data in a variety of forms but they do not examine our exports in relation to exports from competing countries. Brownie and Dalziel (1993) carried out a market share analysis of New Zealand exports from 1970-84 using United Nations bilateral trade data for New Zealand and all other suppliers to our major foreign markets. This was in the form of a shift-share analysis. This work was extended by Lattimore and McKeown (1995) using data to 1993 from the same source. This report provides the same base data as these two reports for the period 1966-96 but without the shift-share analysis. It is essentially a statistical publication.

CHAPTER TWO

DATA AND METHODOLOGY

Data was obtained from the United Nations (COMTRADE) trade database for all countries who are members of the organisation for total exports and imports of products at the single digit SITC level plus 4-digit data for beef and sheepmeat and 2-digit data for dairy products, fruit, hides, wood, pulp and paper, textiles fibres and non-ferrous metals (aluminium). These 15 commodities comprise New Zealand's most important export categories. A full listing of the product categories and country coverage are given in Annex 1.

The nominal value of trade data was deflated by the US GDP deflator (1996=1.0) index to provide estimates of the real value of trade (as a proxy for the quantity of trade).

A number of countries had to be excluded from the base data set because data series for some countries were incomplete or contained obvious errors. The basis upon which these exclusions were made is outlined in Annex 2. The exclusion rules were developed to ensure that there was sufficient data to show a trend over the whole period but also to ensure that future analysis of the effects of economic reform in New Zealand on trade could be carried out. This latter analysis will require at least two data points around 1967, 1984 and 1995.

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CHAPTER THREE

REAL EXPORT AND IMPORT TRENDS

3.1 Export Trends

The graphs of this section show the trends in real exports from New Zealand (NZ) by product group and for each of 84 countries. The vertical scales of the various graphs differ and show that NZ is a major exporter of natural resource based products including the groups of total food, beverages, total crude materials, mineral fuels and non-ferrous metals. Over the period, the fastest growing real exports have been for dairy products, fruits (mainly apples and kiwi fruit), beverages (beer and wine), wood, pulp and paper, mineral fuels, non-ferrous metals (aluminium) and also chemicals, machines (machinery and transport equipment) and miscellaneous manufacturers (more elaborate or finished goods). The real export value (REV) of beef, sheepmeat, hides and oils have been more static while textile (wool) exports have fallen. The REV trends of NZ's major export products can be seen in Figures 3.1 to 3.5 and trends for the rest of the goods can be seen in Appendix-A.

Figure 3.1:

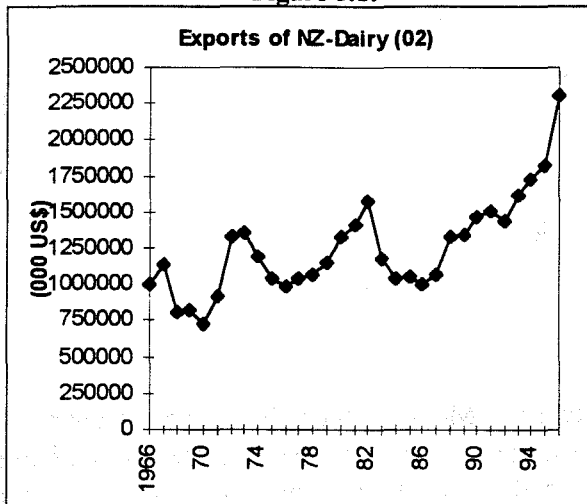


Figure 3.2:

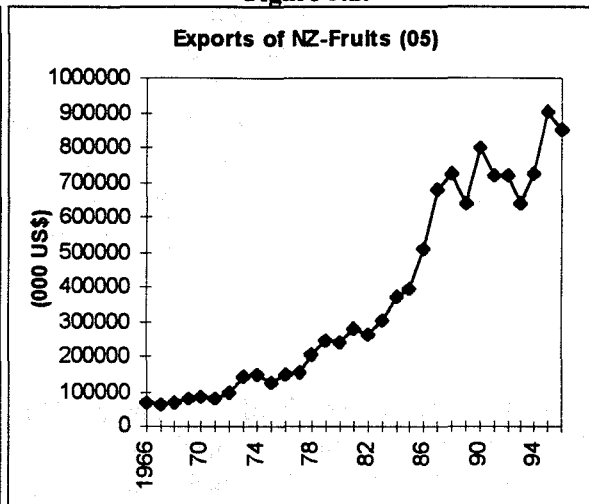


Figure 3.3:

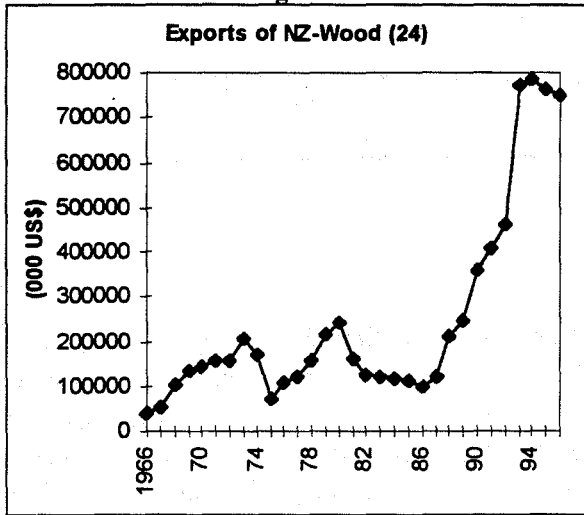


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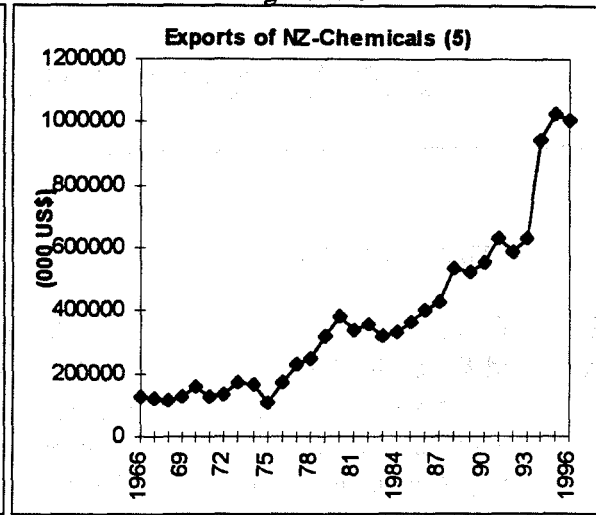
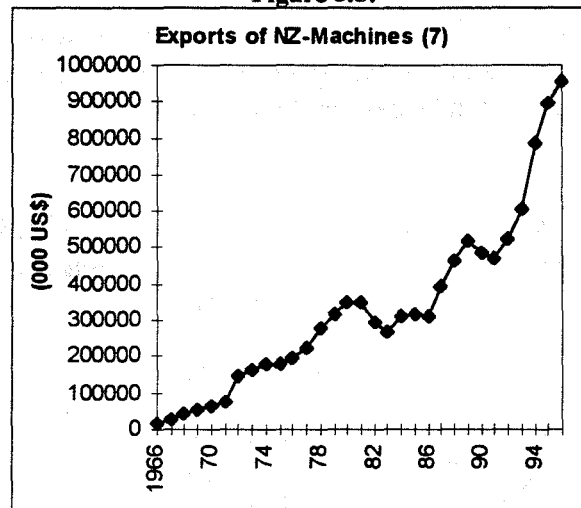


Figure 3.5:



The changes are the result of a numbers of key factors. Market access has been increasingly restricted over the period for beef and sheepmeat in large part as a result of the entry of the UK into the EU in 1973/74. Market access has been dramatically improved vis a vis Australia through the CER agreement (1983) though the growth in exports was rapid prior to that date. The 'think big' projects, including the Tiwai Point aluminium smelter (1971) and the Taranaki methanol plant (mid 1980's), have boosted export capacity in these product areas. Niche marketing short production run products where NZ is thought to have a comparative advantage has also played a role in growth. This has occurred in a wide variety of product lines including fruits and vegetables, finished goods and machinery and equipment.

NZ's REV trends to 84 countries are analysed under nine country groups. By the early 1980's with the application of more liberal exchange rate and trade policies, NZ's real export value has experienced a sustained increase in most markets. While the European Union (EU) (except UK) has been a major export market for NZ during the whole period, Other Asia, Middle East, Pacific Island Nations and Latin American markets were gaining importance especially by late 1970's. The REV to UK, which was the main trade partner of NZ until the 1970's, has been declining. This caused NZ to search for alternative markets particularly in Asian

countries. During the period, the other decreasing REV trends can be seen in France, Greece, Netherlands, South Africa and Jamaica. However, considering the relative size of export values, the decreasing REV trends to those countries are not so dramatic as with the UK. The REV of NZ to other main trade partners (Australia, Japan, USA) have also experienced a sustained rise during the whole period. A summary of the countries that are gaining importance according to their relative size in REV of NZ in the period of 1966-96 can be seen in Table 3.1. The REV trends of NZ to major trade partners and to selected recently growing markets can be seen in Figures 3.6 to 3.13, (the REV trends for the remaining countries are given in Appendix-B).

Table 3.1
REV Trends to Major Export Markets

1966-1996	
Major Export Markets of NZ with an increasing trend	EC: Belgium, Denmark, Germany, Italy, Portugal, Spain, Sweden Other OECD: Australia, Canada, Japan USA
with a decreasing trend	EC: France, Greece, Netherlands, UK Africa: South Africa Latin America: Jamaica
from 1966-early 1980's to early 1980's-1996	
Major Export Markets of NZ gaining importance	EFTA: Switzerland Middle East: Egypt, Jordan, Kuwait, Saudi Arabia Africa: Algeria, Morocco Pacific Isl. Nat.: Fiji, Papua N. Guinea Other Asia: China, Hong Kong, India, Korea Rep., Indonesia, Malaysia, Nepal, Pakistan, Philippines, Singapore, Sri Lanka, Thailand Latin America: Argentina, Brazil, Chile, Mexico, Peru, Venezuela Other OECD: Turkey

Figure 3.6:

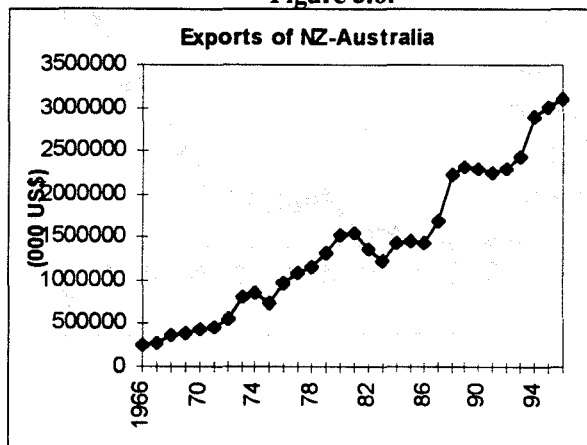


Figure 3.7:

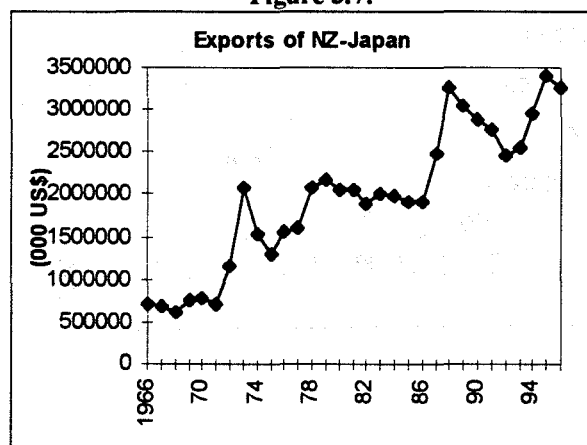


Figure 3.8:

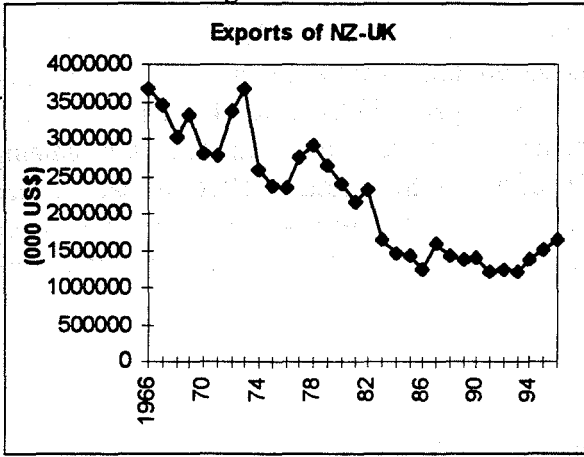


Figure 3.9:

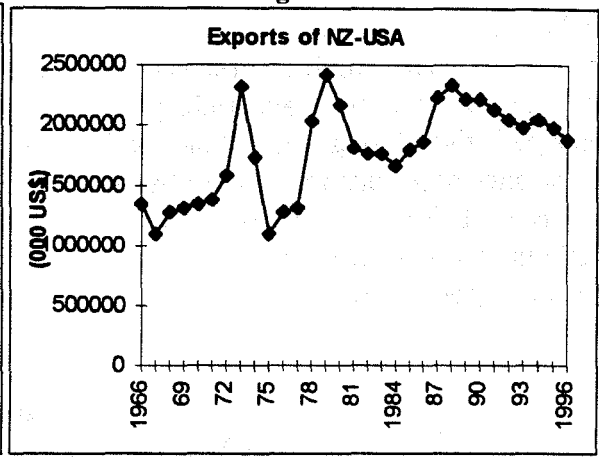


Figure 3.10:

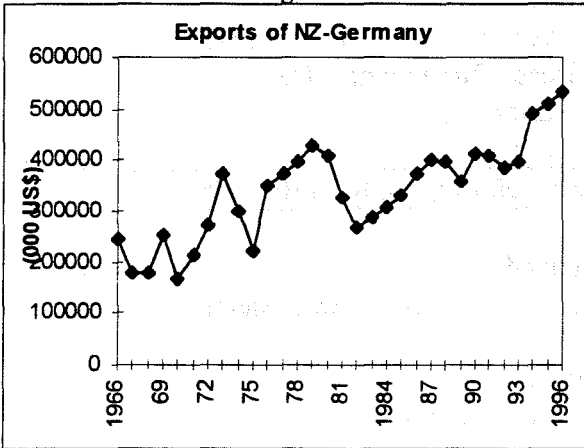


Figure 3.11:

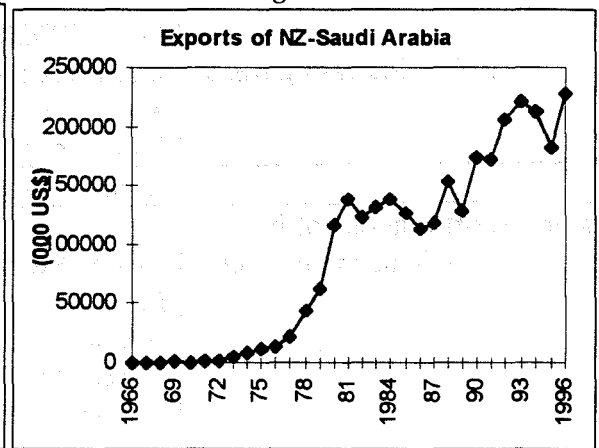


Figure 3.12:

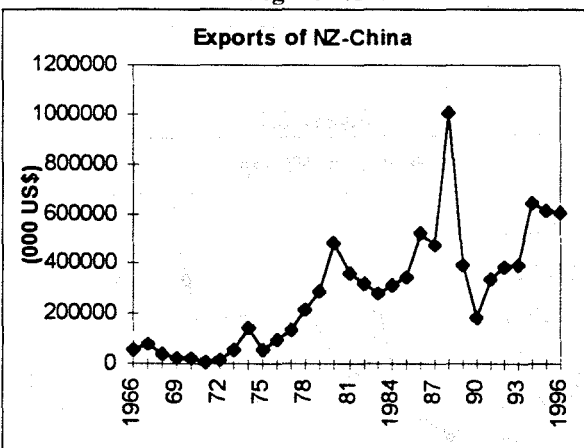
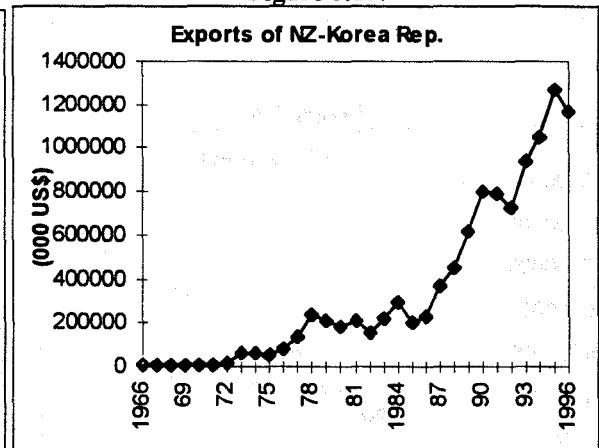


Figure 3.13:



3.2 Import Trends

NZ's real import value (RIV) trends are analysed for 9 products and 9 commodity groups and for 20 countries, (the list of products are given in Annex 1). The vertical scales of the various graphs in Figures 3.14 to 3.16 and in Appendix-C show that, NZ is a major importer of industrial based products for the whole period, including mineral fuels, chemicals, total basic manufactures (excluding aluminium) and machines (machine tools and equipment). NZ's natural resource based products (total food, beverages, hides and skins, wood, paper and paper products, textile, oils and fat) do not have a significant share in total imports. However, the RIV trends of beef, sheepmeat, fruits, beverages, hides and oils have been growing especially from the 1980's consistent with the reduction of trade barriers since that time. Except for the years 1981-82, there has been only a small change in dairy imports during the period. It should be noted that the dairy import spike in the early 1980's was the result of extraordinary imports of US dairy products for reprocessing and re-export. The RIV trends in wood, pulp and textile exhibit a declining trend whereas there is only a slight change in imports of mineral fuels.

Figure 3.14:

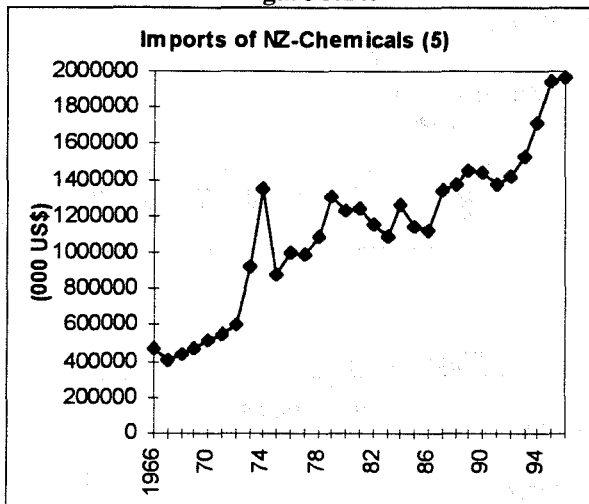


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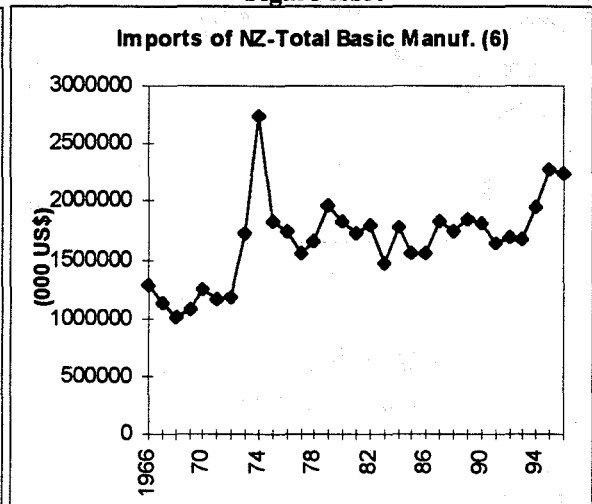
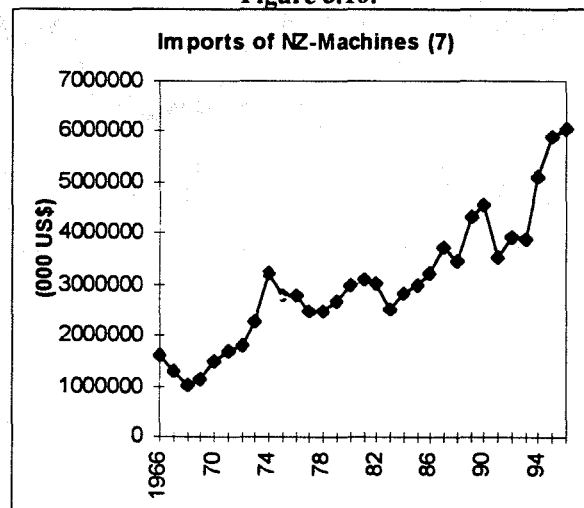


Figure 3.16:



NZ's RIV trends from the main trading partners (Australia, Japan, UK, USA) exhibit a sustained growth for 1966-96 except for UK. Among the 20 countries, UK is the only one for which NZ's imports have been declining since the beginning of the period. This is mainly caused by UK's entry into EU. The general trends also show that real import values have been growing faster for Middle East and Other Asia countries especially in the second half of the period, which is the period of more liberal exchange rate and trade policies. The only country for which the RIV trend of NZ has not been changing significantly is Canada. The RIV trends with main trade partners can be seen in Figures 3.17 to 3.20, (for the remaining markets see Appendix-D).

Figure 3.17:

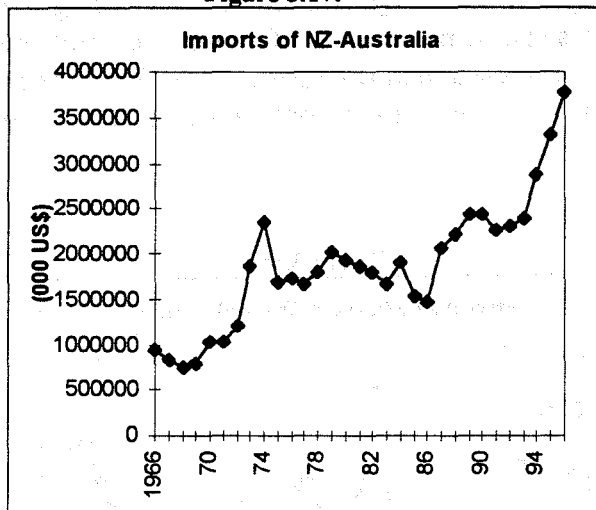


Figure 3.18:

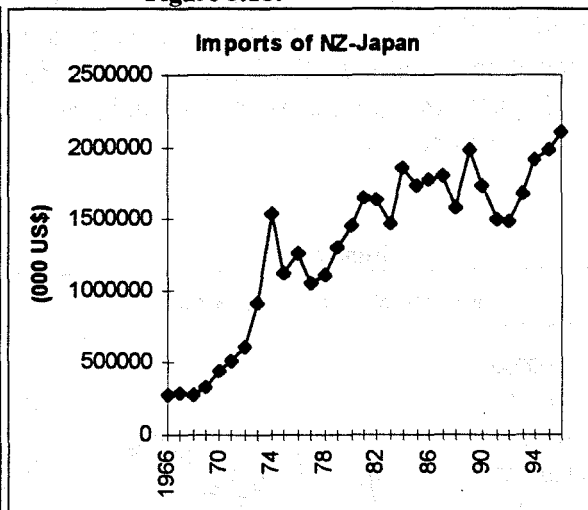


Figure 3.19:

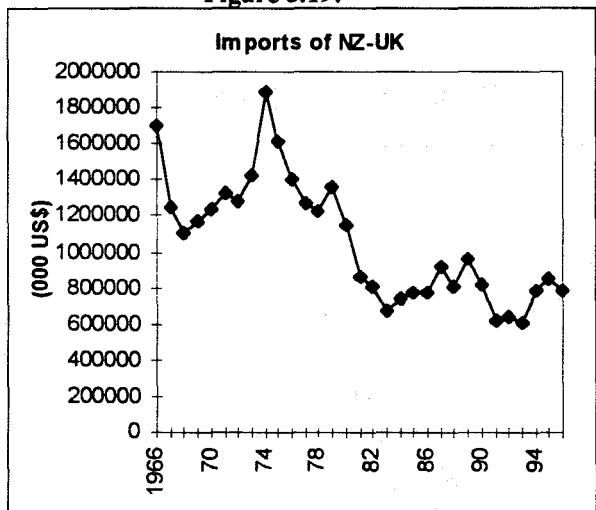
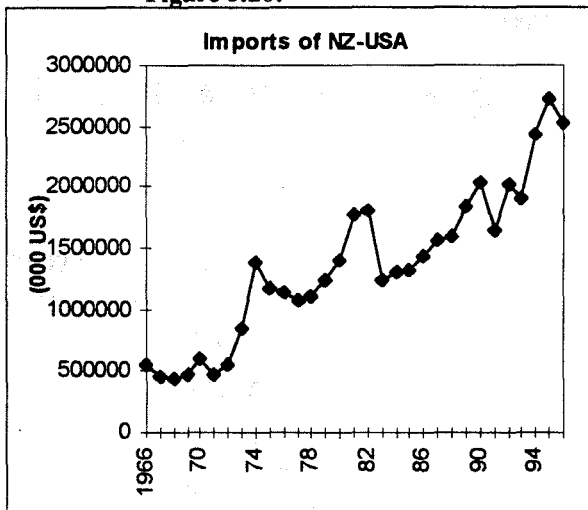


Figure 3.20:



CHAPTER FOUR

EXPORT MARKET SHARES

For each product, the export market share (EMS) is calculated by dividing the export value of NZ by the total import value of the relevant country from all sources and expressing it as a percentage. Depending on the relative significance and trends of the real export and import value of commodities over the period, export market shares in various markets are classified and analysed as natural resource based or industrial products. The natural resource based group covers beef at four digit SITC level, dairy products, fruits, hides and skins, wood, pulp and textile products and non-ferrous metals at the two digit level, beverages, mineral fuels and oils and fat at one digit level. Market share analysis for certain countries in beef and for sheepmeat are excluded from the study as the foreign import data in these products exhibit major errors. The industrial based group for this analysis includes chemicals, machinery, basic and miscellaneous manufactures at the one digit aggregated SITC level. For both the commodity groups the analysis emphasises the product and country markets in which NZ has a large EMS (greater than 5%) and particularly the markets which are gaining or losing importance compared to the first period (1966-early 1980's). For the products and markets which NZ doesn't have a significant EMS, medium sized ($1\% < \text{EMS} < 5\%$) markets are examined. In order to see the differences between various product markets and changing market performance for the whole period, the data are arranged under tables and the significant market trends are given in figures. Product and country based EMS trends which are not given in text can be seen in the related appendices.

4.1 EMS in Natural Resource Based Products

Beef (fresh and frozen) and dairy products are the main export commodities of NZ according to both relative size of EMS's and the range of the importer countries. In Table 4.1 and 4.2 it is seen that the major export markets for these products are Other OECD, Other Asia, Pacific Island Nations (Fiji, Papua N. Guinea) and Latin American (Barbados, Jamaica) countries. However, the overall EMS's for these products exhibit different trends for the period. While EMS of beef have been decreasing during the period and NZ's beef exports seem to lose its significance in several markets (see Table 4.1), EMS's of dairy products have been experiencing a sustained increase in some of the major markets during 1966-96 and also EMS's have gained importance in some markets compared to the first sub-period, 1966-early 1980's, including, the Middle East, Latin American and African markets (see Table 4.2). In Figures 4.1-10 NZ's EMS trends in major markets for beef and dairy products are presented, (for the rest of the markets see Appendices F and G).

Table 4.1
EMS Analysis for Beef

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Canada, USA, Fiji, Papua N. Guinea, Hong Kong, Indonesia, Korea Rep., Malaysia, Singapore, Barbados, Jamaica		Malaysia
-markets gaining importance w.r.t. EMS		China, Oman	
-markets losing importance w.r.t. EMS		Japan, Philippines, Fr. Guiana, Denmark, Cyprus, Malta, Saudi Arabia	

Figure 4.1:

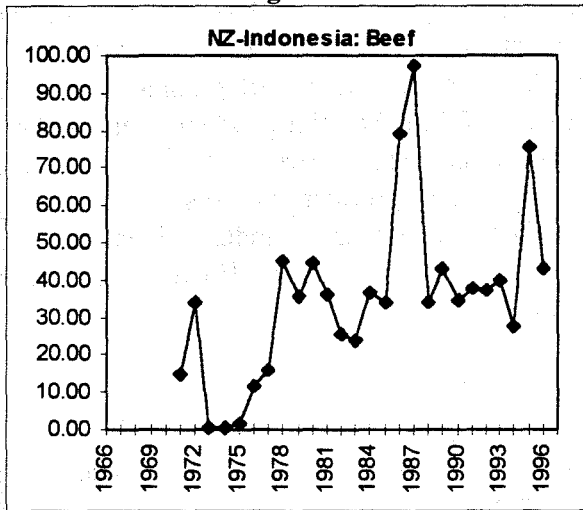


Figure 4.2:

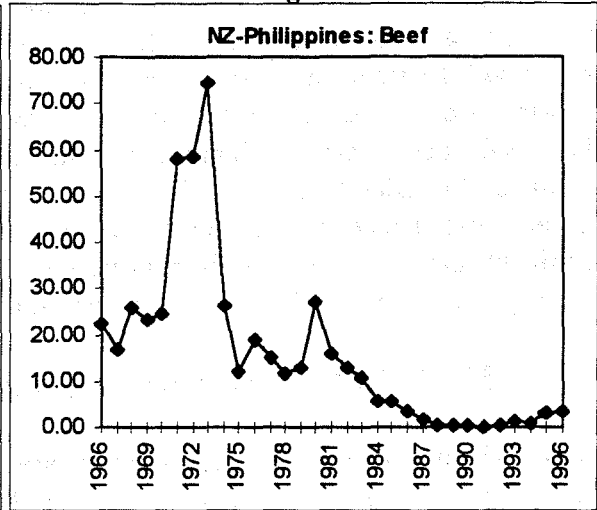


Figure 4.3:

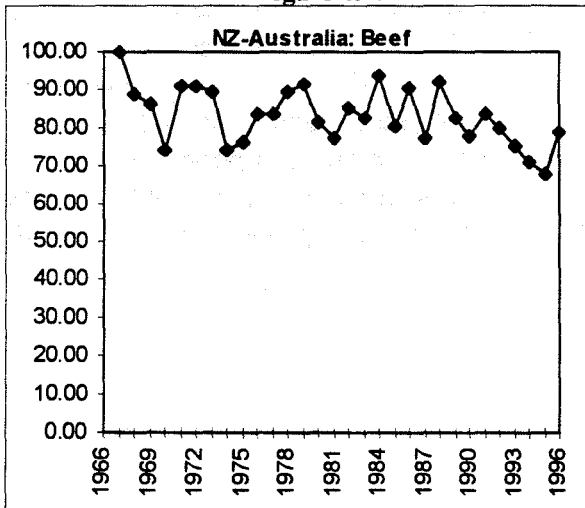


Figure 4.4:

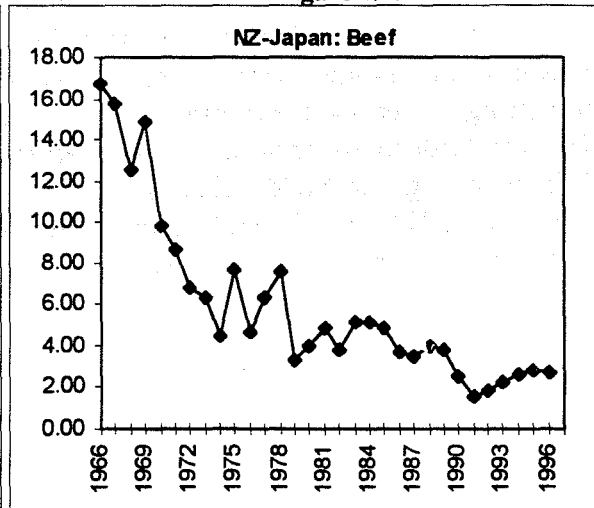


Figure 4.5:

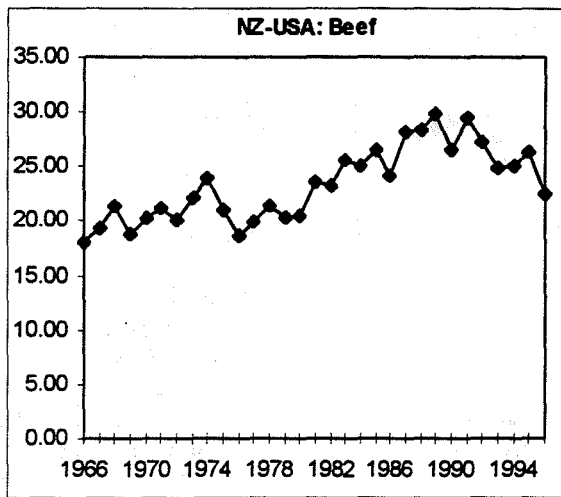


Table 4.2
EMS Analysis for Dairy Products

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Japan, USA, Fiji, Papua N. Guinea, Indonesia, Malaysia, Mauritius, Philippines, Singapore, Sri Lanka, Thailand, Barbados, Jamaica, Mexico, Venezuela, Portugal, UK		Australia, Malaysia, Jamaica, Sri Lanka, Thailand, Barbados,
-markets gaining importance w.r.t. EMS		China, Korea Rep., Algeria, Morocco, Tunisia, Argentina, Colombia, Ecuador, Guatemala, Poland, Panama, Honduras, Bahrain, Egypt, Jordan, Kuwait, Saudi Arabia	Korea Rep., Morocco, Tunisia, Bahrain, Guatemala, Panama, Egypt, Jordan, Saudi Arabia
-markets losing importance w.r.t. EMS		Kiribati, Pakistan, Costa Rica, Malta	

Figure 4.6:

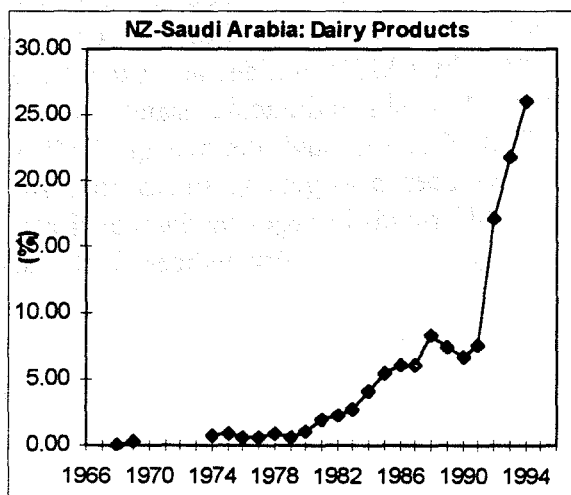


Figure 4.7:

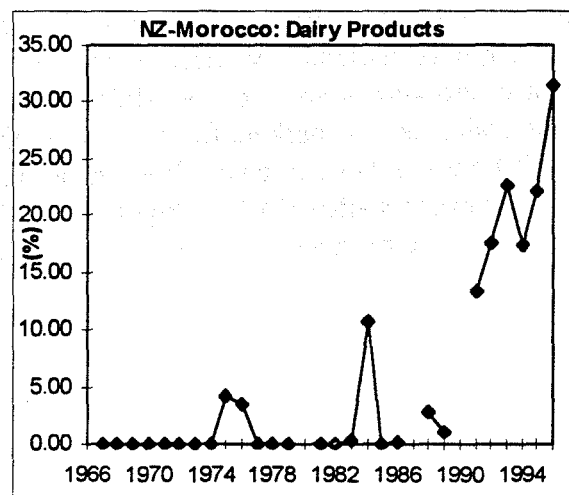


Figure 4.8:

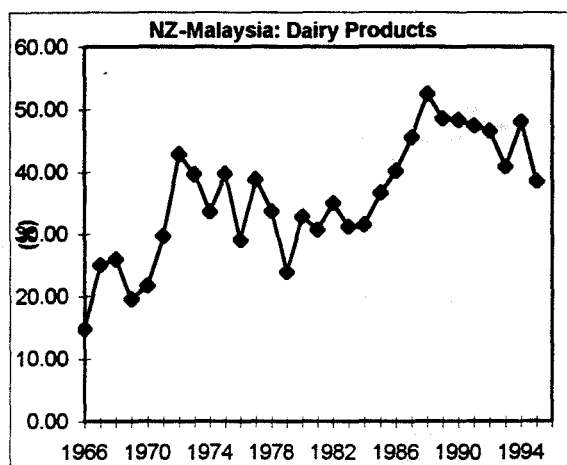


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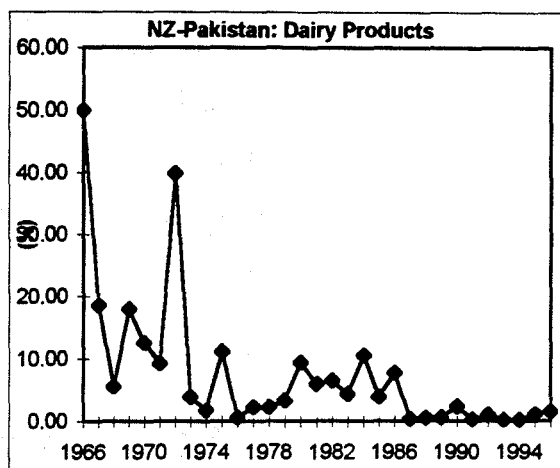
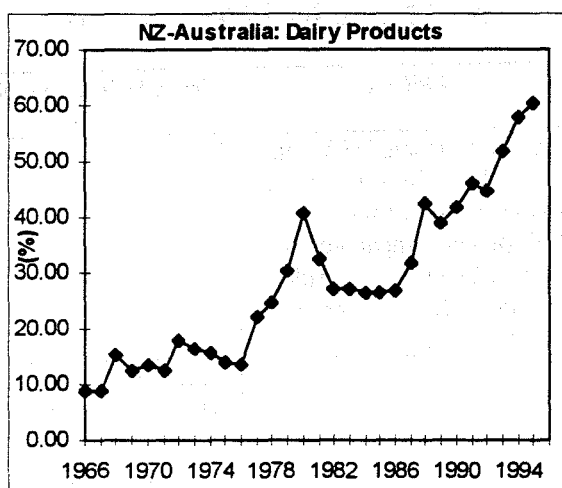


Figure 4.10:



Fruits (basically kiwi fruit and apples), hides and skins (wool) and textile products can be considered as the second most important export commodities for NZ. Although the trade partners in these goods are not spread widely, NZ's overall EMS's in these markets seem to be gaining importance after 1984. From Tables 4.4 and 4.5 it may be observed that Australia and partially the European Union are the major markets for NZ's exports of hides and textiles. The US market loses its significance in hides and textiles after 1984. The EMS's in some of the Other Asia markets have been increasing after 1984. The EMS's in hides and skins have been also growing in some of the Middle East countries. Australia and Pacific Island Nations are the major export markets for NZ's fruit exports, Table 4.3. Although the average EMS's are still between 1-5 per cent, Other Asian markets have been also gaining significance for NZ's fruit exports after 1984. In Figures 4.11-22 NZ's EMS trends in major markets of fruits, hides and textile products are presented, (for the remaining markets see Appendices H, K and N).

Table 4.3
EMS Analysis for Fruit

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Fiji, Kiribati, Papua N. Guinea		Australia
-markets gaining importance w.r.t. EMS		Mauritius	
-markets losing importance w.r.t. EMS		Vanuatu	
Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Japan, Indonesia, South Africa, Philippines		
-markets gaining importance w.r.t. EMS		Korea, Malaysia Thailand, Singapore, Argentina, UK	Korea, Malaysia, Singapore, Argentina, UK
-markets losing importance w.r.t. EMS			

Figure 4.11:

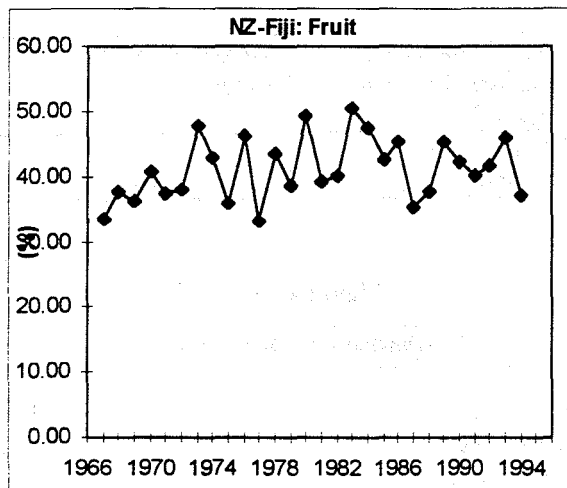


Figure 4.12:

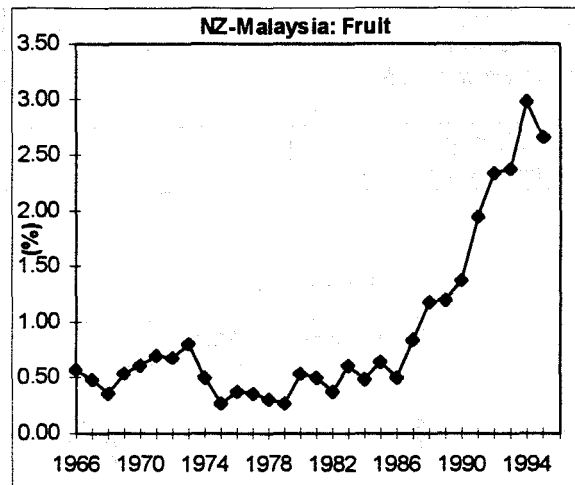


Figure 4.13:

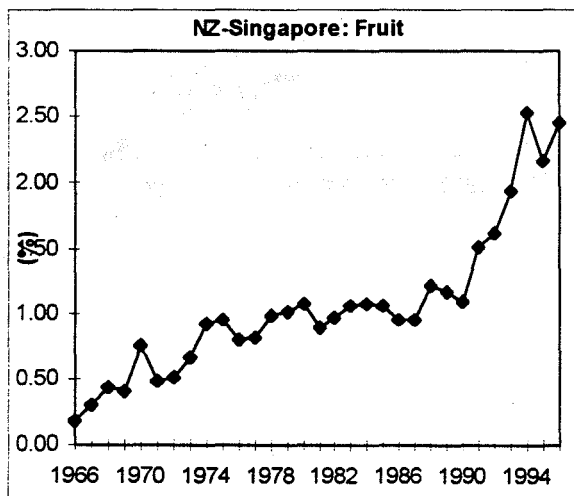


Figure 4.14:

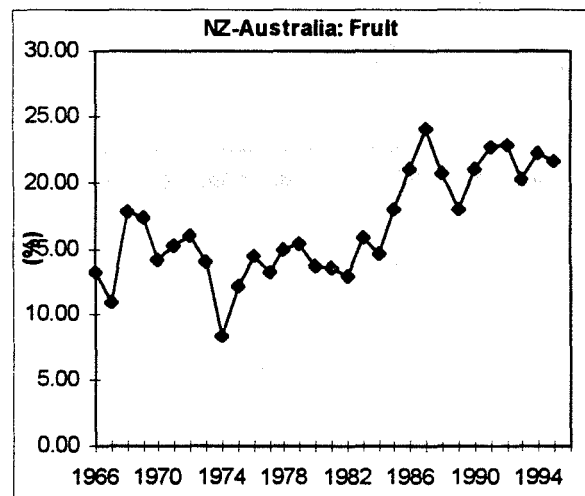


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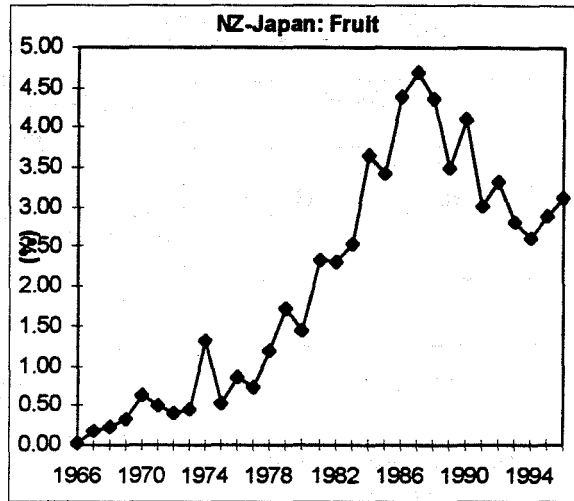


Table 4.4
EMS Analysis for Hides & Skins

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Belgium, France		Belgium
-markets gaining importance w.r.t. EMS		Turkey, India, Israel Korea Rep., Pakistan, Uruguay, UK	Turkey, Korea Rep., Israel
-markets losing importance w.r.t. EMS		USA, Malaysia Netherlands	

Figure 4.16:

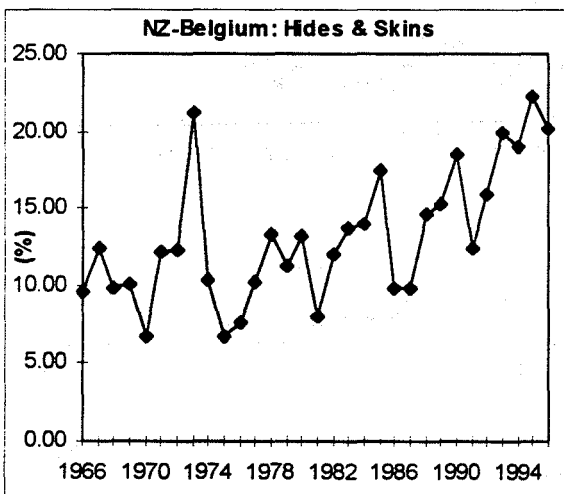


Figure 4.17:

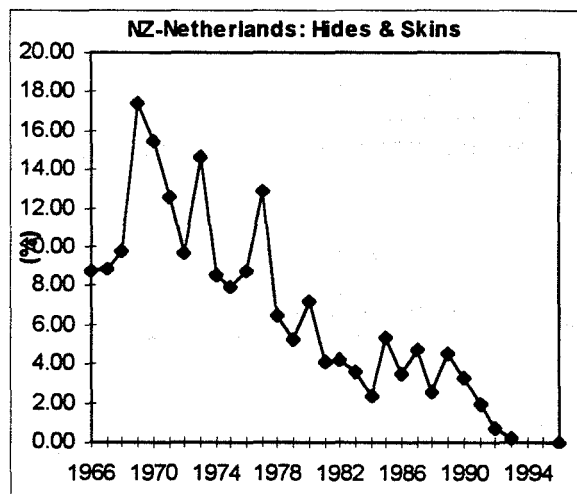


Figure 4.18:

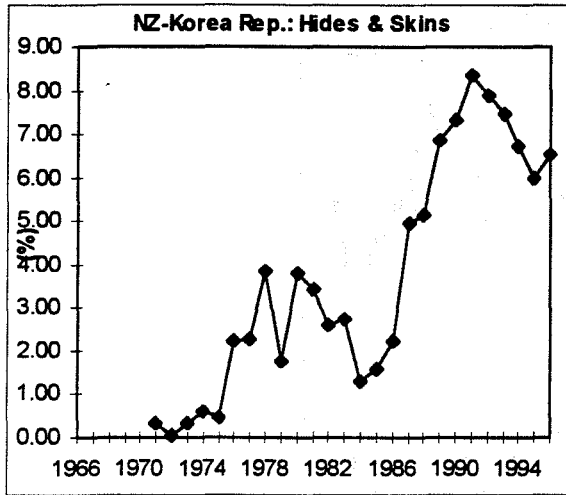


Figure 4.19:

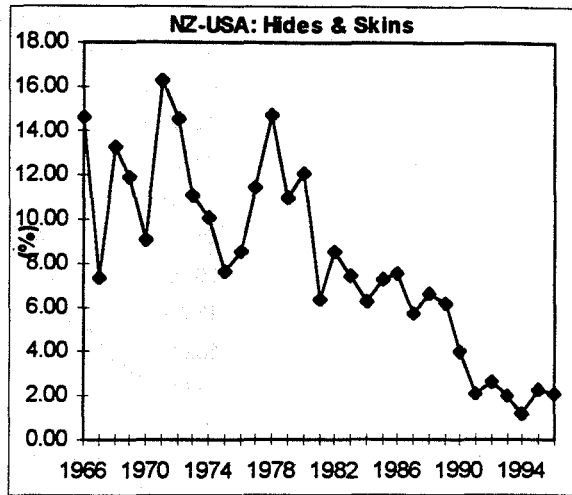


Table 4.5
EMS Analysis for Textiles

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, UK, Netherlands, Greece		
-markets gaining importance w.r.t. EMS		Fiji, China, India, Mauritius, Pakistan, Belgium	
-markets losing importance w.r.t. EMS		USA., Ireland	

Figure 4.20:



Figure 4.21:

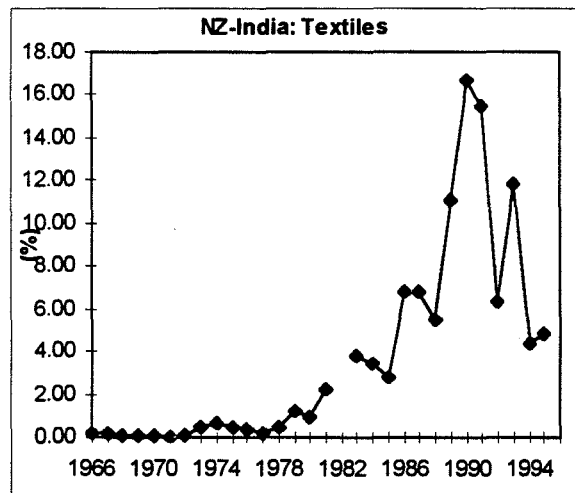
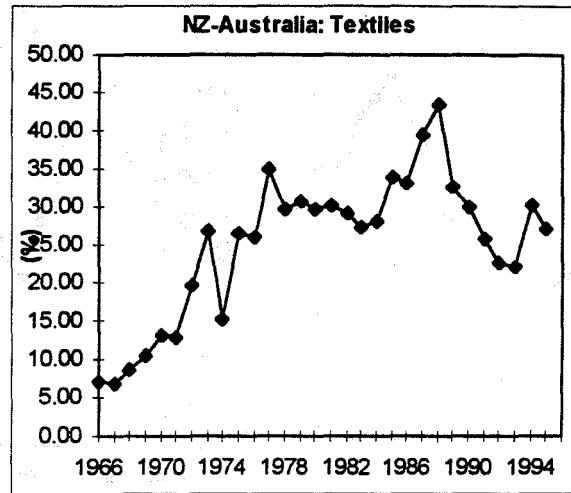


Figure 4.22:



The general increasing trend of EMS's in NZ's main export commodities after 1984 can be observed in exports of wood, pulp and paper products, mineral fuels and non-ferrous metals (aluminium). Considering the number of importing countries and relative size of EMS's, these commodities are significant only in a very few number of markets. While the traditional trade partner, Australia, is the major market for exports of all these goods, Fiji is another major market for wood products, mineral fuels and non-ferrous metals and Malaysia and Philippines are important for pulp and paper product exports for NZ. Also, Other Asian countries have been gaining significance in other products compared to the first sub-period. NZ's EMS trends in major markets of these goods are shown in Tables 4.6 to 4.9 and in Figures 4.23 to 4.32, (for the remaining markets see Appendices L, M, O and Q).

Table 4.6
EMS Analysis for Wood

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Fiji		Australia
-markets gaining importance w.r.t. EMS		Korea Rep.	Korea Rep.
-markets losing importance w.r.t. EMS			
Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Japan		Japan
-markets gaining importance w.r.t. EMS		China, Philippines	
-markets losing importance w.r.t. EMS			

Figure 4.23:

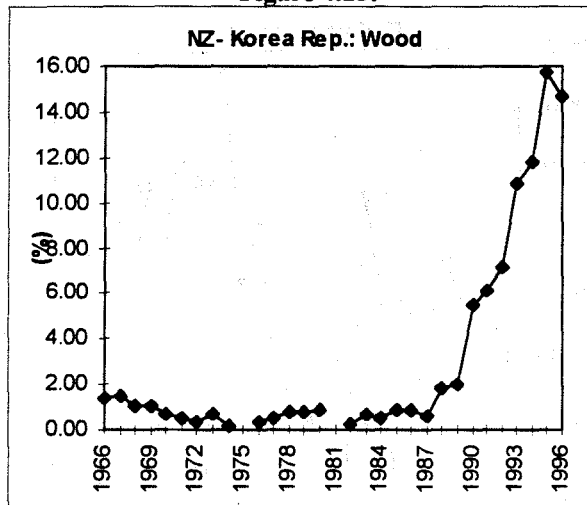


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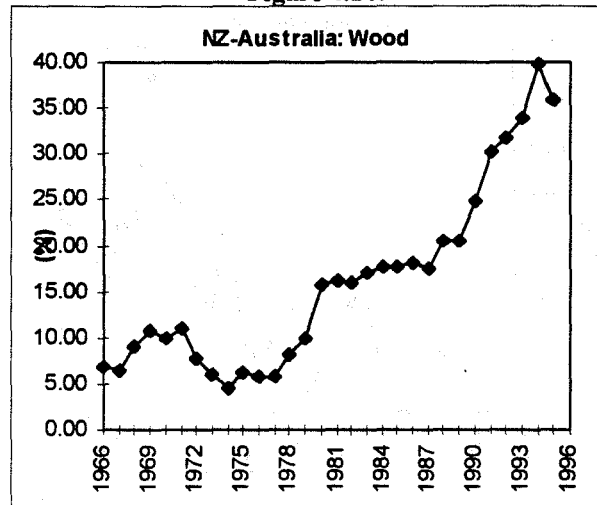


Table 4.7
EMS Analysis for Pulp

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Malaysia, Philippines		
-markets gaining importance w.r.t. EMS		Indonesia	Indonesia
-markets losing importance w.r.t. EMS			
Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Japan, Korea Rep., Singapore		
-markets gaining importance w.r.t. EMS		China, Hong Kong, India	
-markets losing importance w.r.t. EMS			

Figure 4.25:

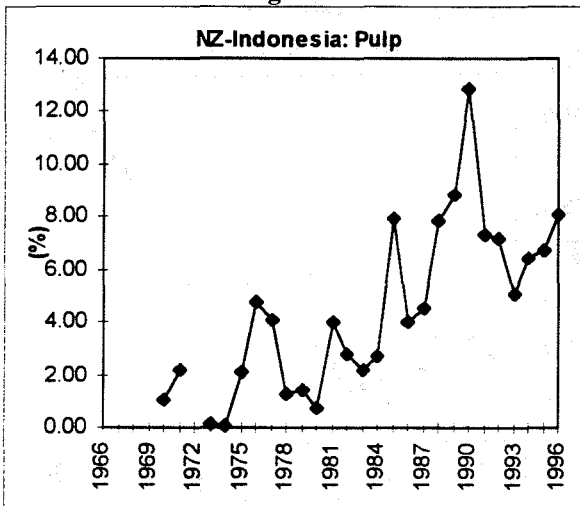


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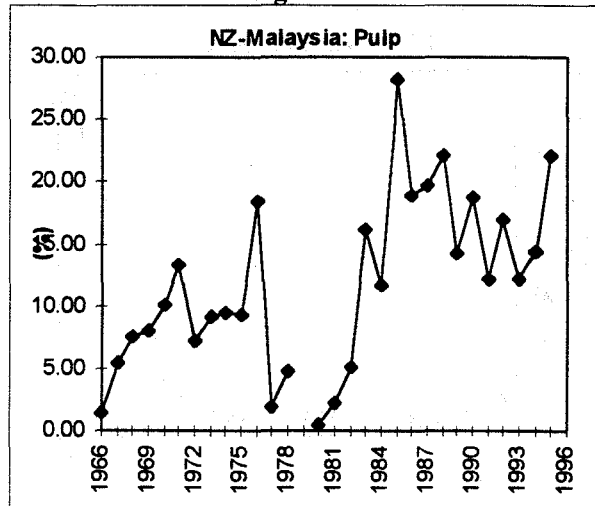


Figure 4.27:

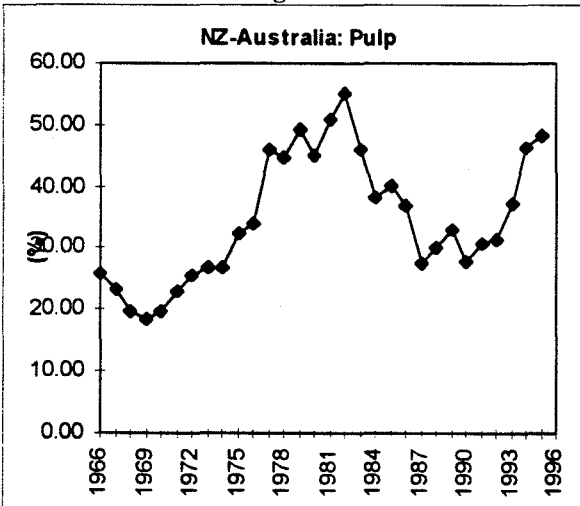


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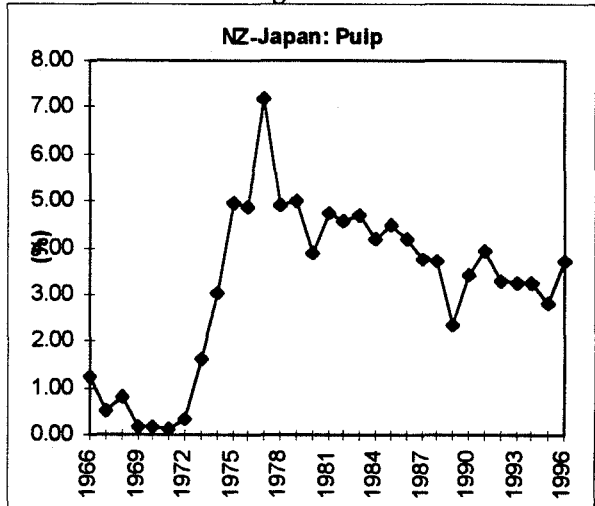


Table 4.8
EMS Analysis for Mineral Fuels

Markets for Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period			
-markets gaining Importance w.r.t. EMS		Australia, Fiji	Fiji
-markets losing Importance w.r.t. EMS		Kiribati	

Figure 4.29:

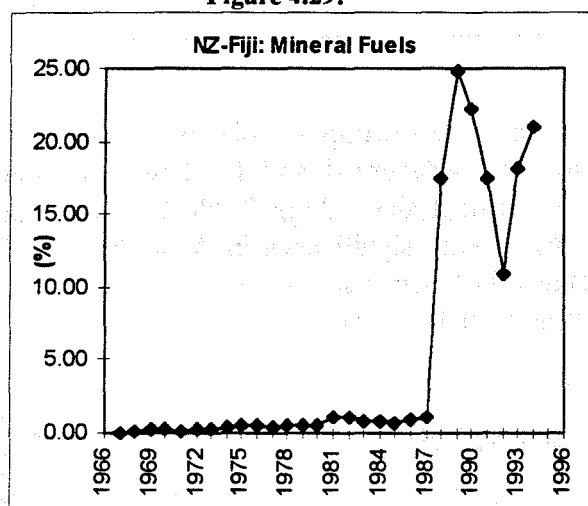


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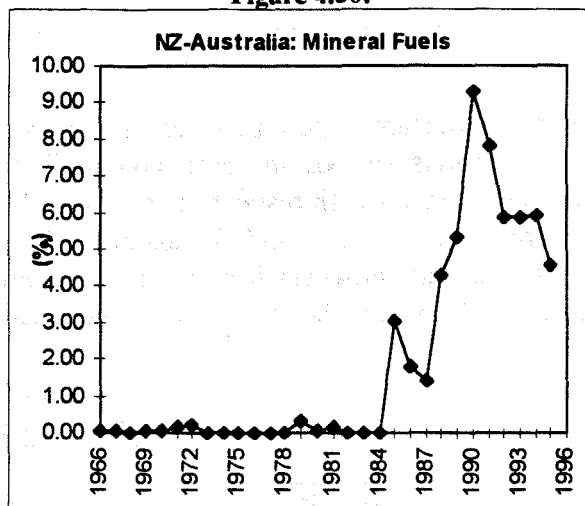


Table 4.9
EMS Analysis for Non-Ferrous Metals

Markets for Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Fiji, Papua N. Guinea		
-markets gaining Importance w.r.t. EMS		Australia	
-markets losing importance w.r.t. EMS		Vanuatu	
Markets for Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Japan, Korea Rep., Philippines		Philippines
-markets gaining Importance w.r.t. EMS		Mauritius	
-markets losing Importance w.r.t. EMS		Hong Kong, Bahrain, Singapore	

Figure 4.31:

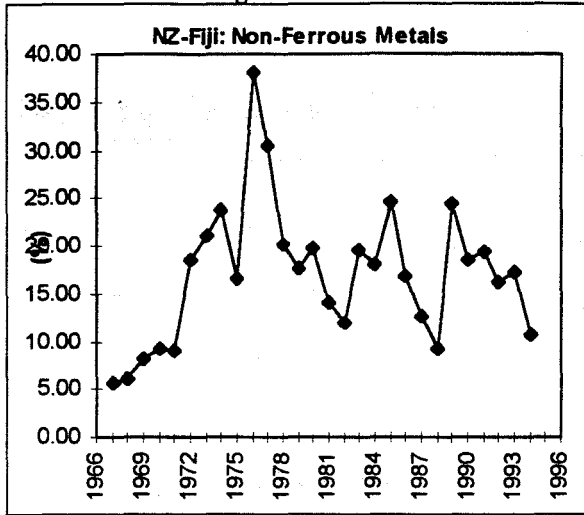
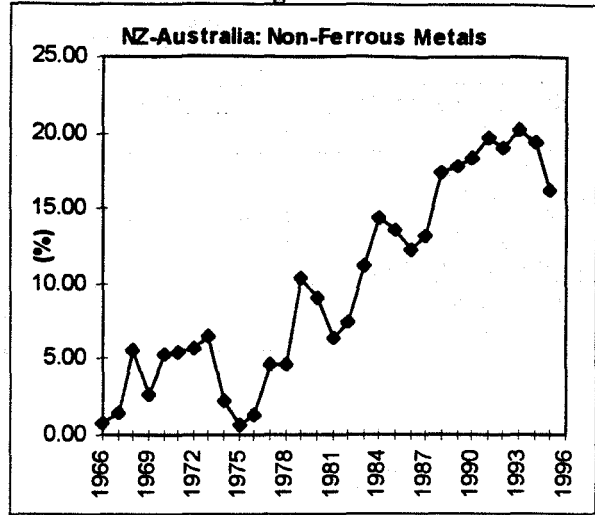


Figure 4.32:



The less important export products in natural resource based group are oils and beverages. Export markets of NZ in these commodities are not widespread and for beverages the significant markets with respect to relative EMS size are Australia and Fiji, Table 4.11, Figures 4.36 and 4.37. For oils and fat exports, NZ seems to gain significance in Australian and Chinese markets, however it seems to lose importance in Other Asian countries, Table 4.10, Figures 4.33-35, (for the remaining markets see Appendices P and I).

Table 4.10
EMS Analysis for Oils & Fat

Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Japan, Mauritius, South Africa, Fiji		
-markets gaining importance w.r.t. EMS		Australia, China	
-markets losing importance w.r.t. EMS		Malaysia, Philippines, Kenya	

Figure 4.33:

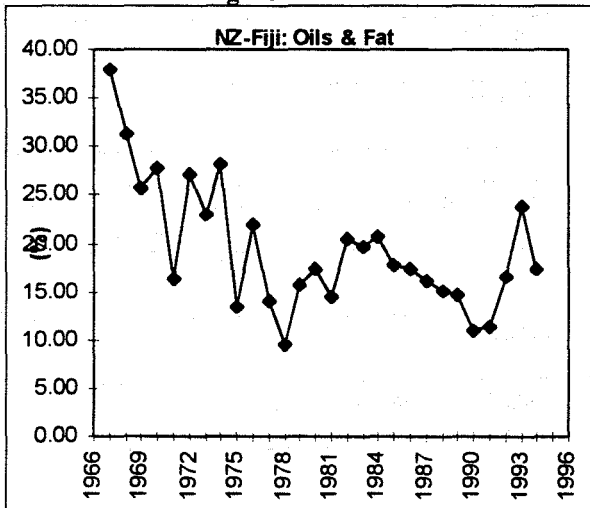


Figure 4.34:

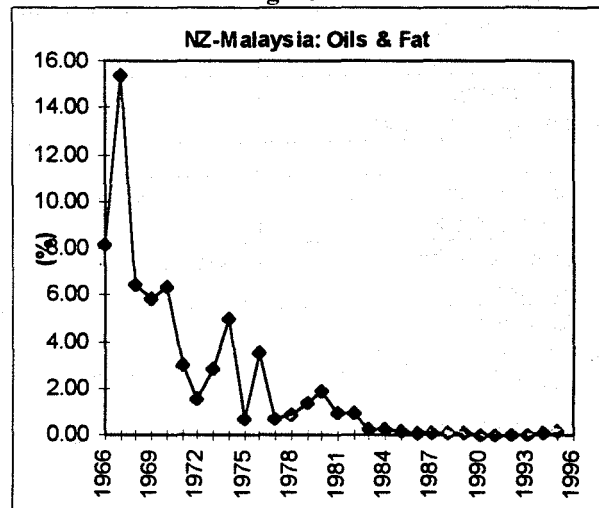


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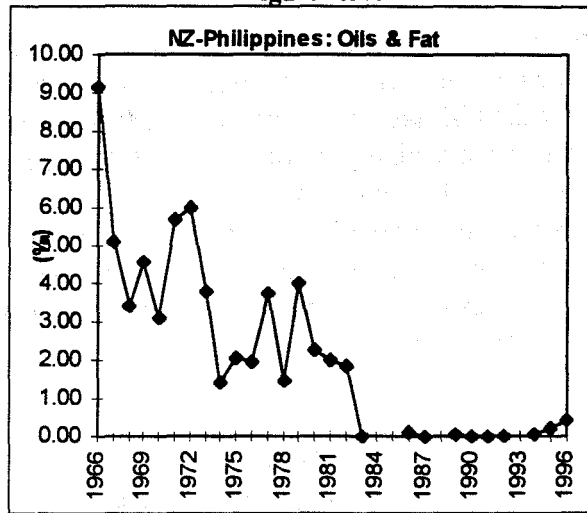


Table 4.11
EMS Analysis for Beverages

Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia		
-markets gaining importance w.r.t. EMS		Papua N. Guinea, Fiji	Fiji
-markets losing importance w.r.t. EMS			

Figure 4.36

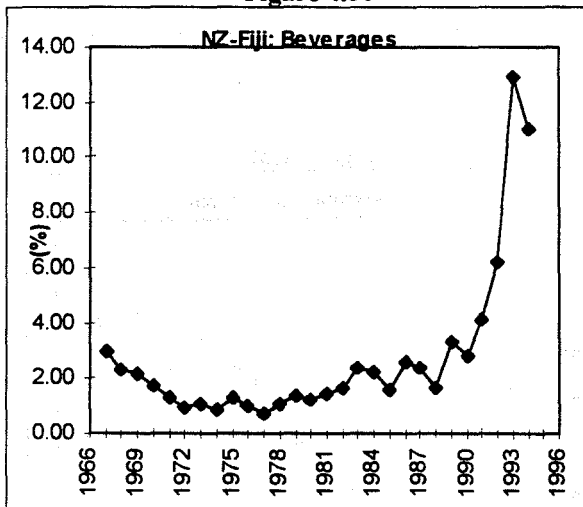
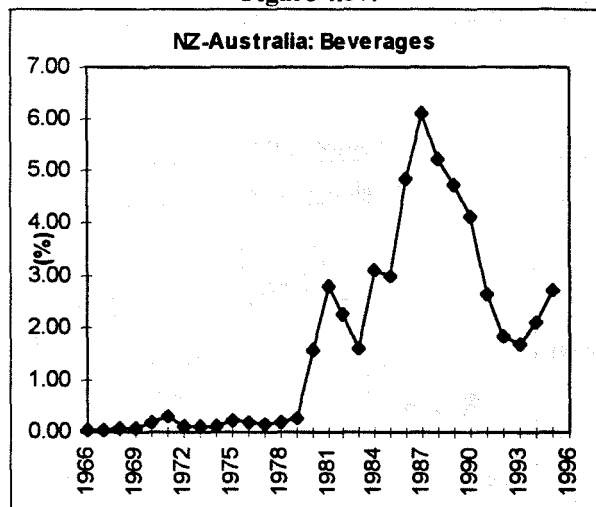


Figure 4.37:



4.2 EMS in Industrial Products

NZ's exports of industrial based products are spread very narrowly during the whole period, Table 4.12 to 4.15. The main trade partners for these products are Australia and Pacific Island Nations particularly Fiji. While NZ has a medium sized EMS in Australian chemical, basic and miscellaneous manufacture and machinery markets, the EMS trends have been increasing for the overall period, Figures 4.39, 4.41 and 4.44. NZ has a large EMS size in Fiji markets for these goods but the trends have been volatile, Figures 4.38, 4.40, 4.42 and 4.43. Although not as significant as with other countries, NZ has also medium sized EMS in Japanese basic manufacture imports and in Kenya's miscellaneous manufactures market, (see Appendices R, S, T and U for the remaining markets).

Table 4.12
EMS Analysis for Chemicals

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Fiji, Kiribati		
-markets gaining importance w.r.t. EMS			
-markets losing importance w.r.t. EMS		Vanuatu	
Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Papua N. Guinea		Australia
-markets gaining importance w.r.t. EMS			
-markets losing importance w.r.t. EMS			

Figure 4.38:

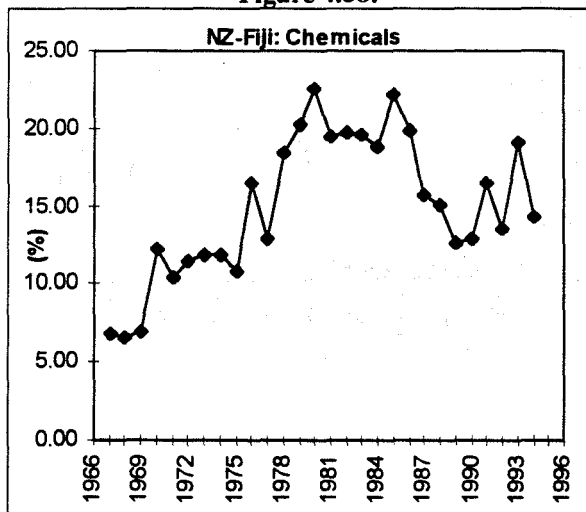


Figure 4.39:

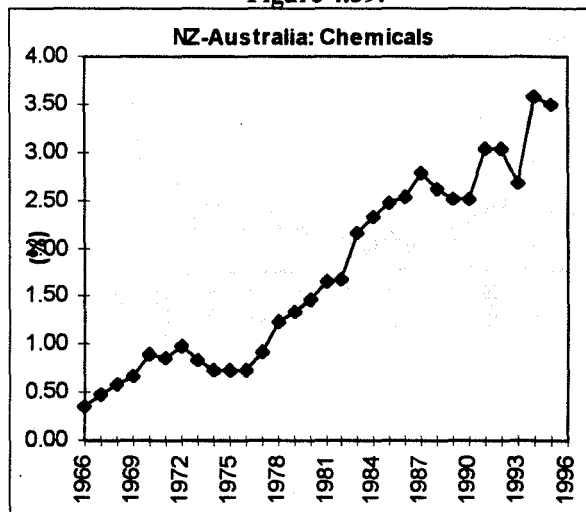


Table 4.13
EMS Analysis for Basic Manufactures

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Fiji, Kiribati		Australia
-markets gaining importance w.r.t. EMS		Papua N. Guinea	
-markets losing importance w.r.t. EMS		Vanuatu	Vanuatu
-Markets with Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Japan		
-markets gaining importance w.r.t. EMS			
-markets losing importance w.r.t. EMS			

Figure 4.40:

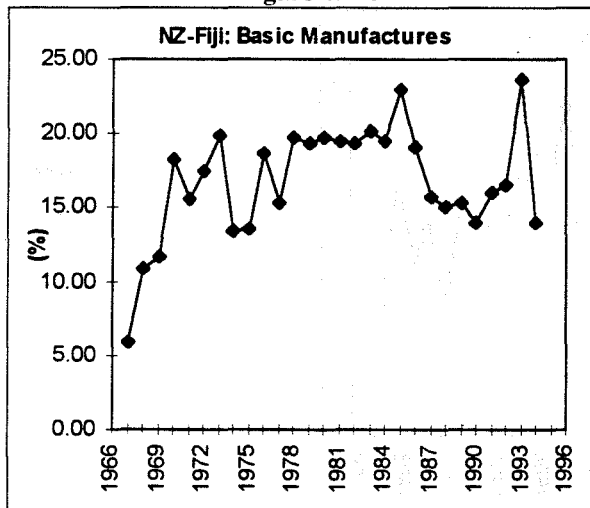


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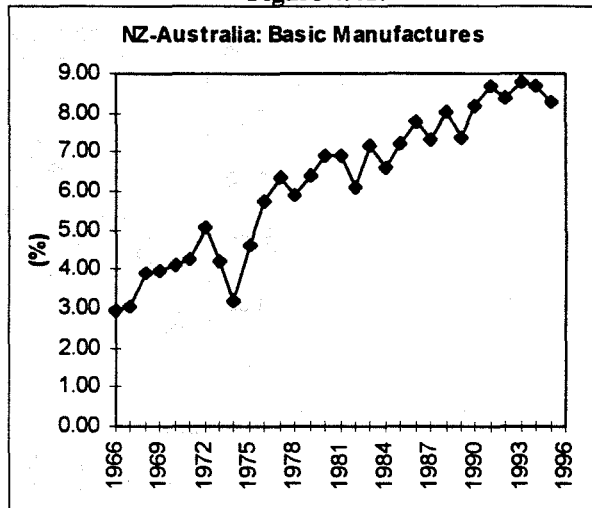


Table 4.14
EMS Analysis for Machines

Markets with Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Fiji		
-markets gaining importance w.r.t. EMS			
-markets losing importance w.r.t. EMS			
Markets with Medium EMS: (1% < EMS < 5%)			
-major markets for whole period	Australia, Kiribati, Papua N. Guinea		Australia
-markets gaining importance w.r.t. EMS			
-markets losing importance w.r.t. EMS		Vanuatu	

Figure 4.42:

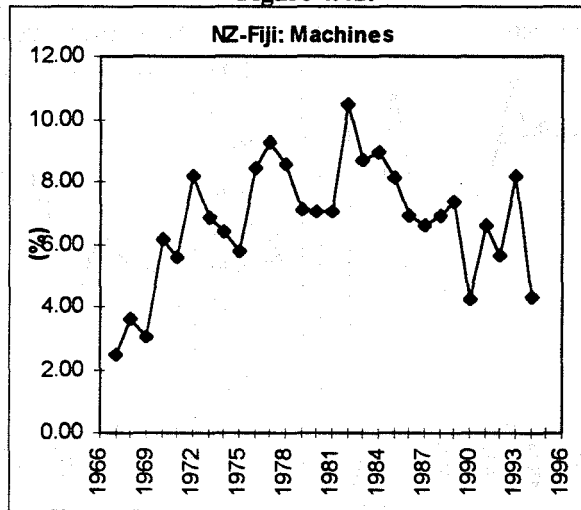


Table 4.15
EMS Analysis for Miscellaneous Manufactures

Markets for Large EMS: (5% < EMS)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Fiji		Fiji
-markets gaining Importance w.r.t. EMS		Kiribati	
-markets losing Importance w.r.t. EMS		Vanuatu	
Markets for Medium EMS: (1% < EMS < 5%)	1966-96	from 1966-84 to 1985-96	Increasing Trend for 1985-96
-major markets for whole period	Australia, Papua N. Guinea		Australia
-markets gaining Importance w.r.t. EMS		Kenya	
-markets losing Importance w.r.t. EMS			

Figure 4.43:

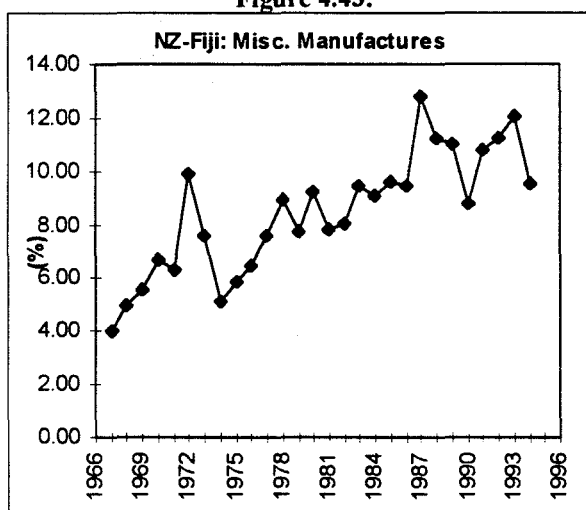
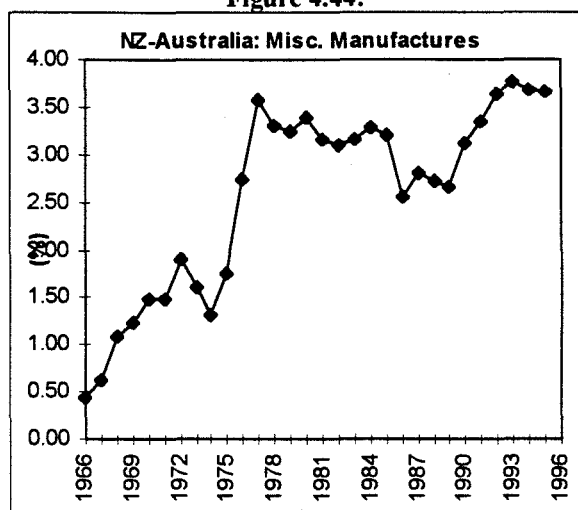


Figure 4.44:



4.3 Concluding Remarks

In general, NZ is a small trader in most of these markets/countries and the capacity to maintain market share if a market is growing is accordingly small. This can lead to volatility in NZ's apparent competitiveness as measured by market share. NZ's EMS trends with its traditional trade partners and nine country groups can be summarised as follows.

Generally, exports of NZ have a large share and an extensive product coverage particularly in imports of the countries included in Pacific Island Nations, Other Asia and Other OECD groups. EMS's in the Australian import markets have been increasing except in beef and hides. The increase of EMS's in beverages, mineral fuels and oils & fats are particularly evident after mid 1980s but for the whole period for the remaining products. The EMS trends for beef and hides are volatile. NZ market shares in Japanese markets have had mixed trends. Beverages, crude materials, hides, fats and machinery and equipment show consistent upward trends. Beef and dairy products have trended downwards. The EMS trends in the remaining products have

been more volatile with a tendency for EMS's to decline from the mid-1980's. Chemicals and wood are two exceptions to this latter point with recent upward trends in EMS. Market shares of NZ exports in UK markets have been either very volatile or declining over the whole period. The exceptions have been for fruit, beverages and machines where the EMS's are increasing slightly. Declining trends occurred for total food including beef and dairy, total crude materials including textiles, oils & fat, and chemicals. For the remaining commodities there has been an irregular export pattern between NZ and UK. In US import markets, there has been a sustained growth in EMS's in beef, fruits, beverages, total basic manufactures including non-ferrous metals, machines, wood, pulp and mineral fuel markets particularly after the mid 1980's. The trend is declining in the total crude materials including textiles and hides & skins and the chemicals market. There has been little change in the EMS for total food (including dairy), oils & fat and miscellaneous manufactures.

The EMS's in Pacific Island Nations are rising for the whole period except in hides & skins in which NZ has little trade. During the period, EMS's in this group are increasing for total food including dairy, fruits, total crude materials including wood, pulp, textile and oil markets. The EMS trends are erratic in beef, hides and non-ferrous metal markets. There has been insignificant EMS change over the whole period in beverages, mineral fuels, chemicals, total basic manufactures, machines and miscellaneous manufactures.

Apart from UK, the general EMS trends of NZ in the overall EU group have been declining in dairy, total crude materials including hides, textile and oil markets. The EMS's are increasing in total food (including fruits and vegetables) especially by early 1980s. The EU is not a major export market in rest of the product groups; beef, beverages, wood, pulp, mineral fuels, chemicals, basic manufactures and miscellaneous manufactures.

NZ's exports to overall Middle East countries accelerated during early 1980s mainly in total food. Generally, the EMS trend has been erratic for total food but it has been increasing in dairy markets and decreasing in beef markets. During the period, NZ also exported fruit, hides and textiles occasionally to the Middle East countries. For the other products EMS's have been insignificant in total imports of other countries.

In Latin American markets, EMS's start to rise by the mid-1980s in dairy, fruits and total crude materials. The EMS trend is volatile in food markets but it is very low in other commodity markets. The other country groups where NZ has low trade volumes and small market shares are EFTA, Other Europe and Africa. In the EFTA country group, the only significant and decreasing trend is seen in textiles. In other product markets, EMS's are either volatile (hides and skins) or at low levels (total food). For the whole period, NZ has no exports or very low exports (total food including beef, dairy and fruits) to the countries in Other Europe group. Lastly, the EMS trends in African markets are volatile except for textiles and oils and fats. The EMS's in these two markets have been declining.

References

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- Lattimore, Ralph and Paul McKeown (1995). **New Zealand's International Trade Performance Pre and Post Deregulation: 1970-85 and 1985-93**, AERU Research Report No. 231, Lincoln University, Canterbury.
- MFAT, (1997), **New Zealand's External Trade Statistics**, Wellington: Ministry of Foreign Affairs and Trade.

Annex 1

Commodity Classification for Exports

SITC

0 Food and Live Animals (including 0111, 0112, 02, 05)

0111 Beef fresh, frozen

0112 Sheepmeat etc. fresh, chilled, frozen

02 Dairy Products and Eggs

05 Fruit and Vegetables

1 Beverages and Tobacco

2 Crude Materials, excluding fuels (including 21, 24, 25, 26)

21 Hides, Skins, Furs undressed

24 Wood, Lumber, Cork

25 Pulp and Waste Paper

26 Textile Fibres

3 Mineral Fuels etc.

4 Animal, Vegetable Oil, Fats

5 Chemicals

6 Basic Manufactures (including 68)

68 Non Ferrous Metals

7 Machines, Transport Equipment

8 Miscellaneous Manufacturing Goods

Annex 1 (contd.):

Country Composition of World Regions

EC

Austria
Belgium-Luxembourg
Denmark
Finland
France
Germany
Greece
Ireland
Italy
Netherlands
Portugal
Spain
Sweden
United Kingdom

EFTA

Norway
Switzerland

Other Europe

Hungary
Iceland
Poland

Middle East

Bahrain
Cyprus
Egypt
Israel
Jordan
Kuwait
Malta
Oman
Qatar
Saudi Arabia

Africa

Algeria
Cameroon
Ethiopia
Kenya
Madagascar
Morocco
Senegal
Seychelles
South Africa
Tunisia

Pacific Island Nations

Brunei Darism
Fiji
Kiribati
Papua New Guinea
Vanuatu

Other Asia

China
Hong Kong
India
Indonesia
Korea Republic
Malaysia
Mauritius
Nepal
Pakistan
Philippines
Singapore
Sri Lanka
Thailand

Latin America

Argentina
Barbados
Bolivia
Brazil
Chile
Colombia
Costa Rica
Ecuador
El Salvador
Fr. Guiana
Guadeloupe
Guatemala
Honduras
Jamaica
Martinique
Mexico
Nicaragua
Panama
Paraguay
Peru
Reunion
Uruguay
Venezuela

Other OECD

Australia
Canada
Japan
Turkey
United States

Annex 2

Criteria for Inclusion of Data

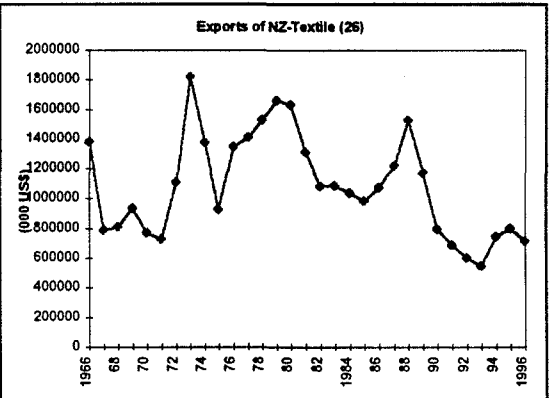
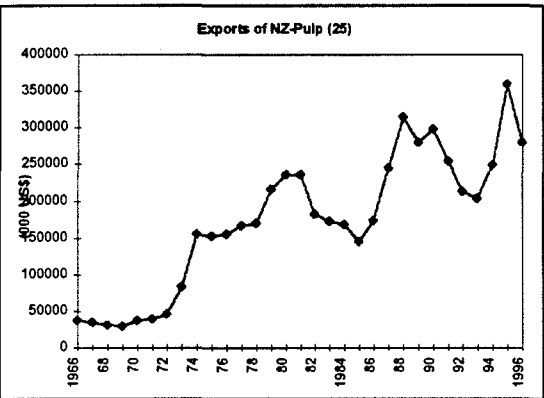
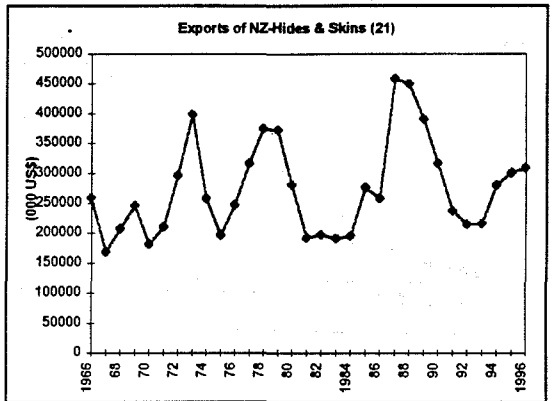
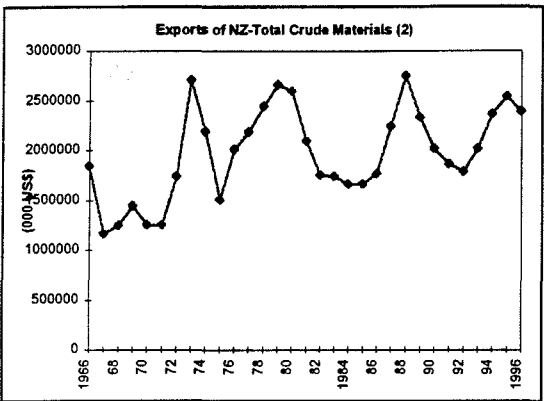
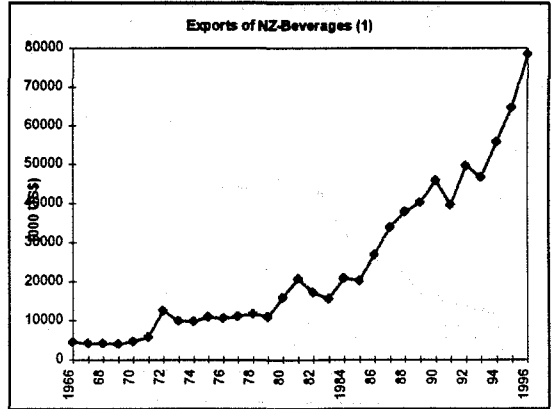
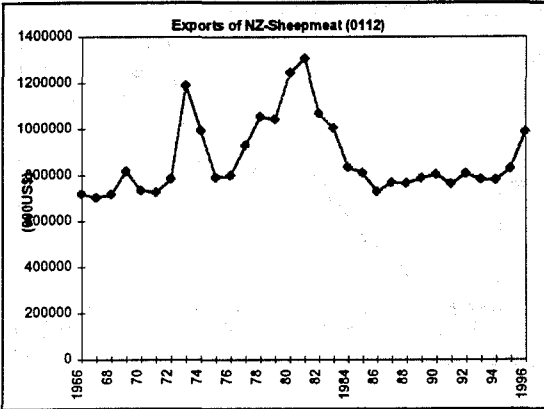
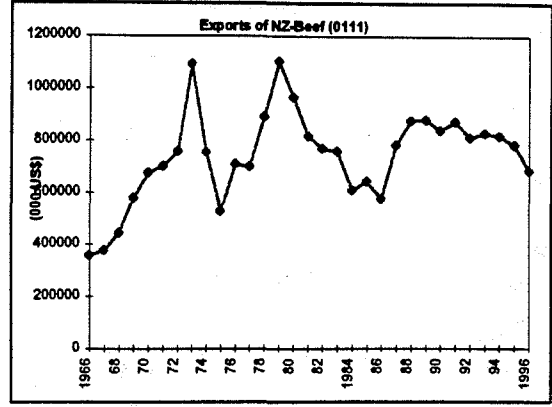
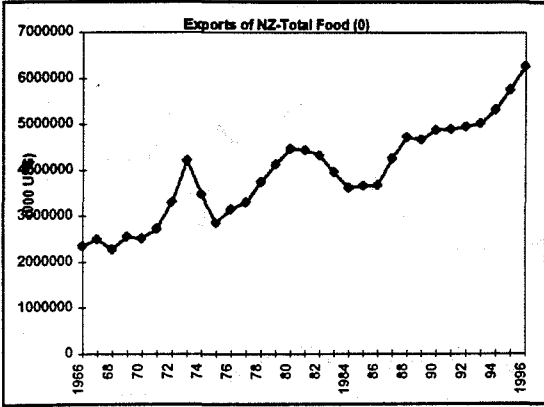
The data period (1966-96) is thought to contain two main sub-periods; pre-reform (1966-84) and post-reform (1985-96). In deciding on the rules for the inclusion of countries, we have tried to ensure that there is sufficient data both to show a trend over the sub-periods and to carry out future research on the trade effects of economic reform in New Zealand. With this aim in mind (and in order not to lose any information), it was decided to include the countries which have the data in at least half of the number of years in either of the sub-periods (single or contiguous years) and also which have the three years data centered around the years 1967, 84, 96. Accordingly included countries must have data which falls in one of the criteria below:

- complete series (1966-96),
- data contiguous for at least six years (1984-96),
- data existing for at least six single years (1984-96),
- data contiguous for at least nine years (1966-84),
- data existing for at least nine single years (1966-84),
- data gathered around all the years of 67, 84, 95 at least for three years.

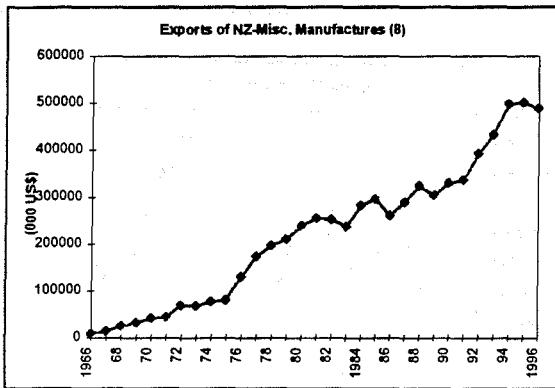
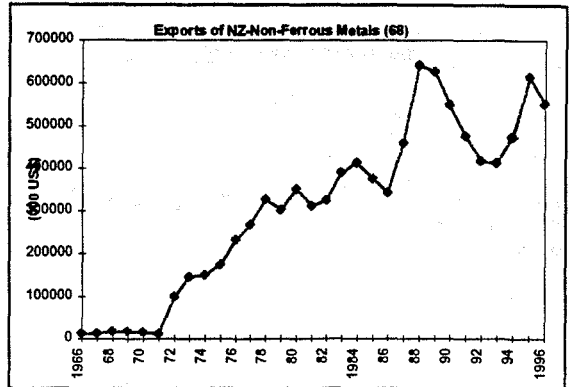
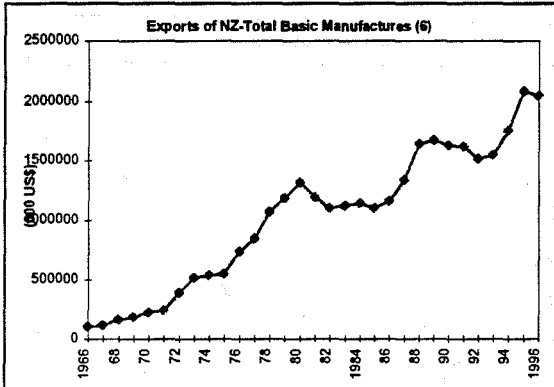
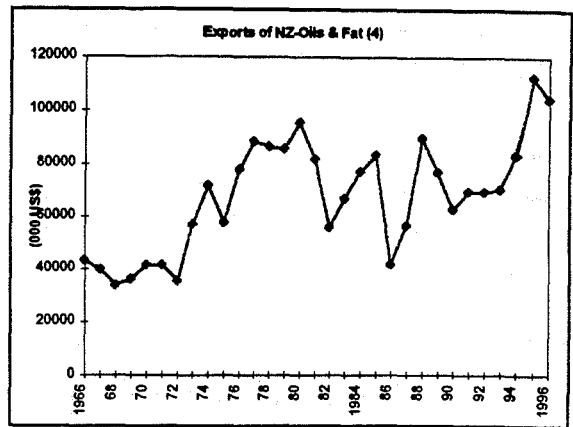
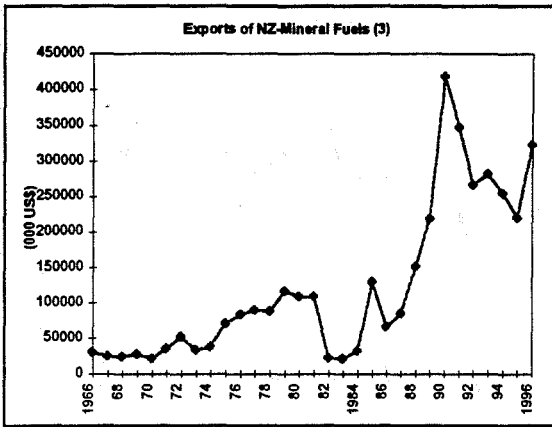
In addition to these, when exports of NZ in a commodity to a country is greater than total imports of that country in that commodity, the country is excluded from the study because there are obviously major data errors.

NZ's EMS data in Australian and Fiji markets have been scaled to 100 per cent in certain years in which the EMS exceeds 100 per cent by a very small amount. It is assumed that the export data are correct and that the import data are of lower quality.

Exports of NZ (real, in 1996 prices)

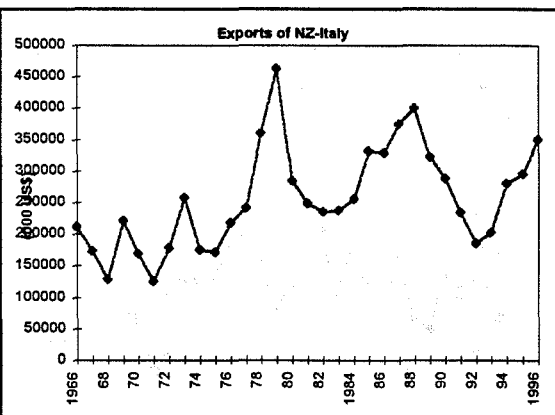
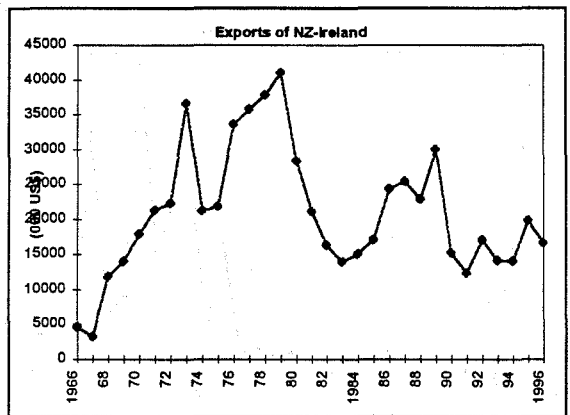
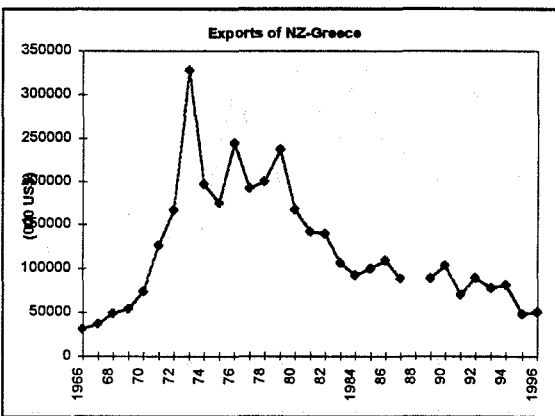
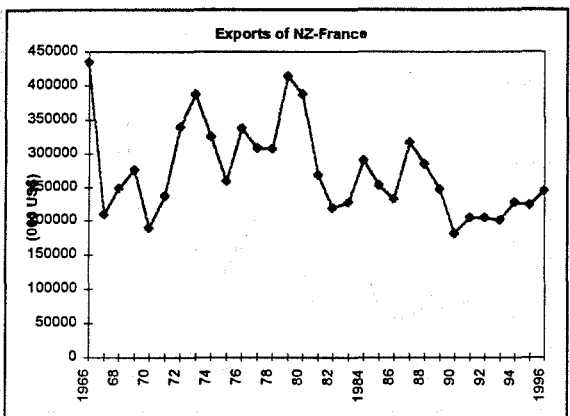
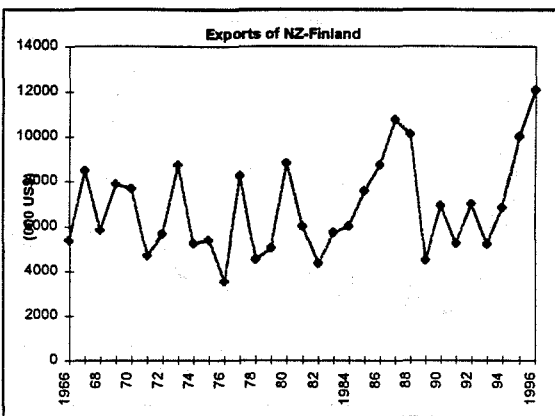
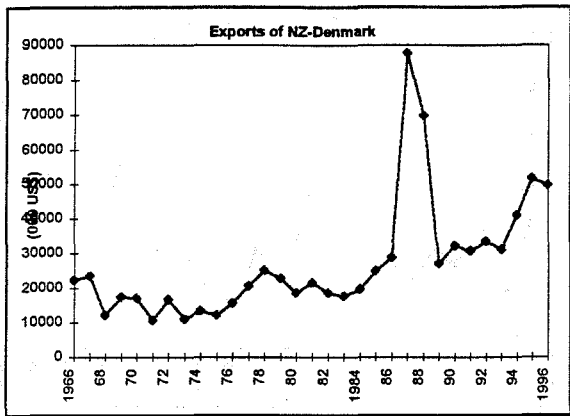
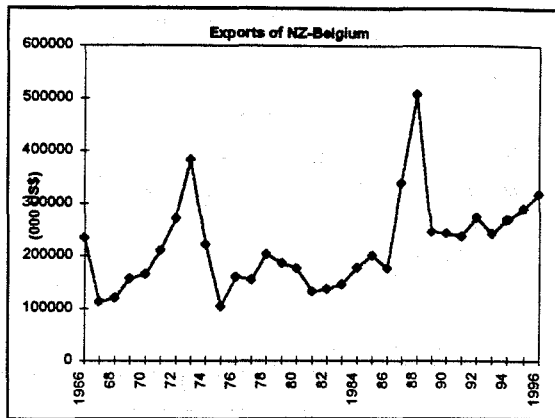
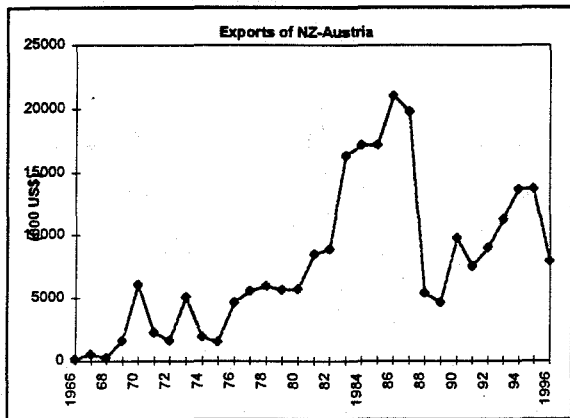


Exports of NZ (real, in 1996 prices)



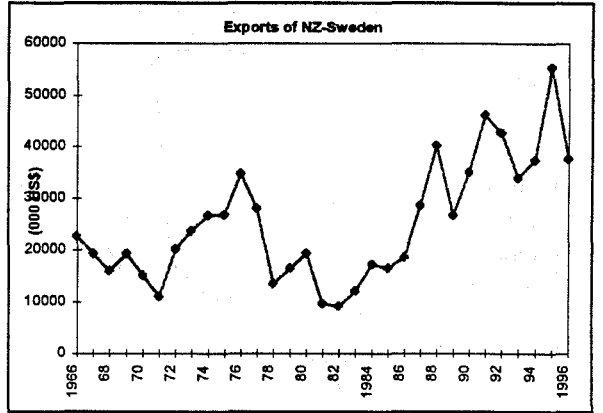
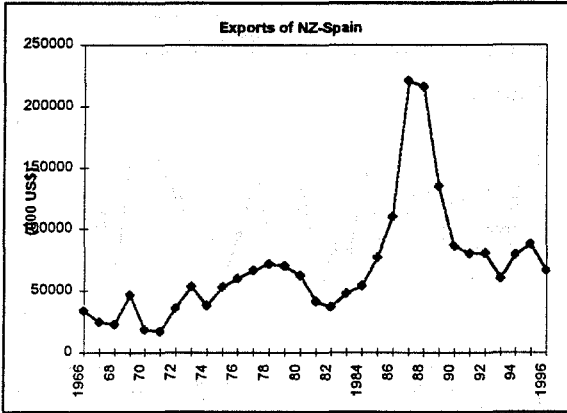
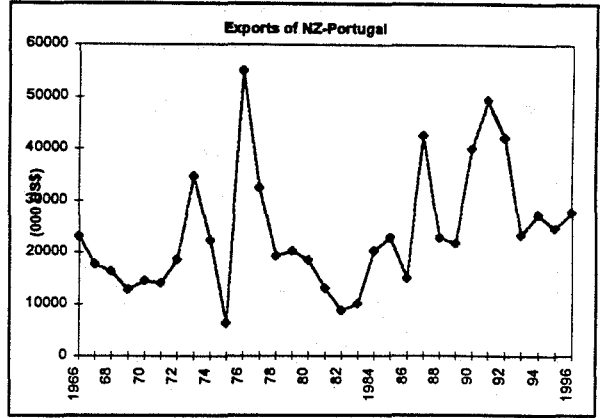
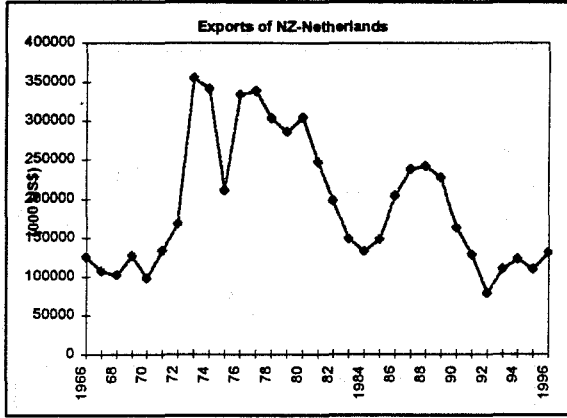
Exports of NZ (real, in 1996 prices)

EC

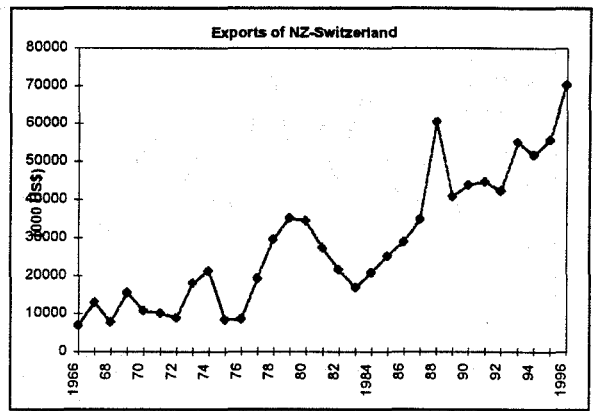
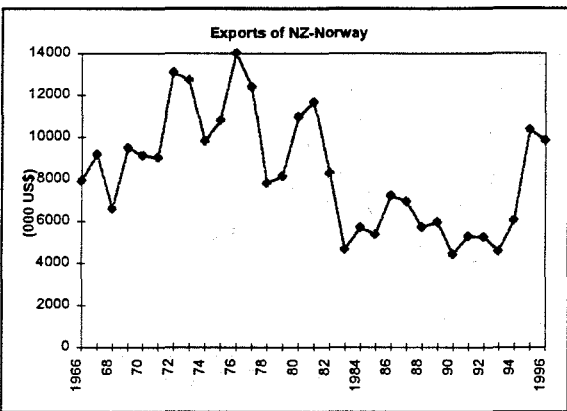


Exports of NZ (real, in 1996 prices)

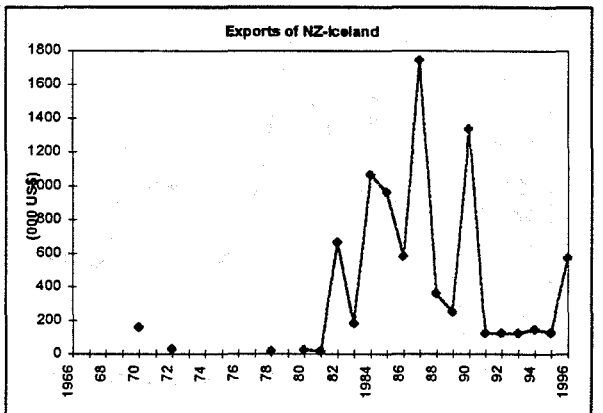
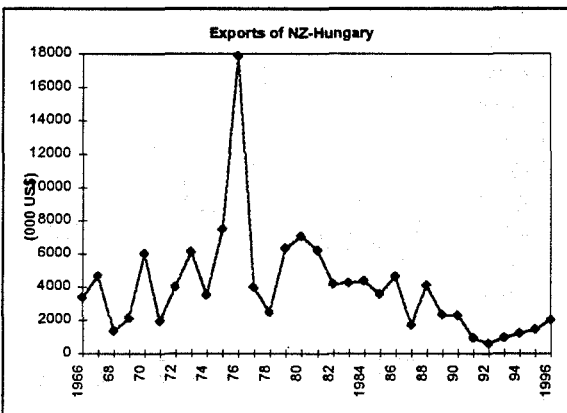
EC



EFTA

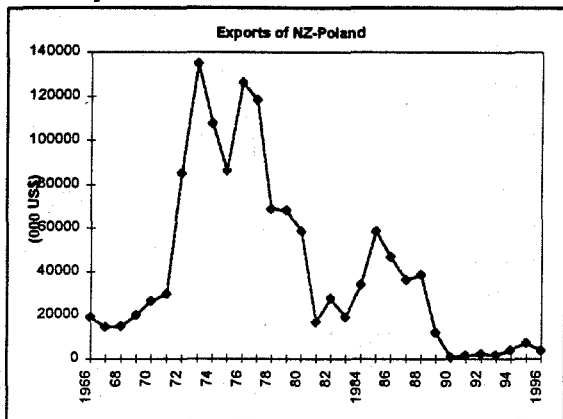


Other Europe

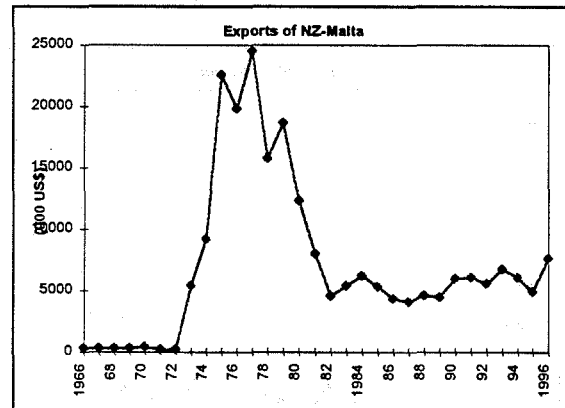
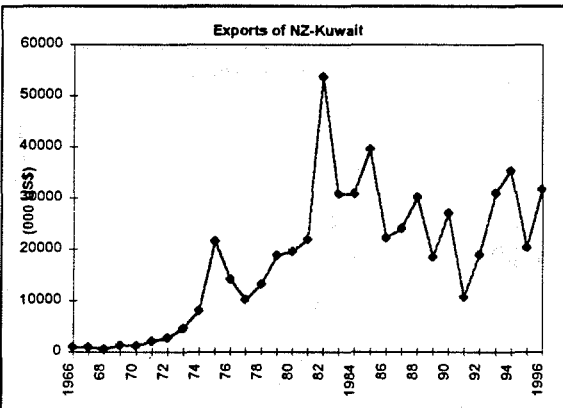
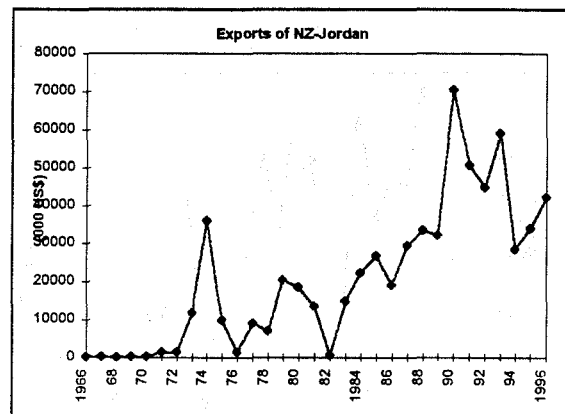
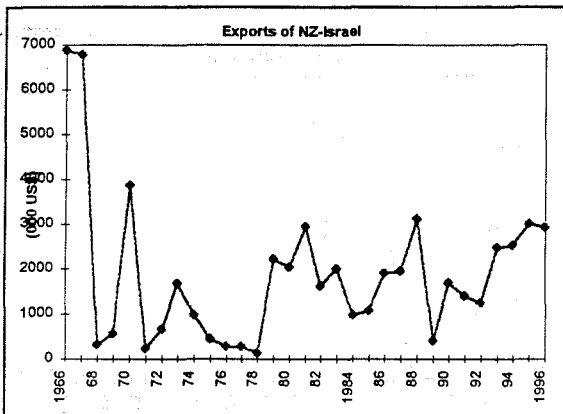
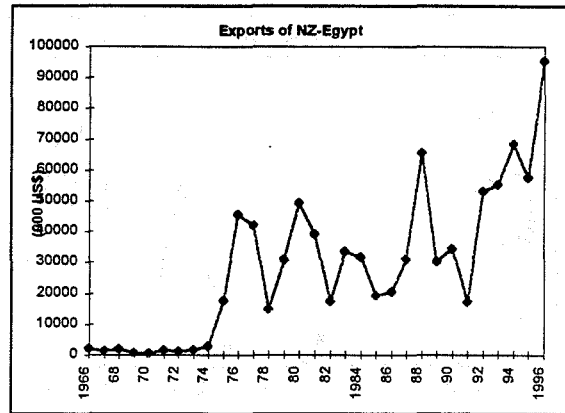
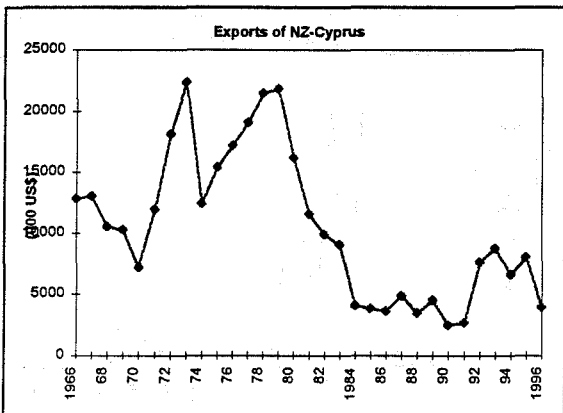
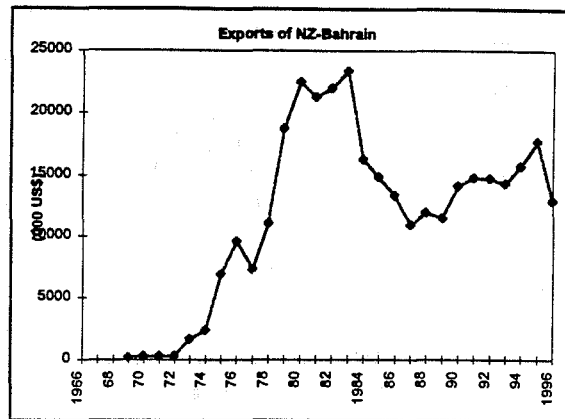


Exports of NZ (real, in 1996 prices)

Other Europe

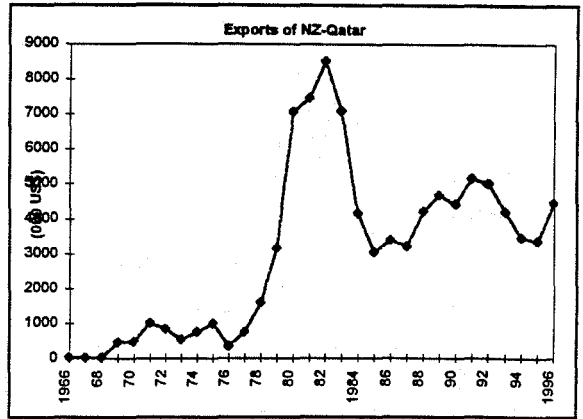
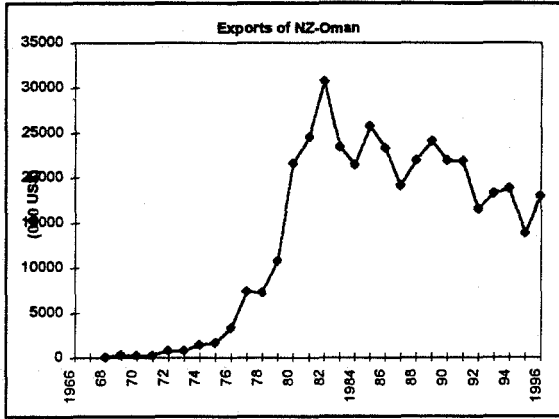


Middle East

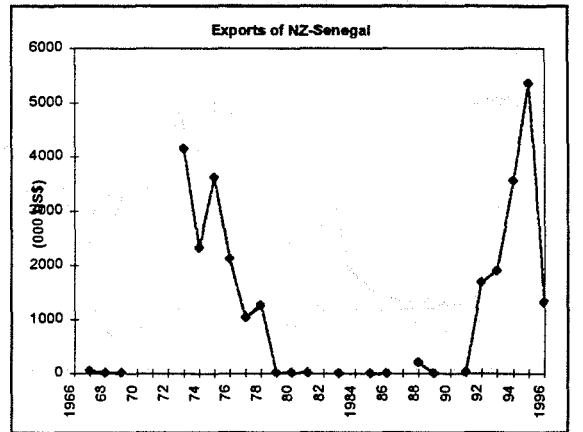
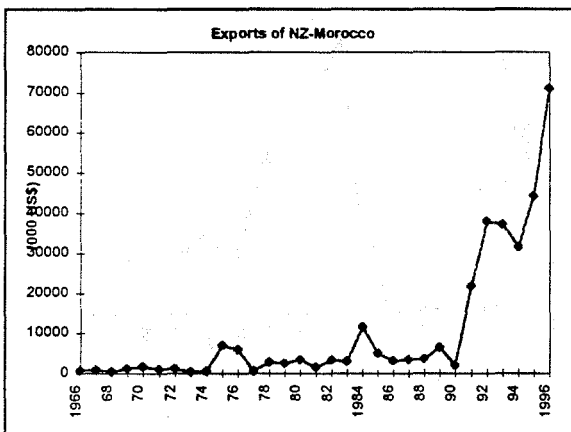
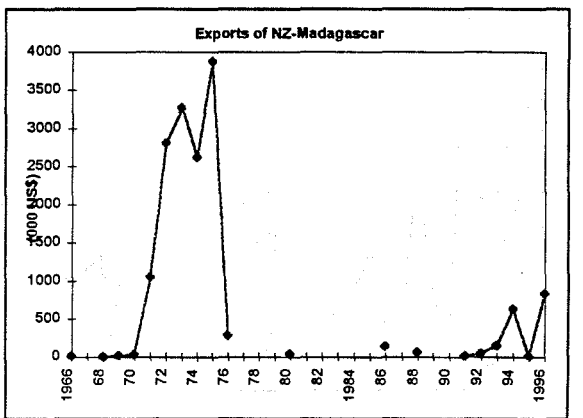
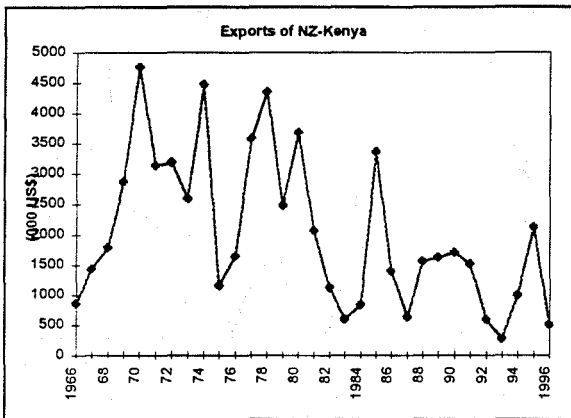
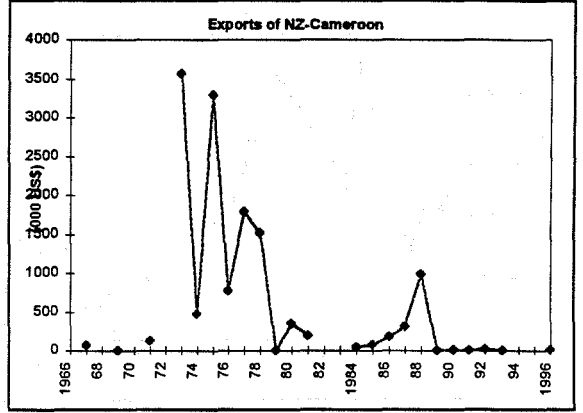
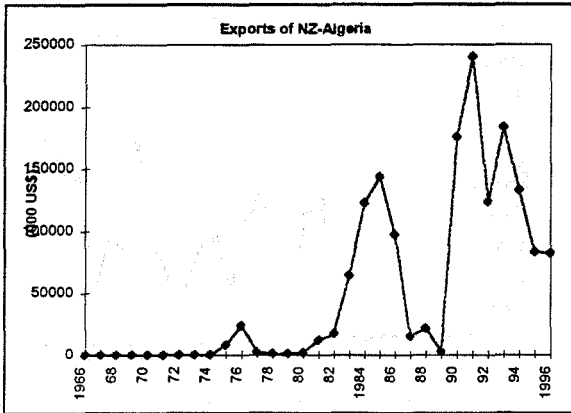


Exports of NZ (real, in 1996 prices)

Middle East

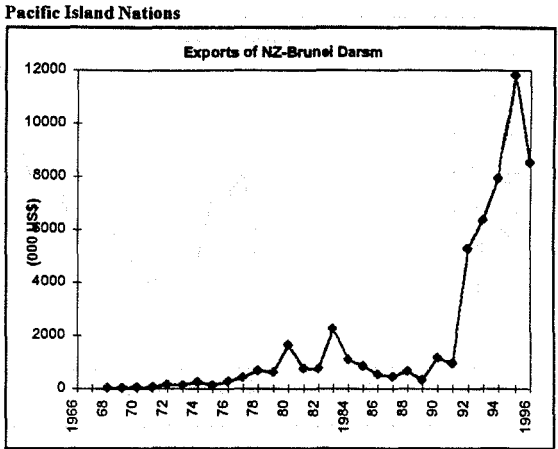
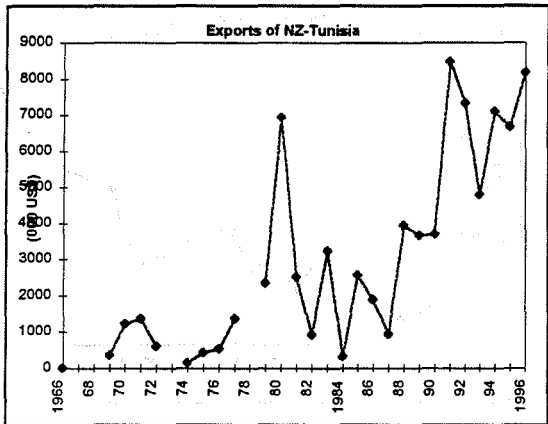
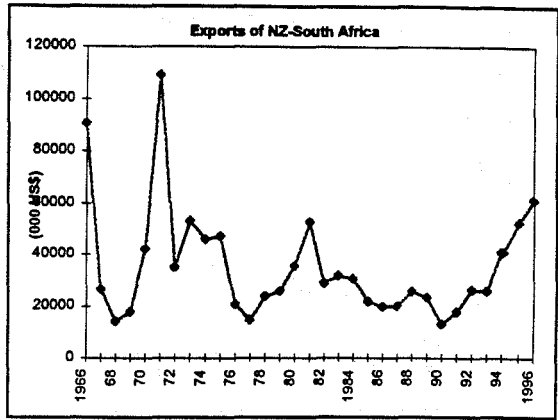
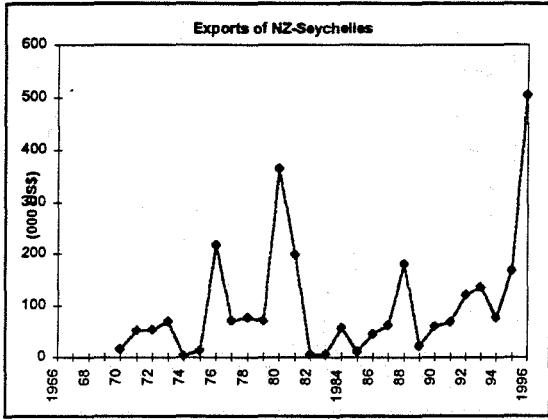


Africa

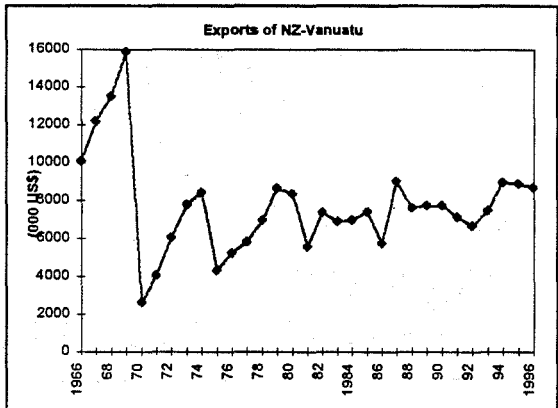
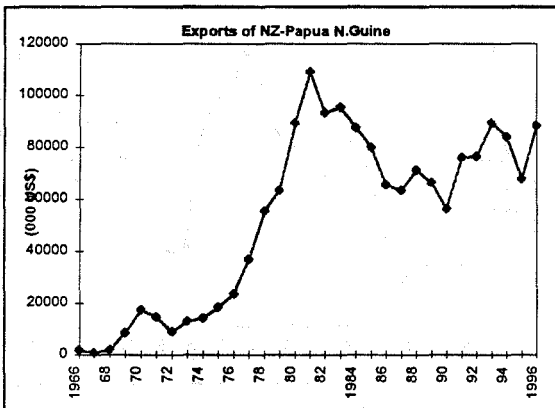
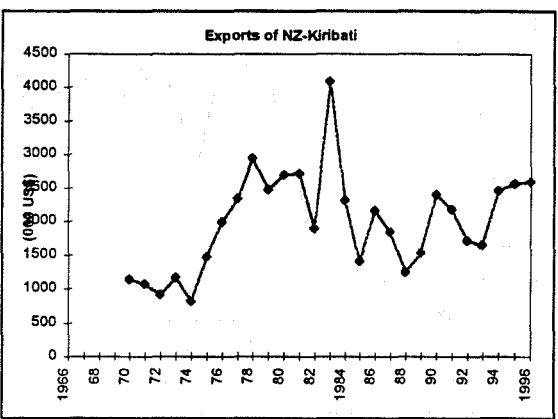
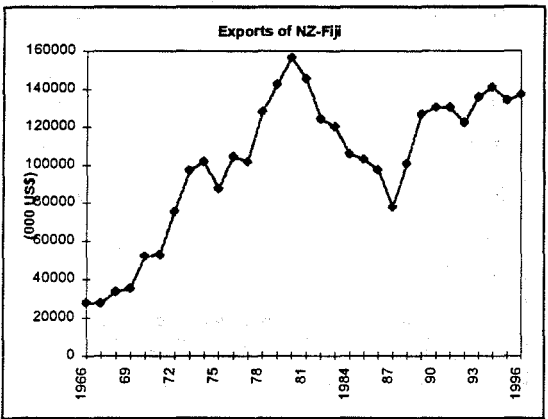


Exports of NZ (real, in 1996 prices)

Africa

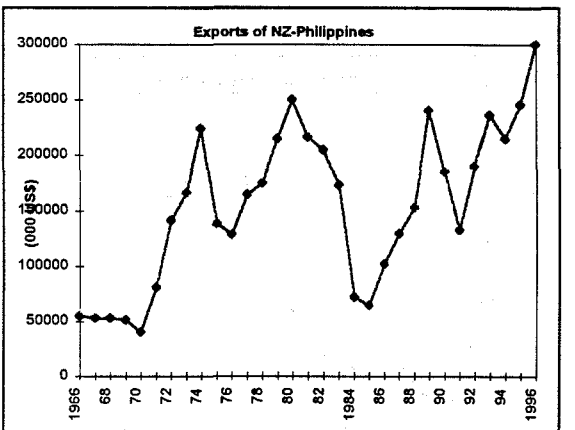
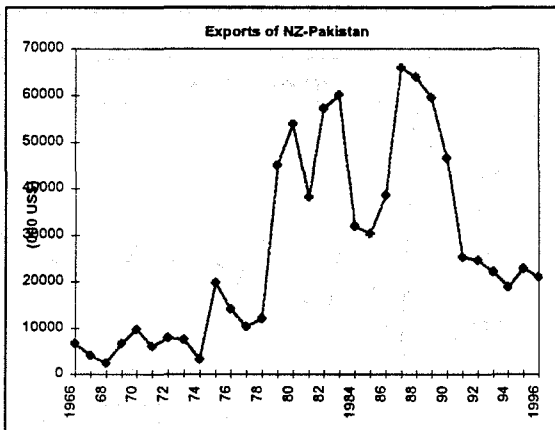
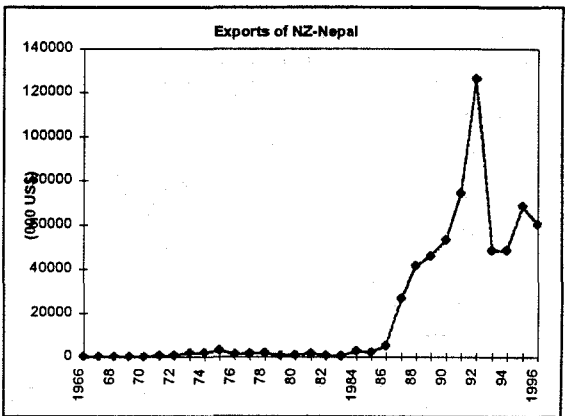
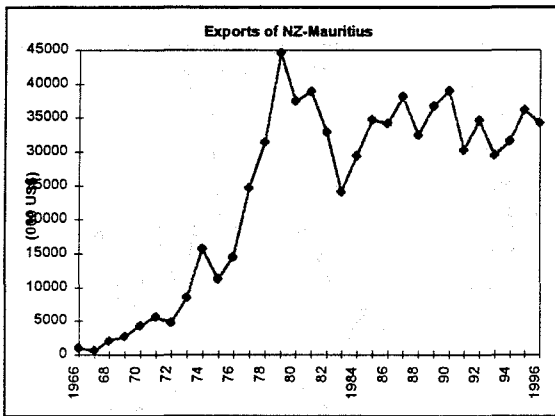
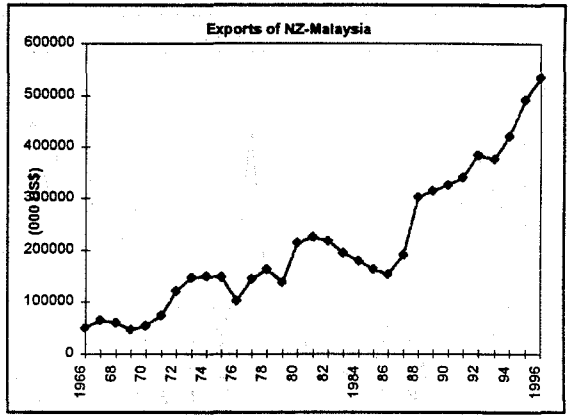
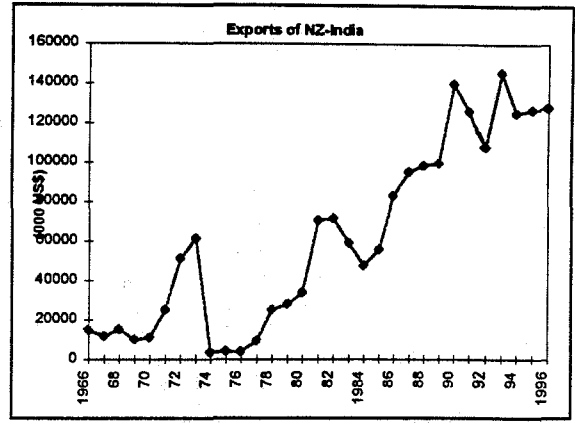
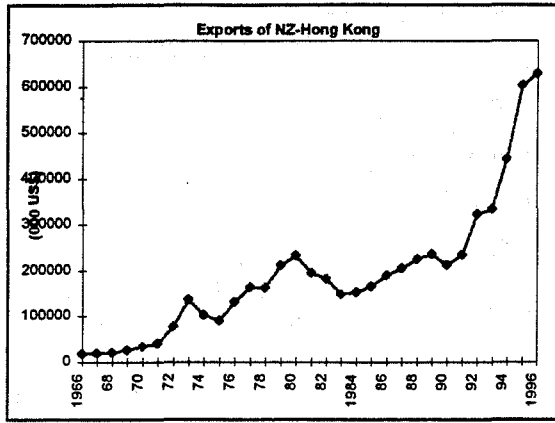


Pacific Island Nations



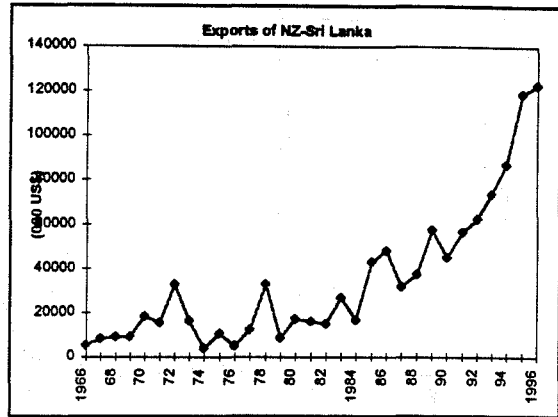
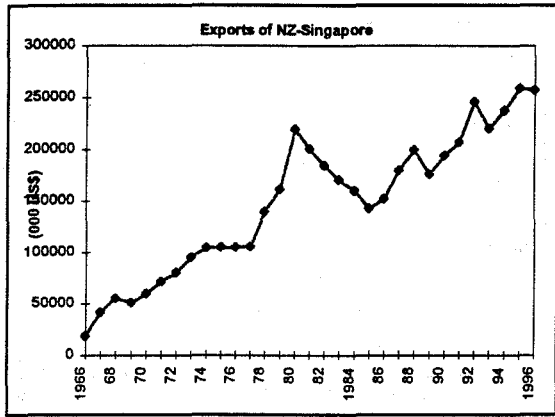
Exports of NZ (real, in 1996 prices)

Other Asia

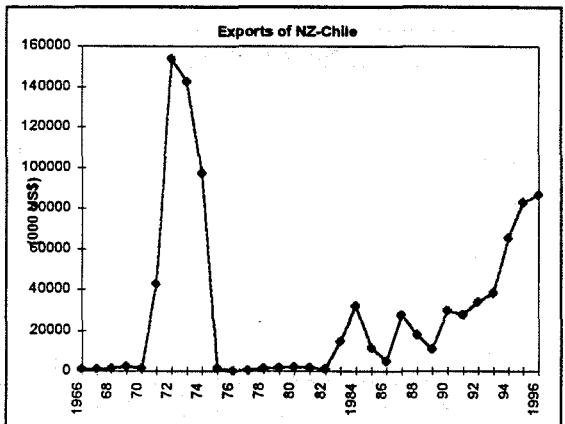
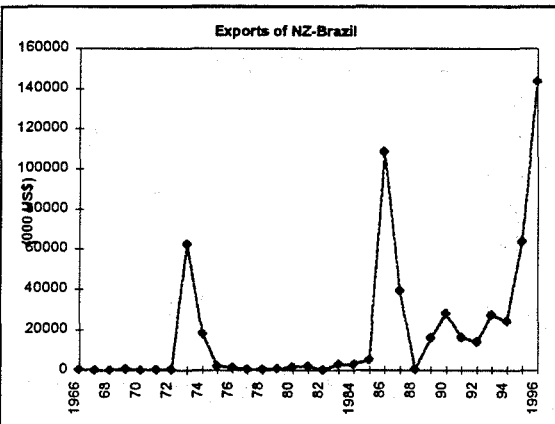
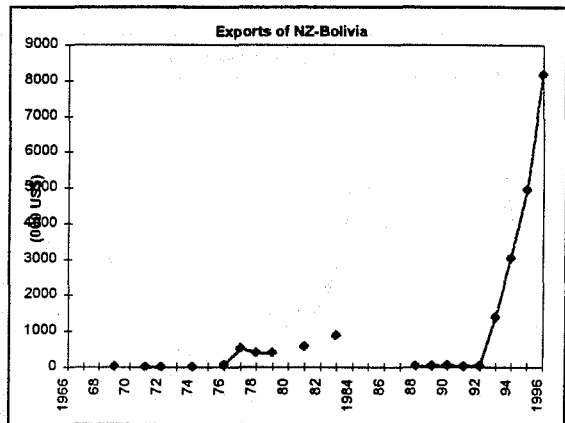
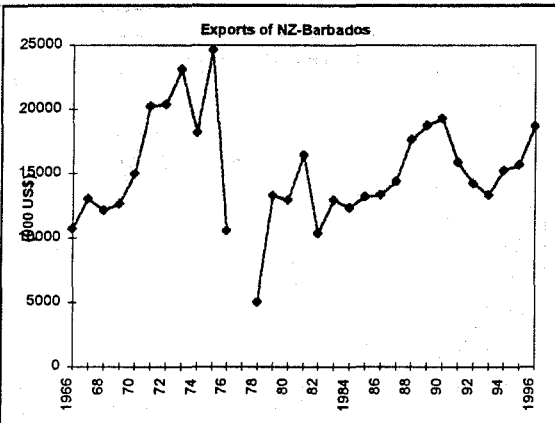
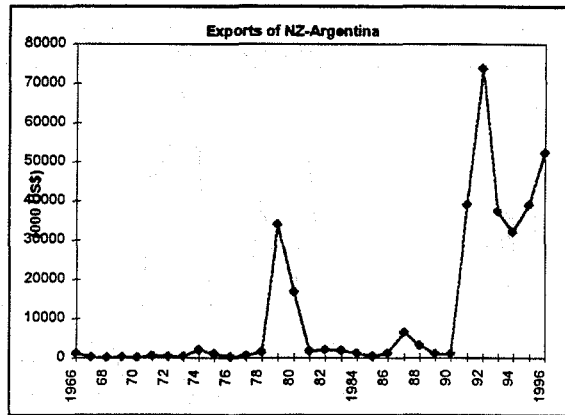
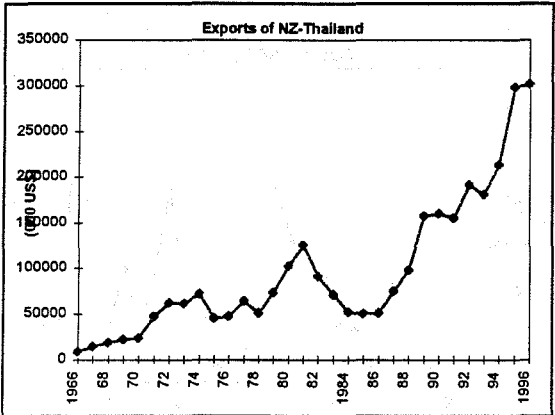


Exports of NZ (real, in 1996 prices)

Other Asia

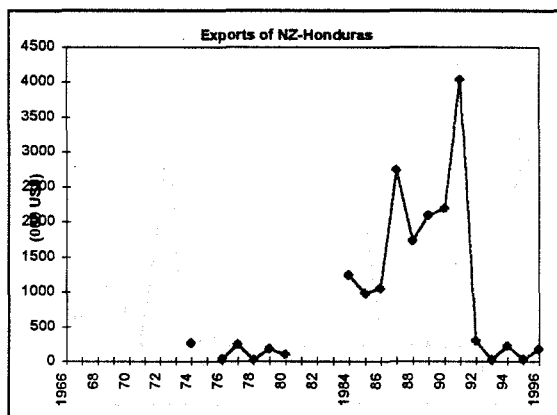
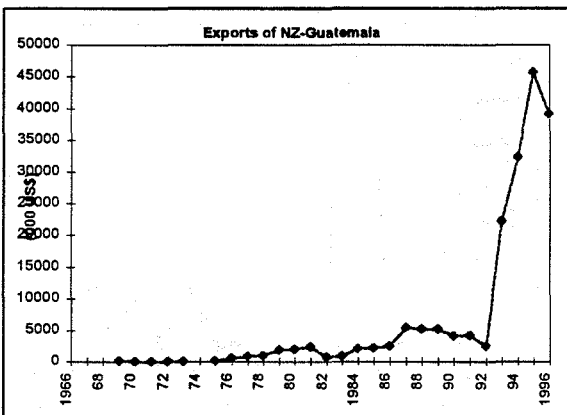
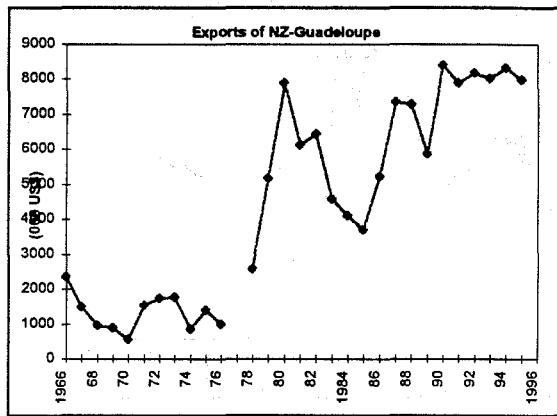
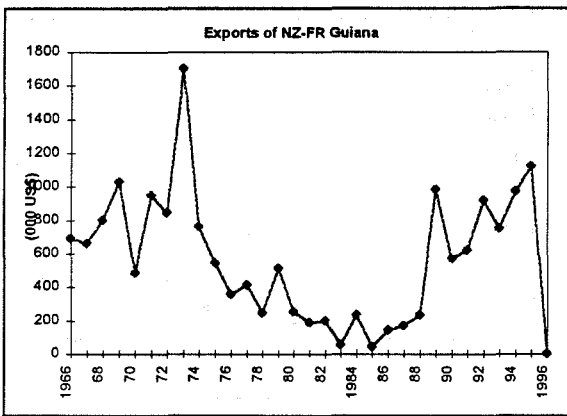
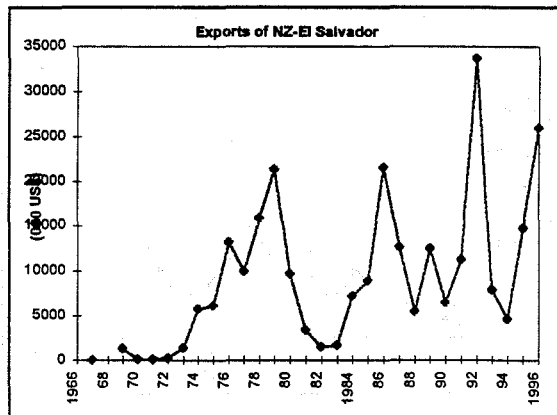
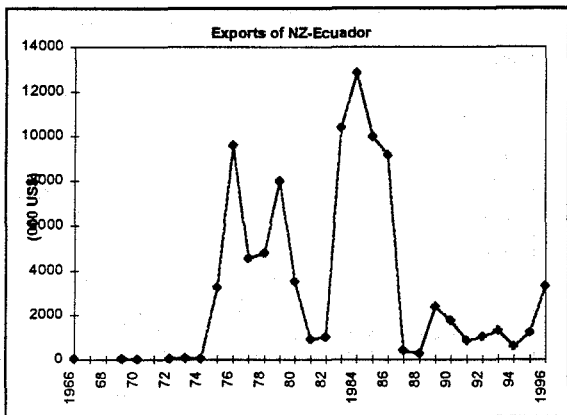
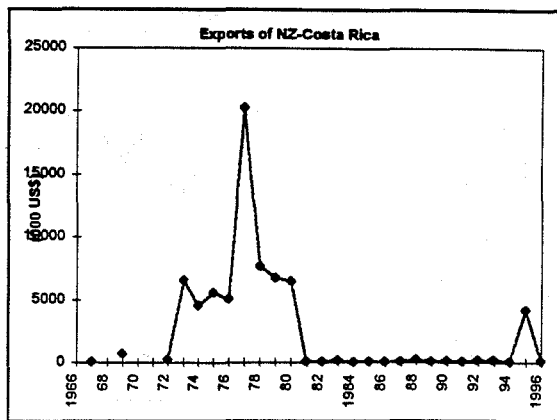
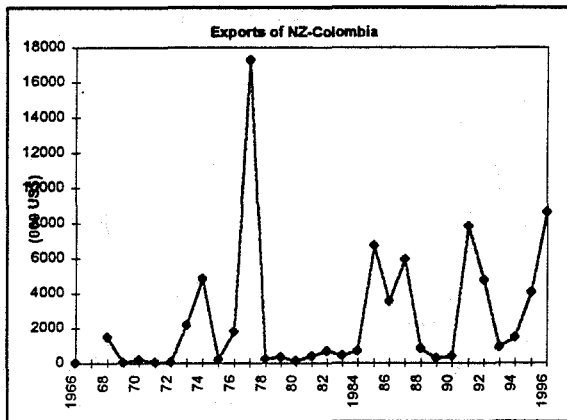


Latin America



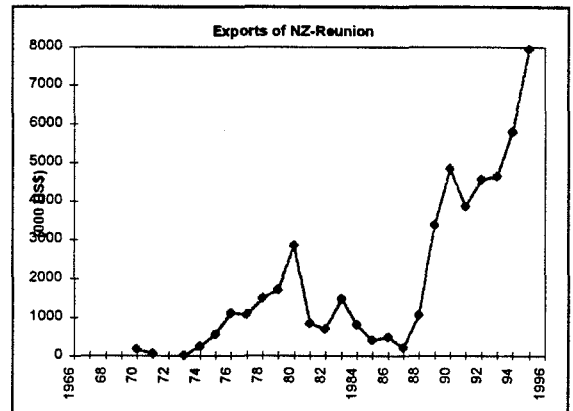
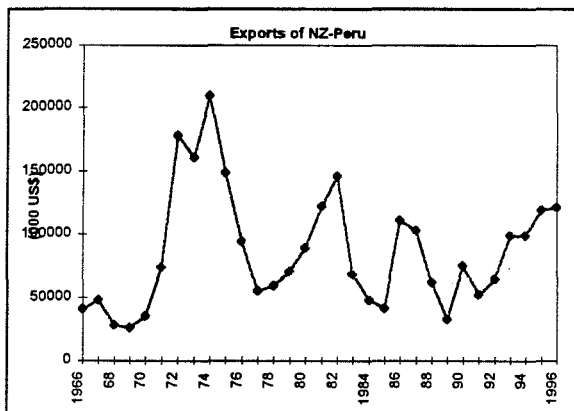
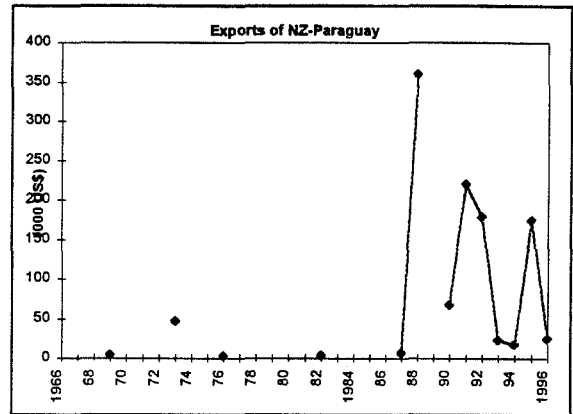
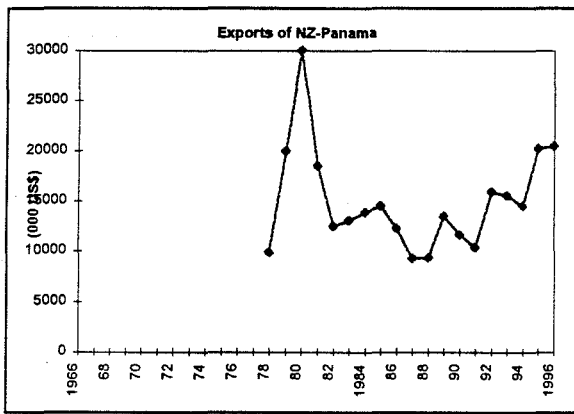
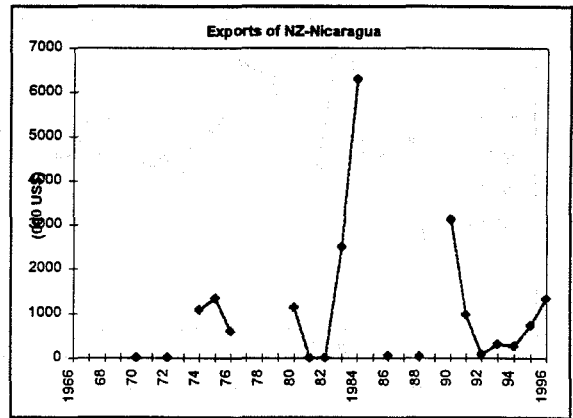
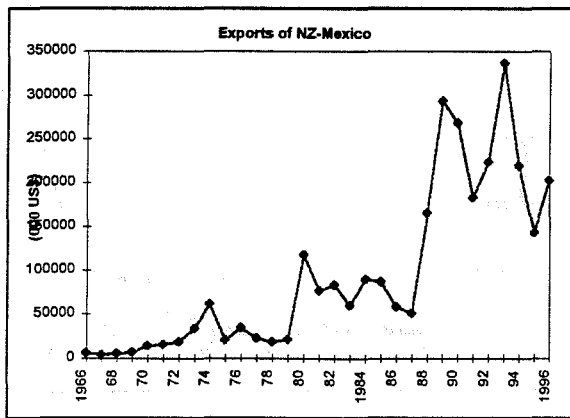
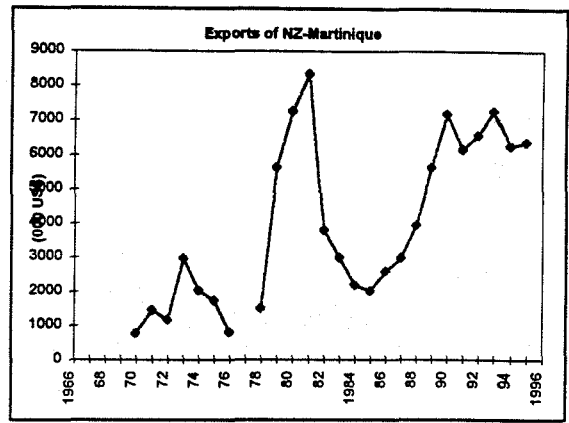
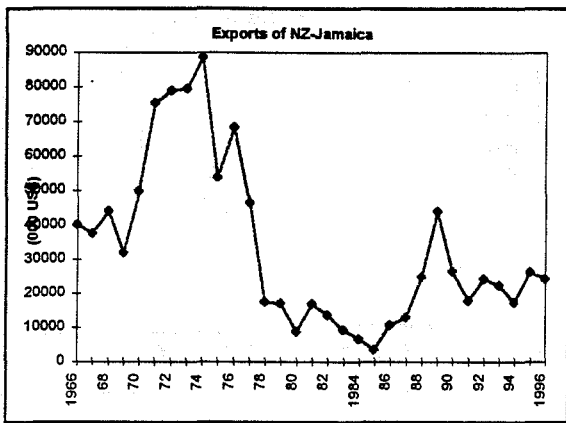
Exports of NZ (real, in 1996 prices)

Latin America



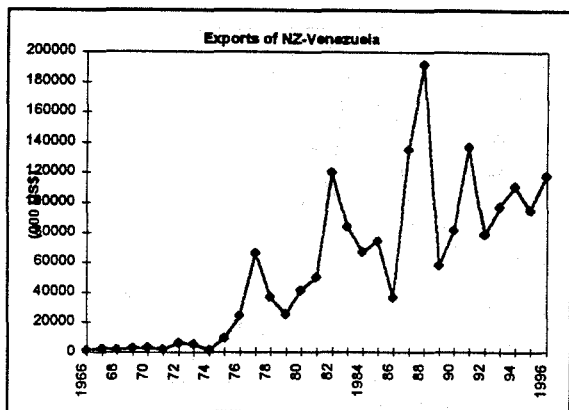
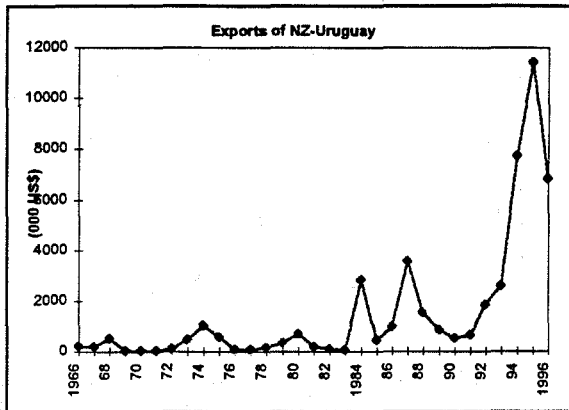
Exports of NZ (real, in 1996 prices)

Latin America

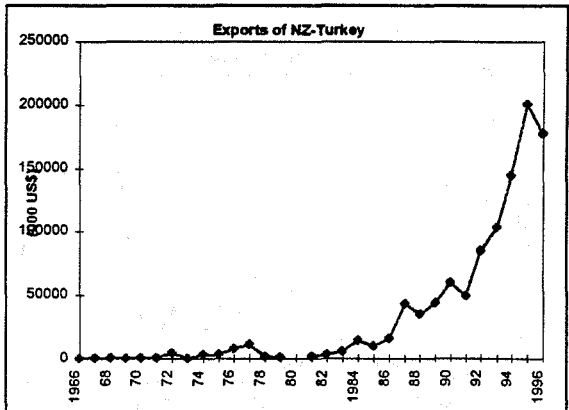
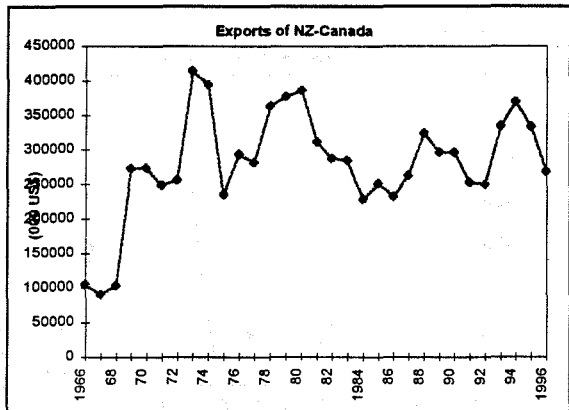


Exports of NZ (real, in 1996 prices)

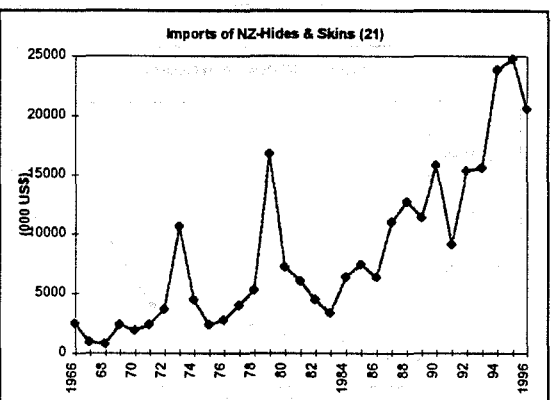
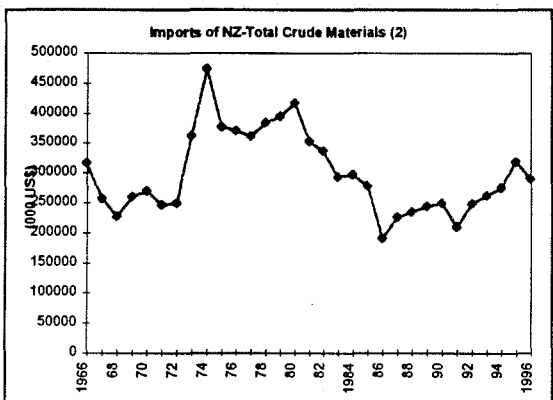
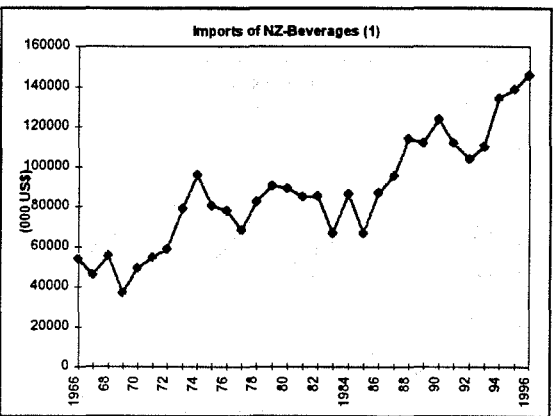
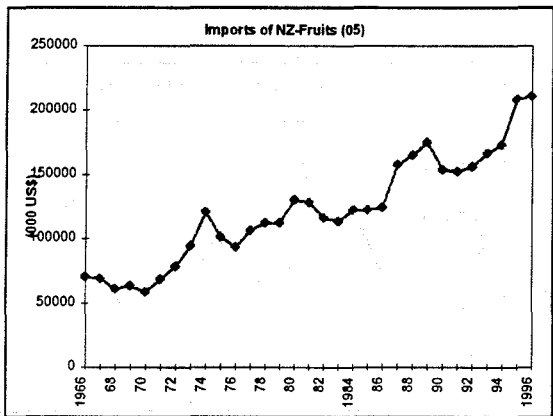
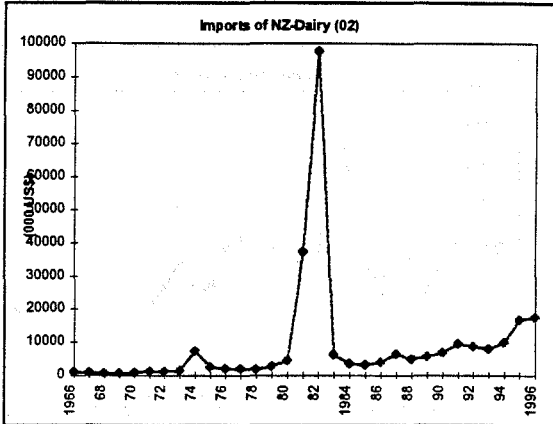
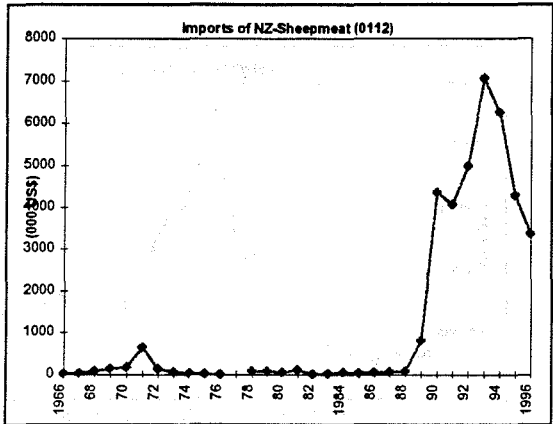
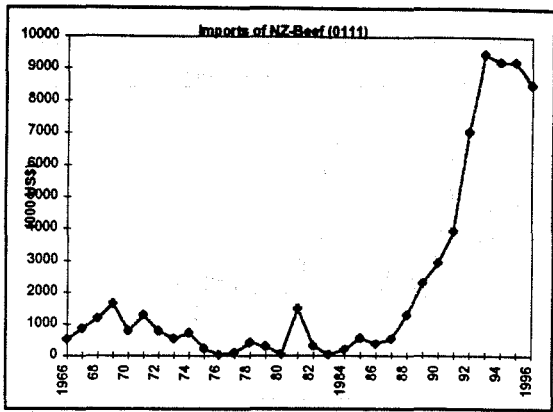
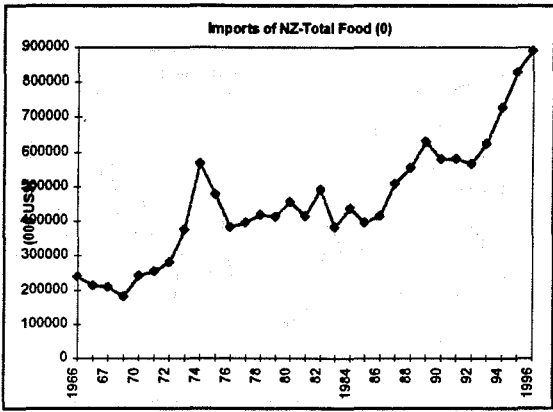
Latin America



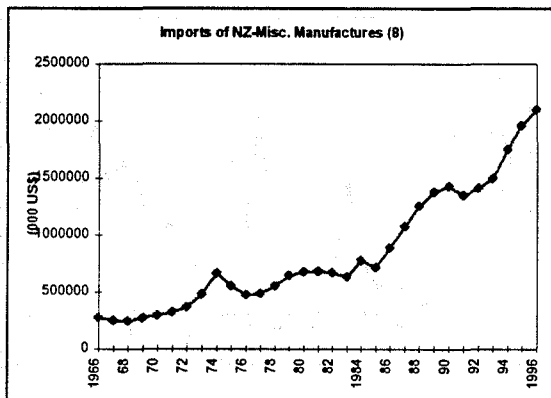
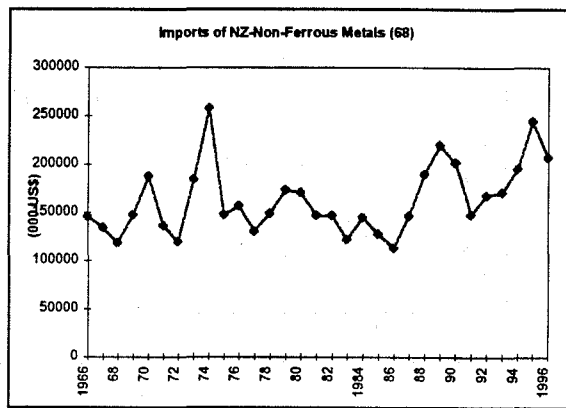
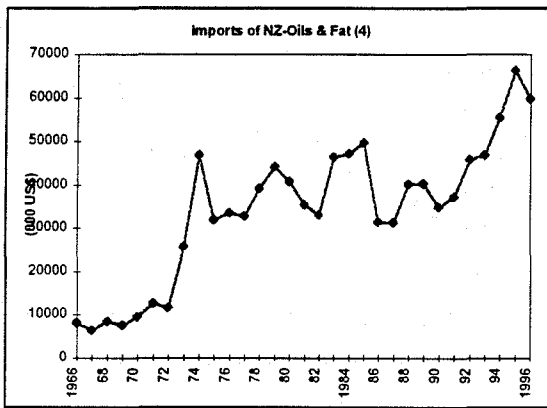
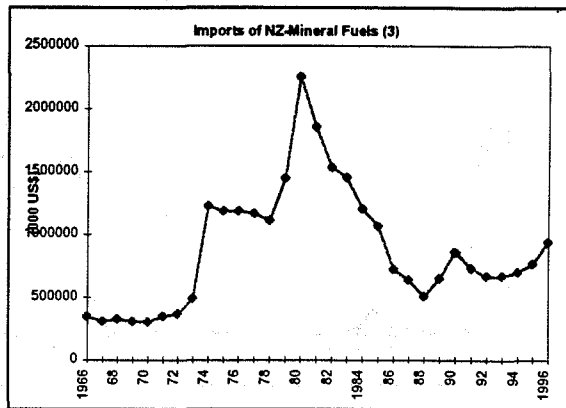
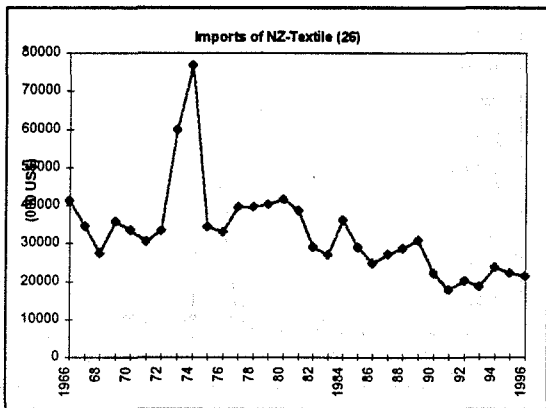
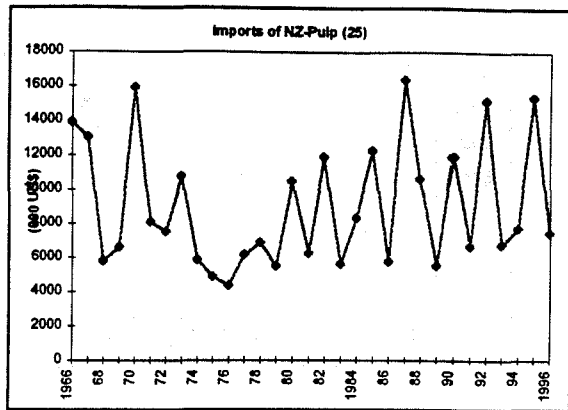
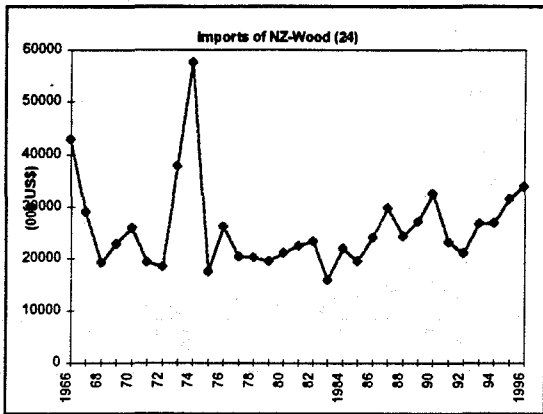
Other OECD



Imports of NZ (real, in 1996 prices)

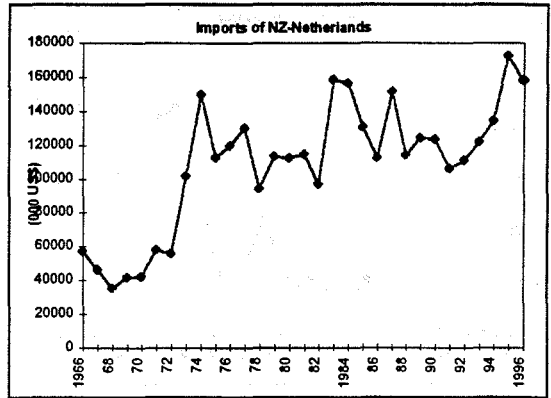
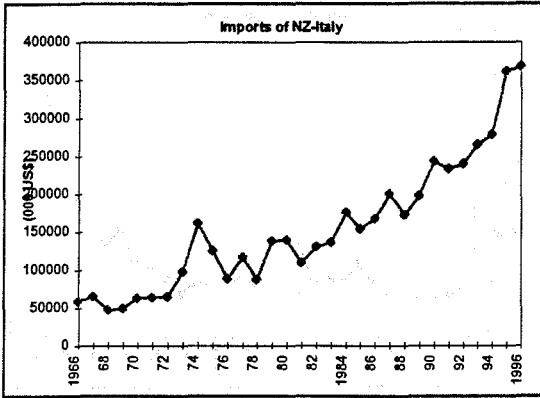
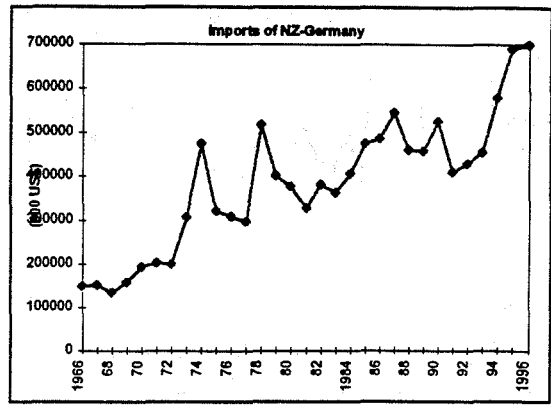
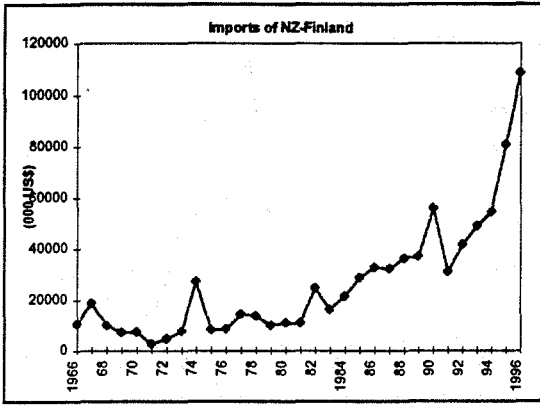


Imports of NZ (real, in 1996 prices)

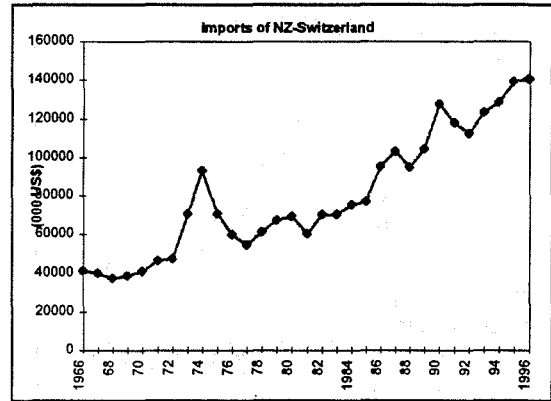
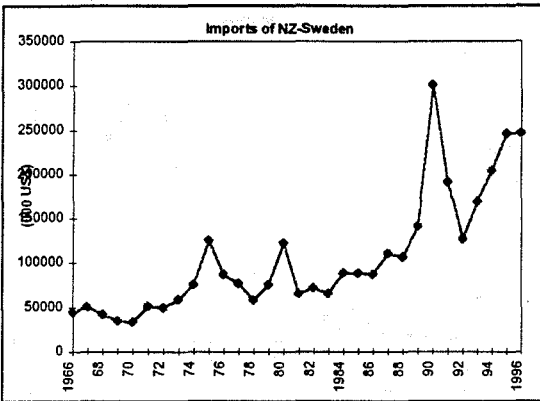


Imports of NZ (real, in 1996 prices)

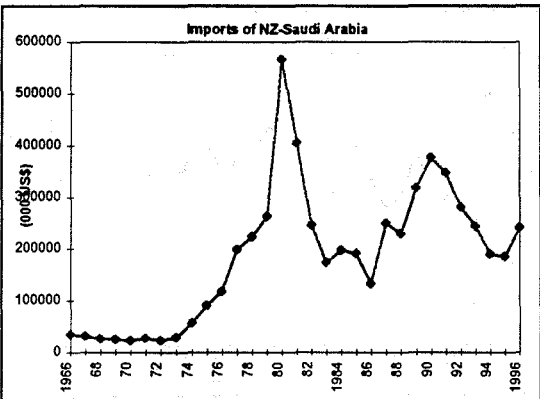
EC



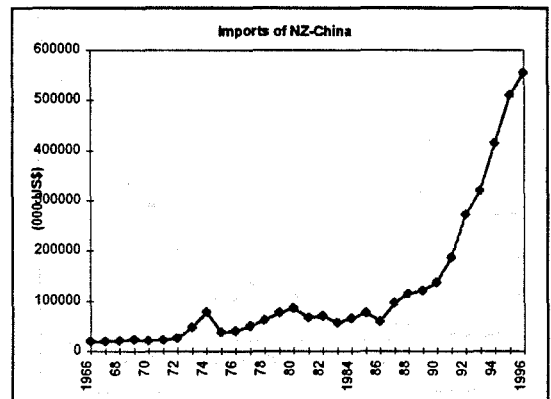
EFTA



Middle East

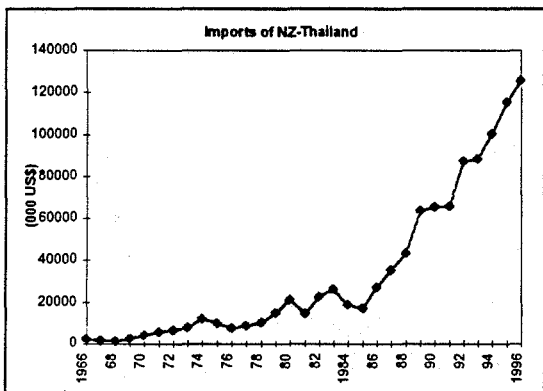
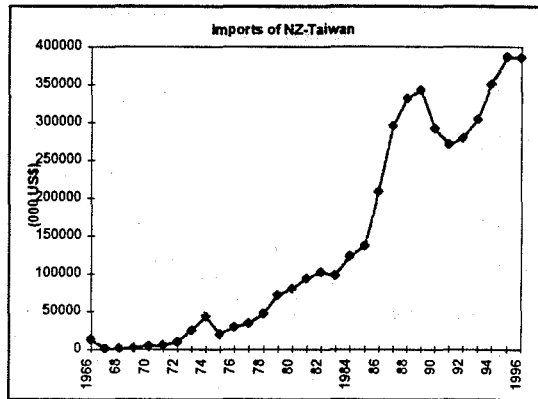
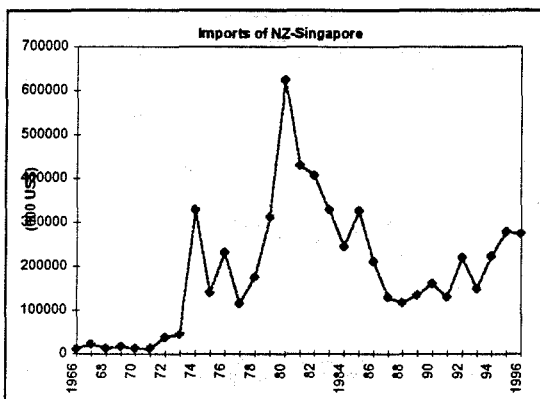
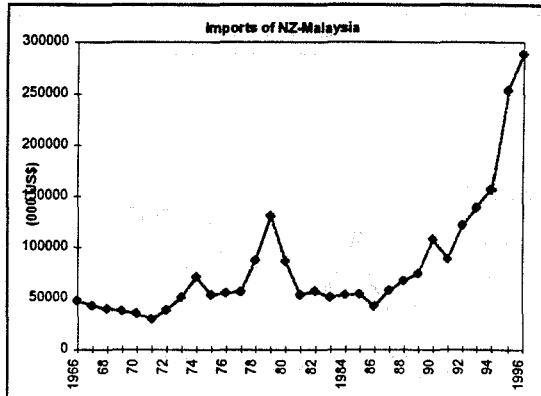
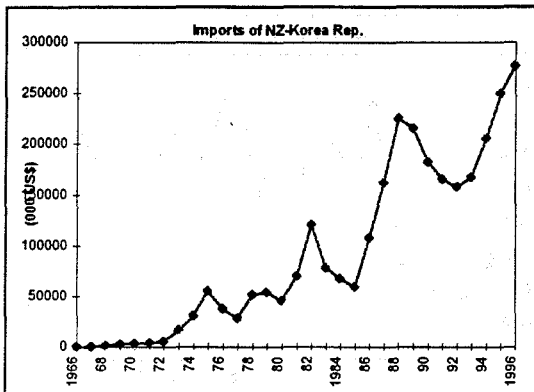
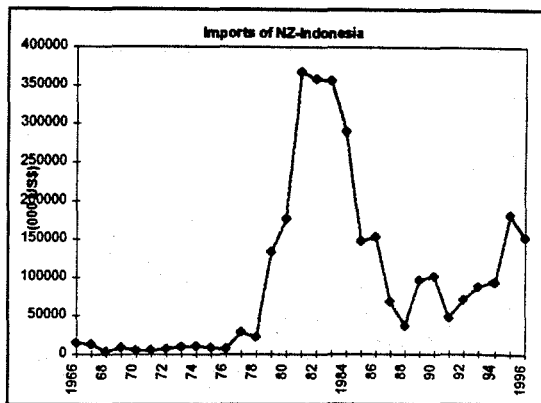
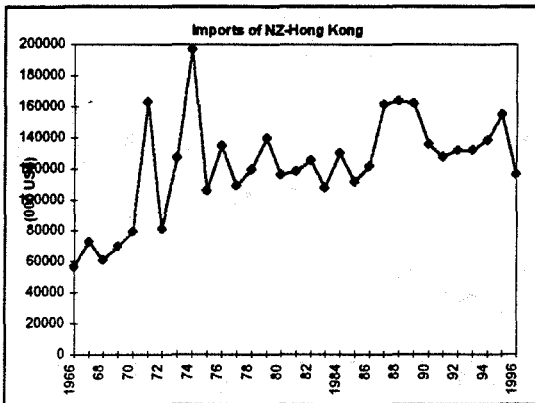


Other Asia

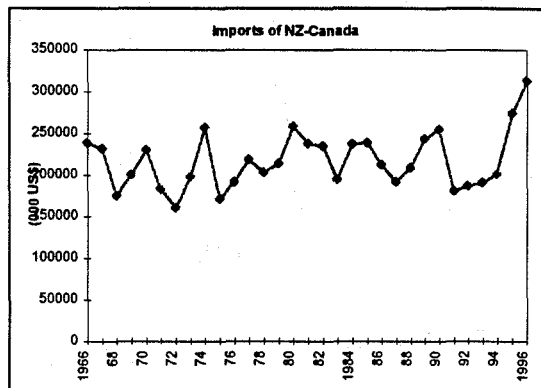


Imports of NZ (real, in 1996 prices)

Other Asia

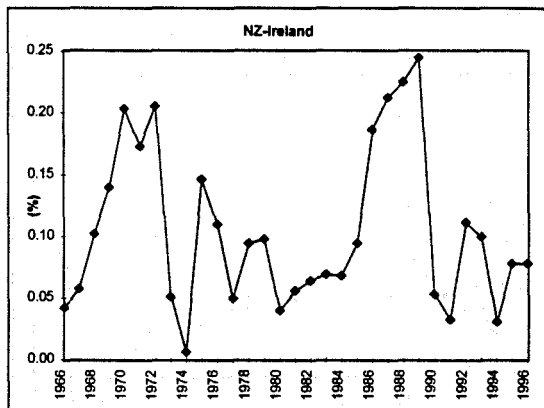
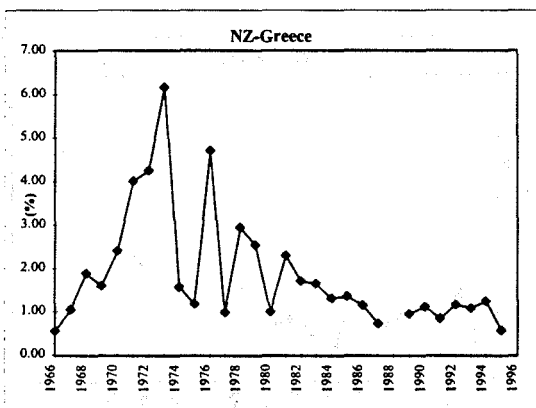
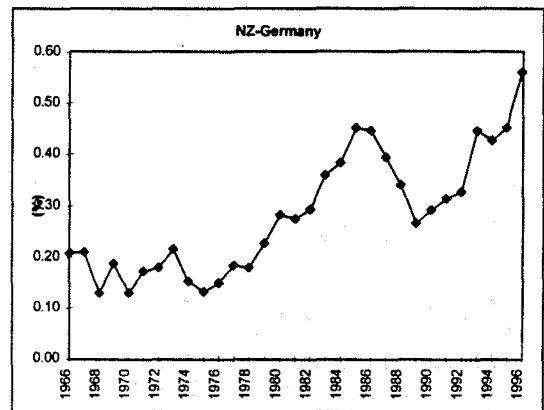
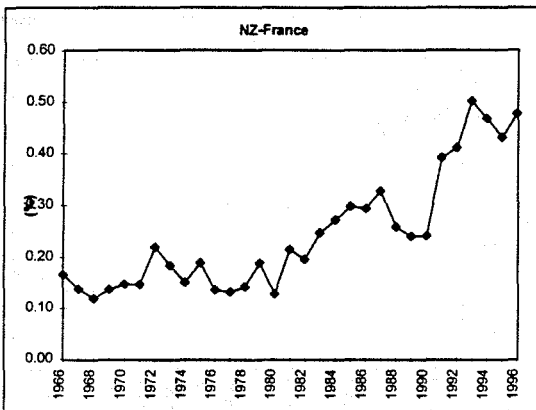
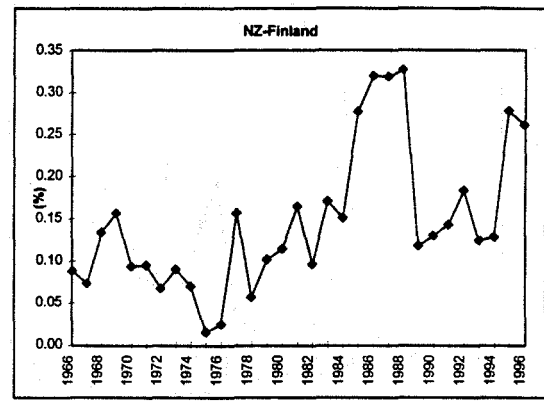
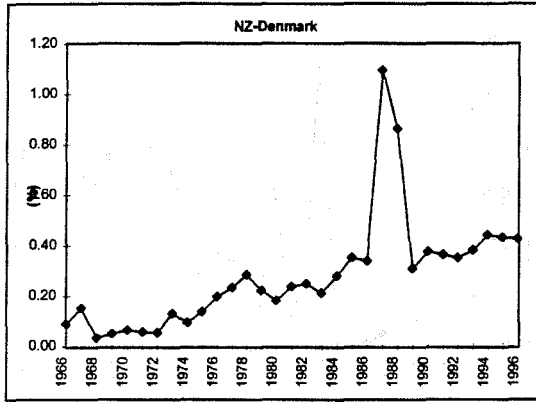
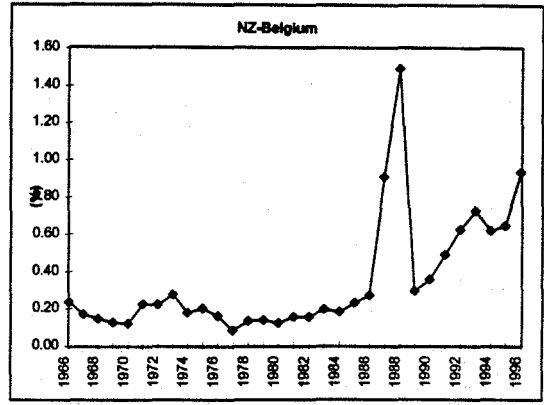
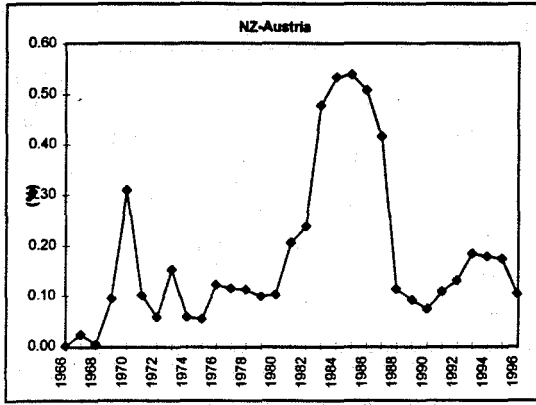


Other OECD



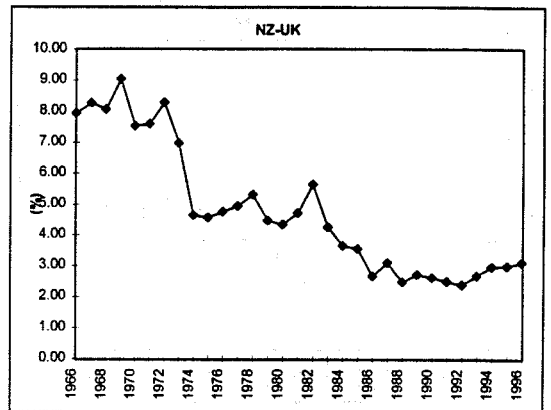
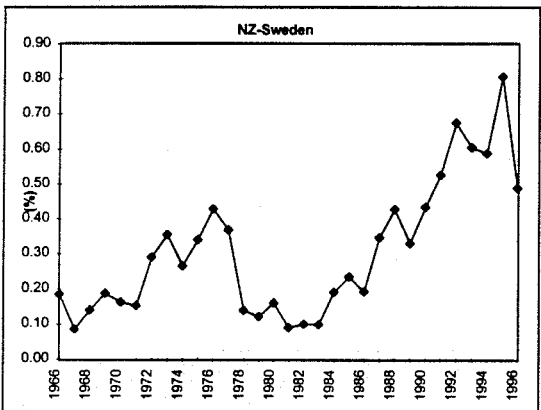
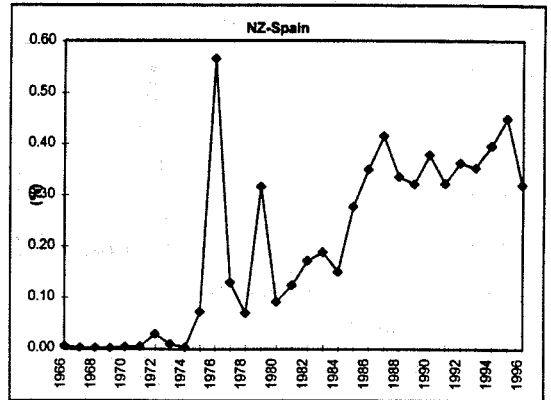
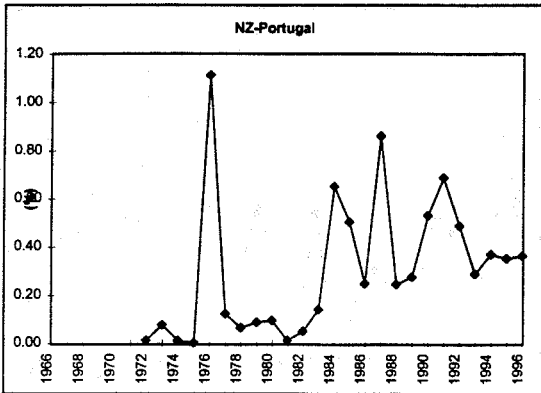
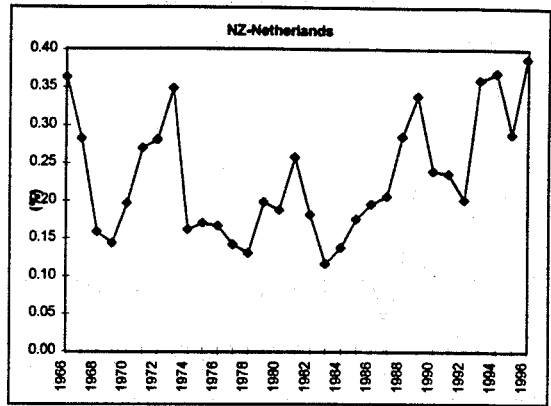
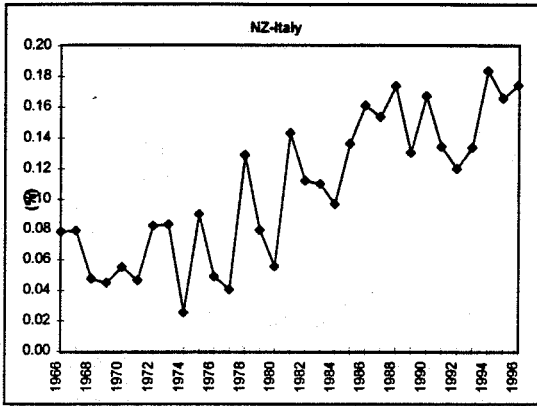
Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports

EC

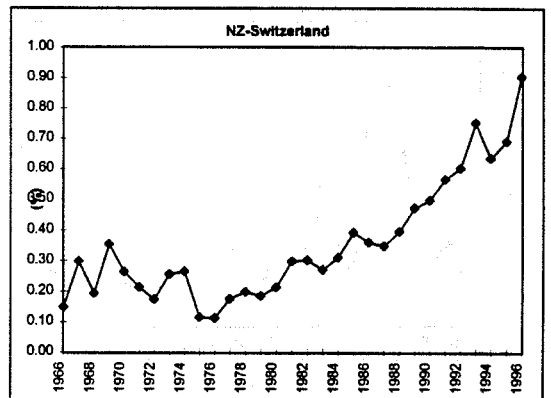
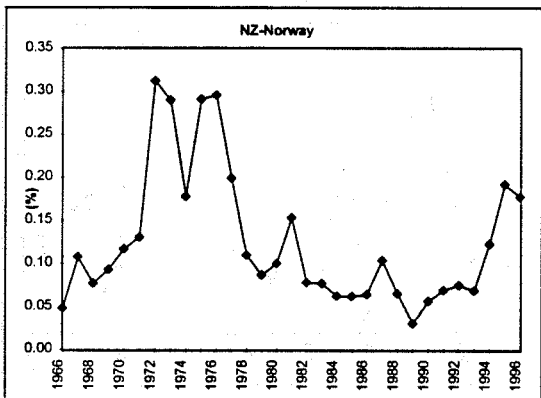


Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports

EC

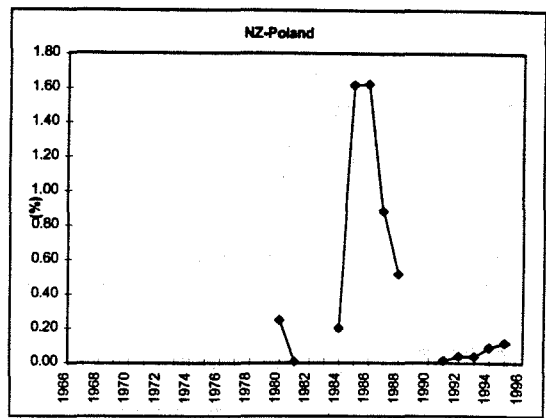
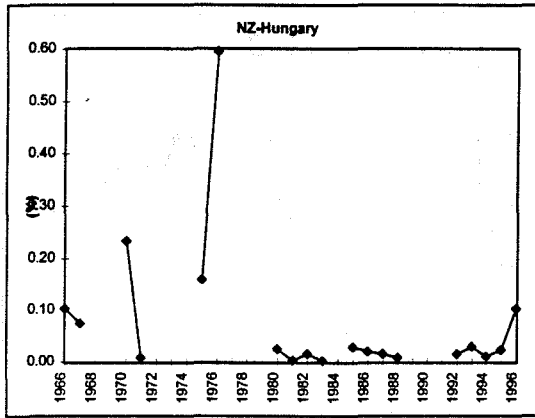


EFTA

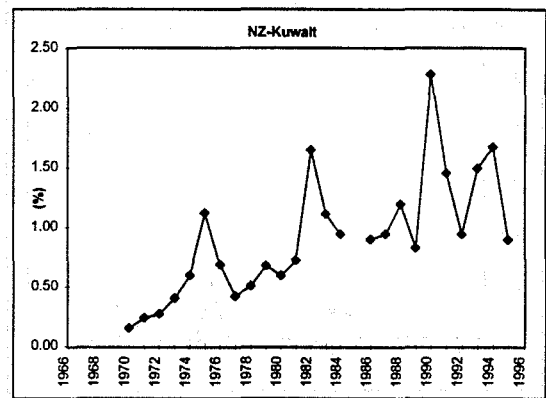
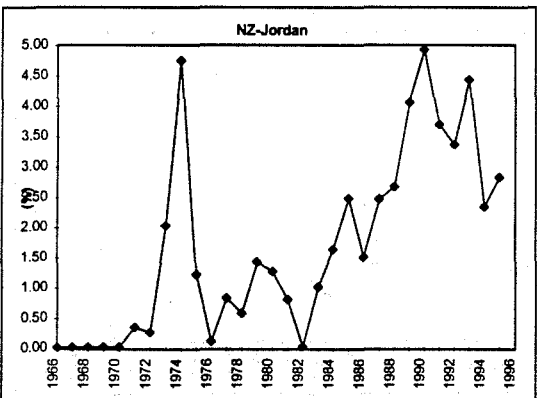
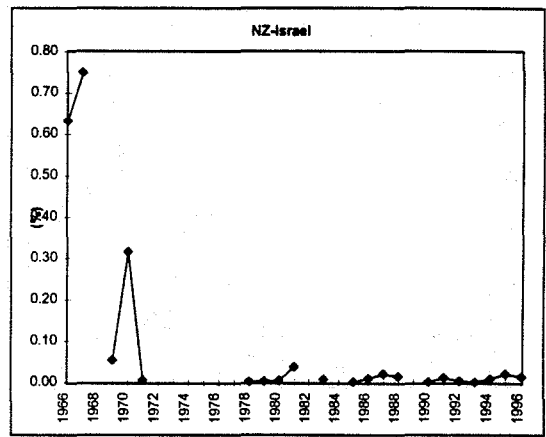
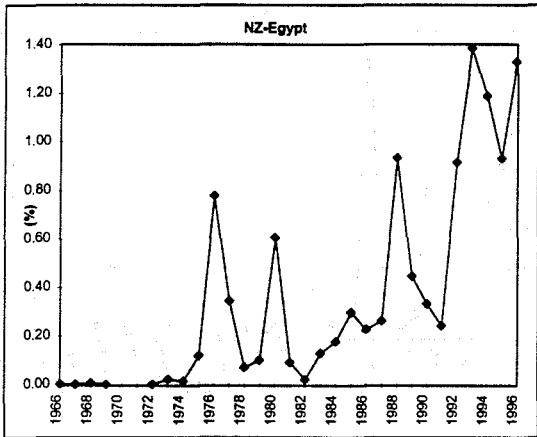
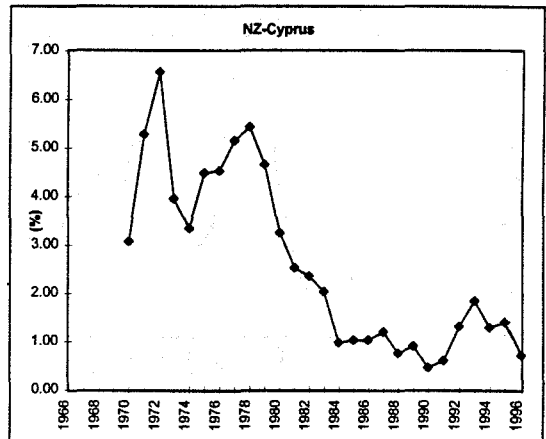
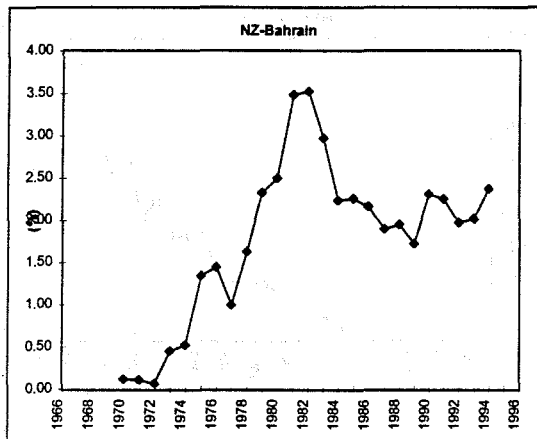


**Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports**

Other Europe

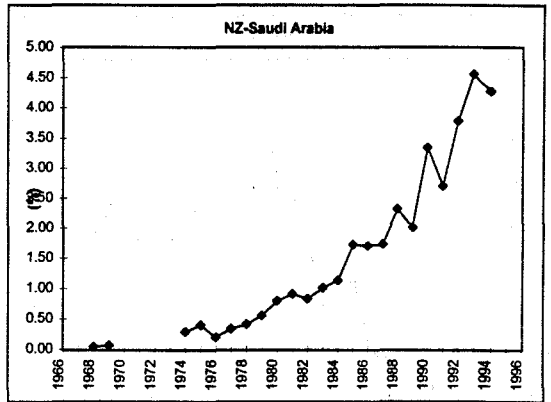
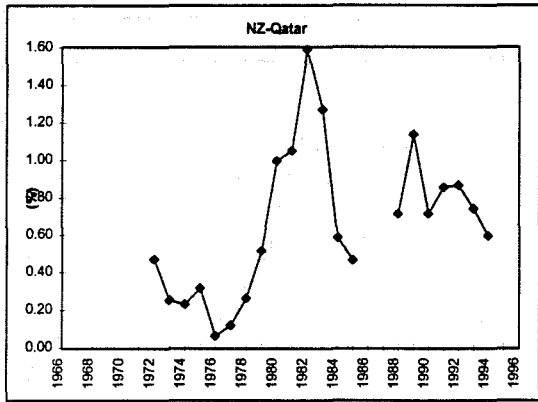
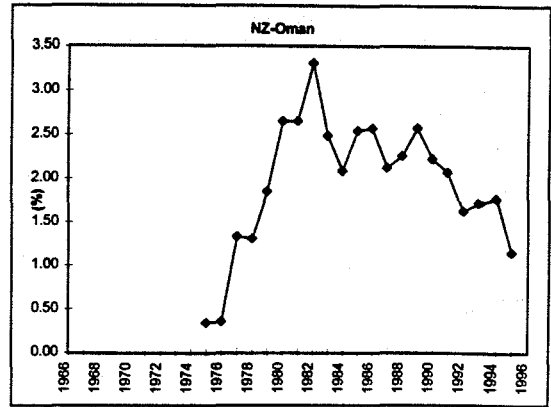
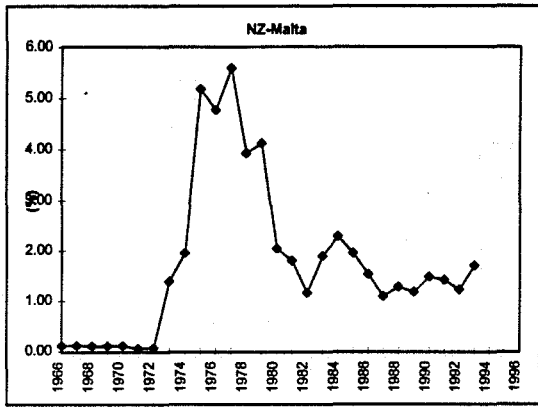


Middle East

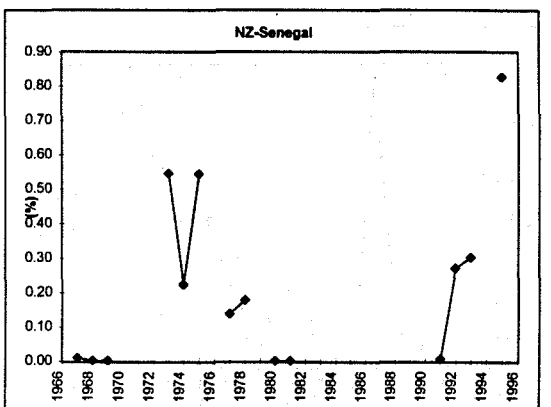
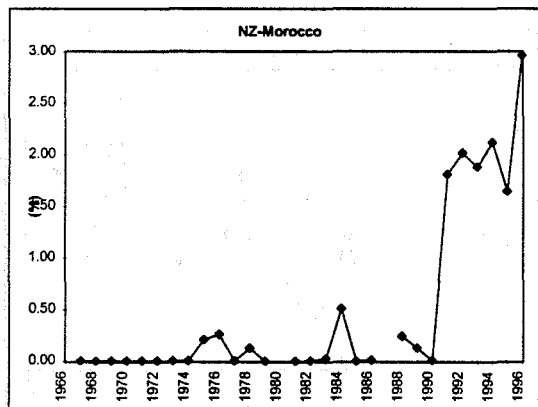
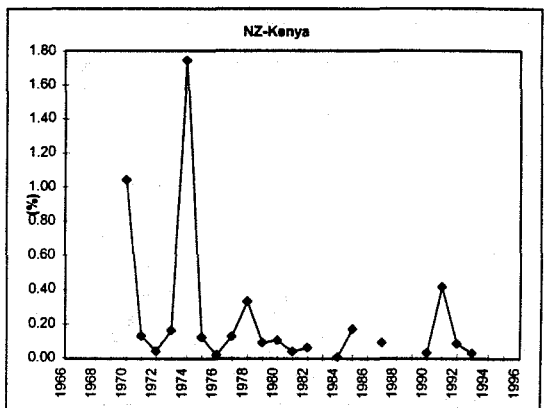
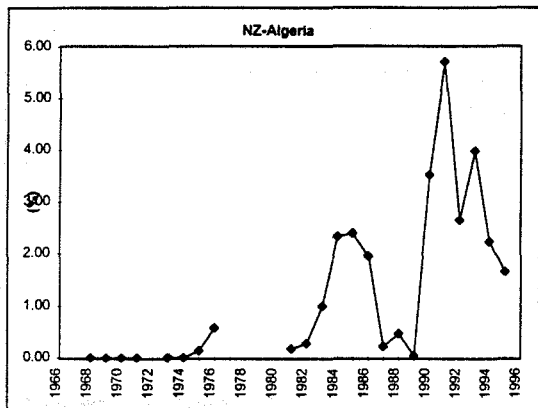


Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports

Middle East

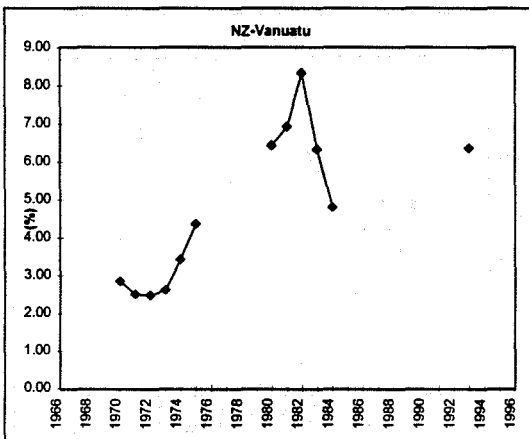
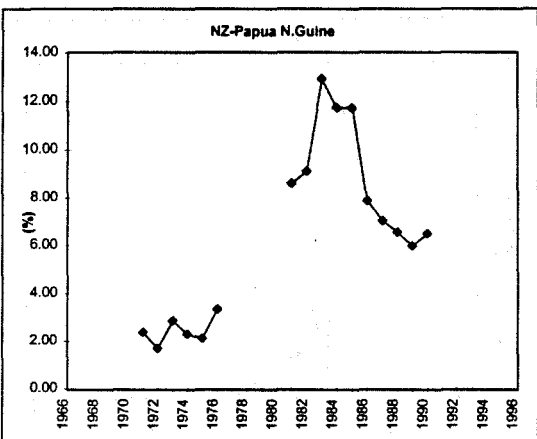
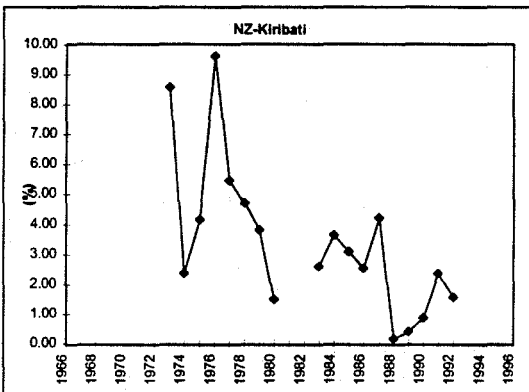
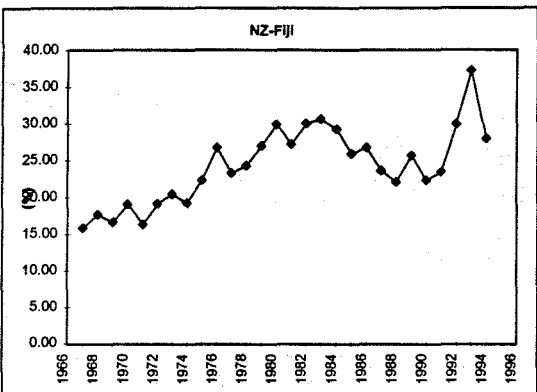
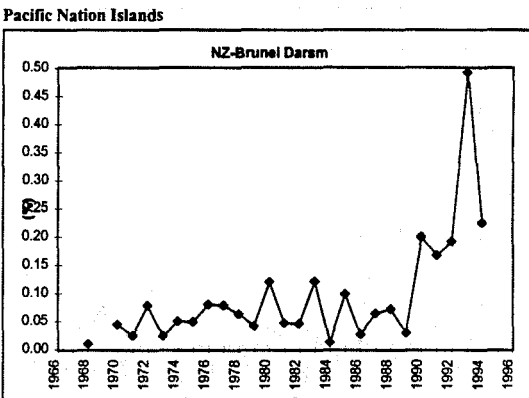
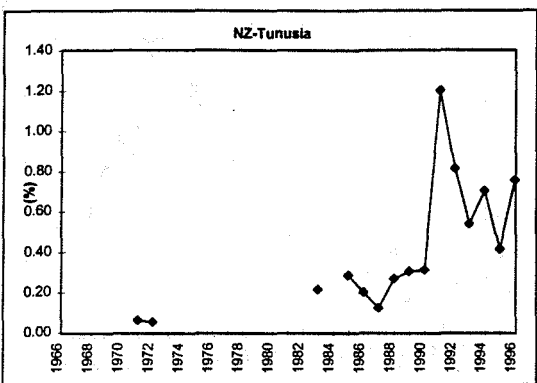
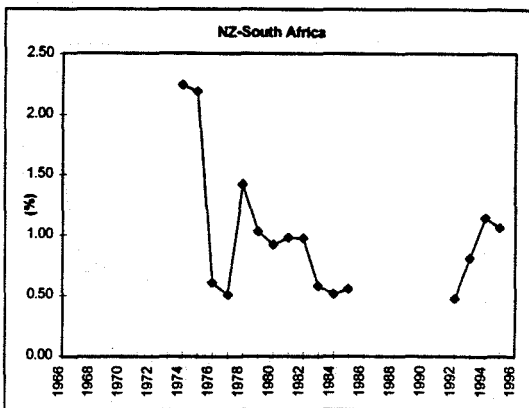
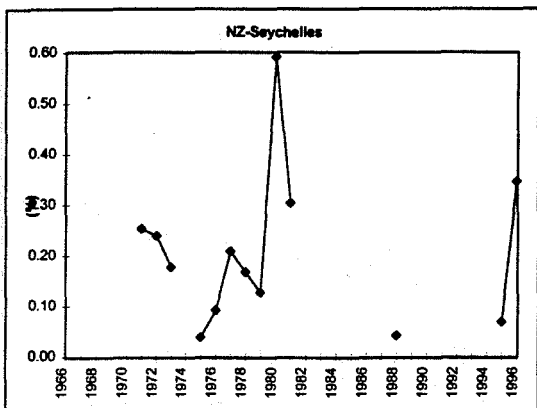


Africa



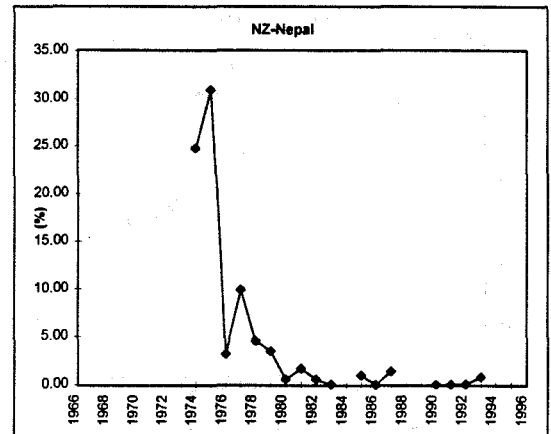
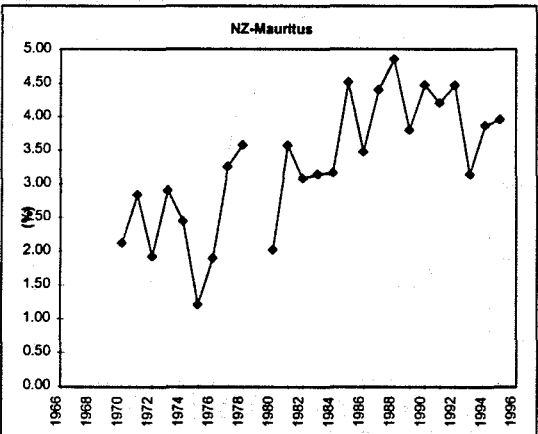
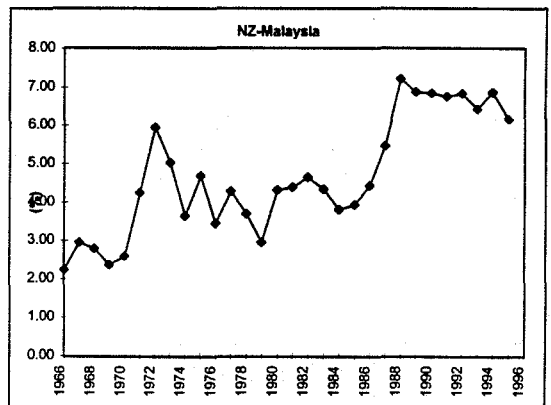
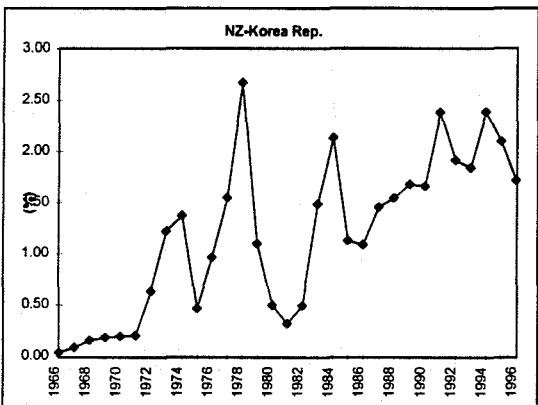
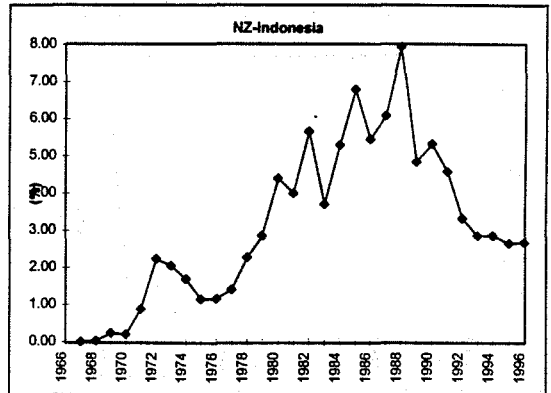
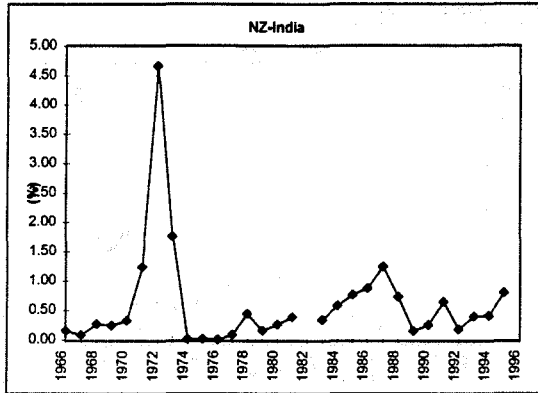
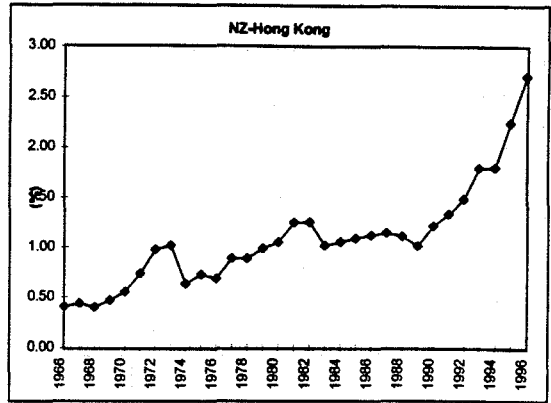
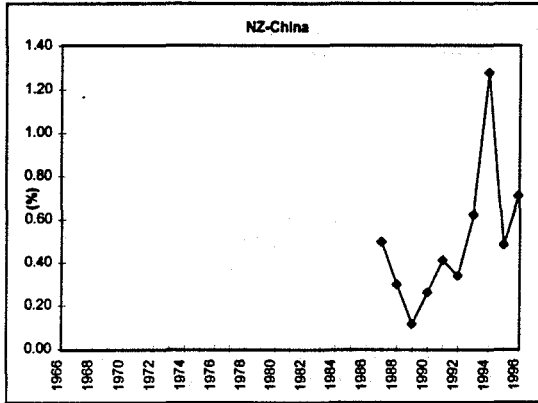
Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports

Africa

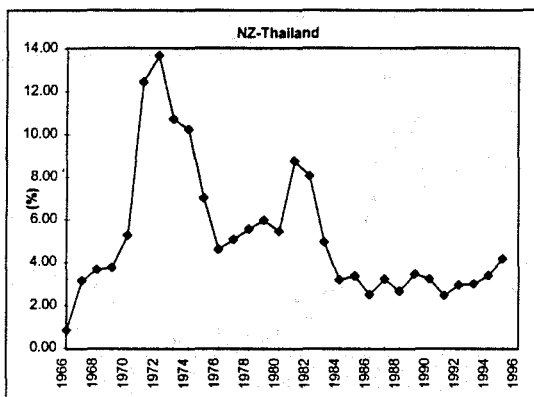
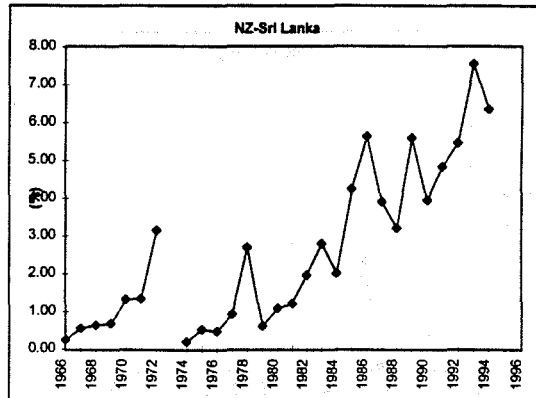
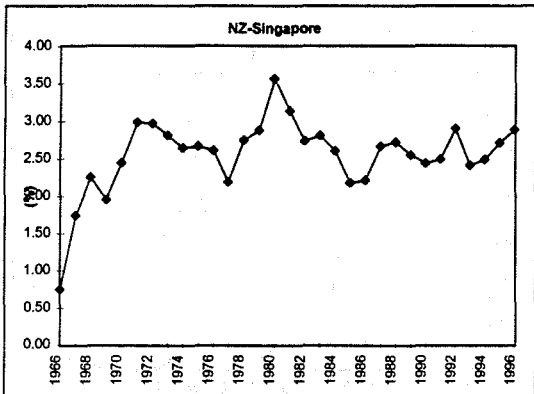
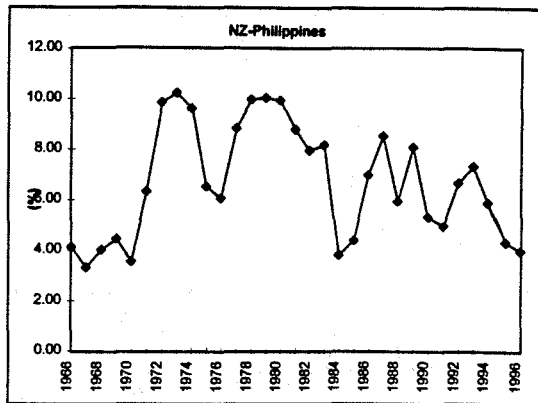
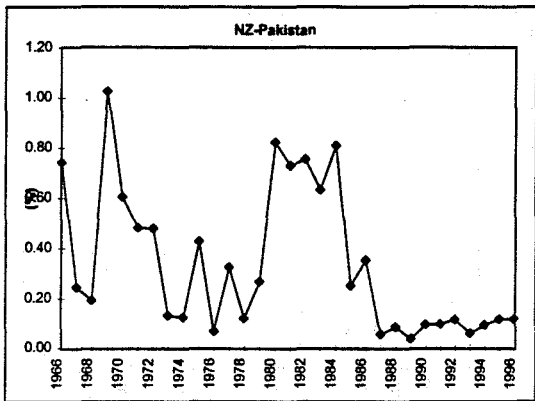


**Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports**

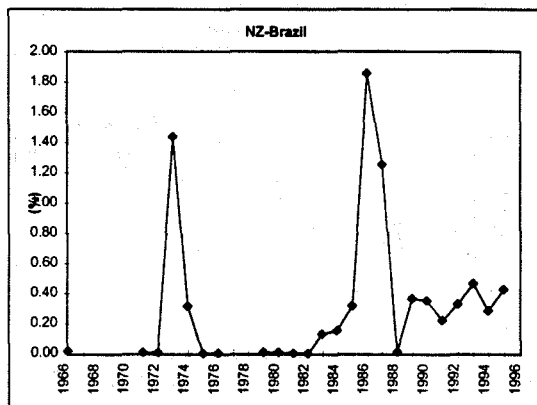
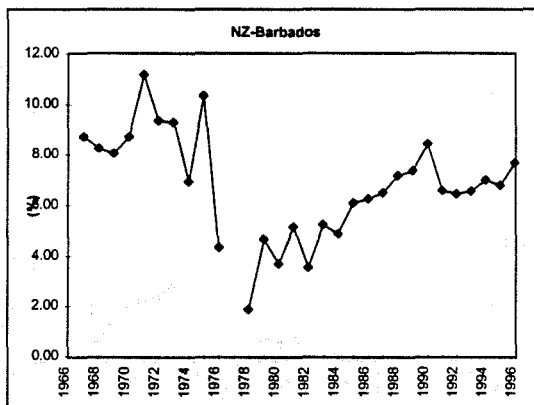
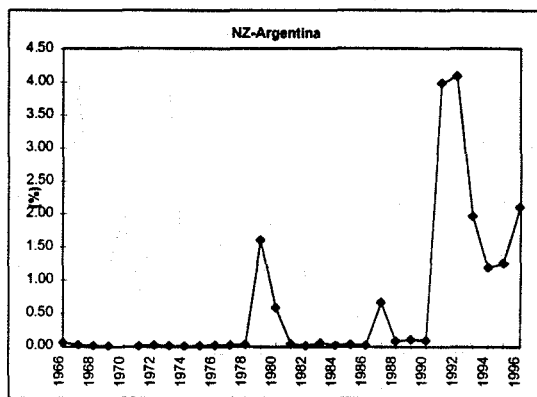
Other Asia



Other Asia

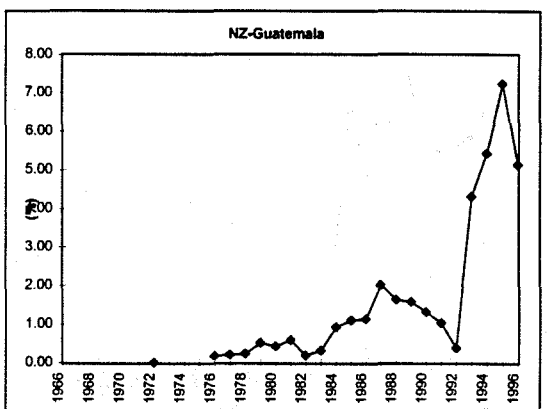
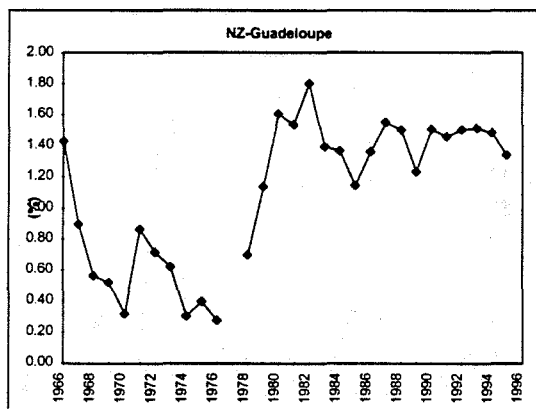
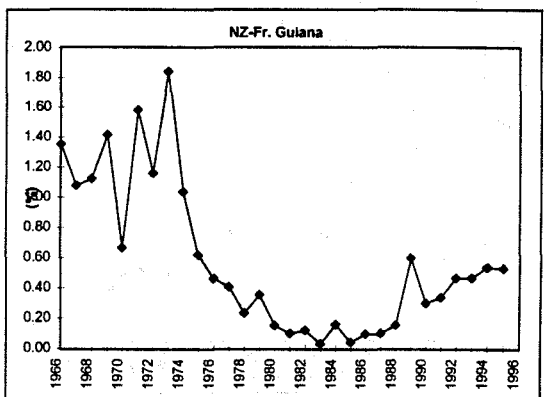
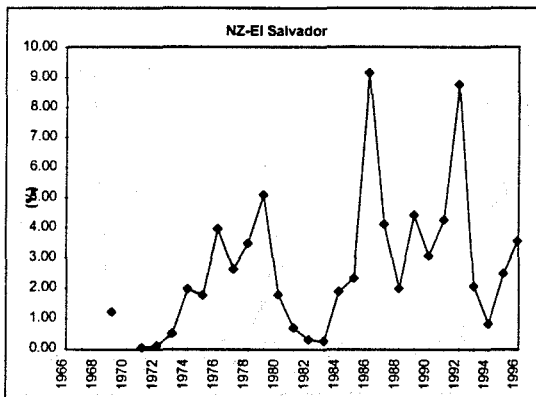
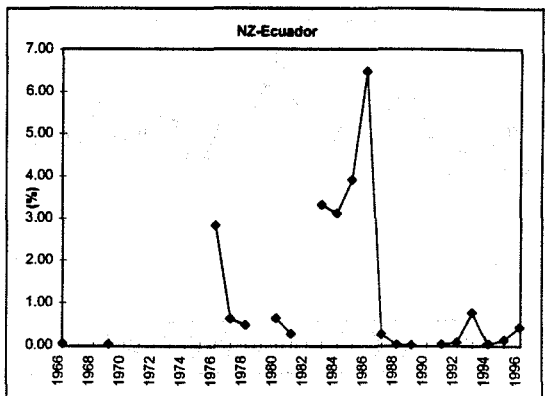
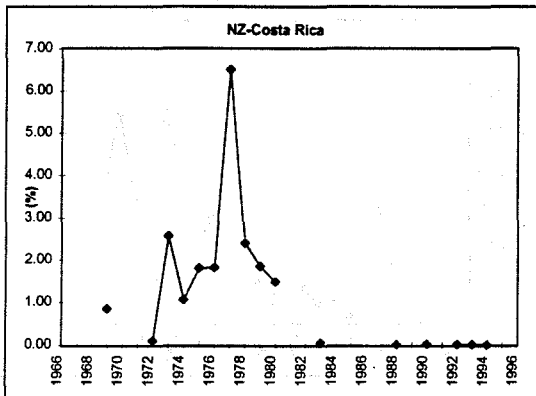
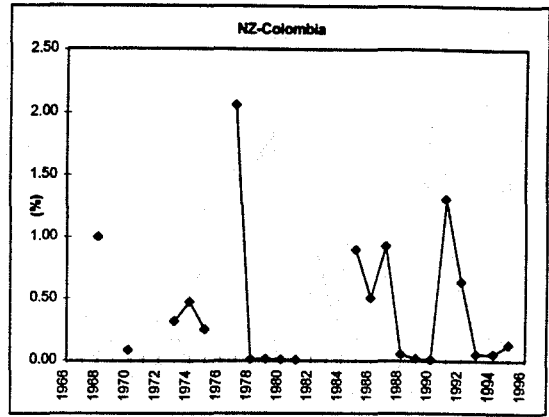
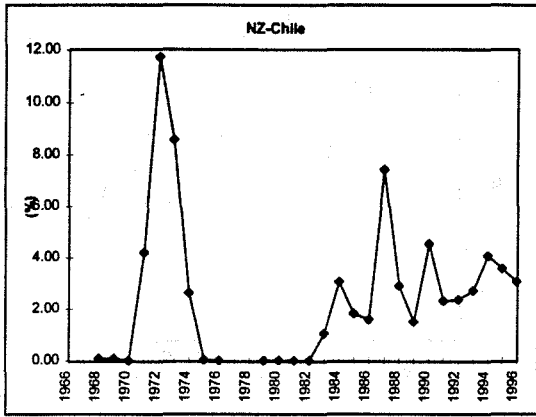


Latin America



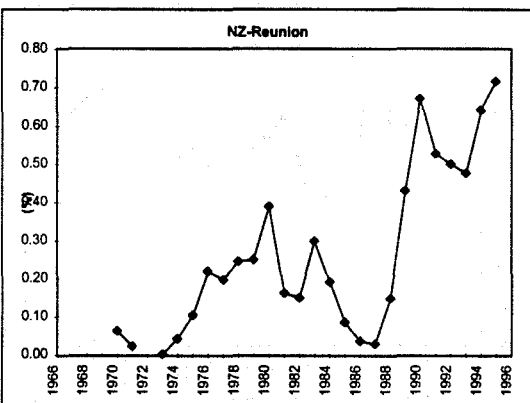
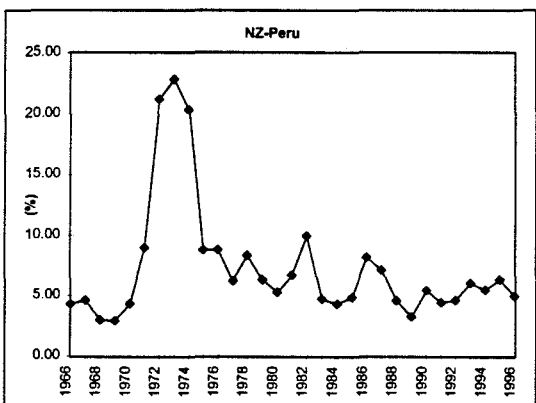
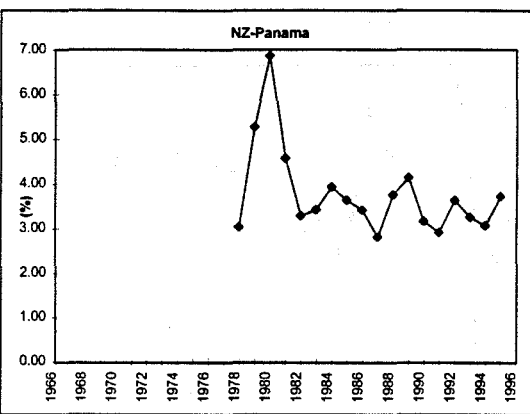
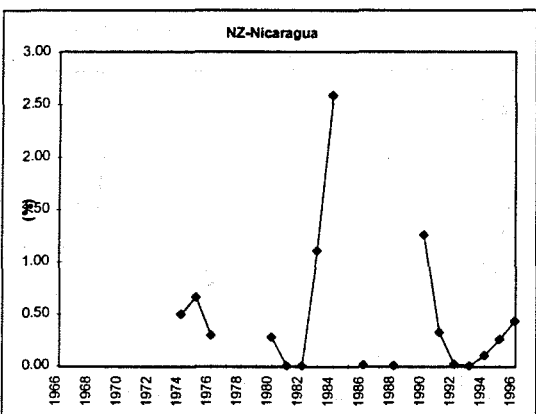
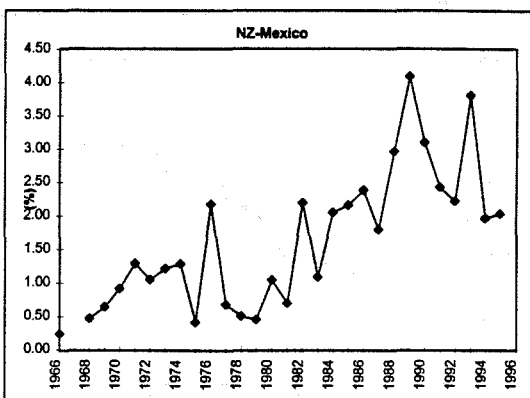
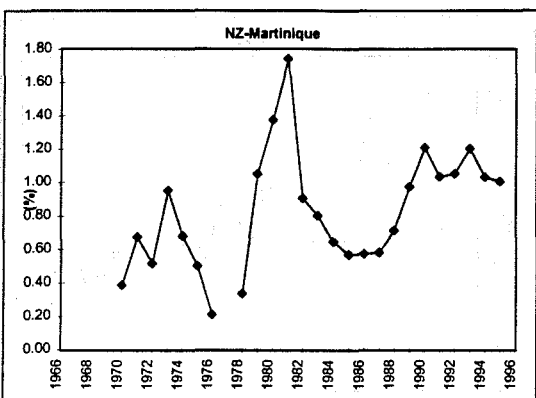
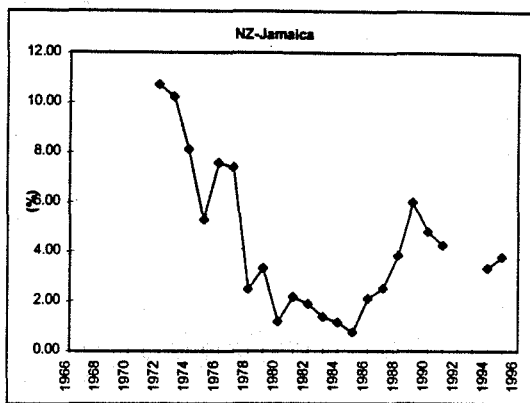
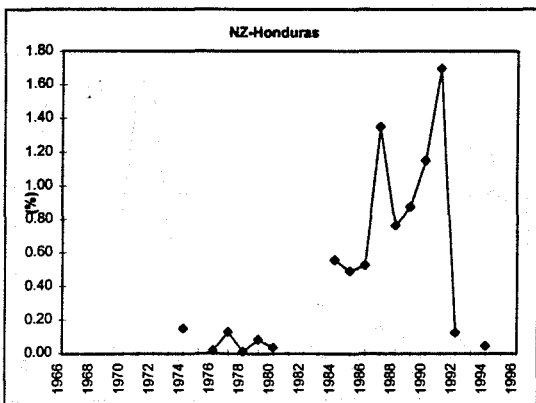
Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports

Latin America



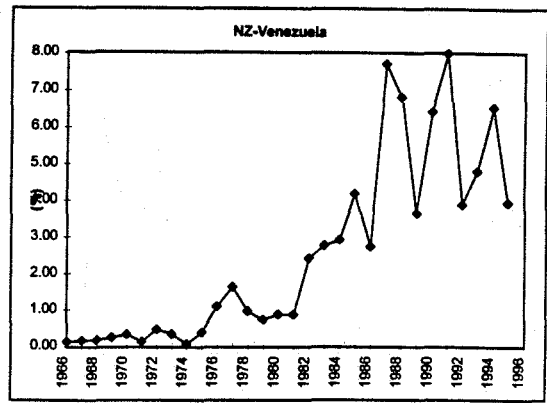
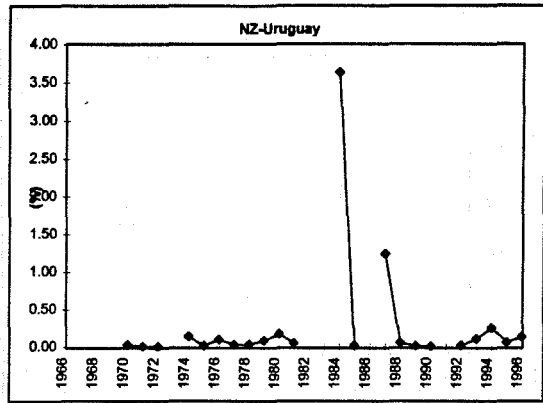
Market Share Analysis-Total Food (0)
New Zealand Exports in Countries' Imports

Latin America

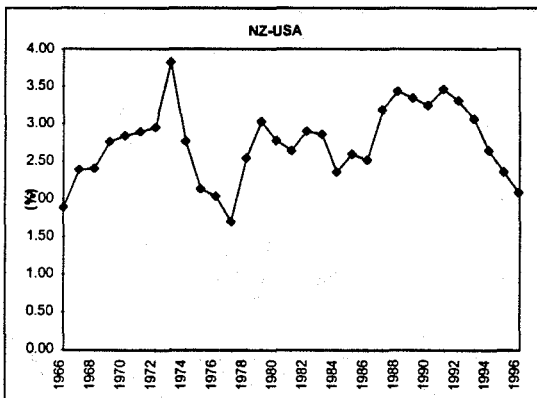
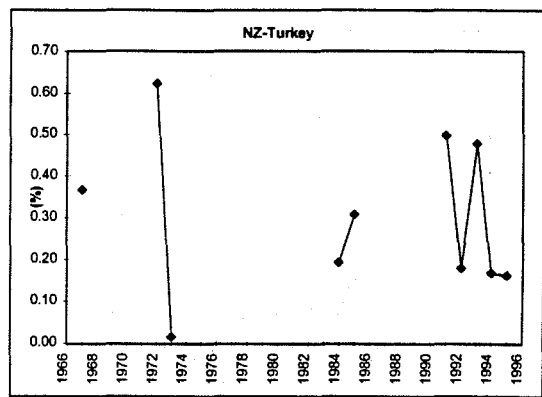
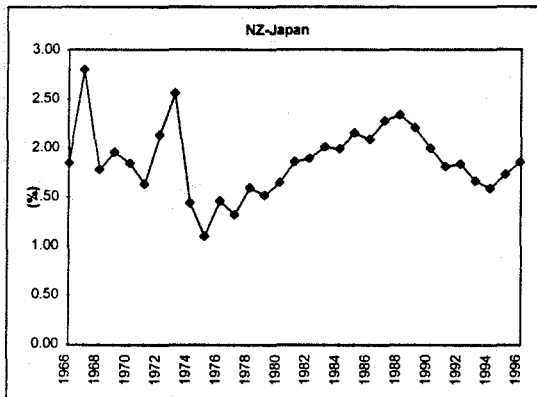
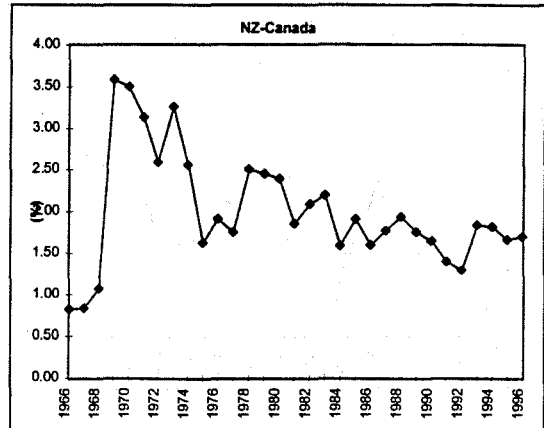
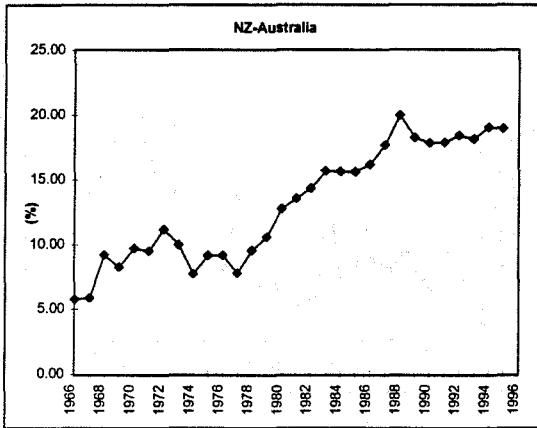


Market Share Analysis-Total Food (0)
New Zealand Exports In Countries' Imports

Latin America

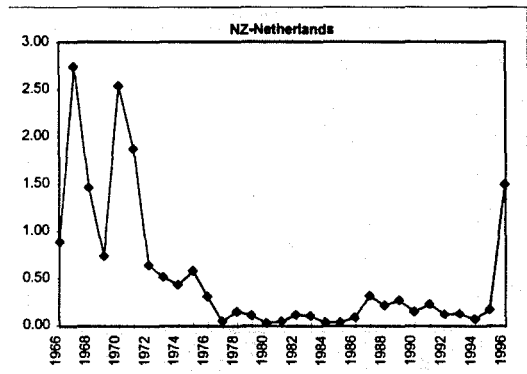
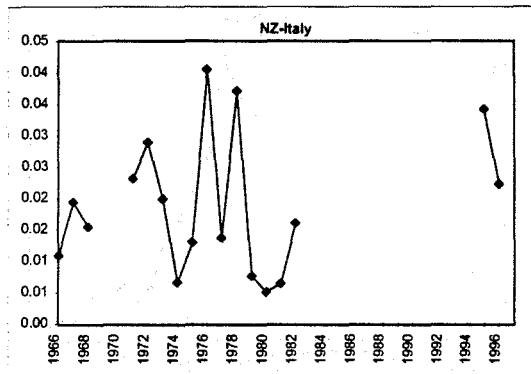
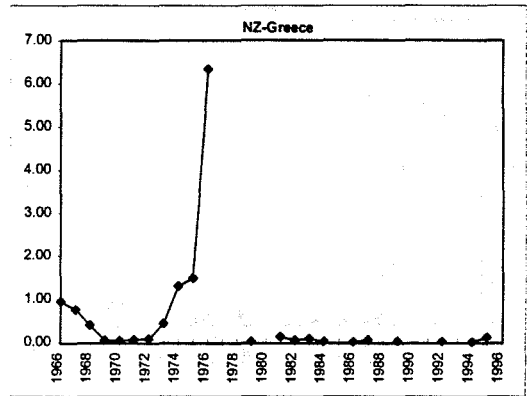
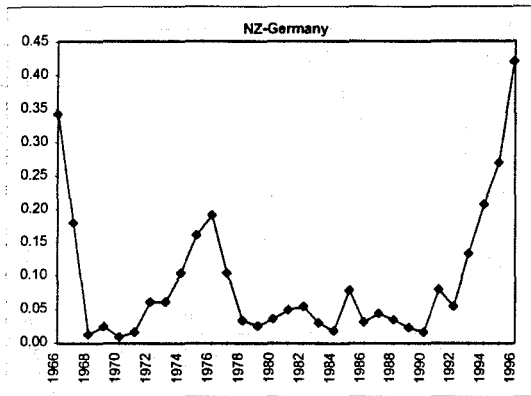
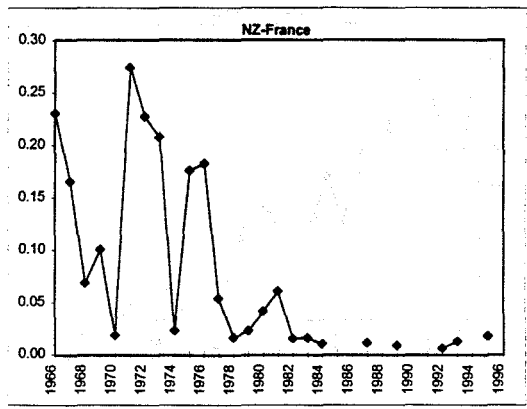
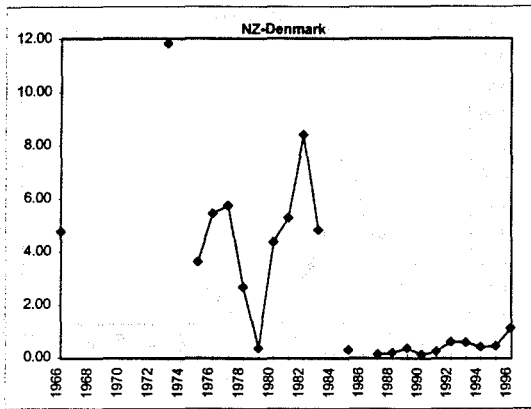
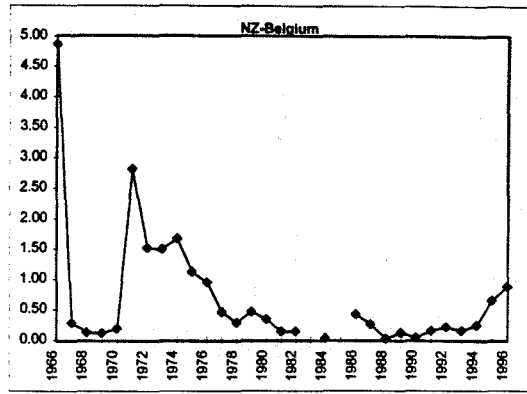
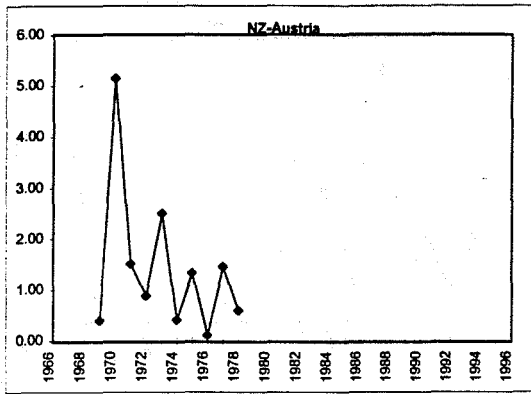


Other OECD



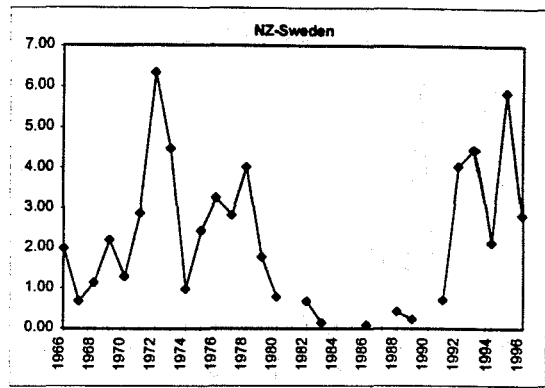
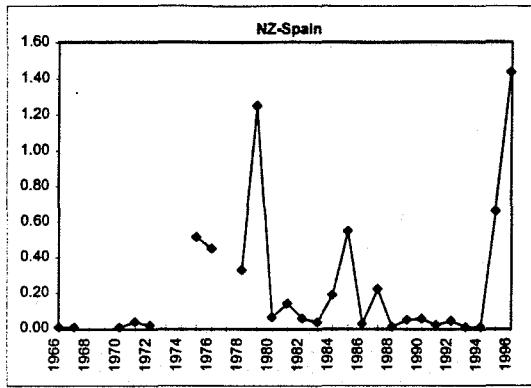
Market Share Analysis-Beef (0111)
New Zealand Exports in Countries' Imports

EC

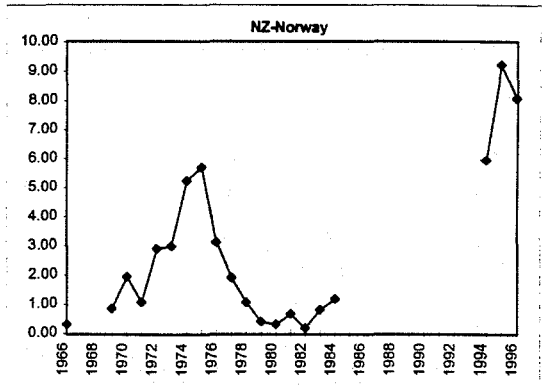
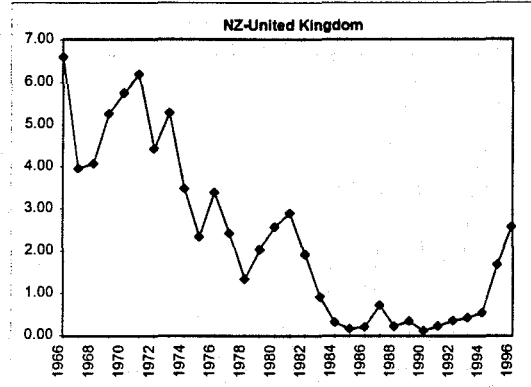


Market Share Analysis-Beef (0111)
New Zealand Exports in Countries' Imports

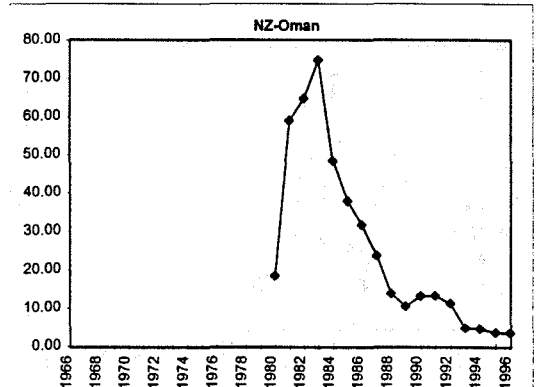
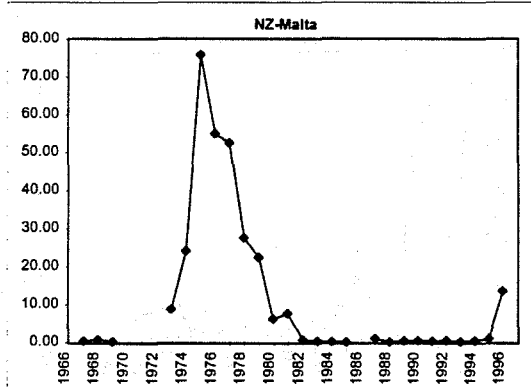
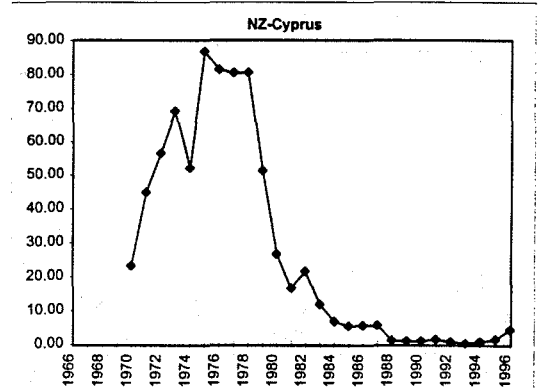
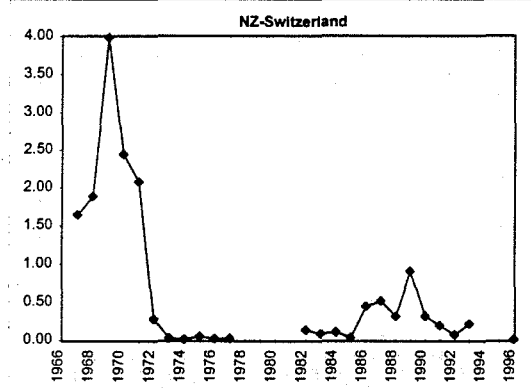
EC



EFTA

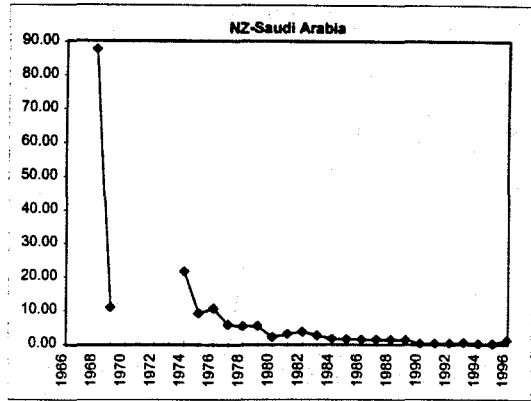
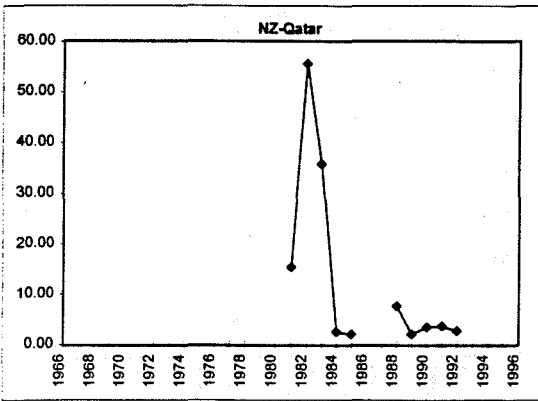


Middle East

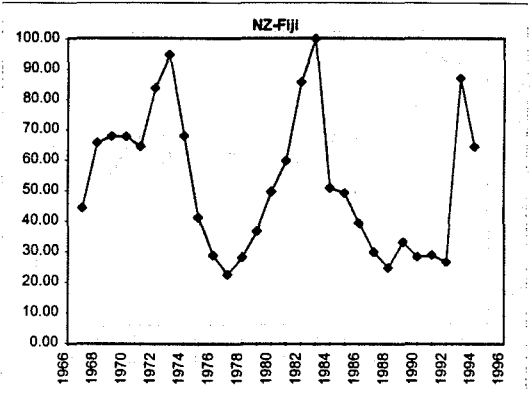
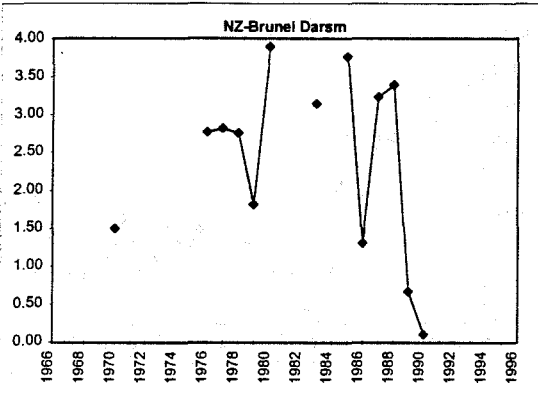


Market Share Analysis-Beef (0111)
New Zealand Exports in Countries' Imports

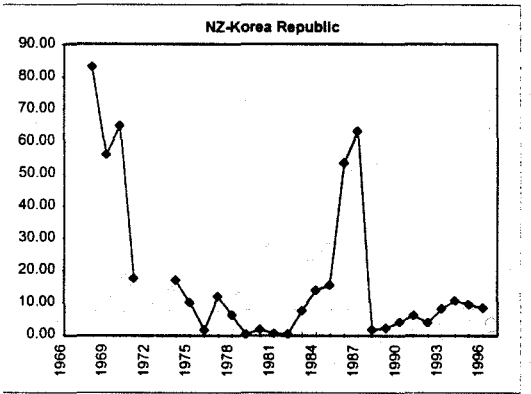
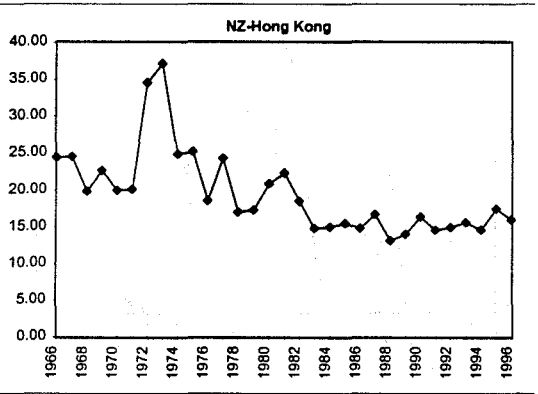
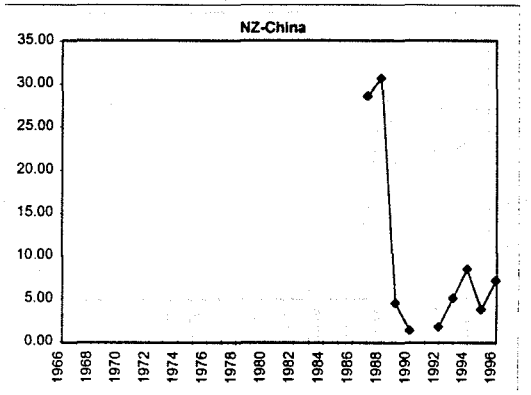
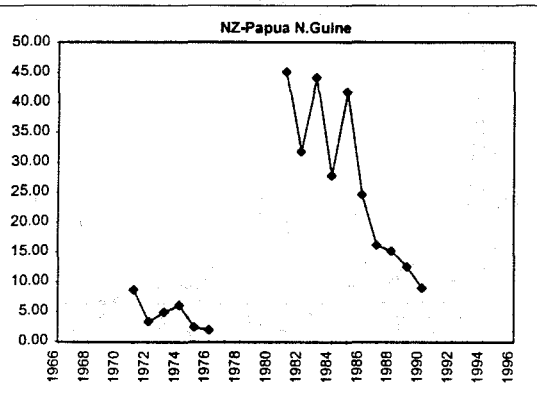
Middle East



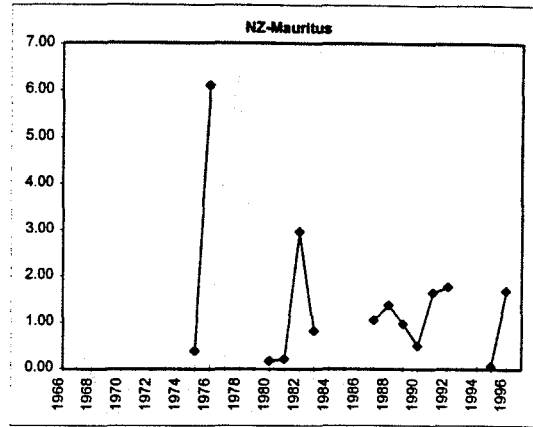
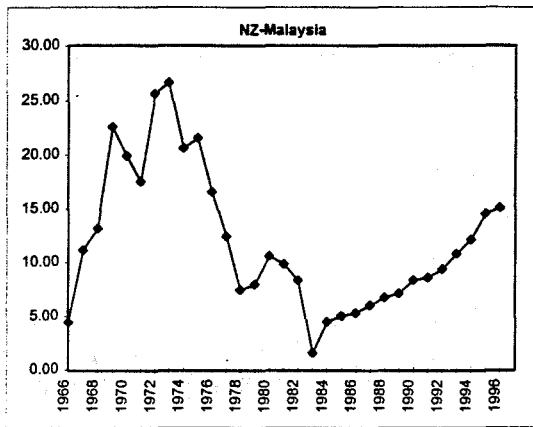
Pacific Island Nations



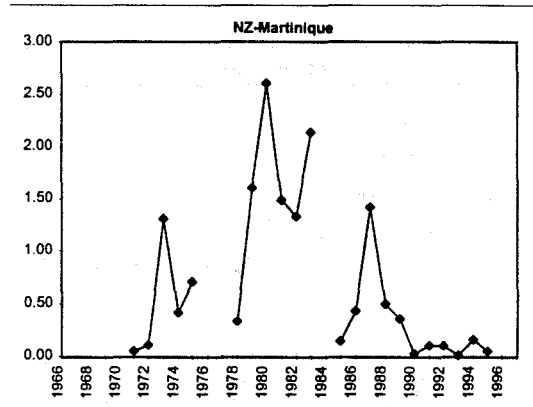
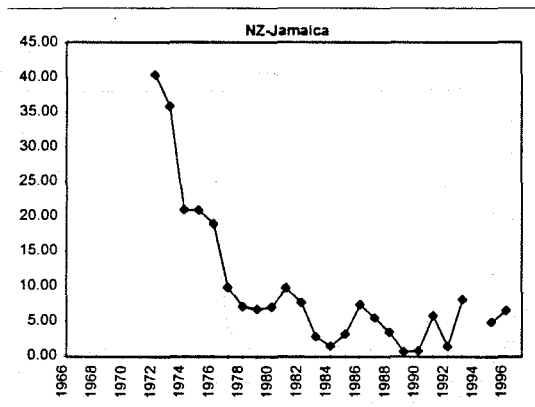
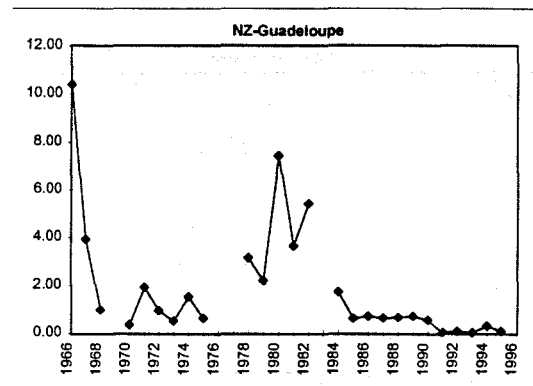
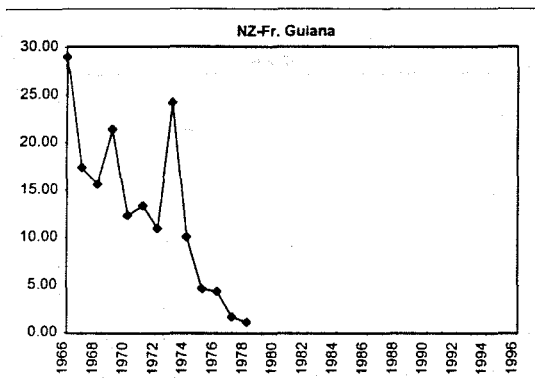
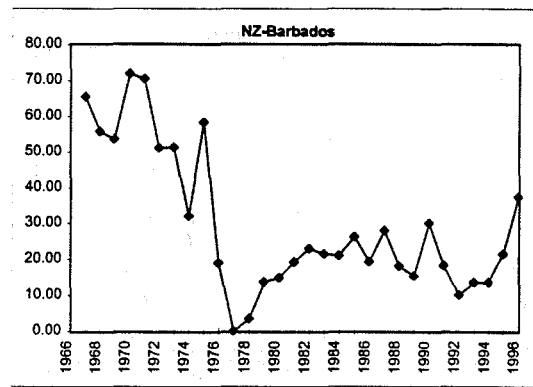
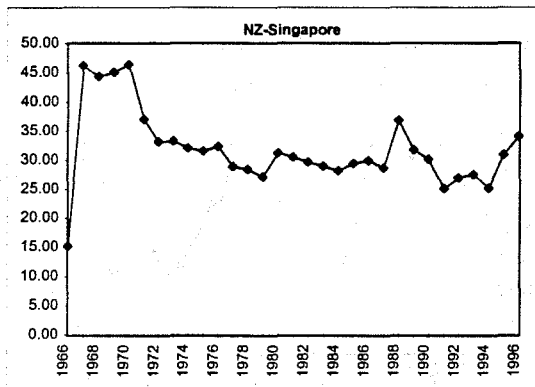
Other Asia



Other Asia

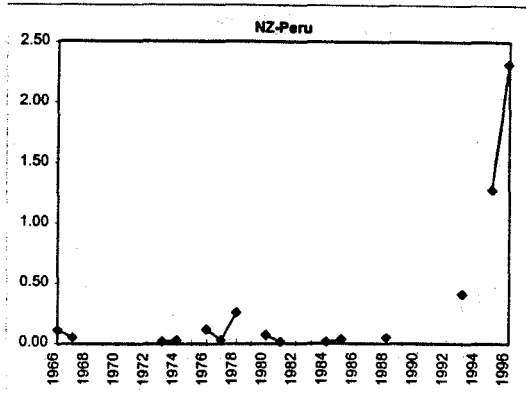
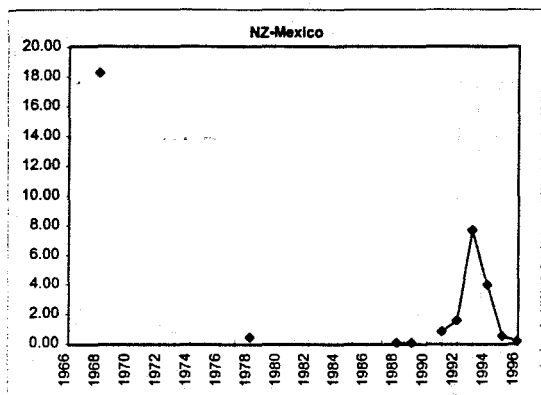


Latin America

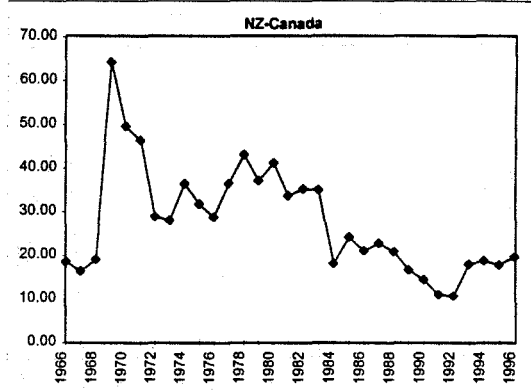
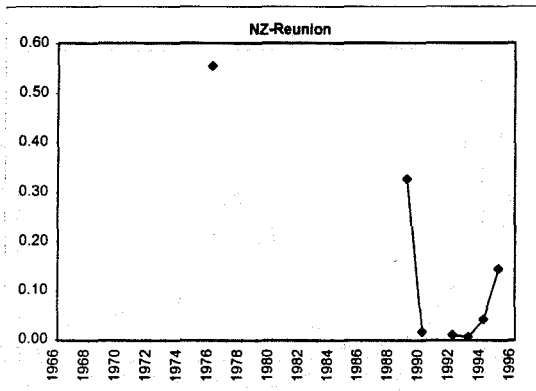


**Market Share Analysis-Beef (0111)
New Zealand Exports in Countries' Imports**

Latin America

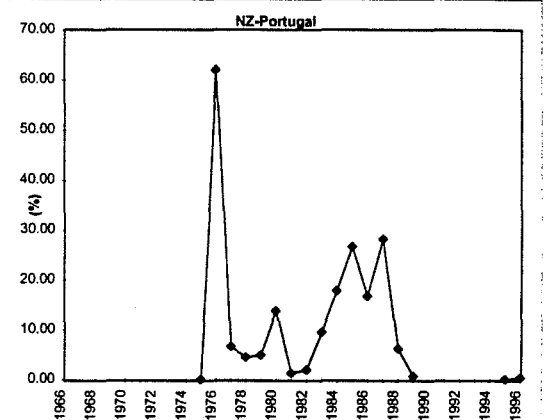
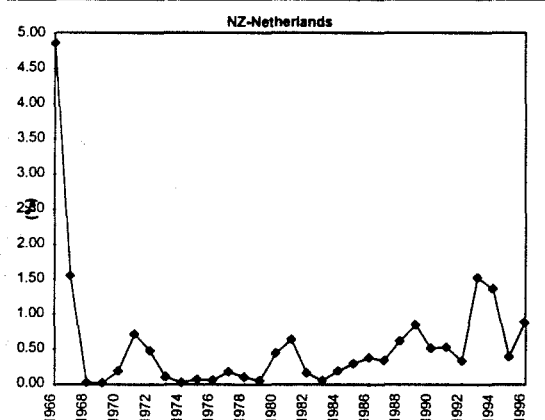
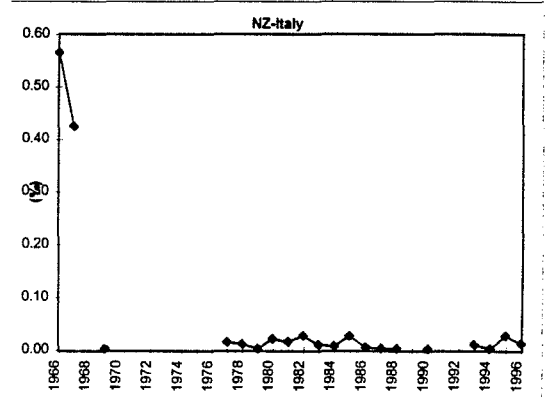
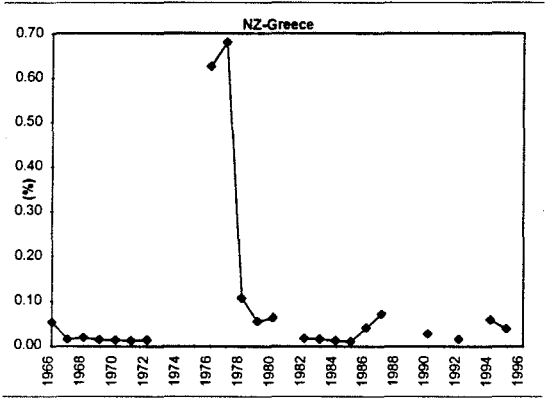
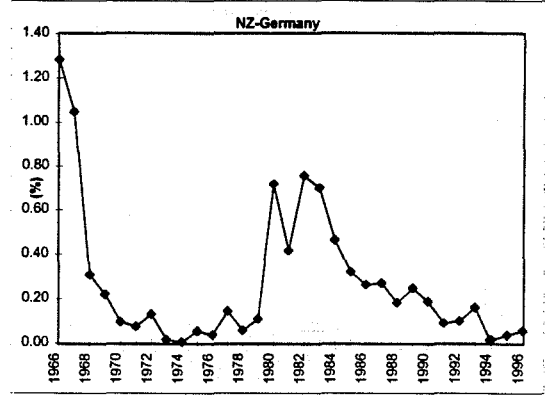
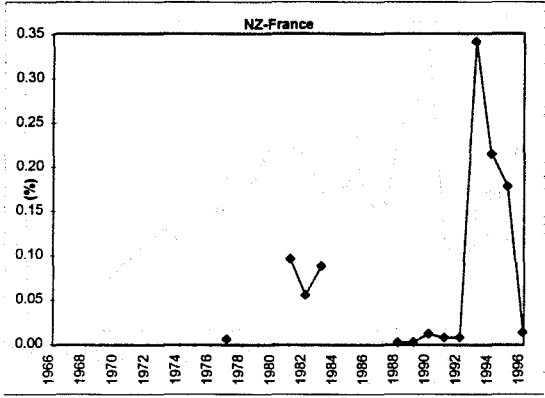
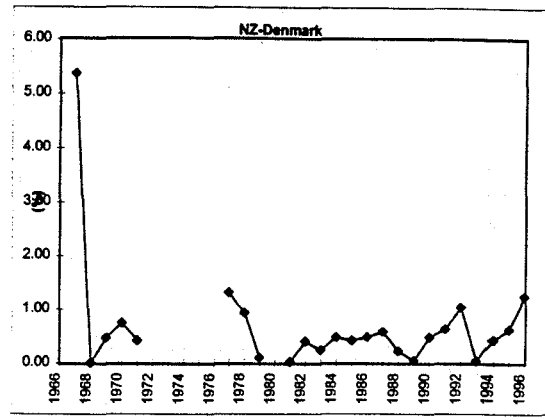
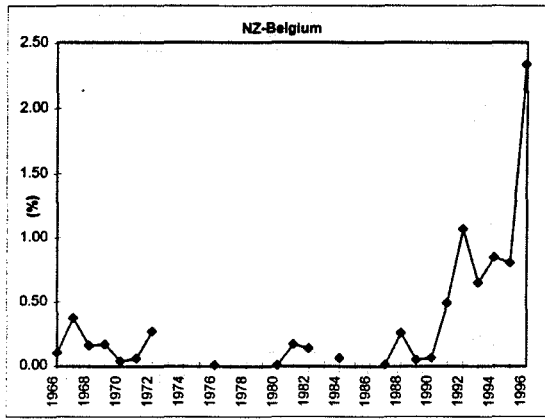


Other OECD



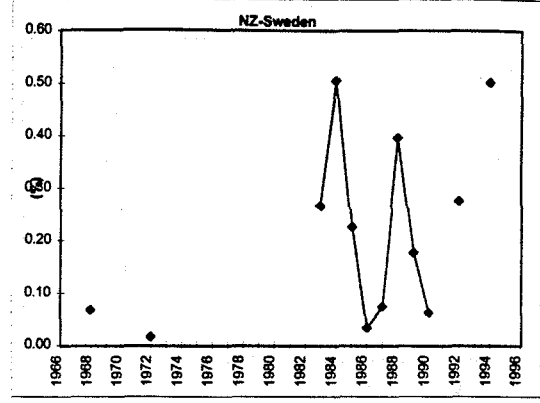
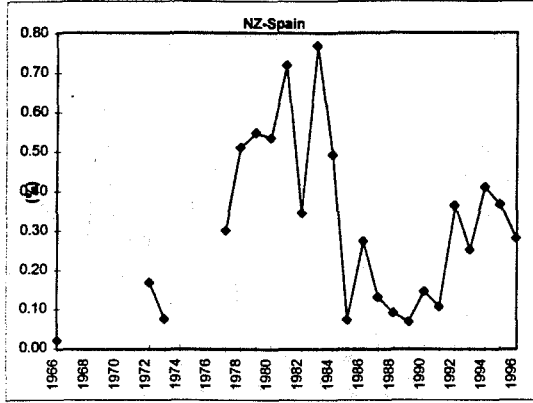
Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

EC

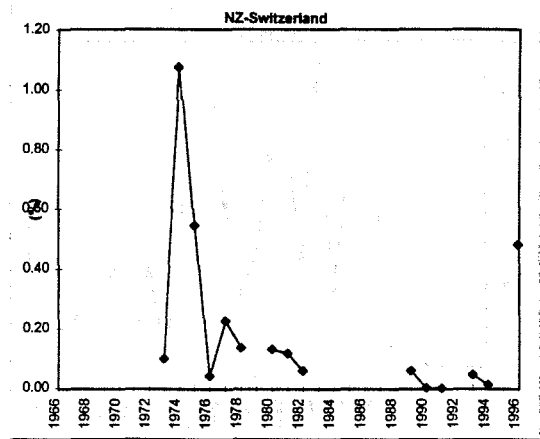
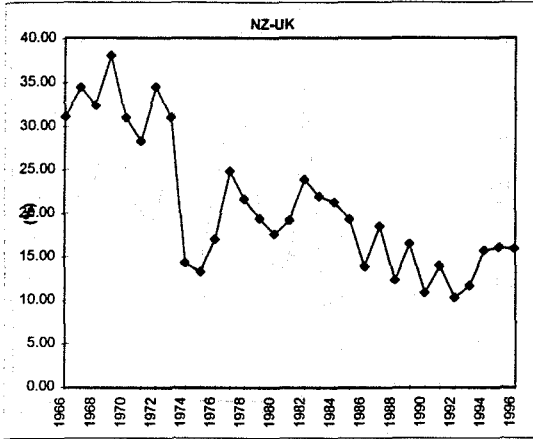


Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

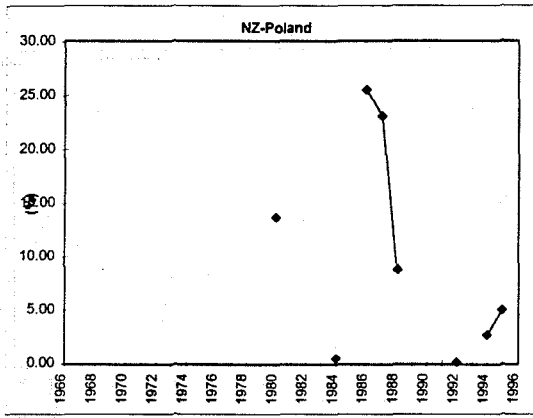
EC



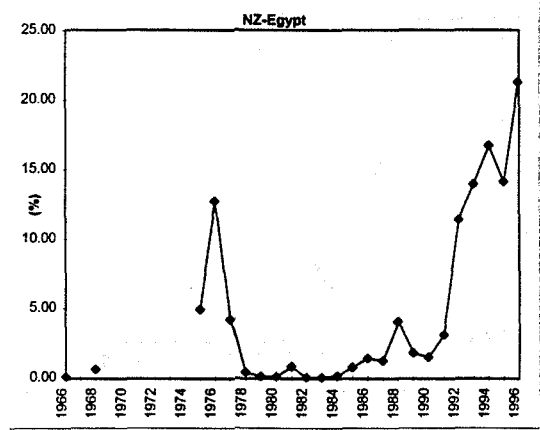
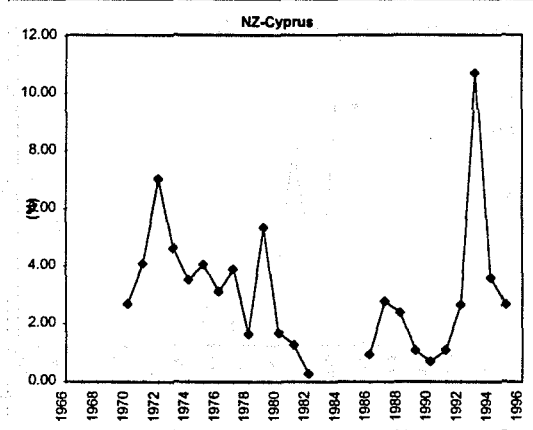
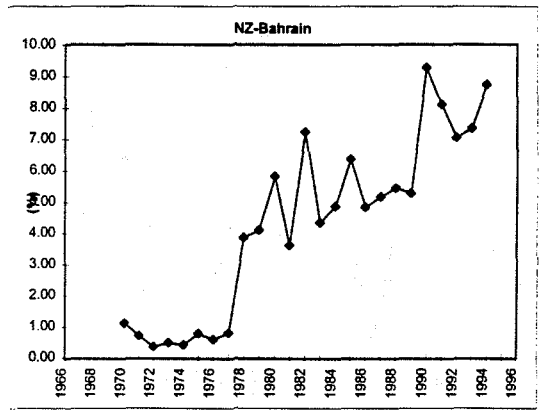
EFTA



Other Europe

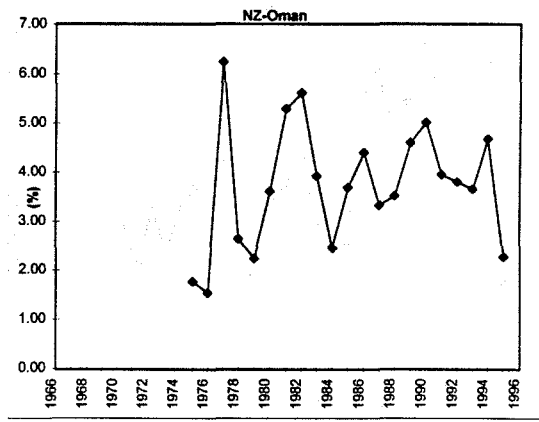
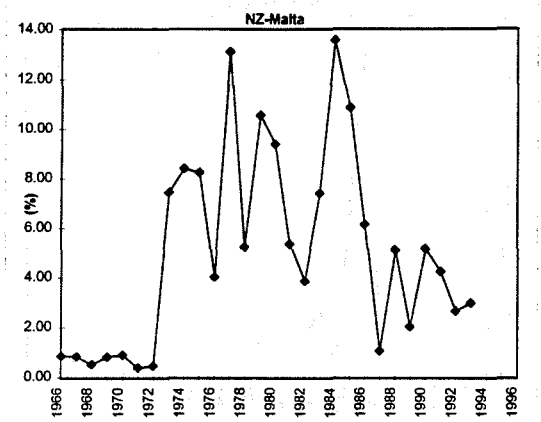
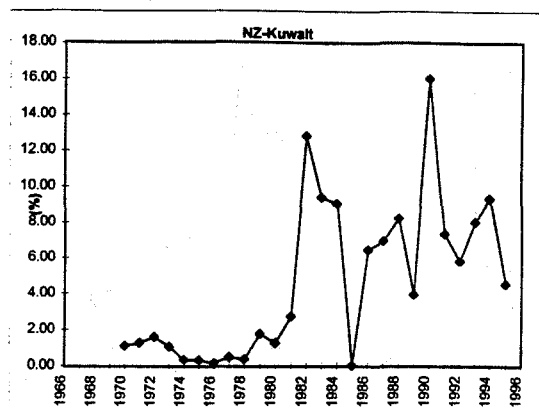
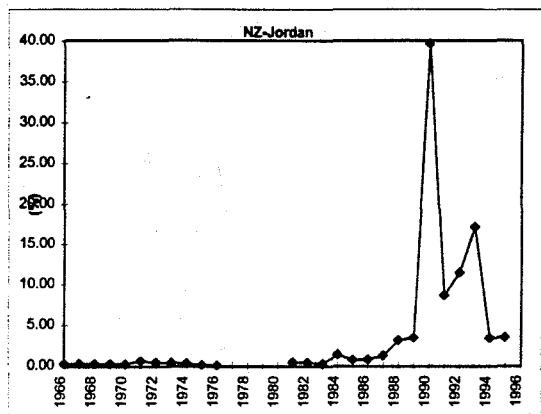


Middle East

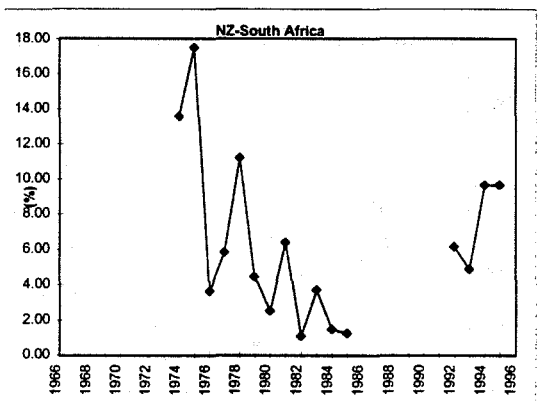
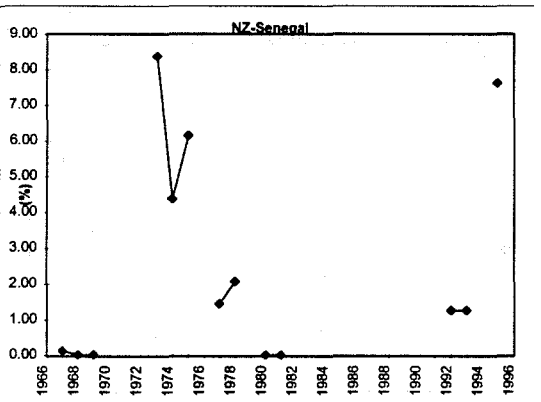
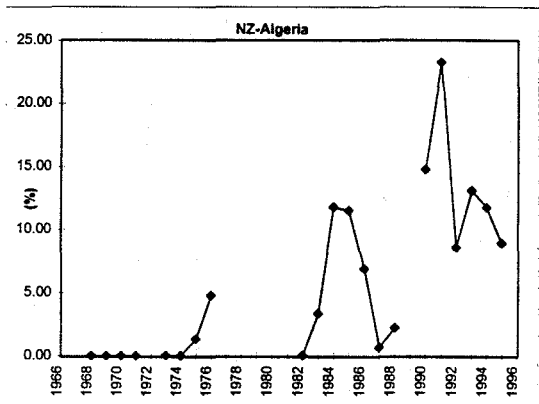
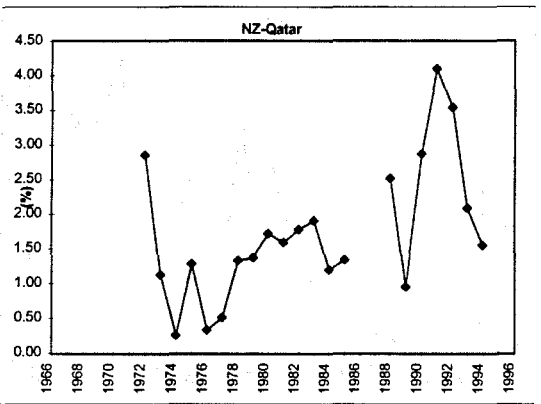


Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

Middle East

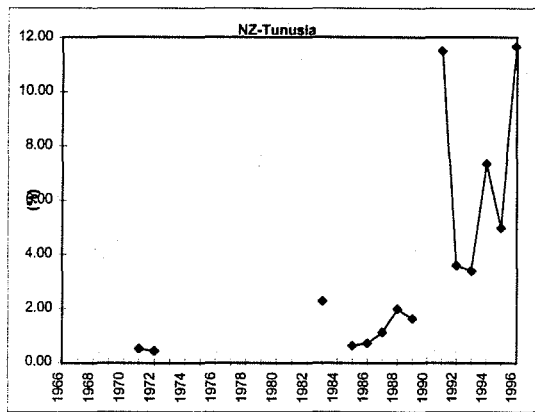


Africa

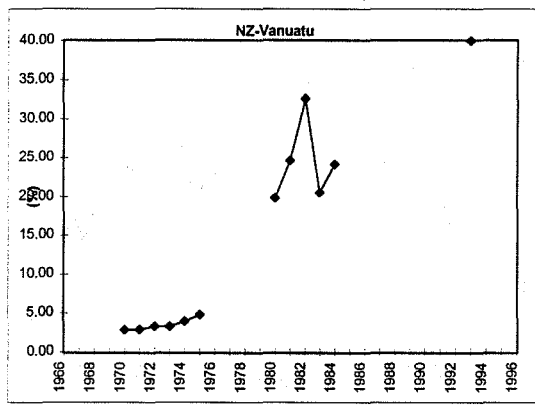
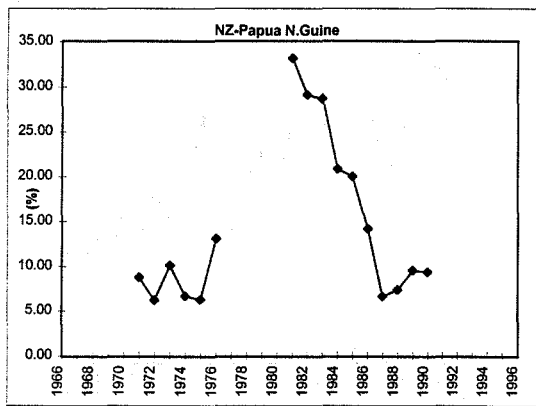
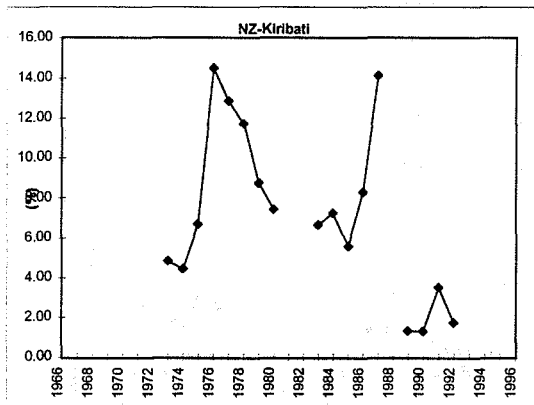
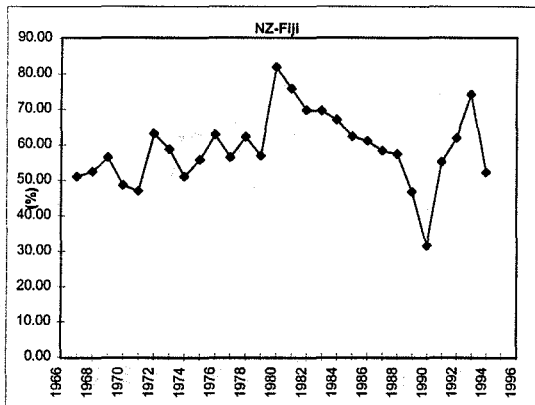
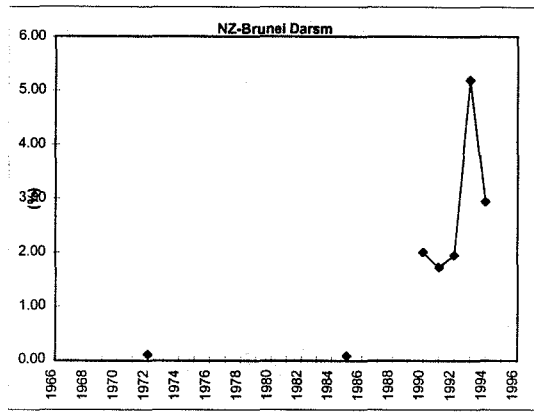


Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

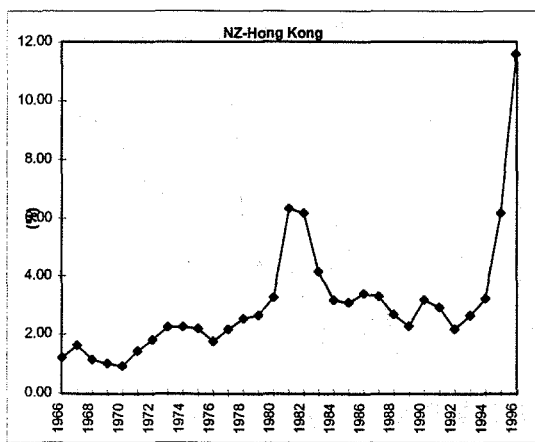
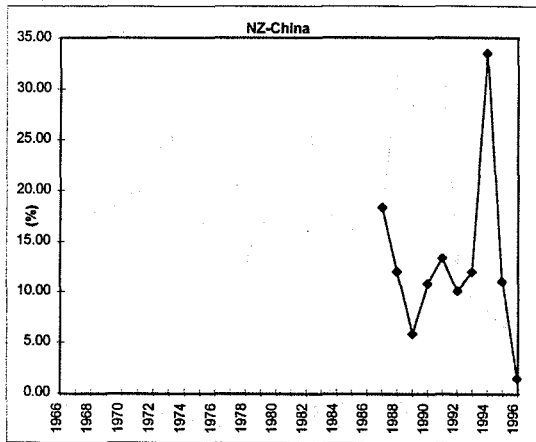
Africa



Pacific Island Nations

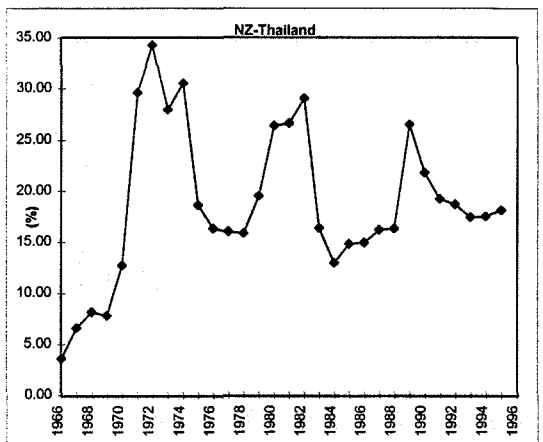
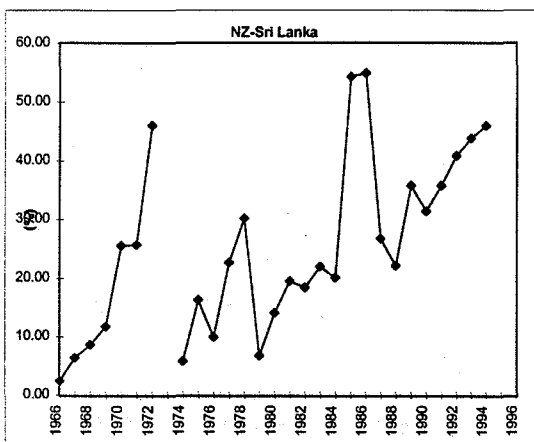
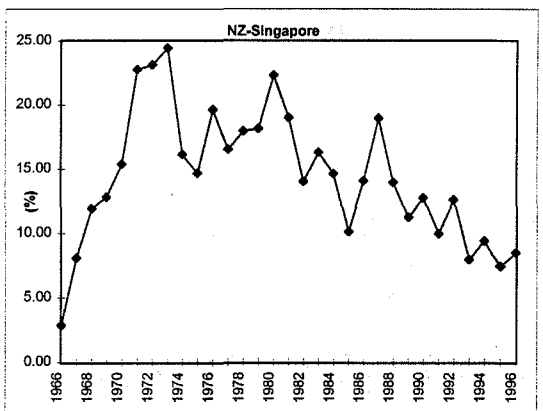
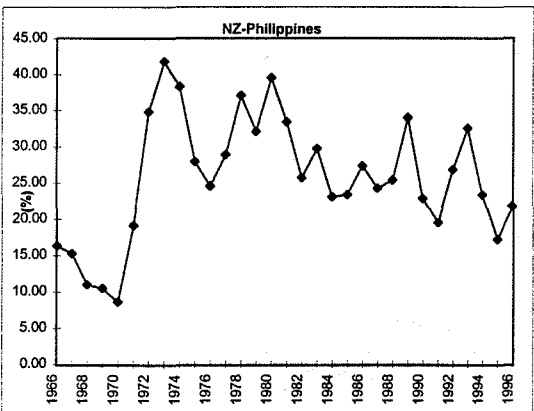
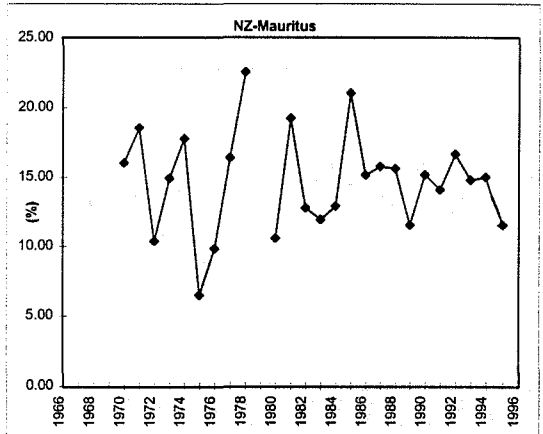
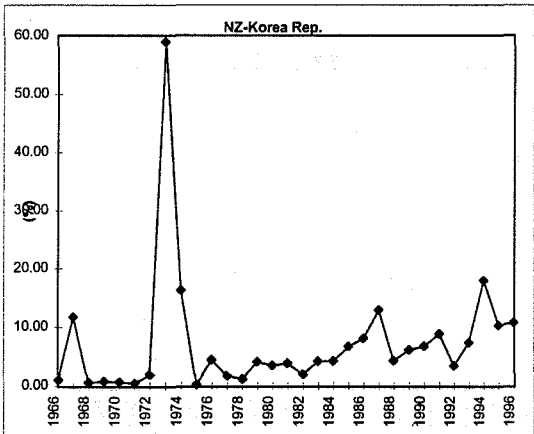
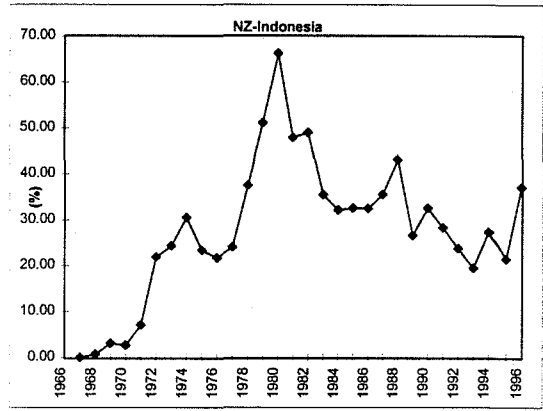
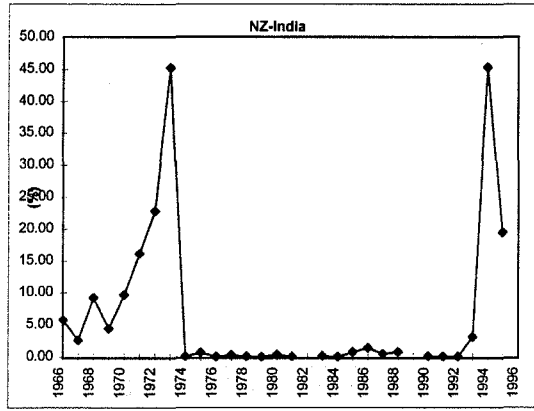


Other Asia



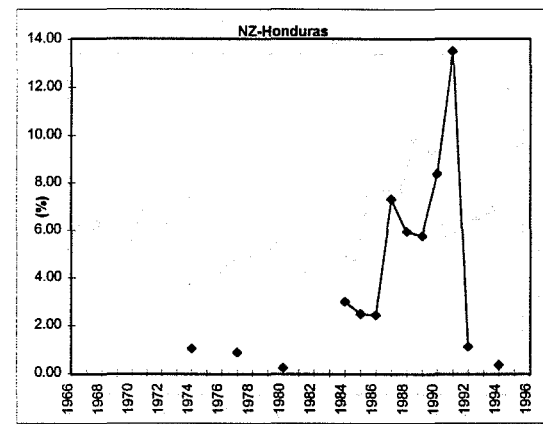
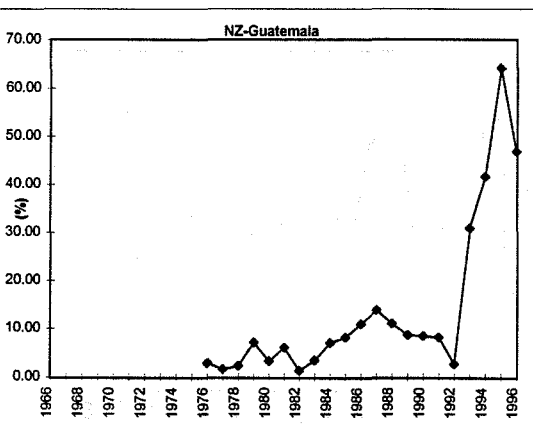
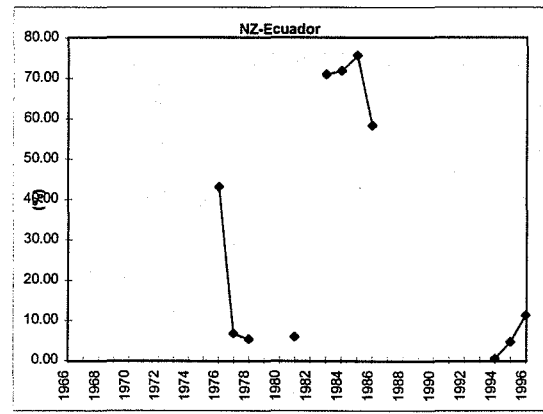
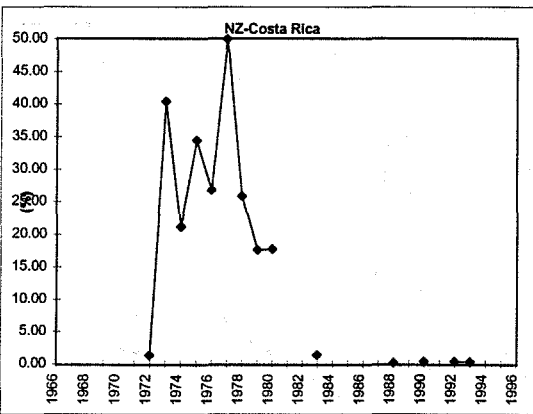
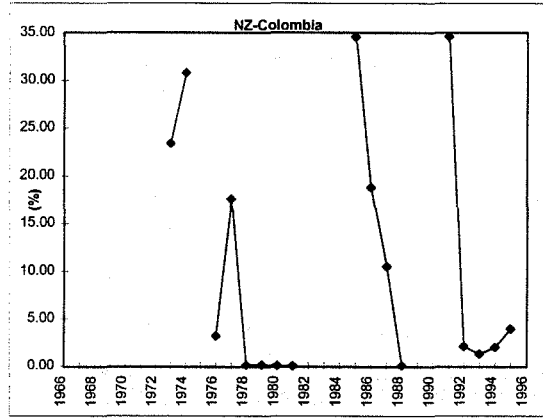
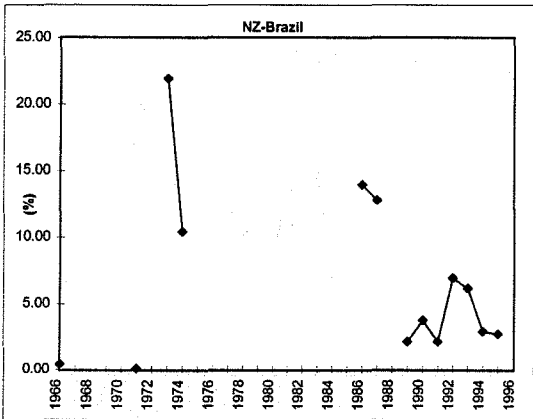
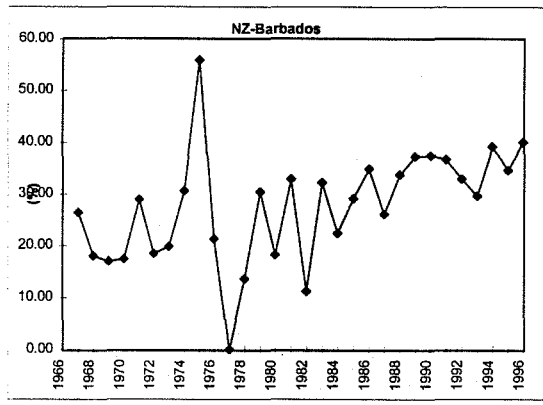
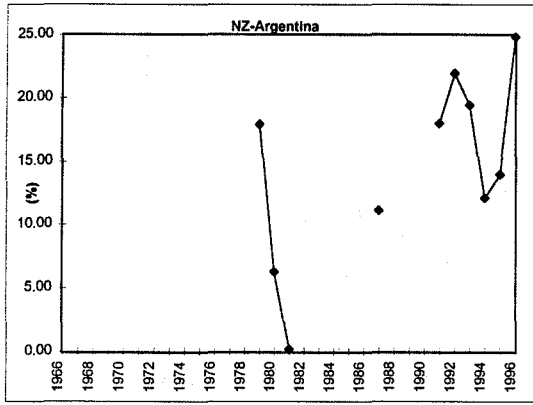
Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

Other Asia



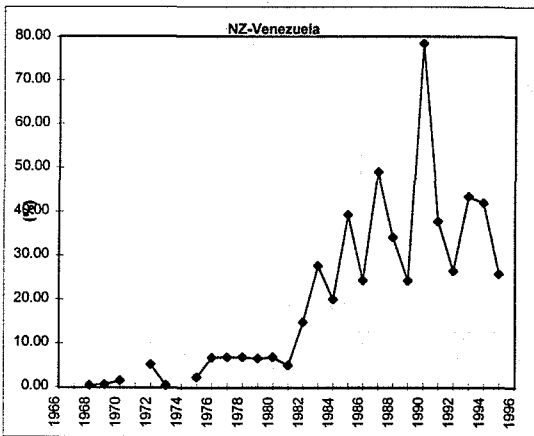
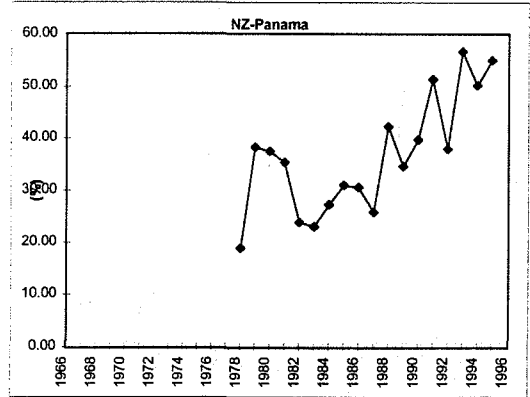
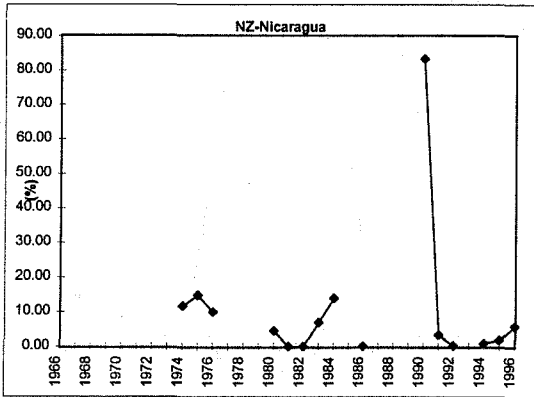
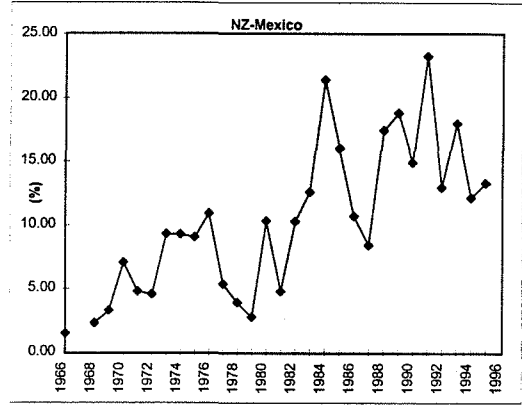
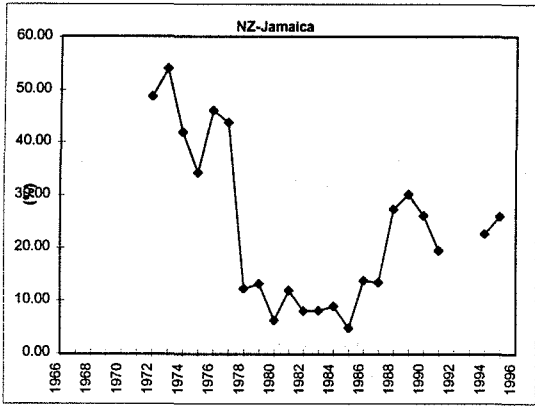
Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

Latin America

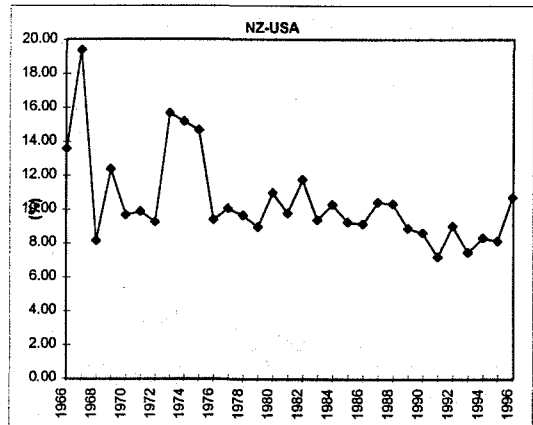
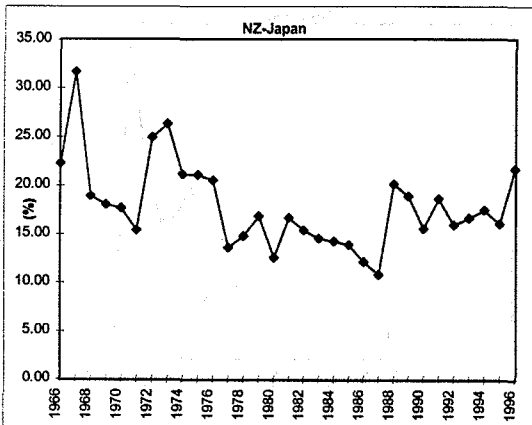
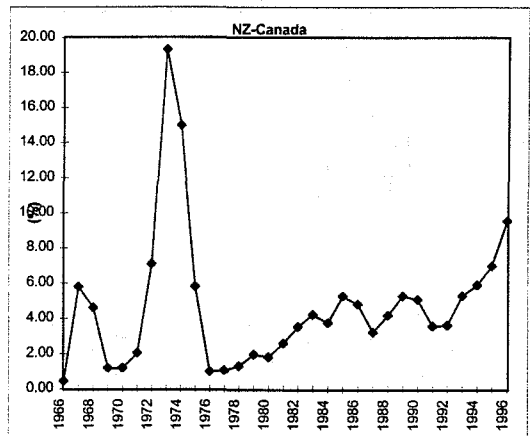


Market Share Analysis-Dairy (02)
New Zealand Exports in Countries' Imports

Latin America

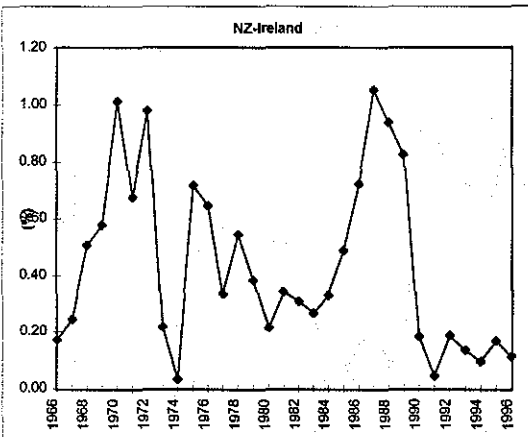
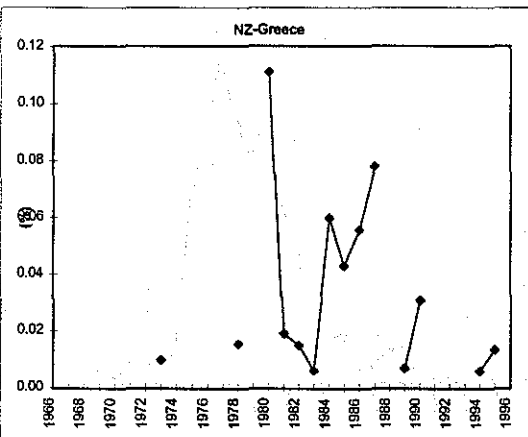
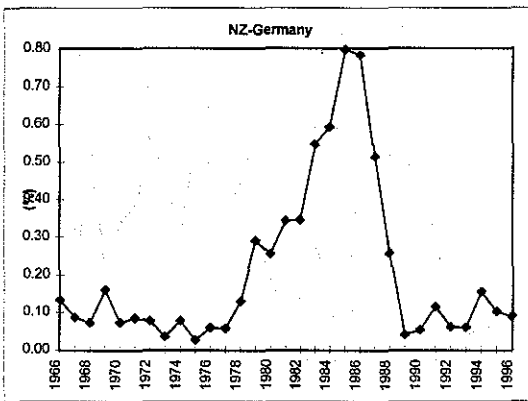
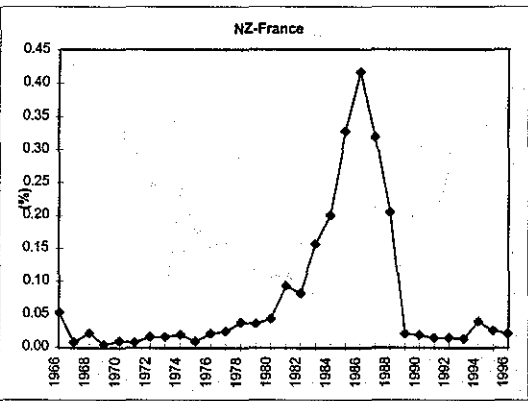
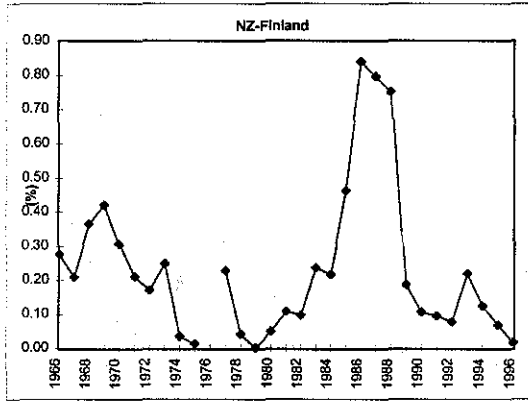
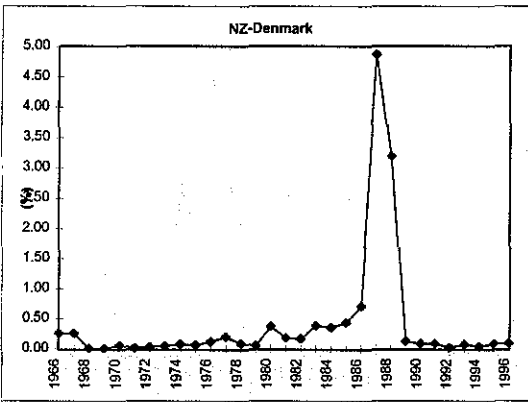
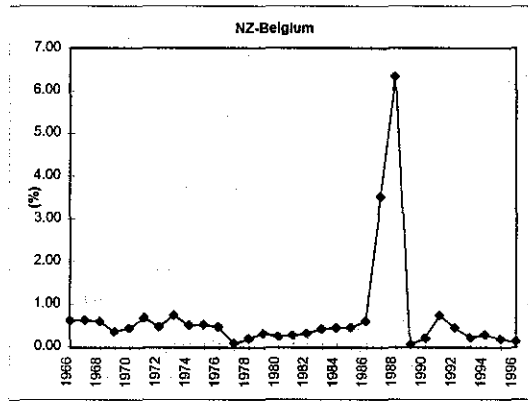
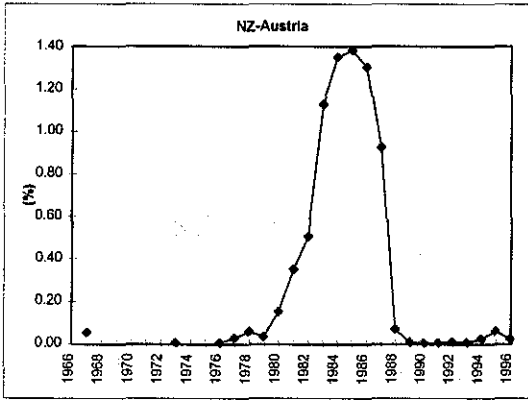


Other OECD



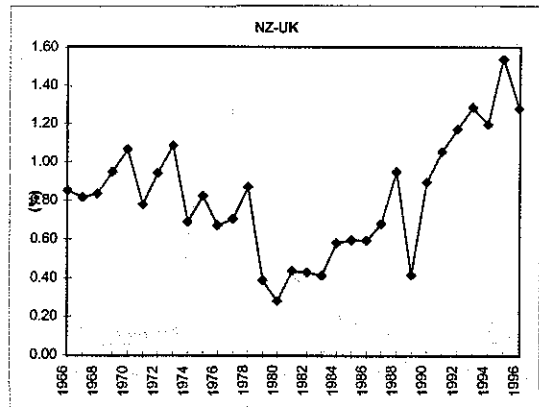
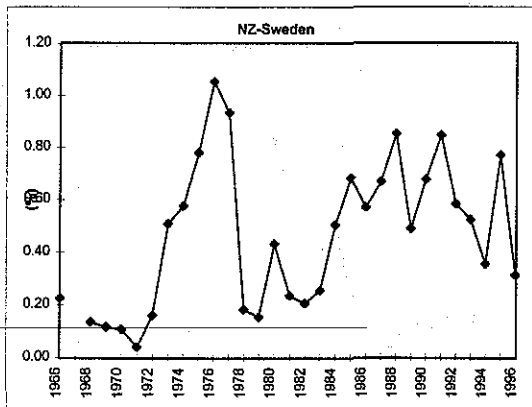
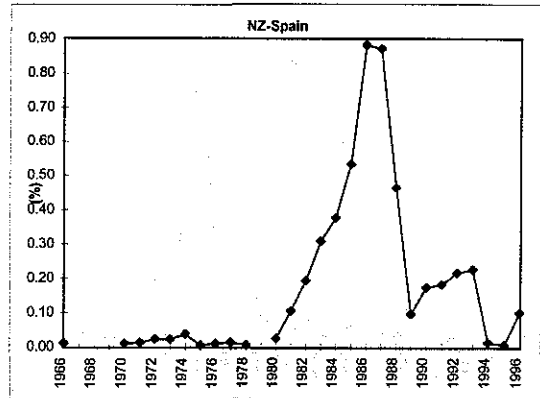
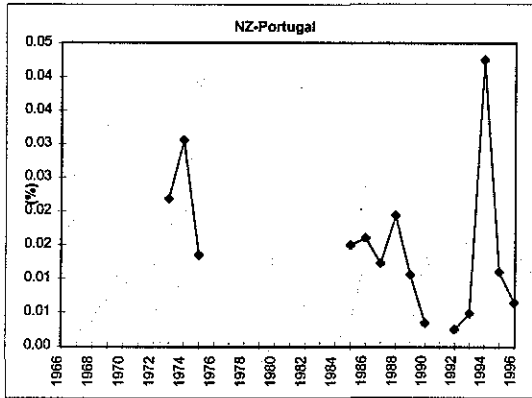
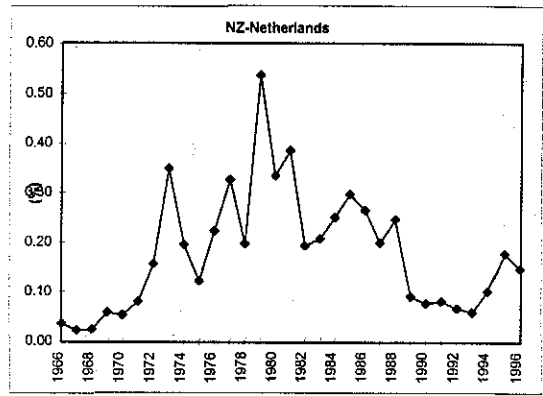
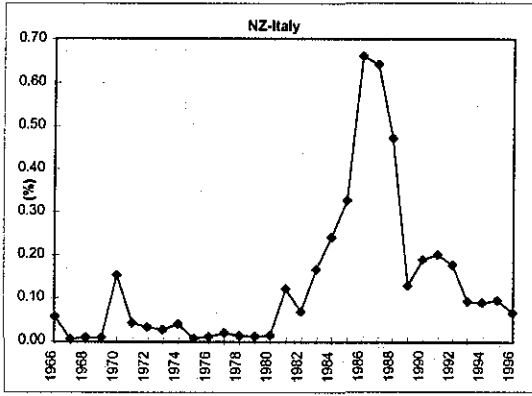
Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

EC

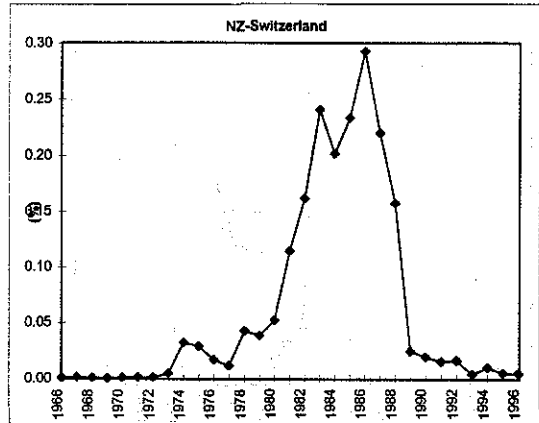
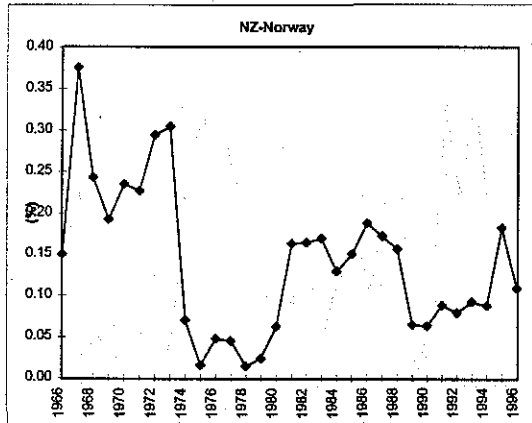


Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

EC

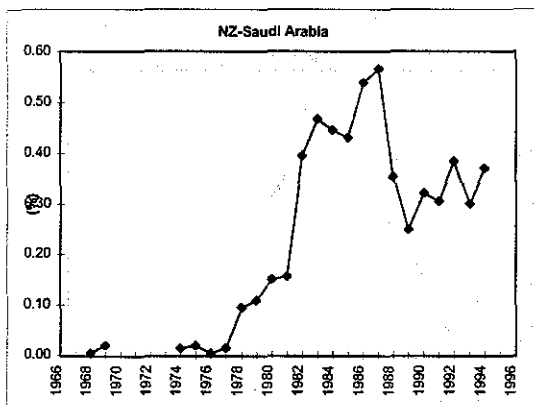
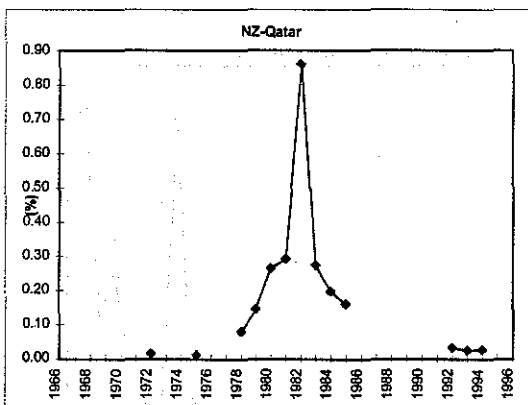
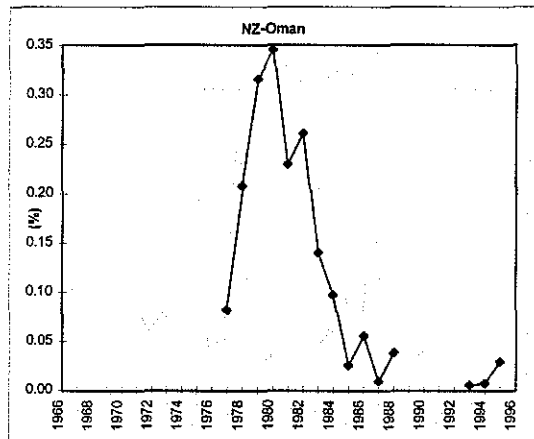
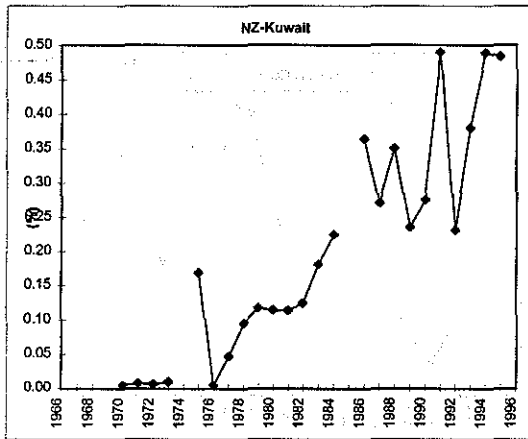
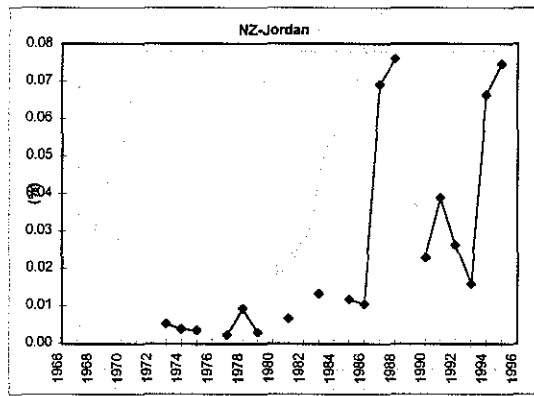
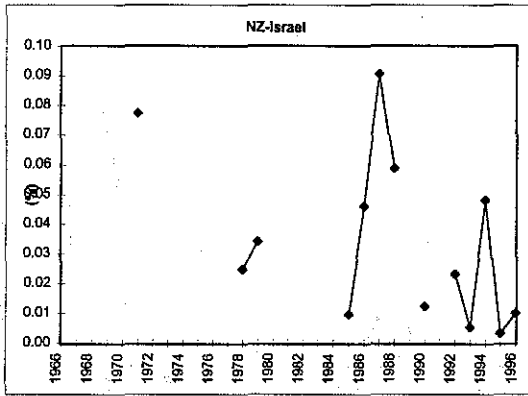
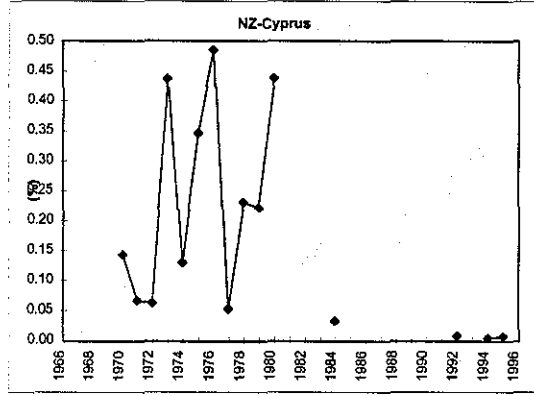
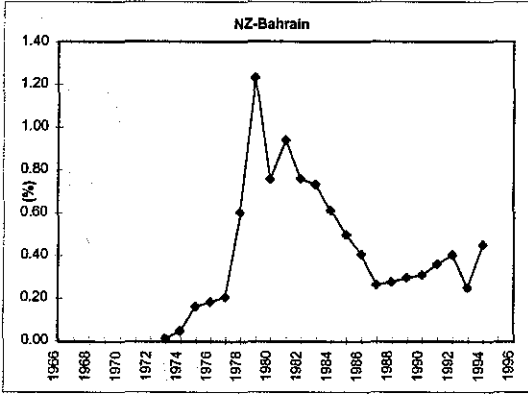


EFTA



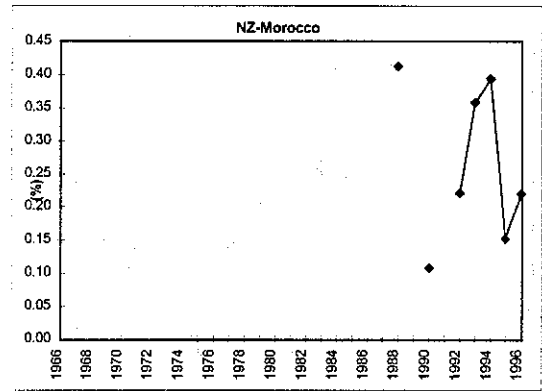
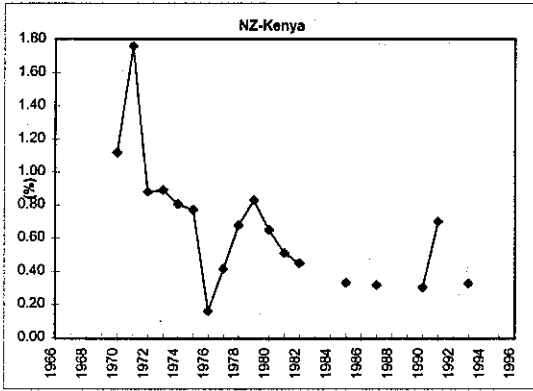
Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

Middle East

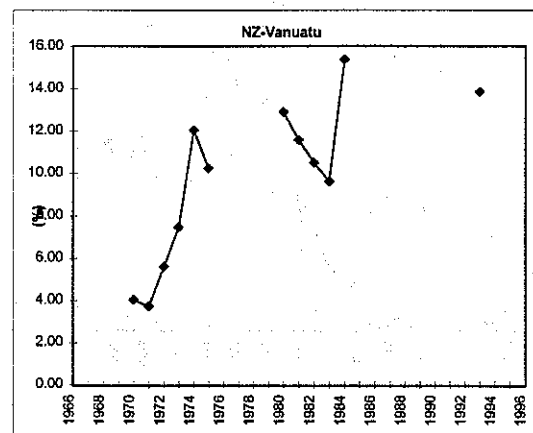
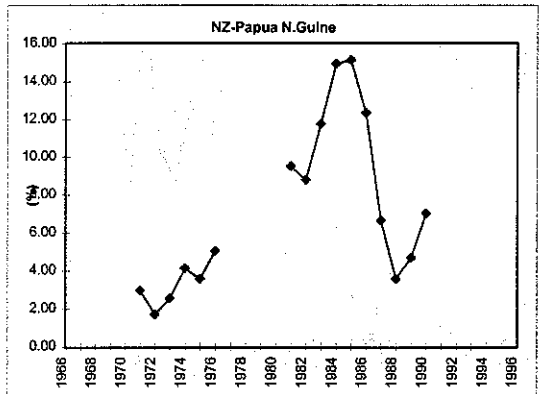
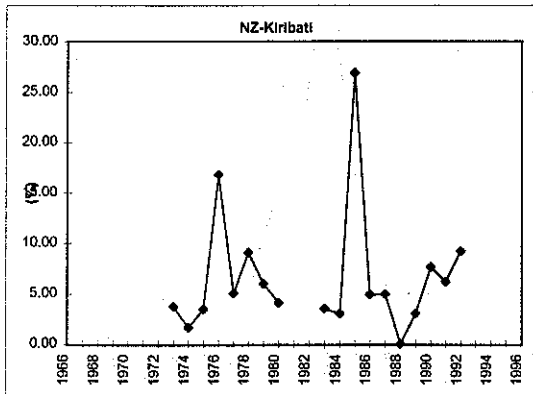
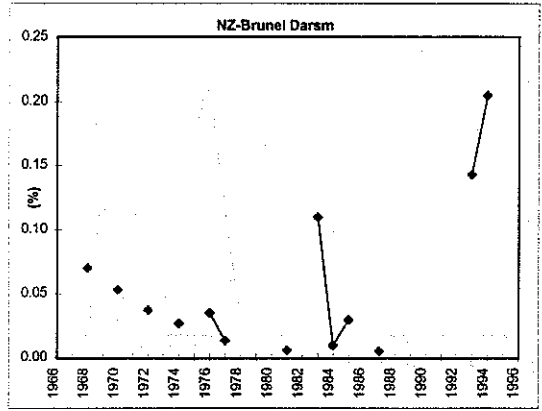
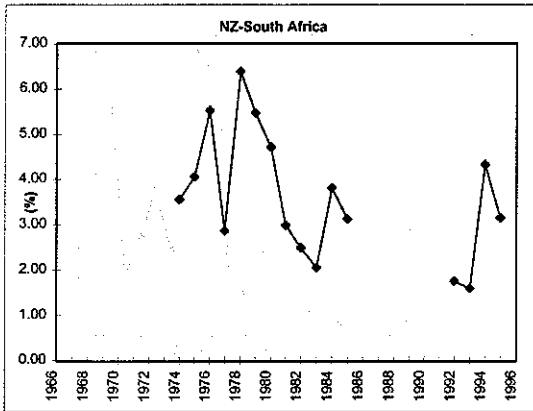


Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

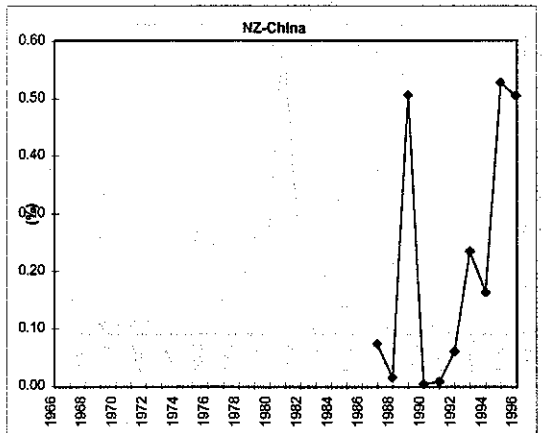
Africa



Pacific Island Nations

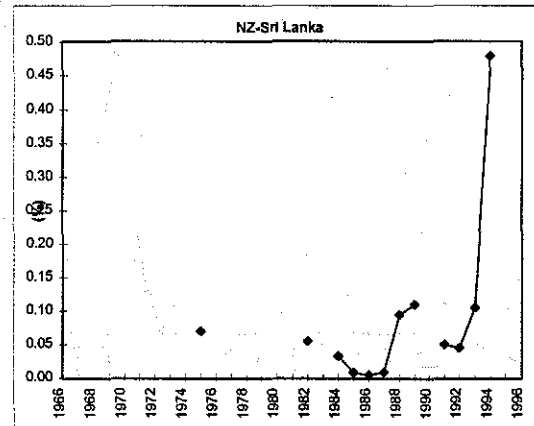
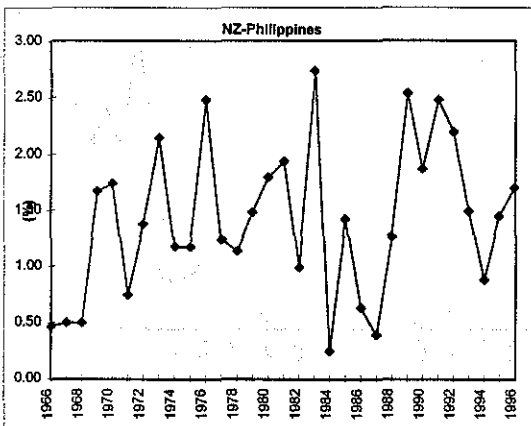
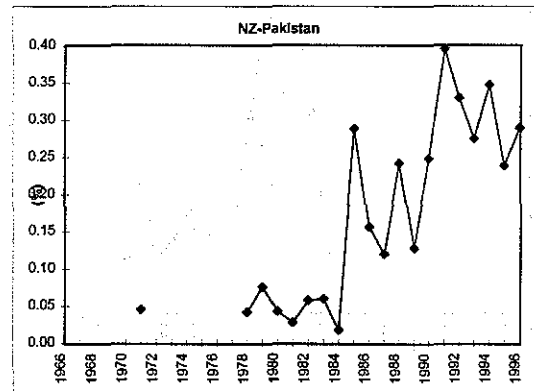
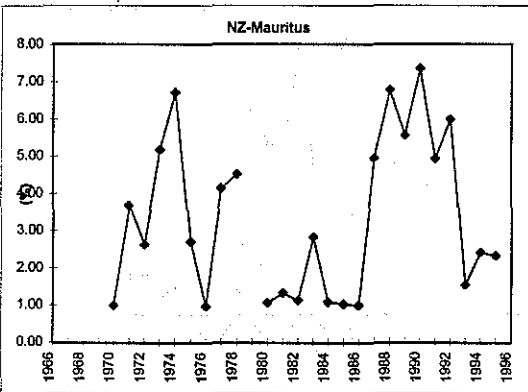
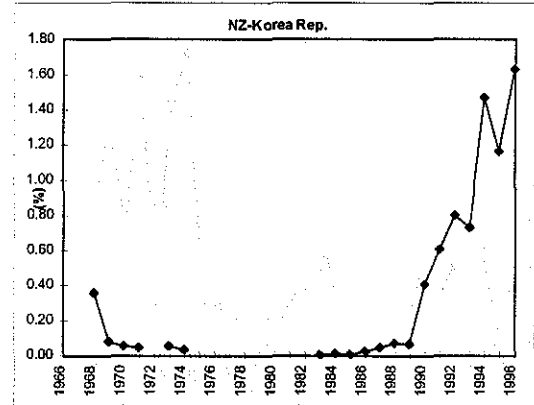
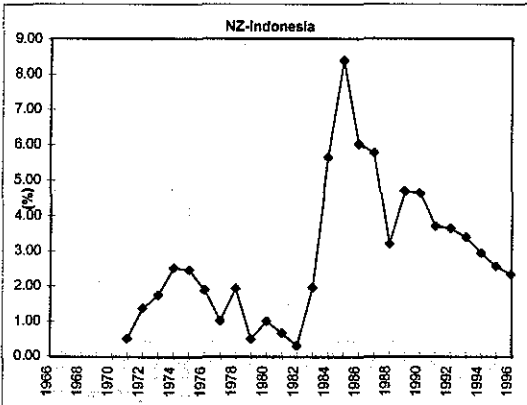
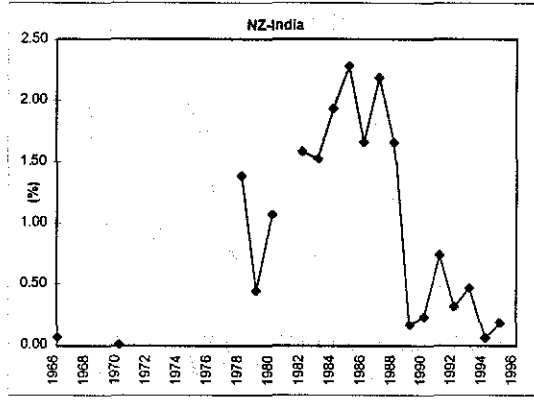
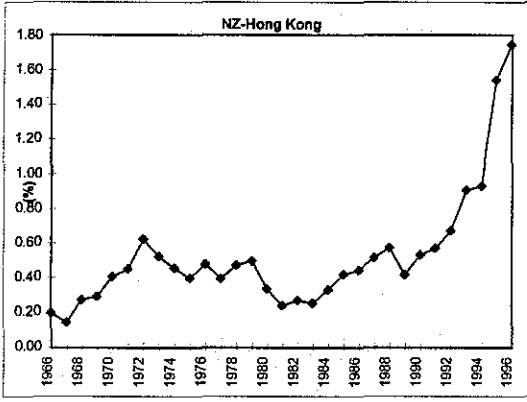


Other Asia



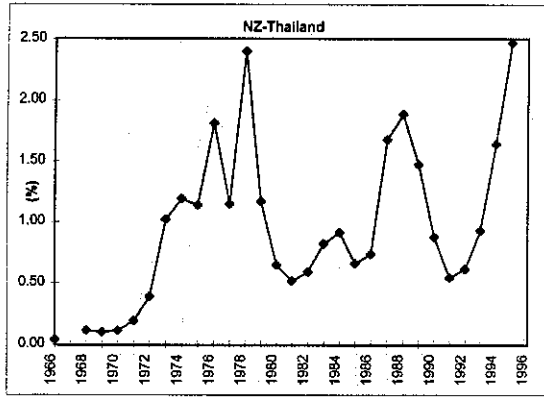
Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

Other Asia

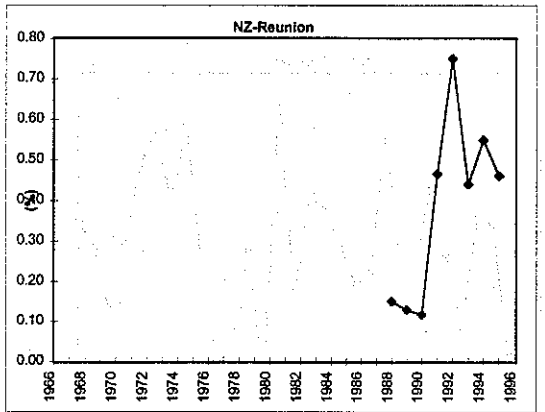
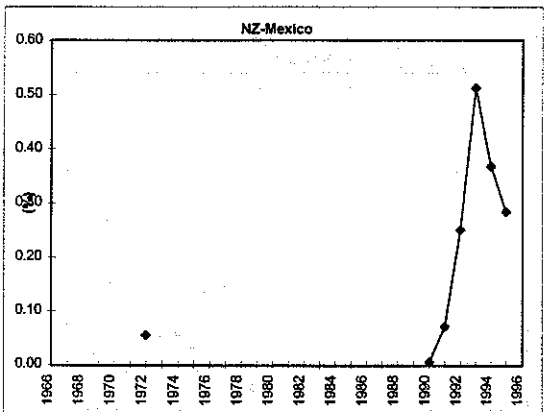
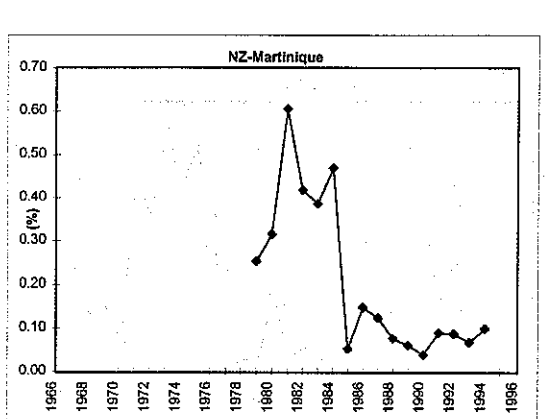
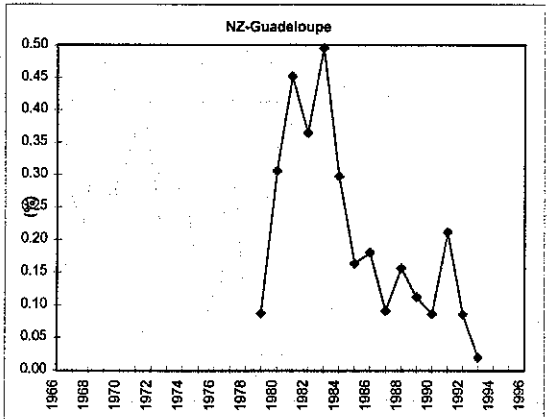
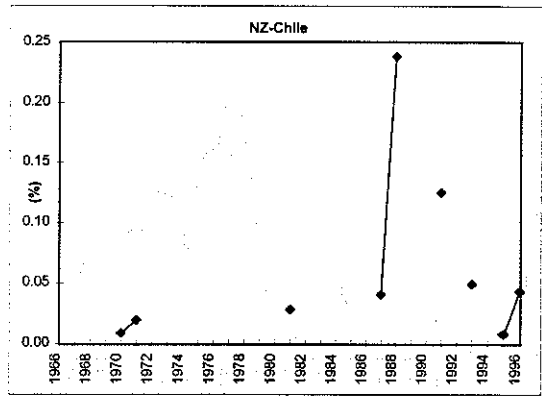
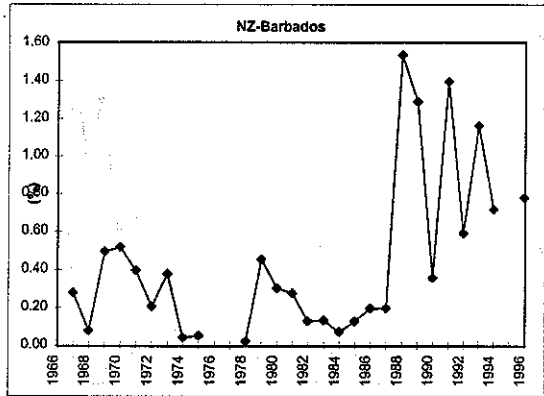
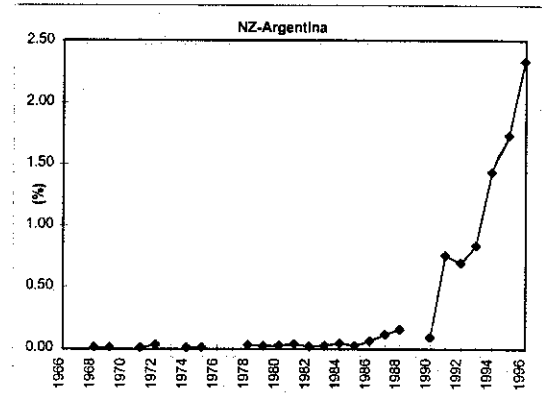


Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

Other Asia

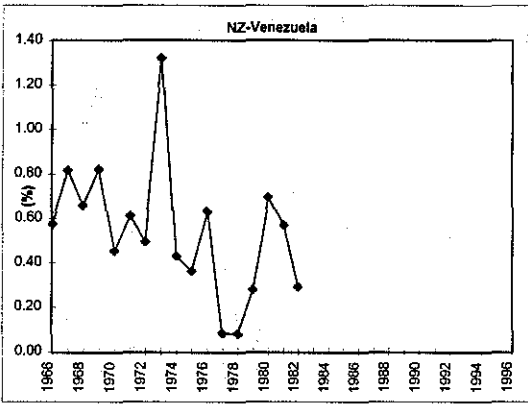


Latin America

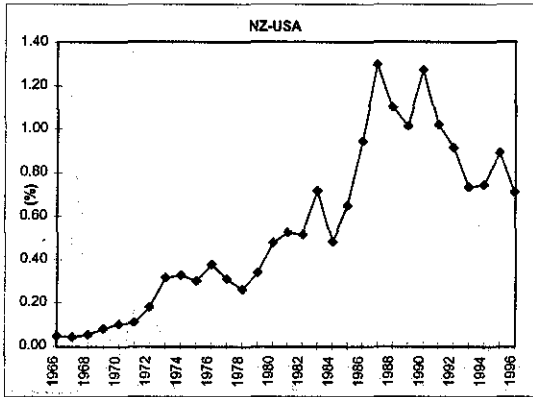
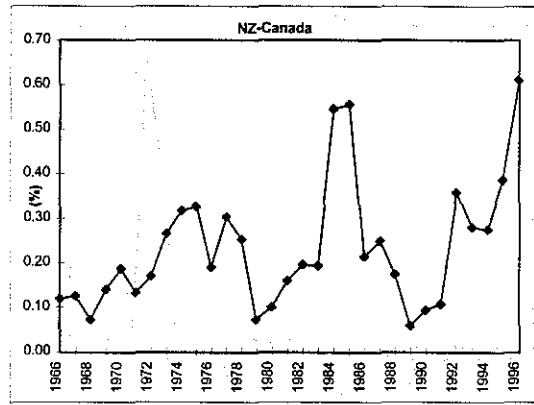


Market Share Analysis-Fruit (05)
New Zealand Exports in Countries' Imports

Latin America

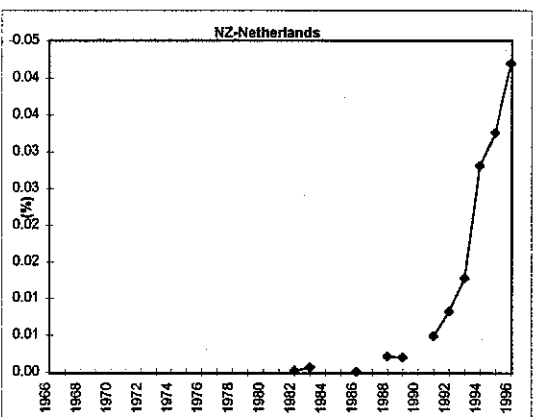
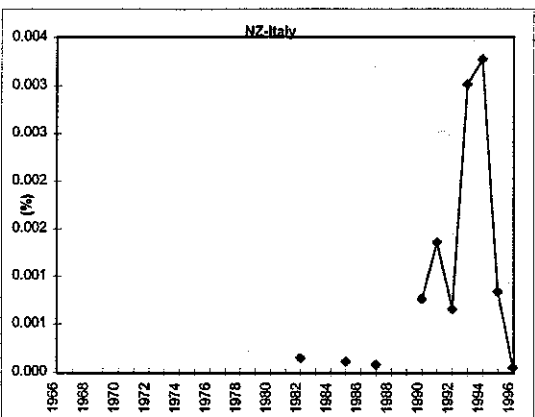
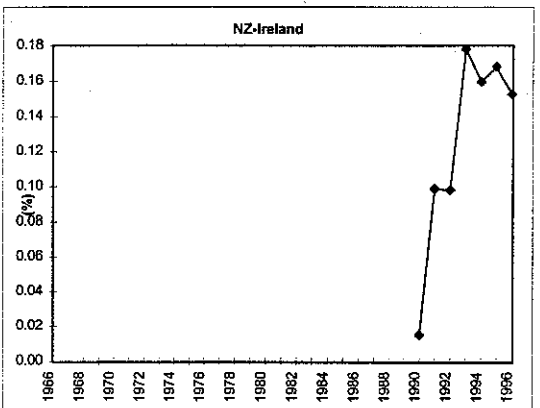
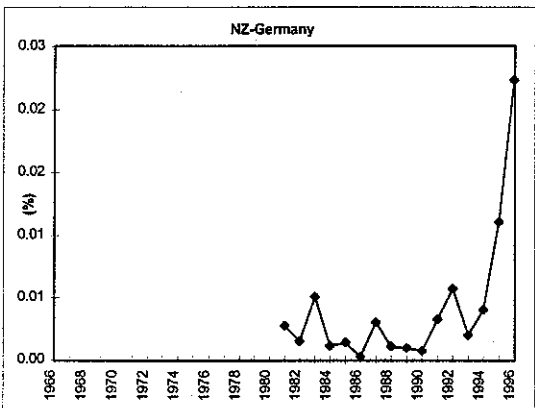
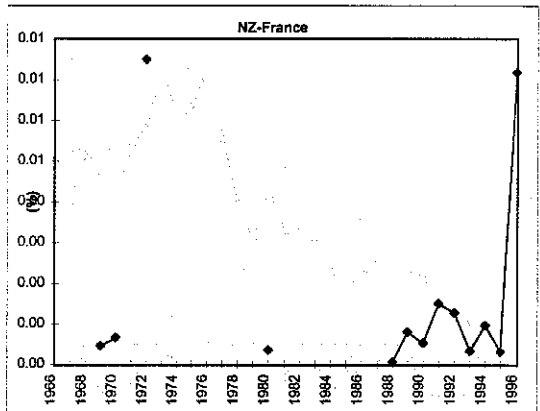
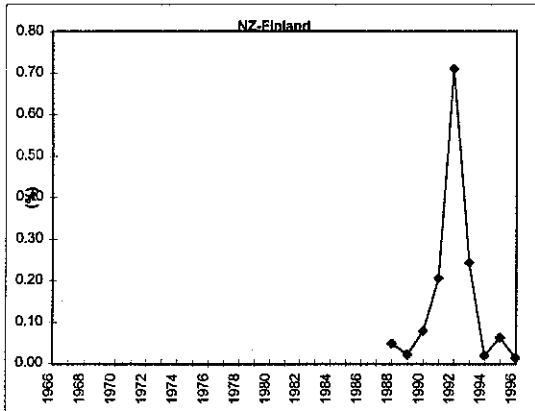
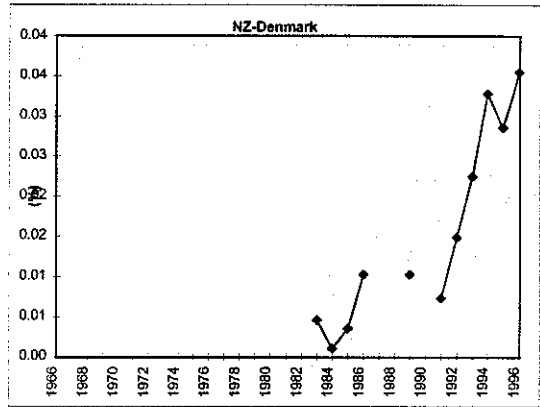
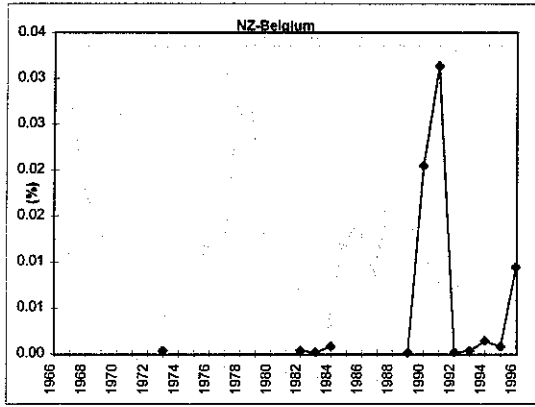


Other OECD



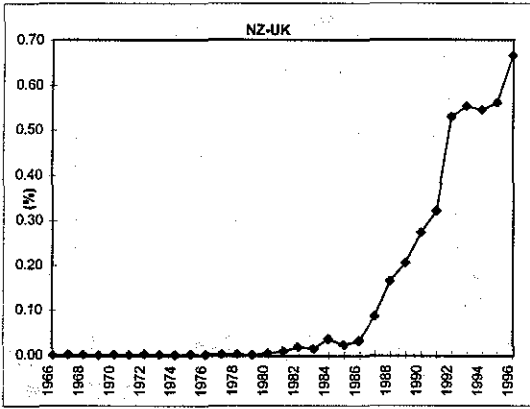
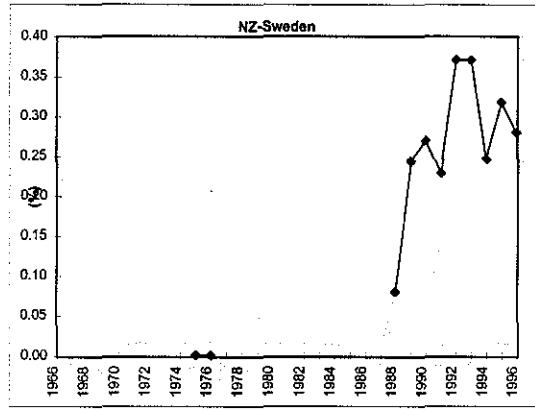
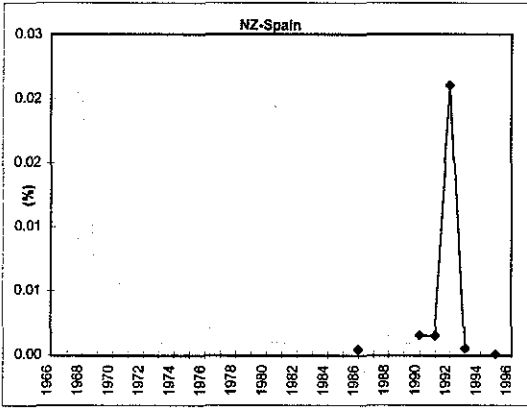
Market Share Analysis-Beverages (1)
New Zealand Exports in Countries' Total Imports

EC

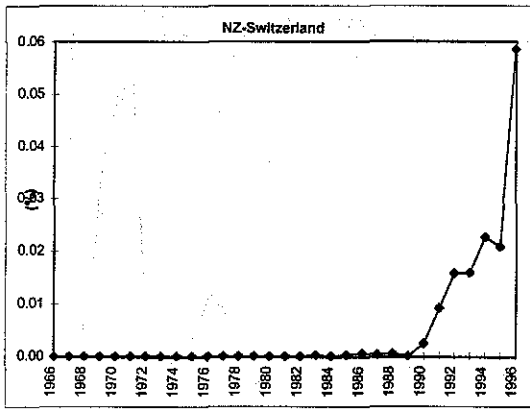
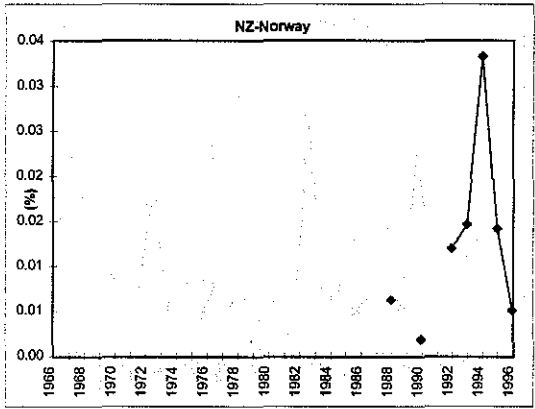


Market Share Analysis-Beverages (1)
New Zealand Exports in Countries' Total Imports

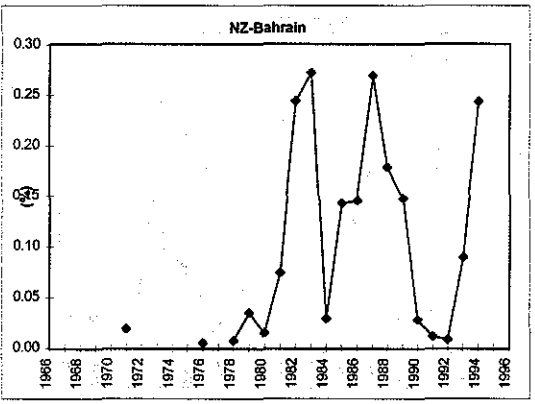
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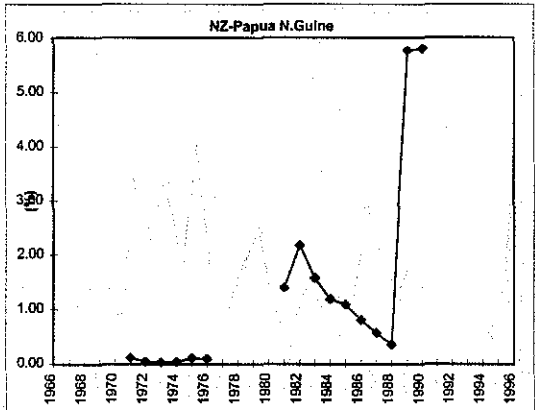
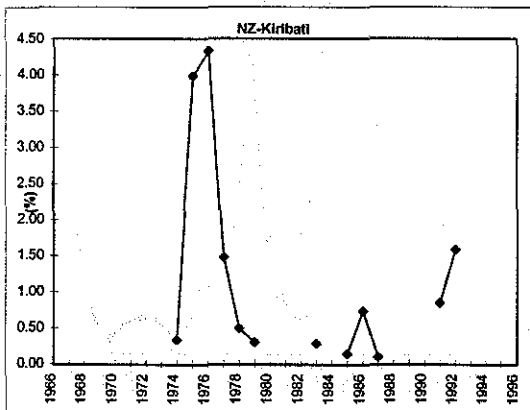
EFTA



Middle East

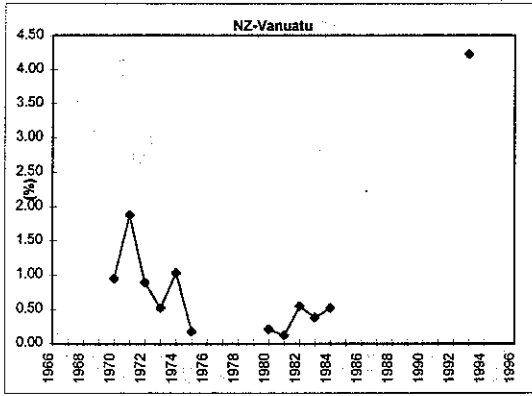


Pacific Island Nations

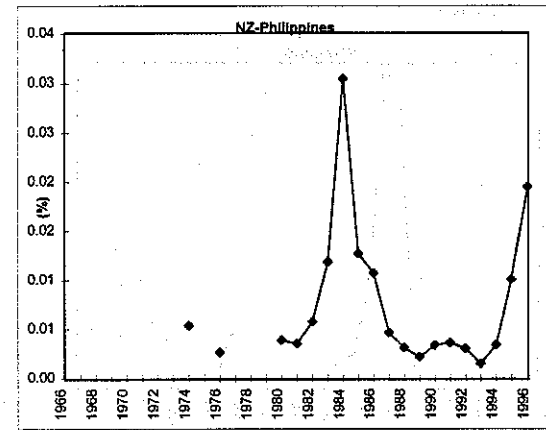
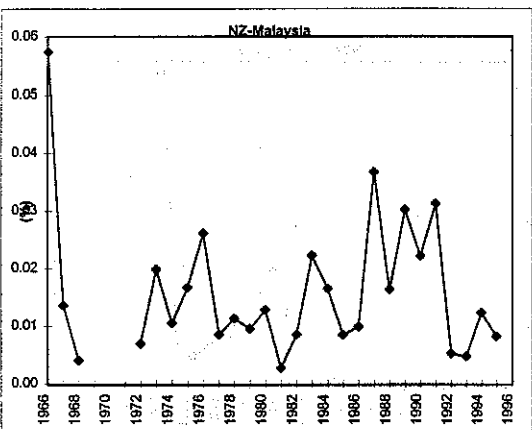
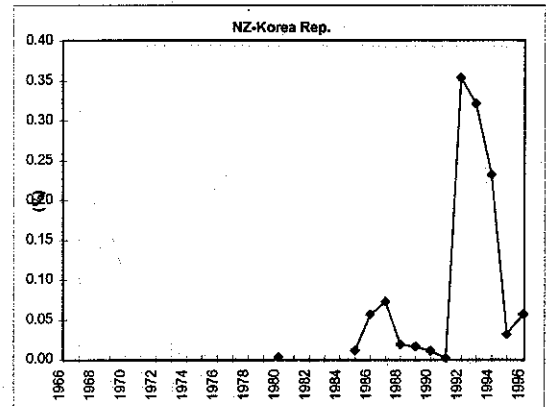
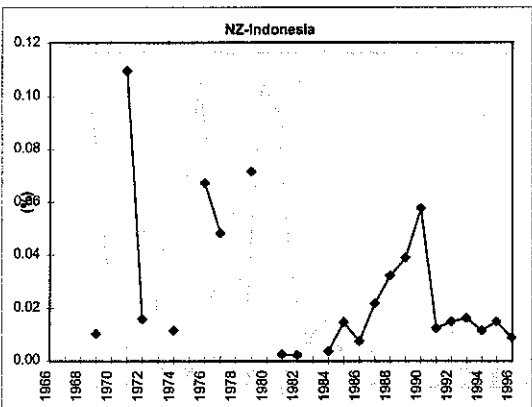
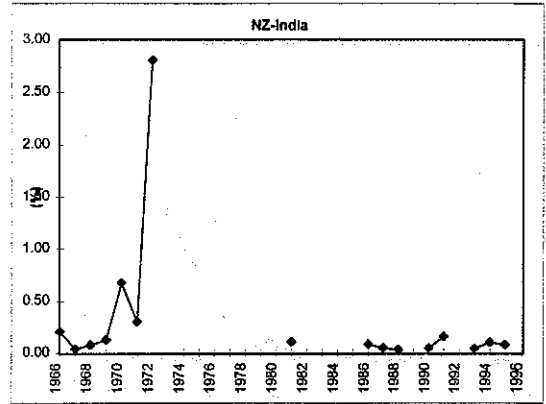
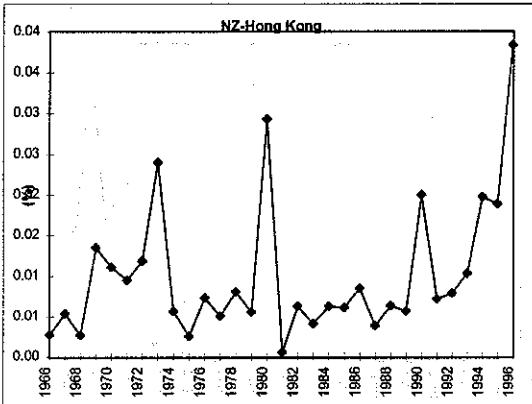
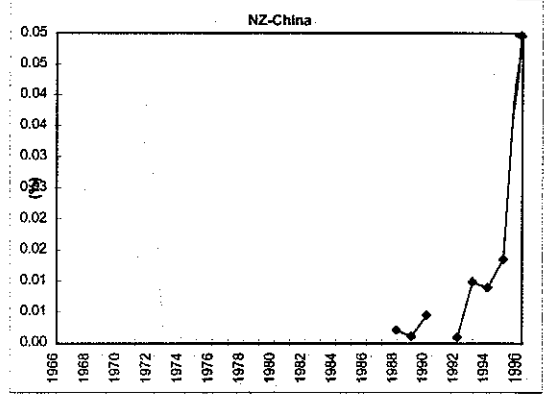


Market Share Analysis-Beverages (1)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

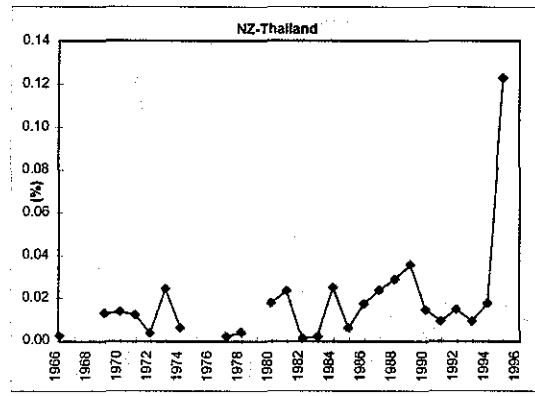
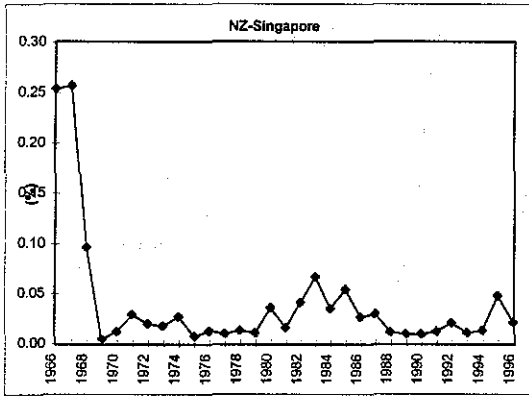


Other Asia

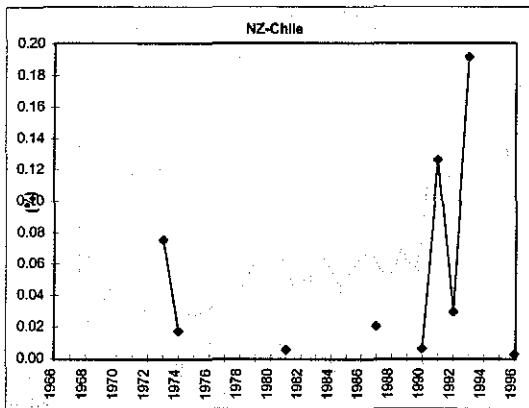


**Market Share Analysis-Beverages (1)
New Zealand Exports in Countries' Total Imports**

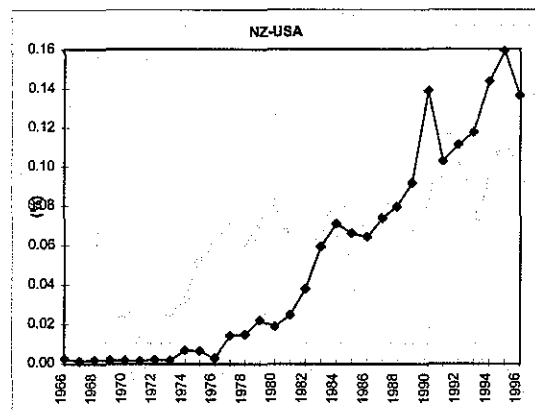
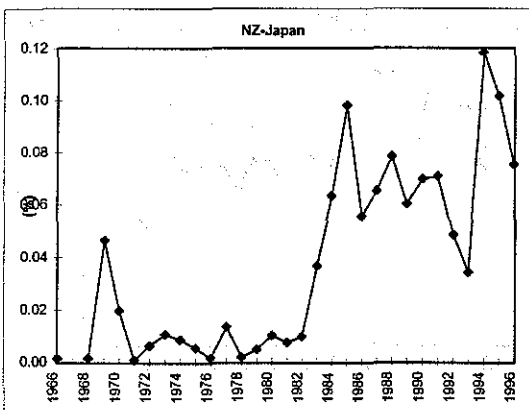
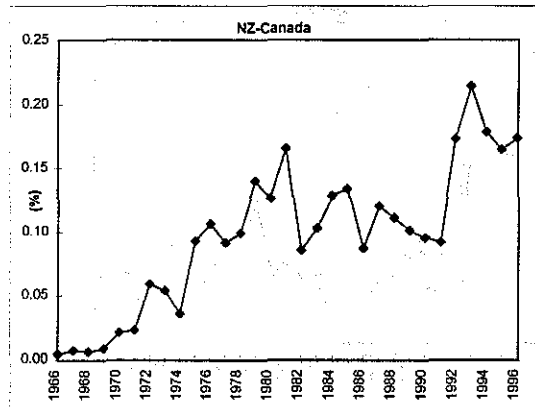
Other Asia



Latin America

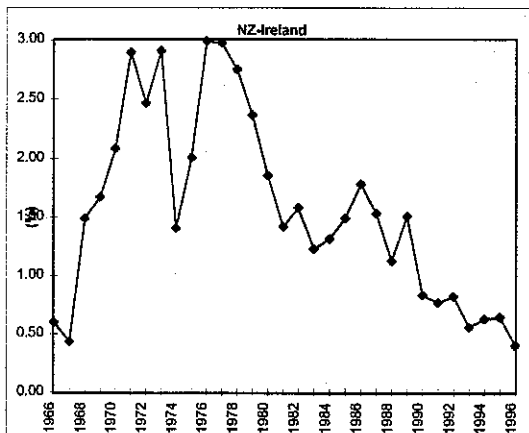
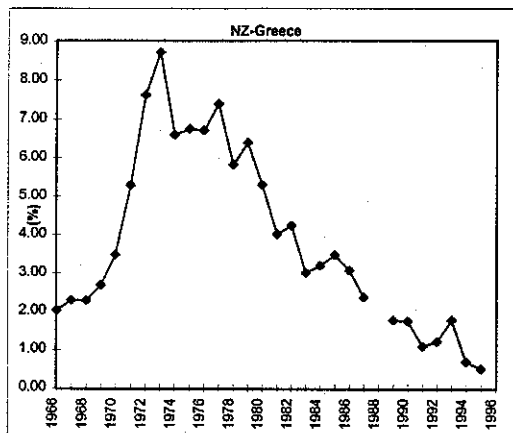
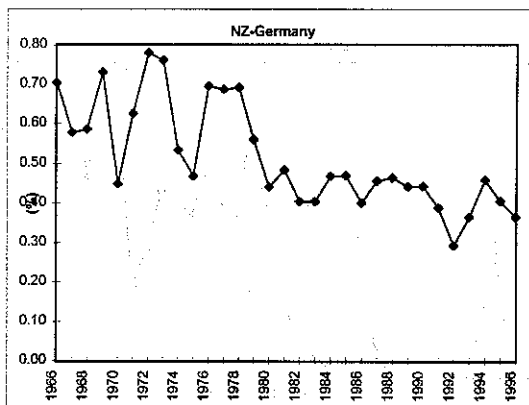
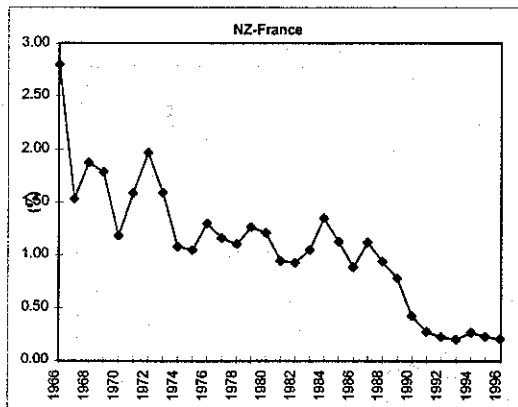
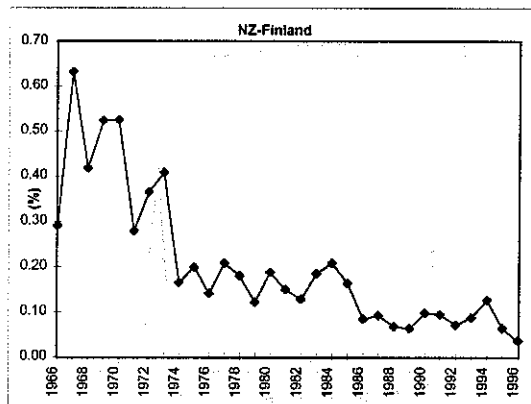
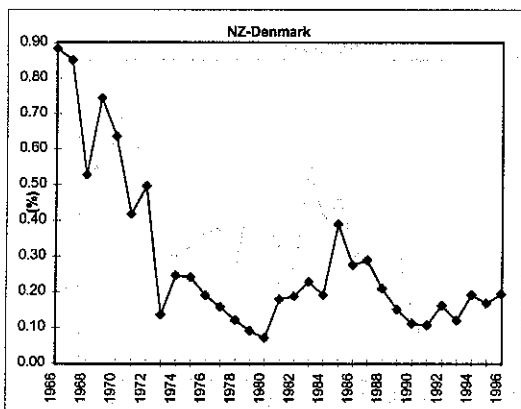
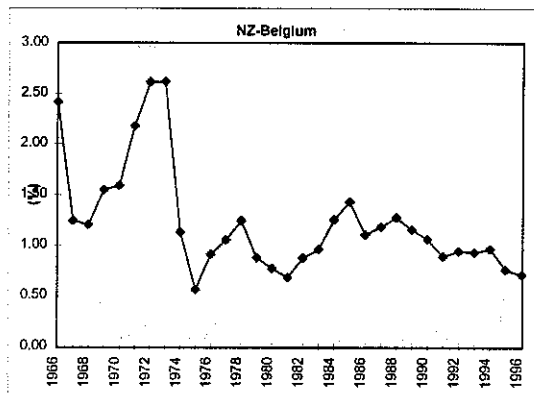
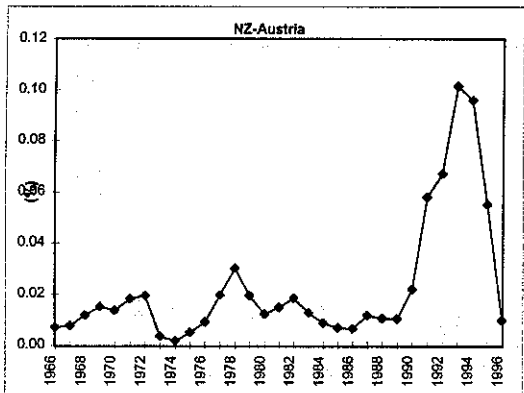


Other OECD



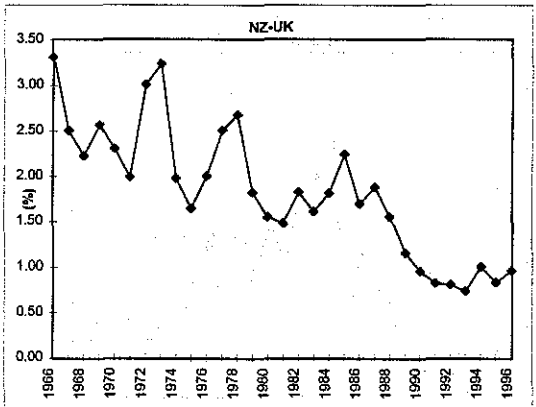
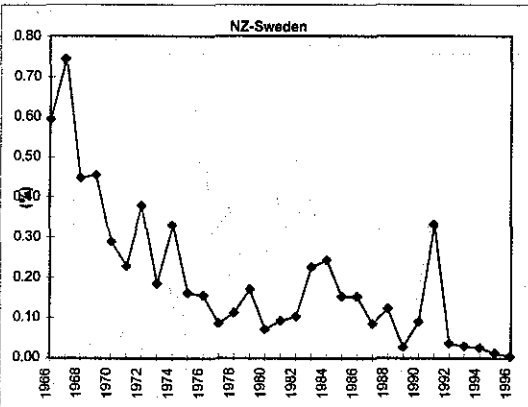
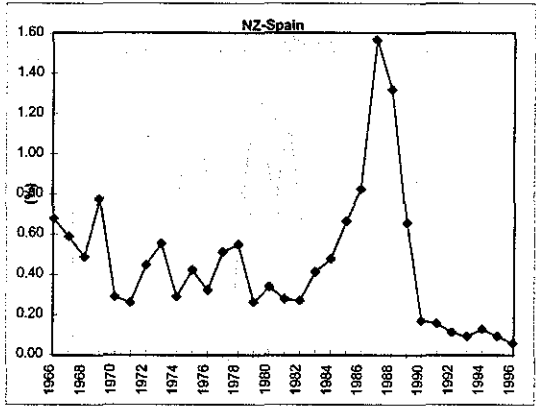
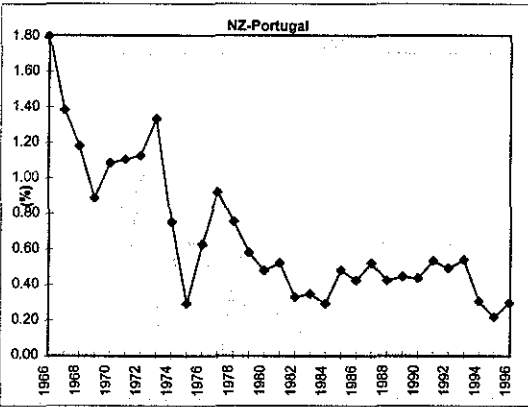
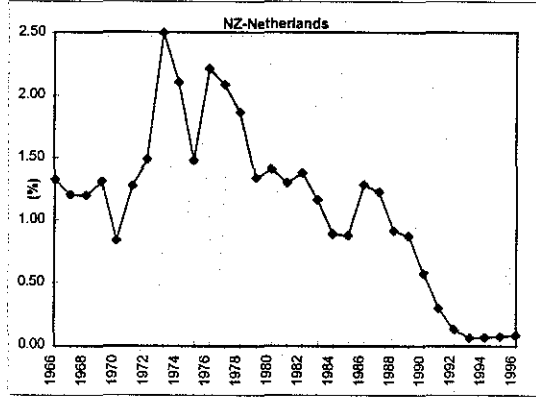
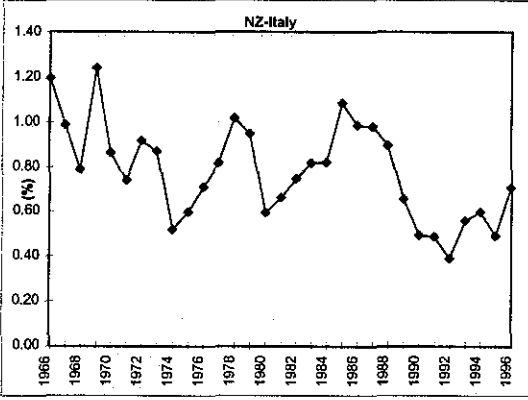
Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

EC

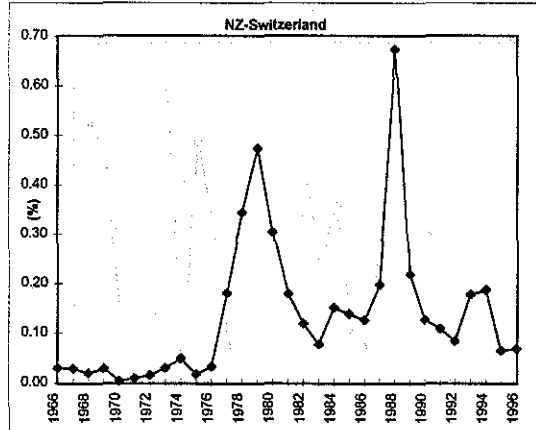
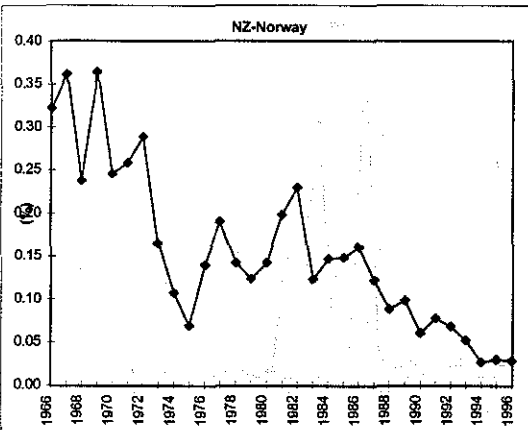


Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

EC

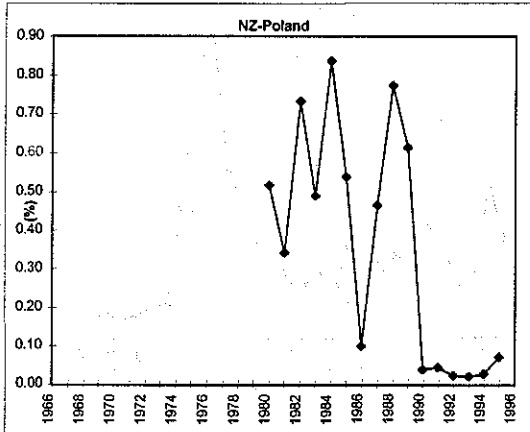
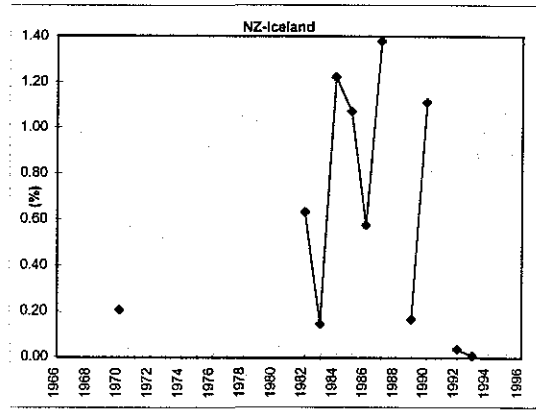
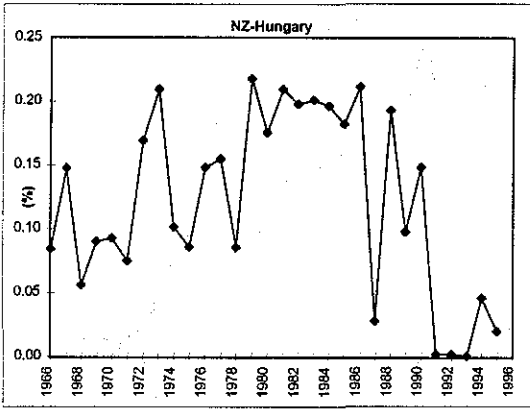


EFTA

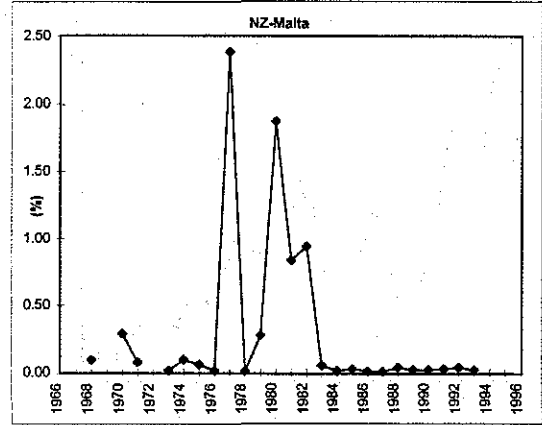
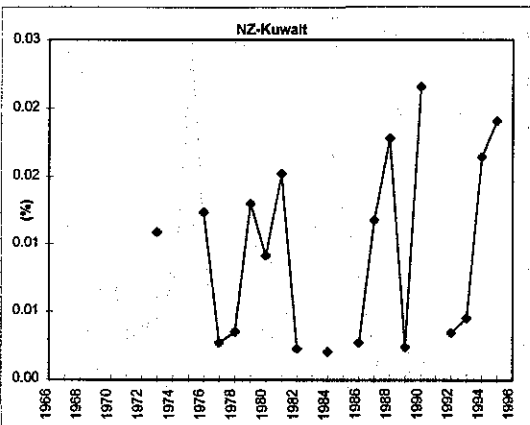
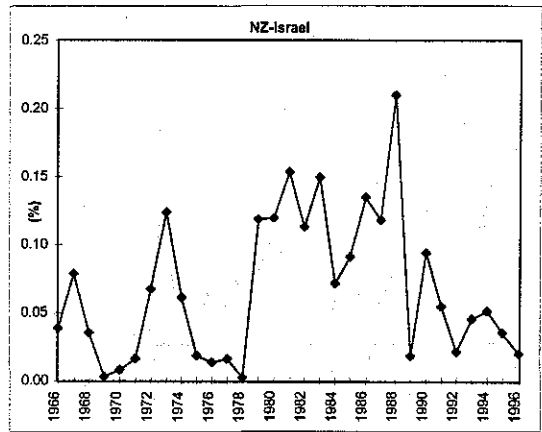
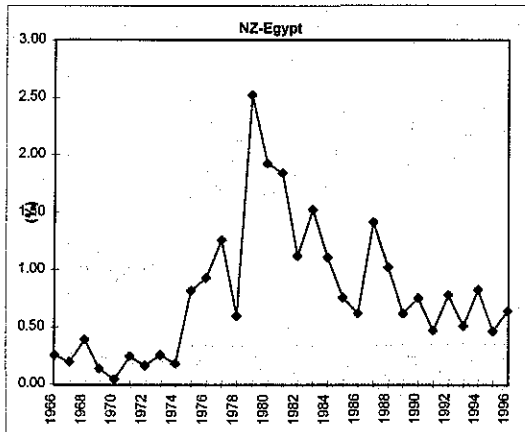
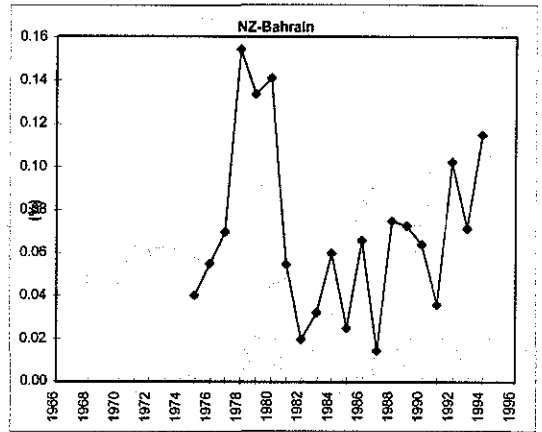


Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

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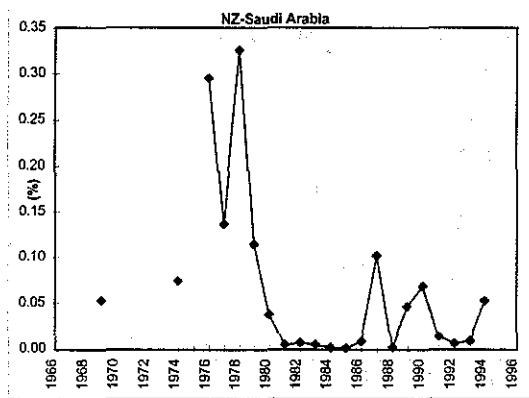
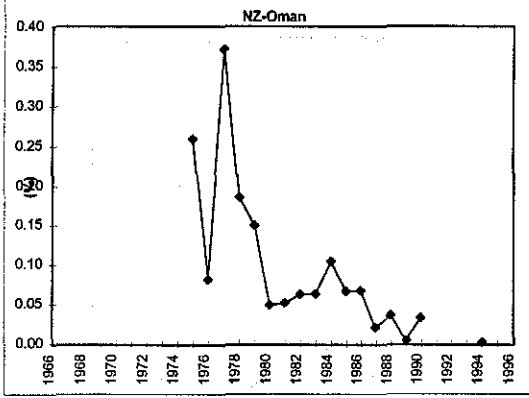


Middle East

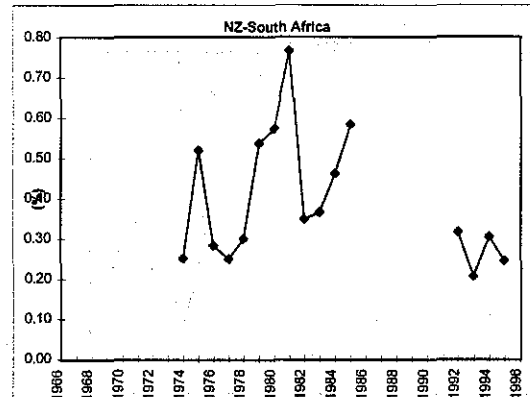
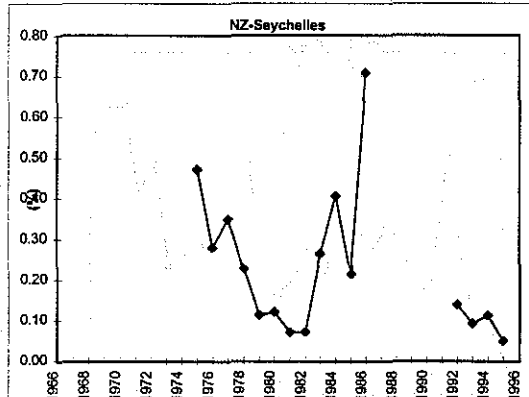
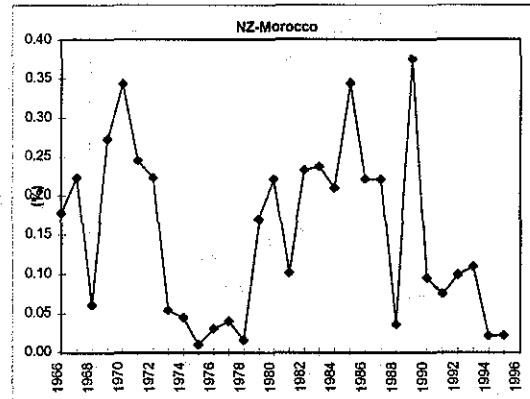
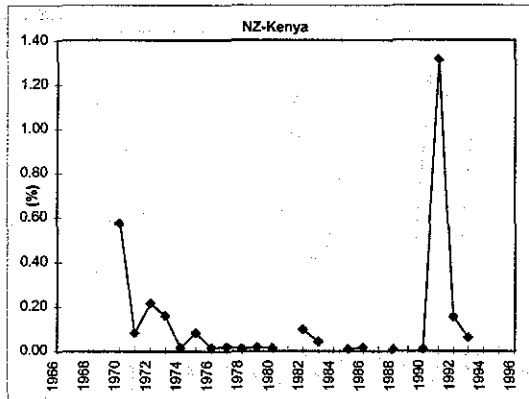
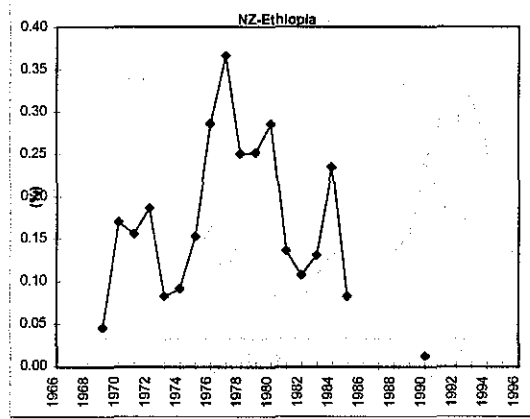
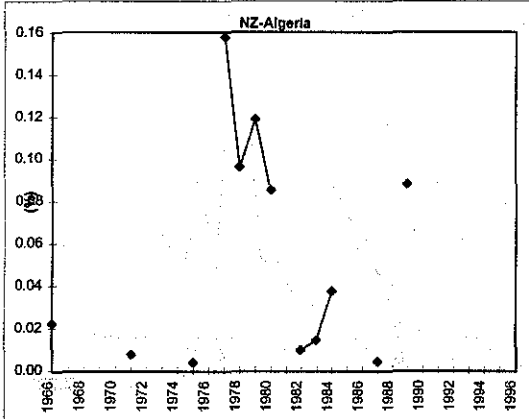


Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

Middle East

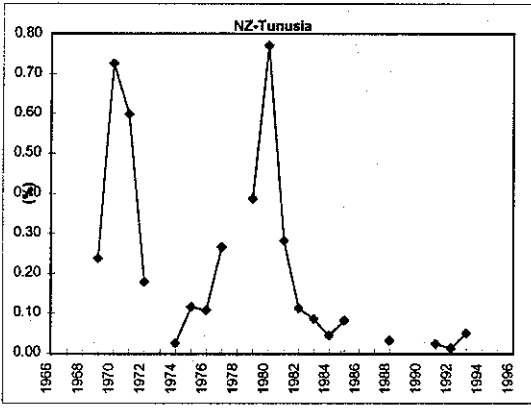


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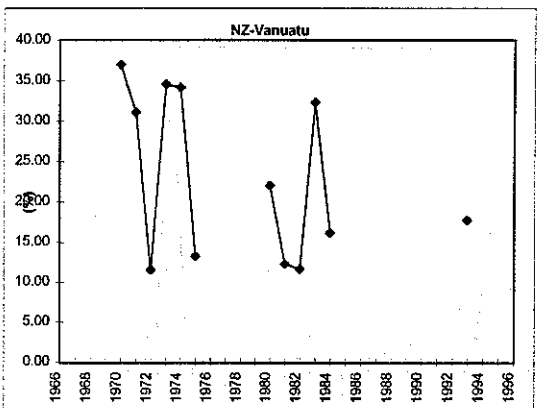
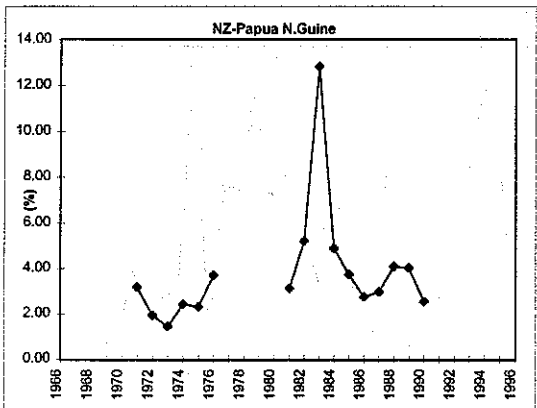
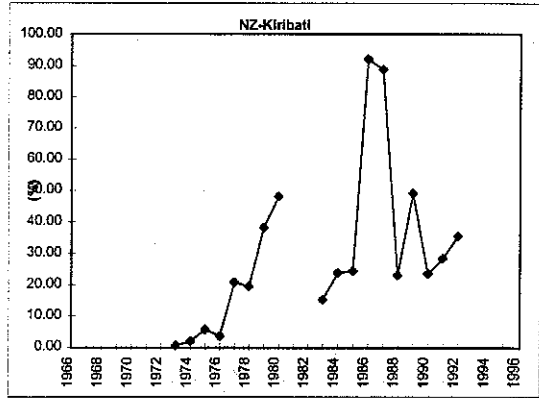
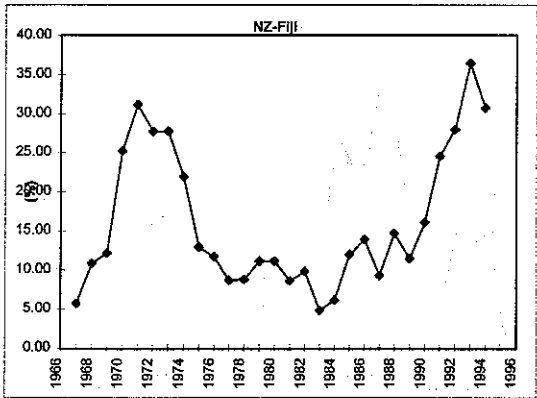
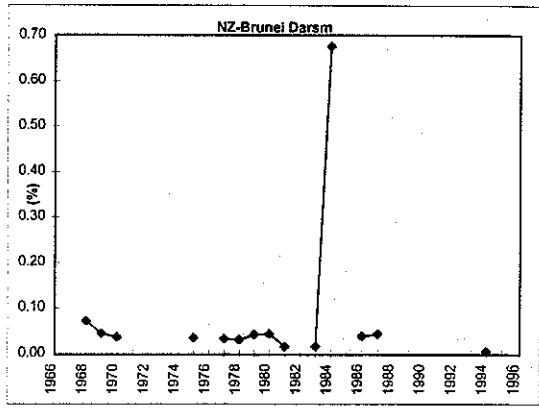


Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

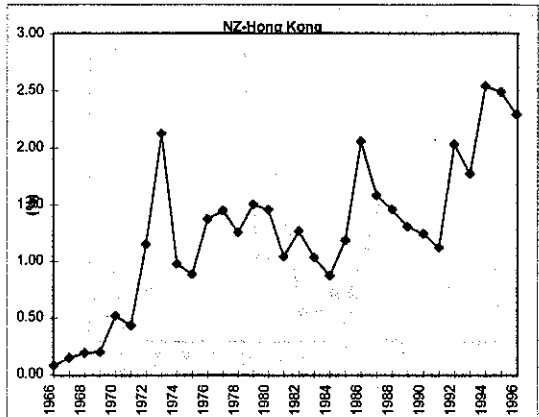
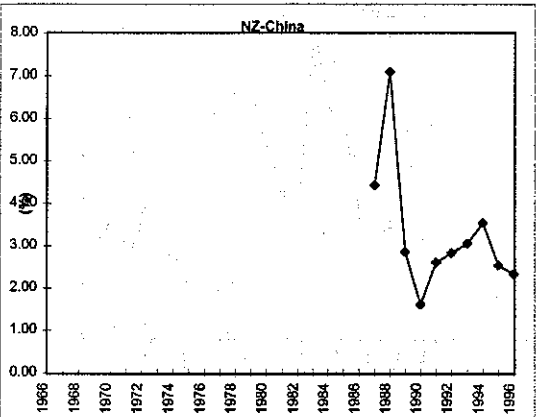
Africa



Pacific Island Nations

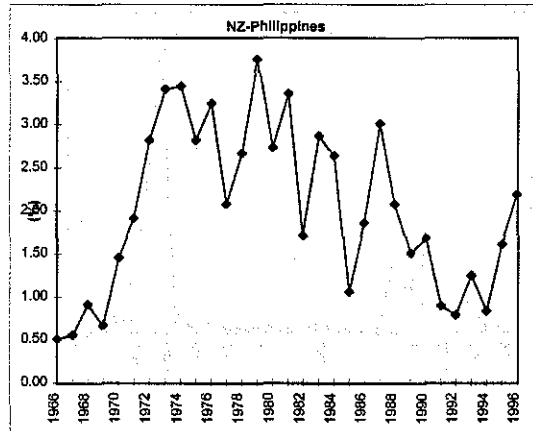
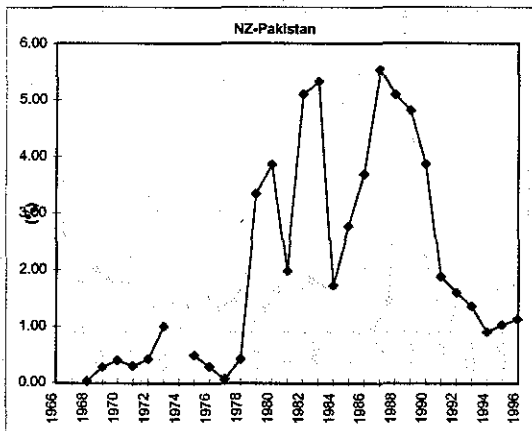
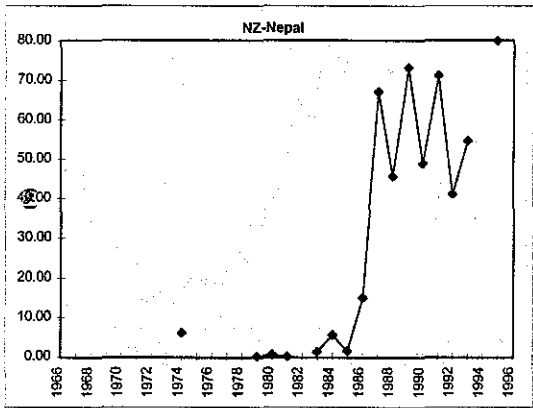
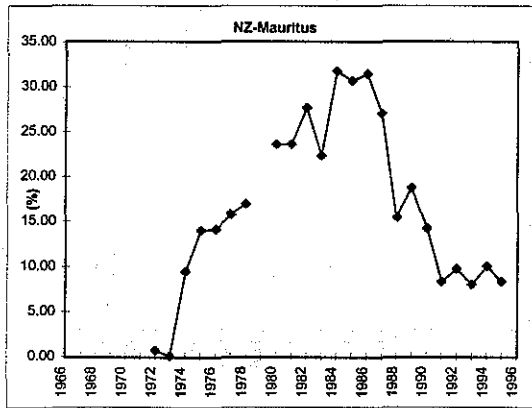
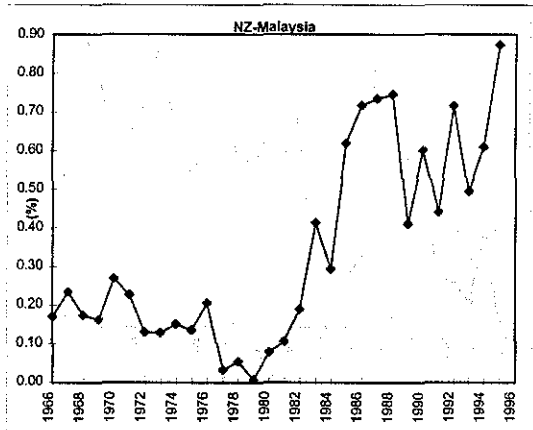
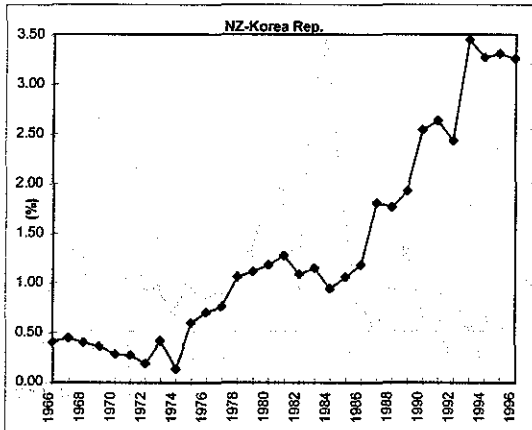
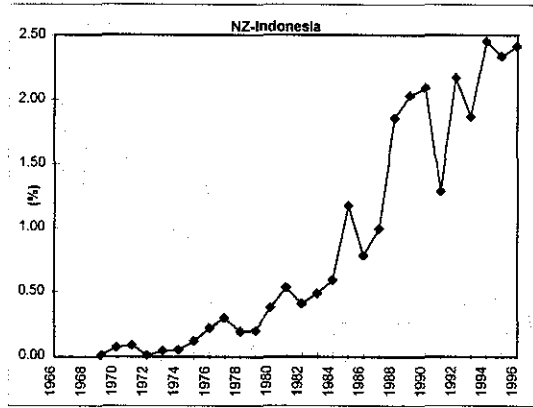
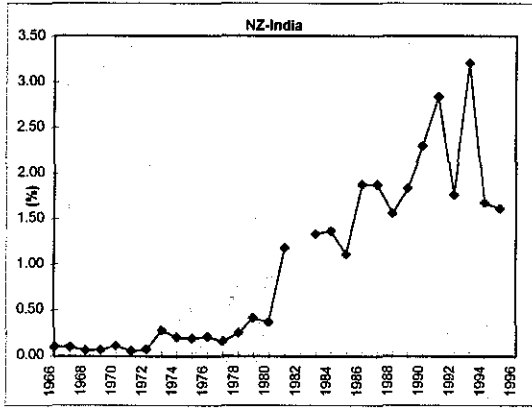


Other Asia



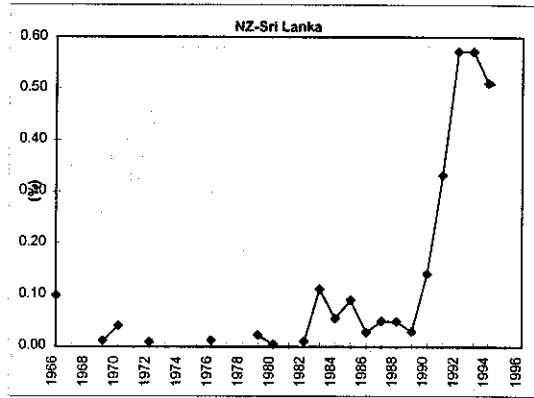
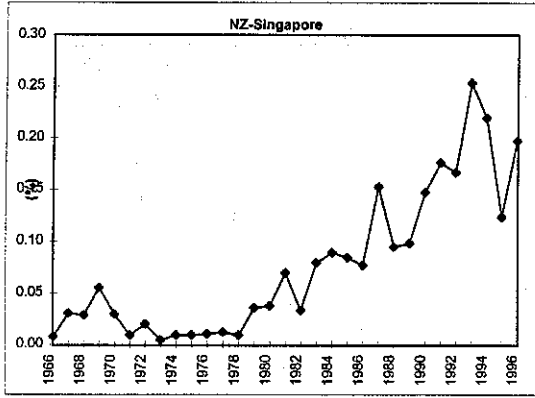
Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

Other Asia

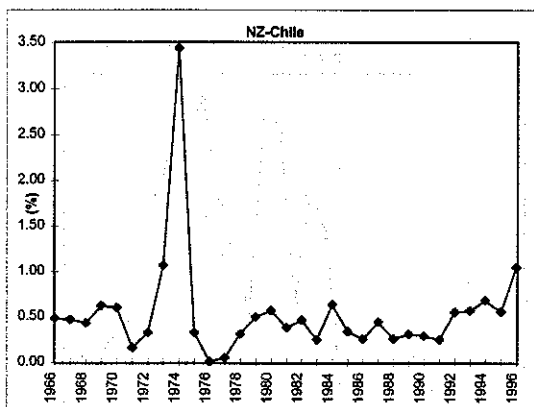
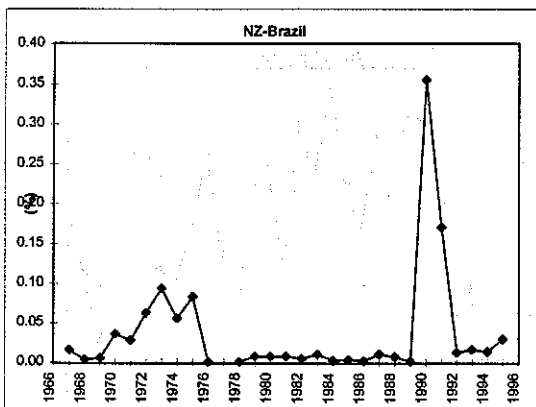
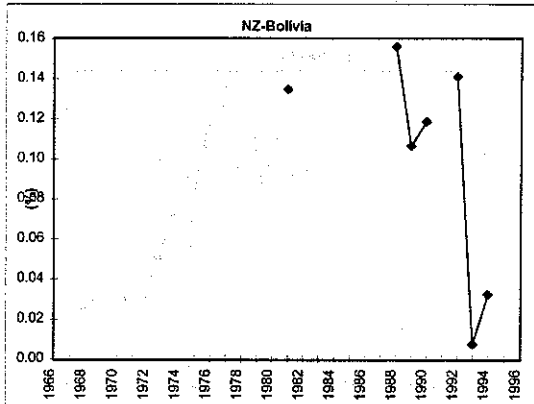
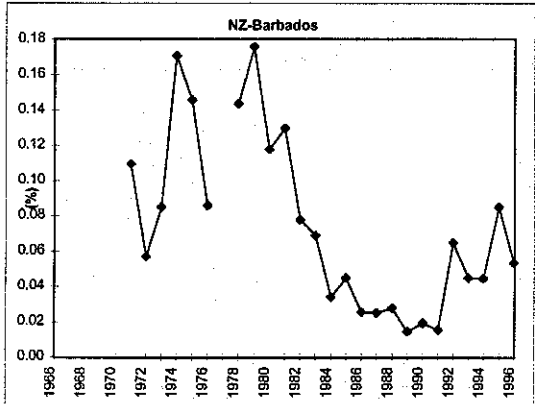
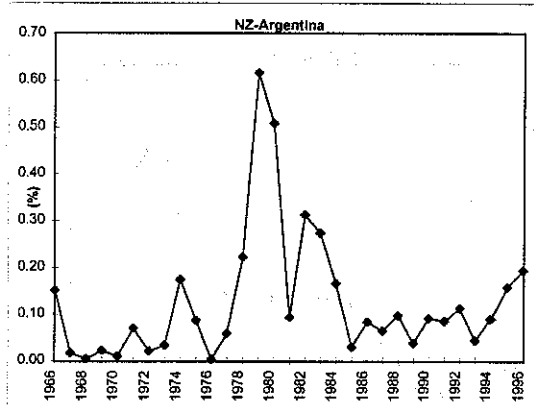
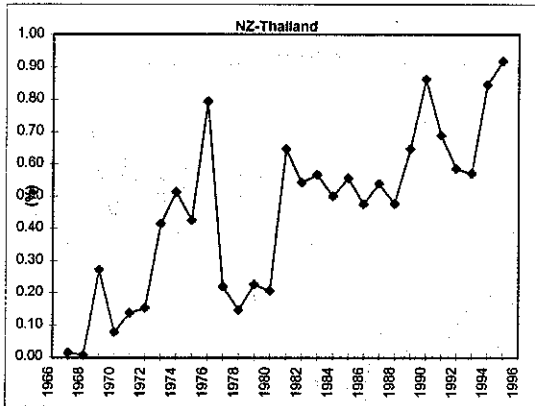


Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

Other Asia

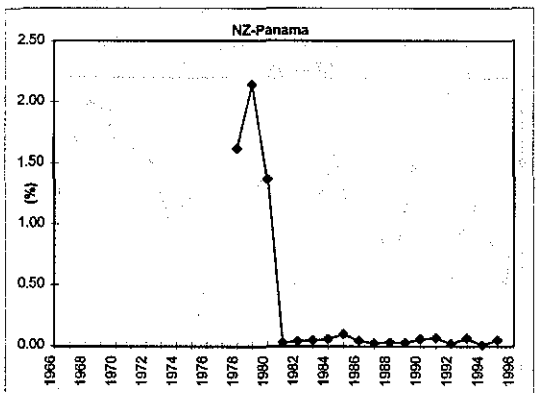
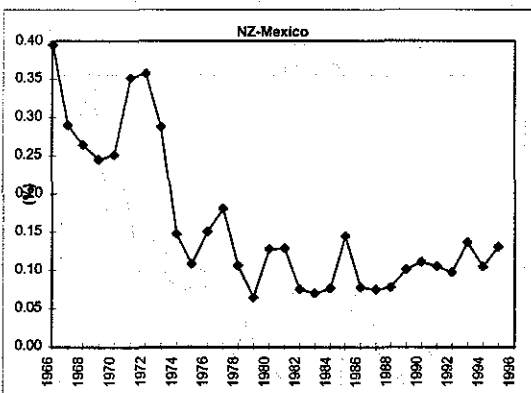
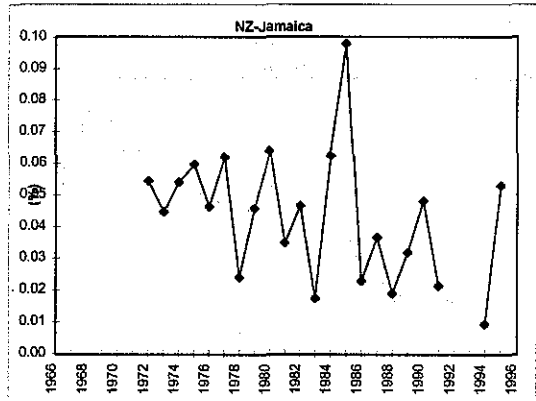
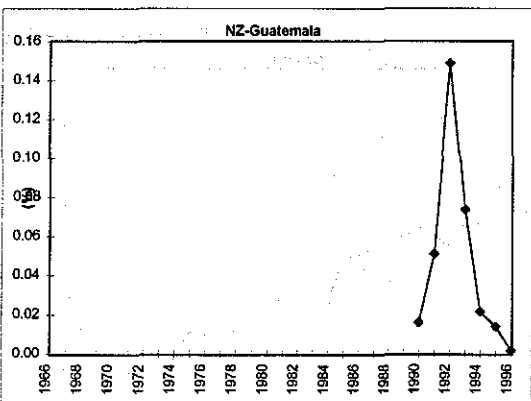
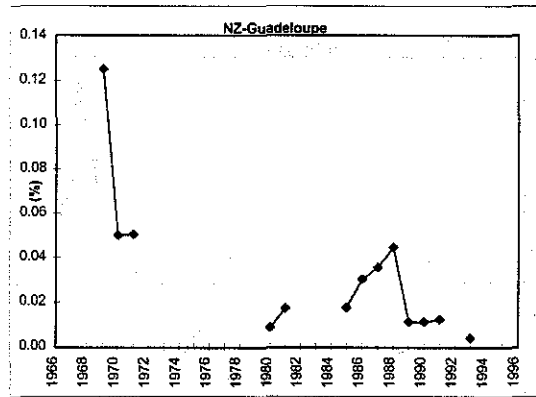
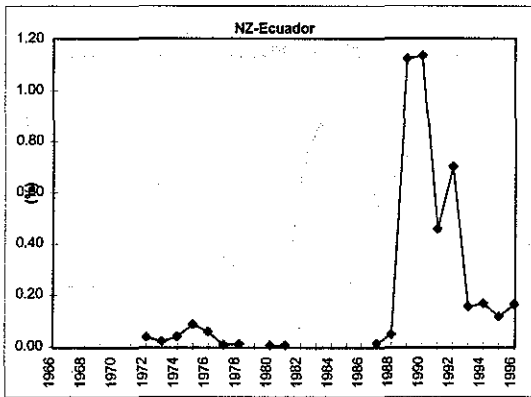
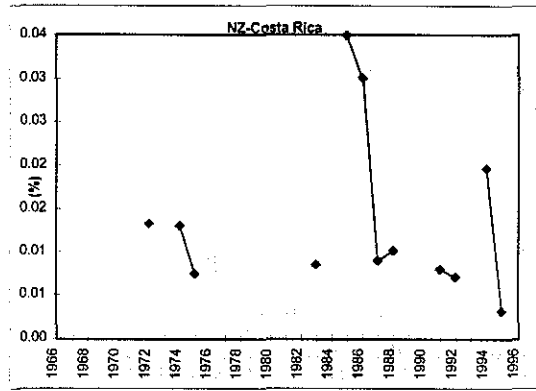
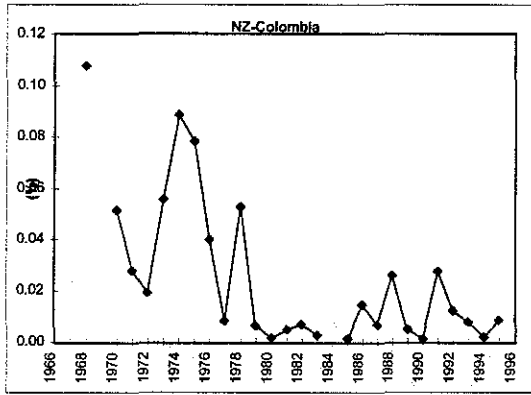


Latin America



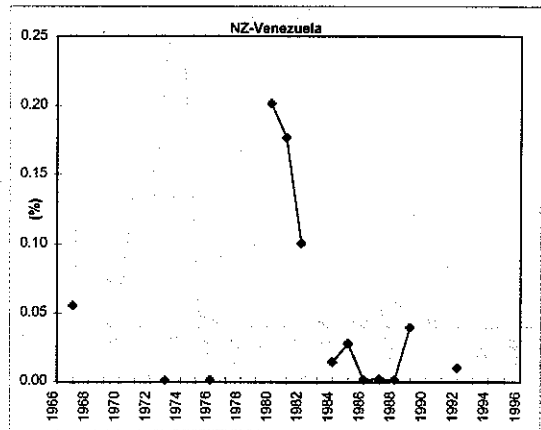
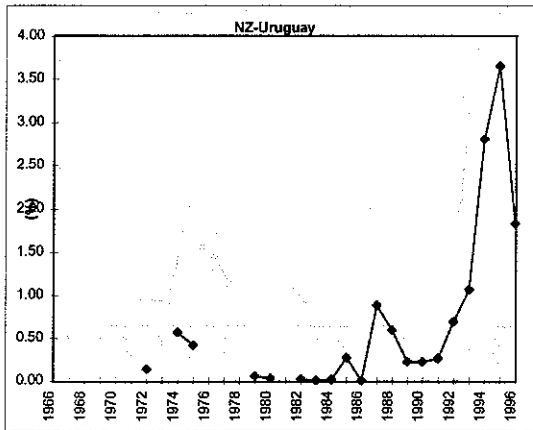
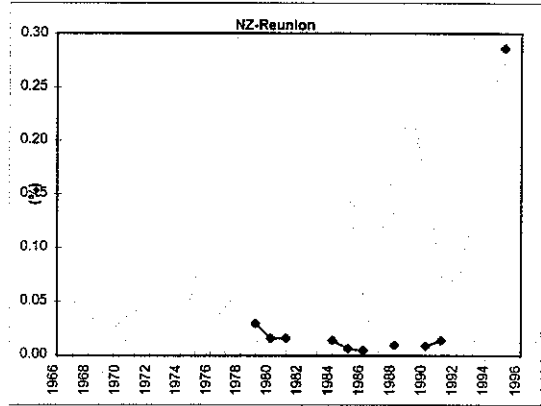
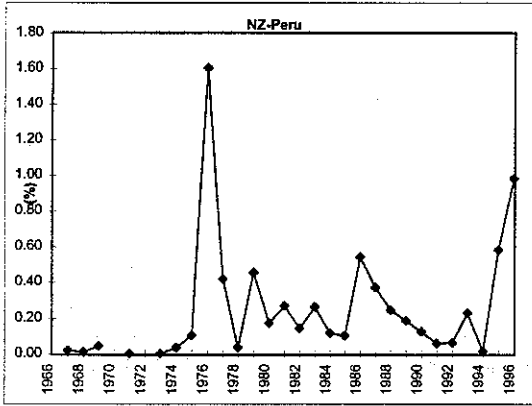
Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

Latin America

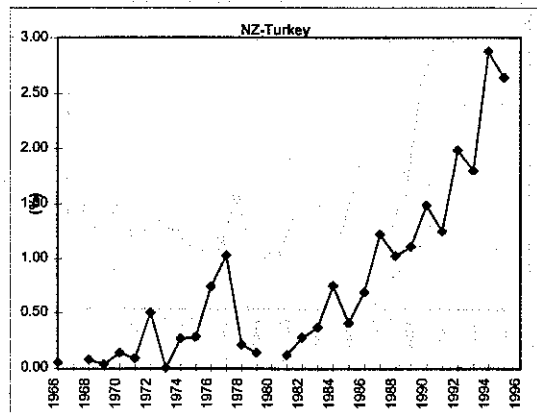
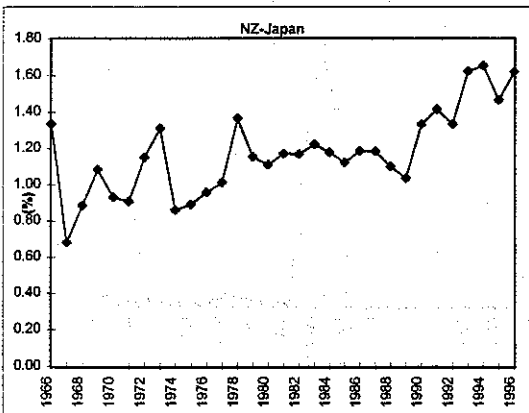
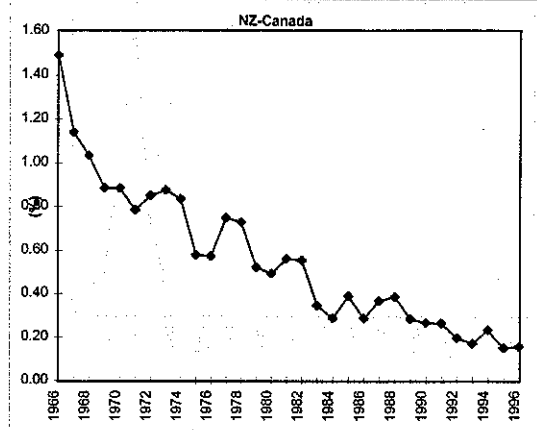
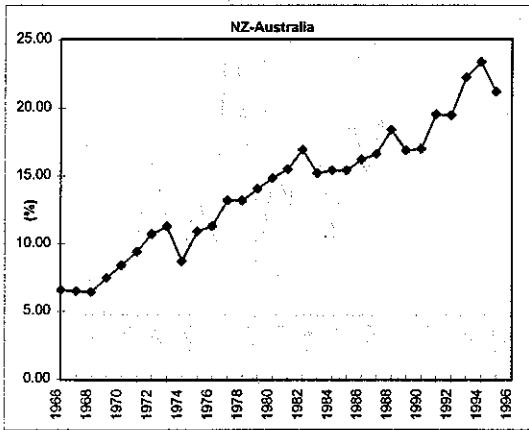


Market Share Analysis-Crude Materials (2)
New Zealand Exports in Countries' Total Imports

Latin America

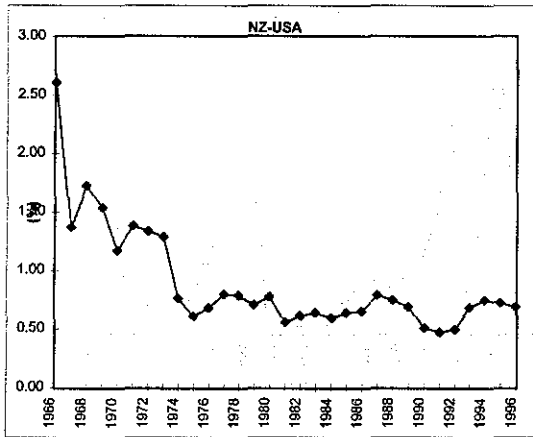


Other OECD



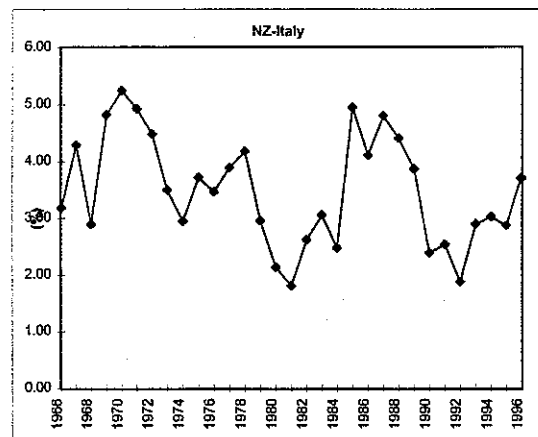
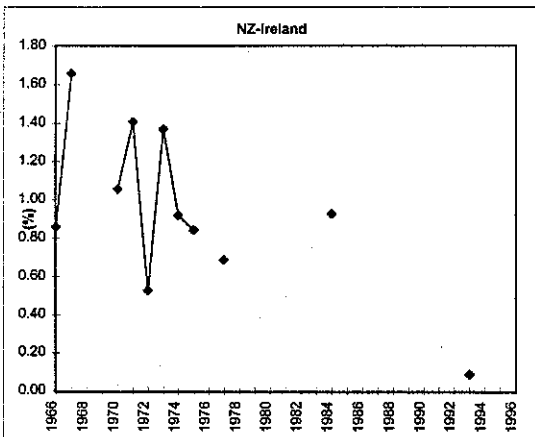
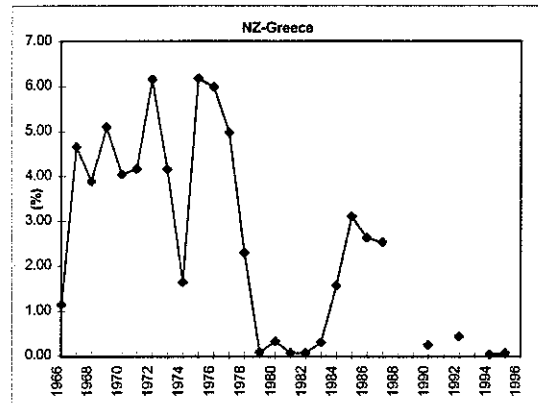
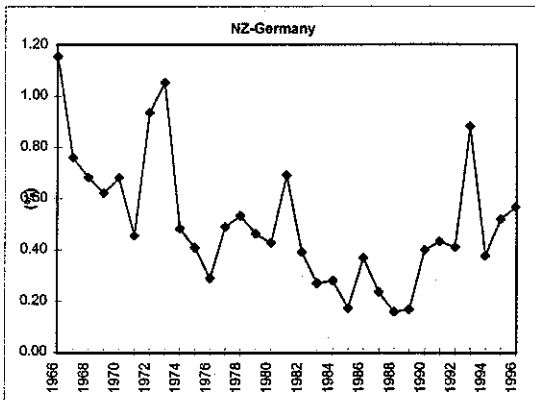
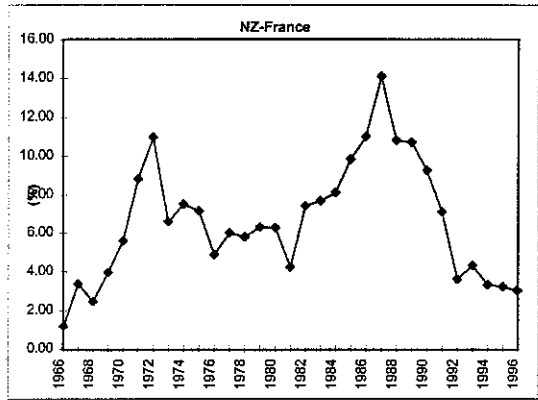
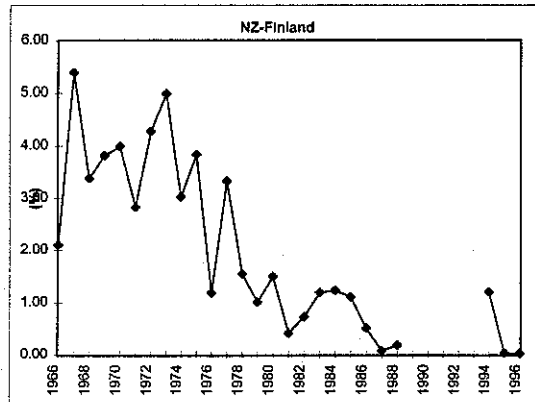
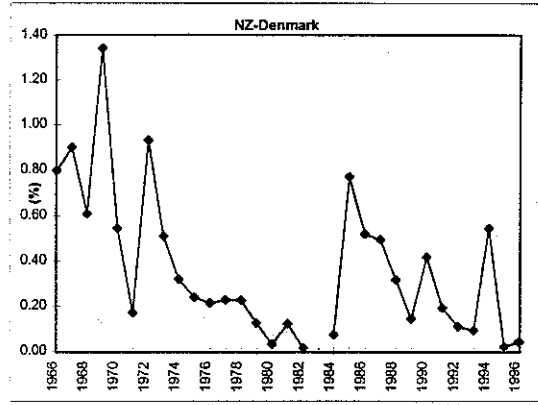
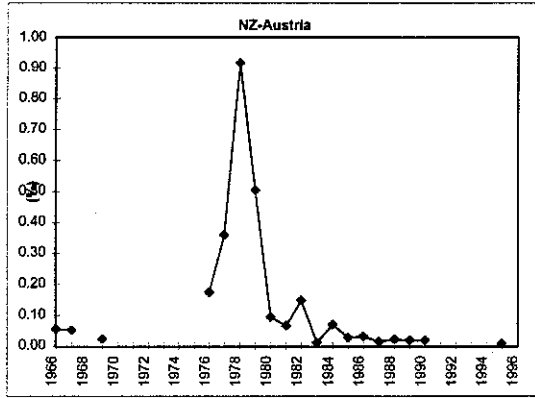
Market Share Analysis-Crude Materials (2)
 New Zealand Exports in Countries' Total Imports

Other OECD



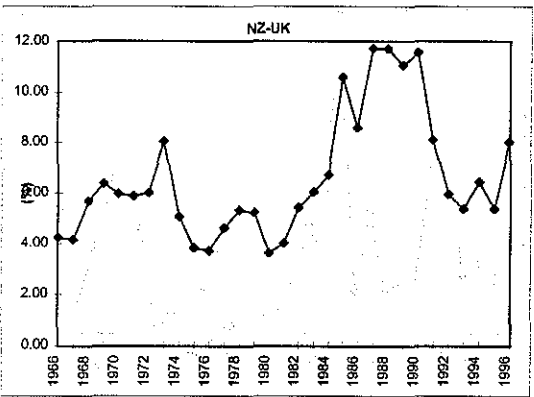
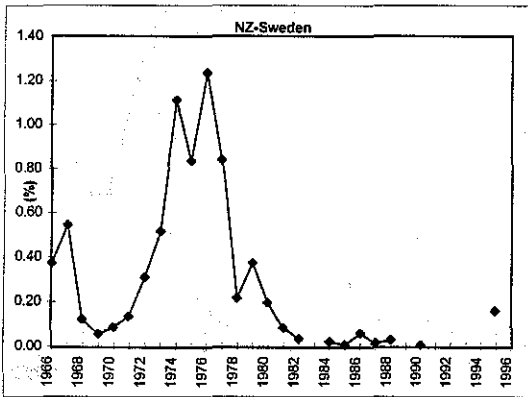
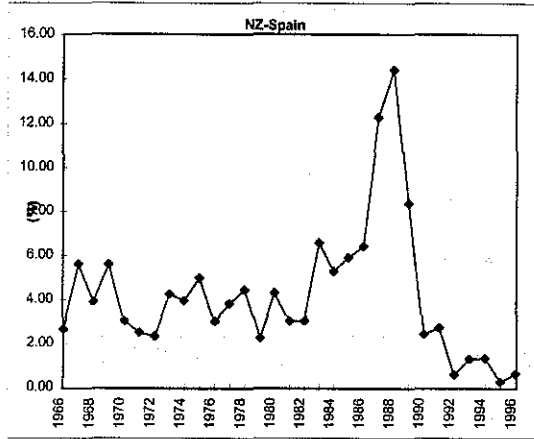
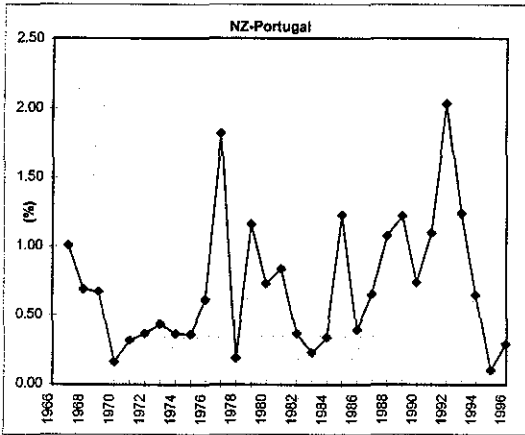
Market Share Analysis-Hides Skins (21)
New Zealand Exports in Countries' Total Imports

EC

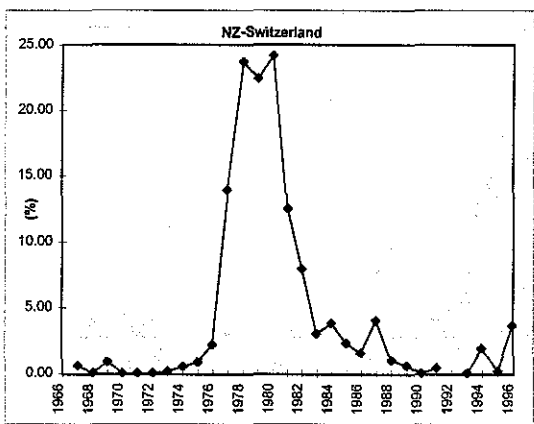
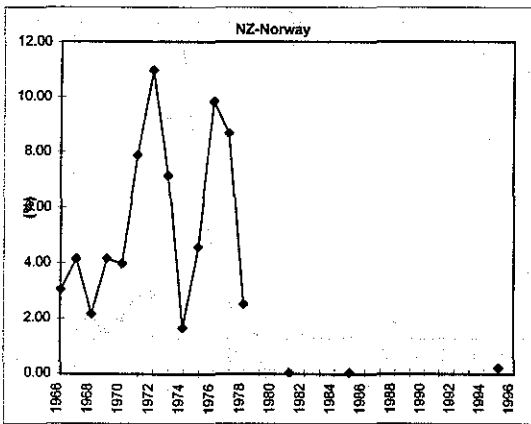


Market Share Analysis-Hides (21)
New Zealand Exports in Countries' Total Imports

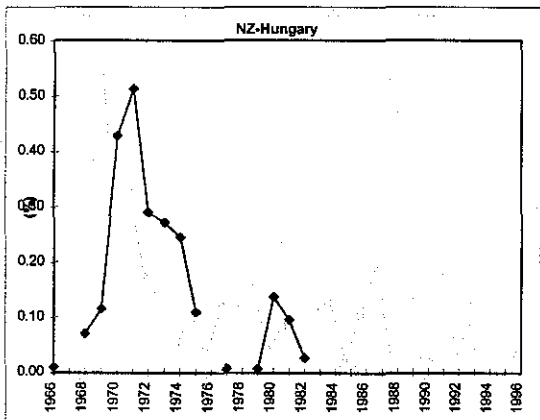
EC



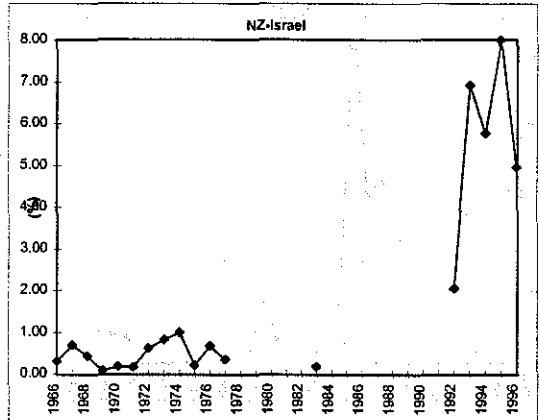
EFTA



Other Europe

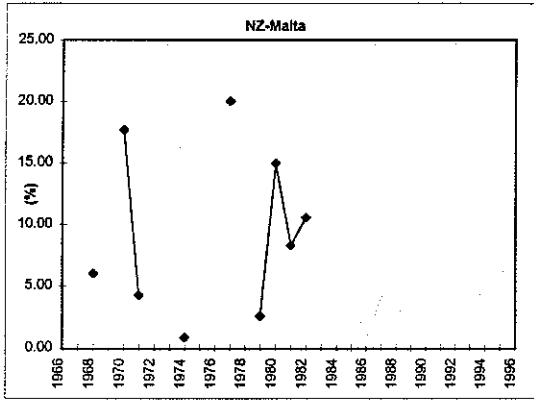


Middle East

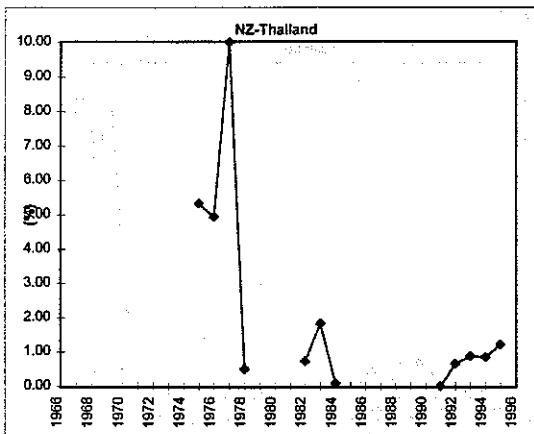
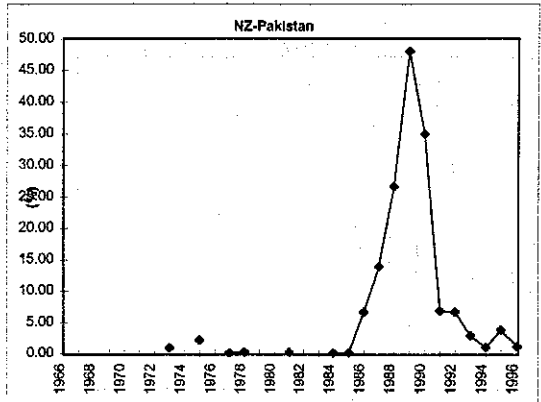
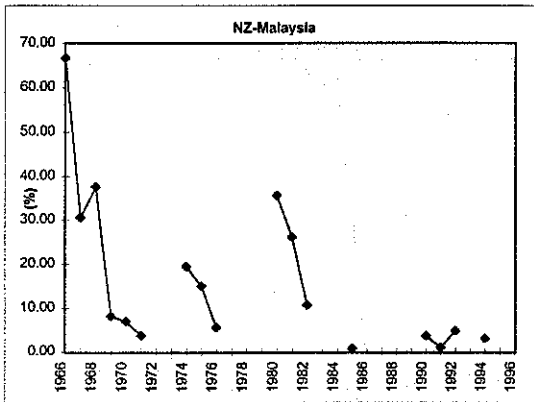
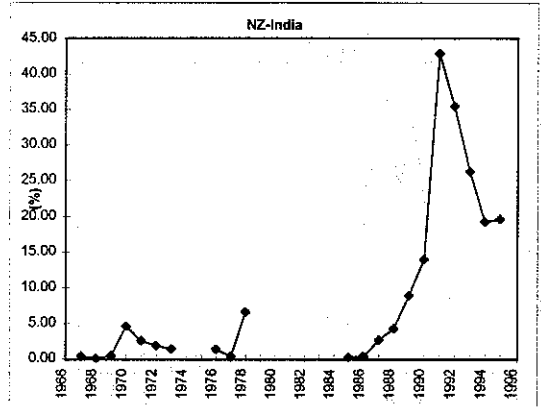
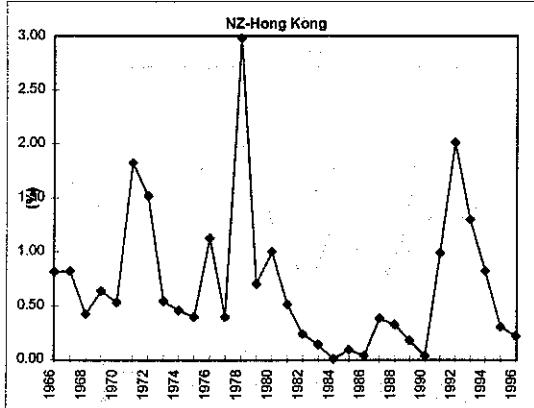
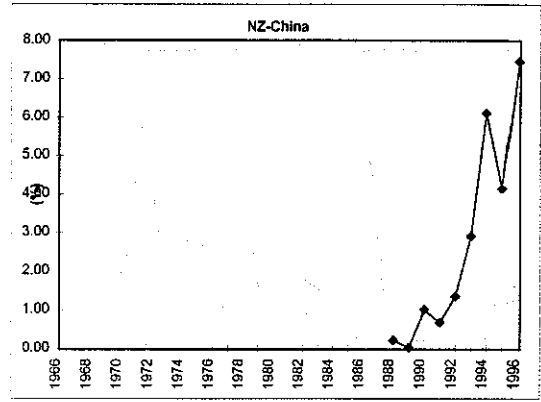


Market Share Analysis-Hides Skins (21)
New Zealand Exports in Countries' Total Imports

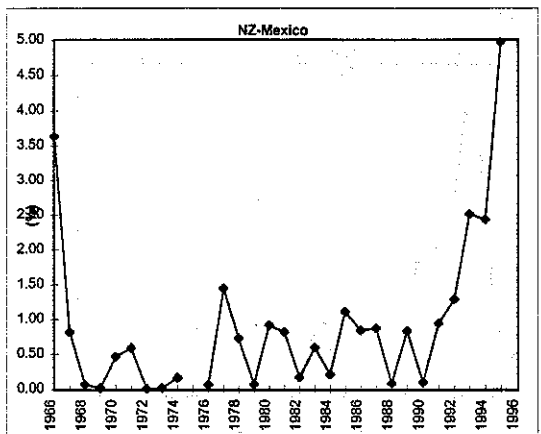
Middle East



Other Asia

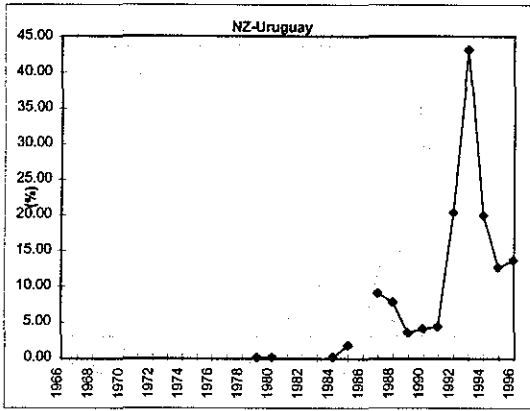


Latin America

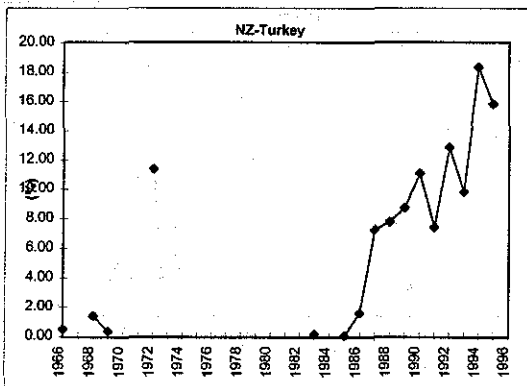
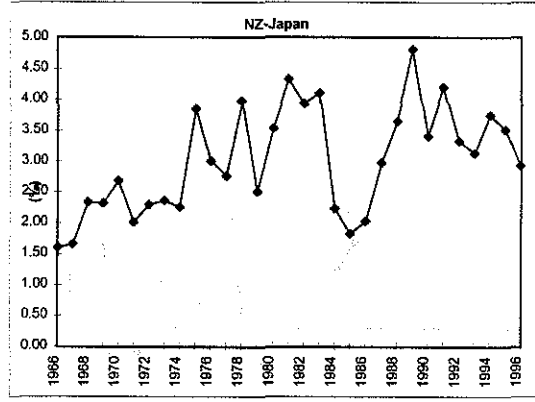
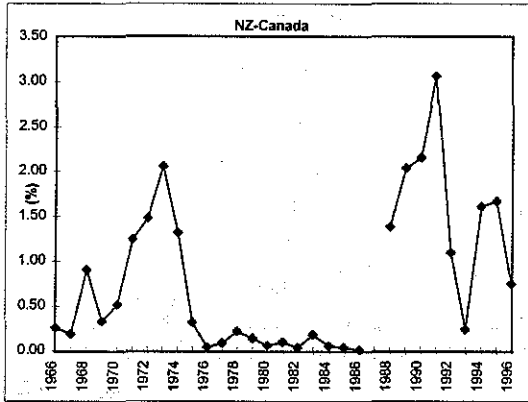
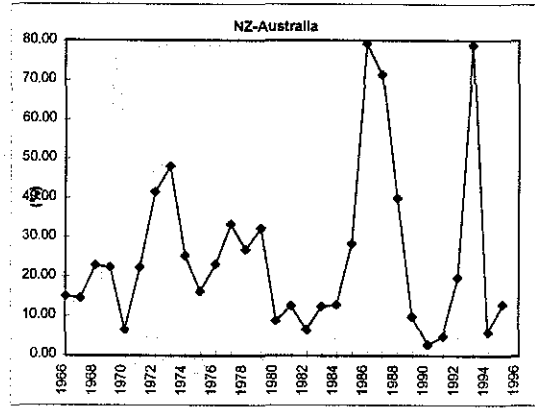


Market Share Analysis-Hides Skins (21)
New Zealand Exports in Countries' Total Imports

Latin America

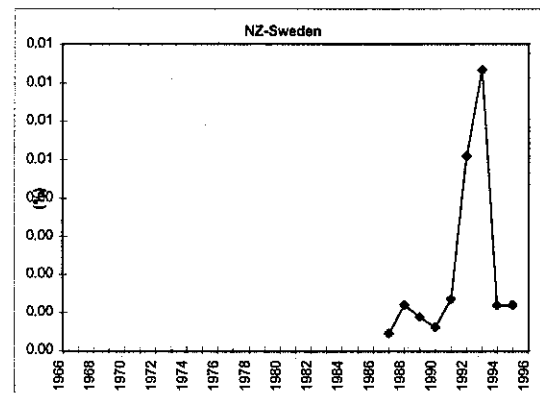
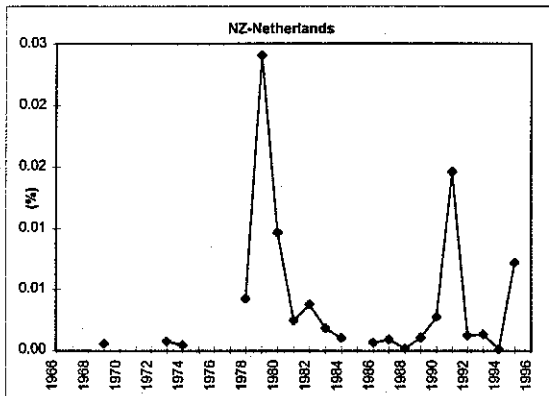
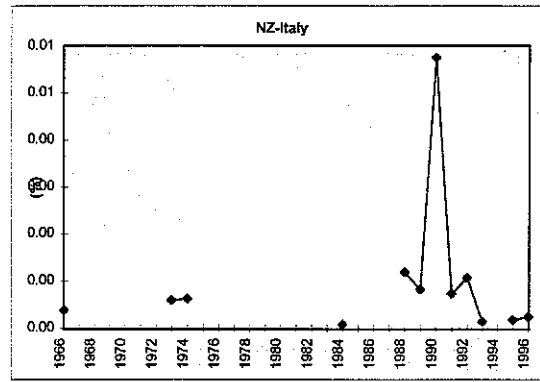
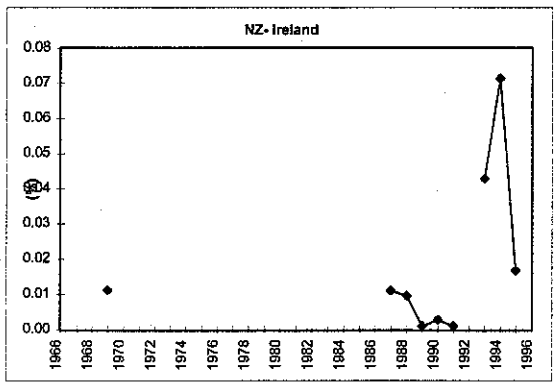
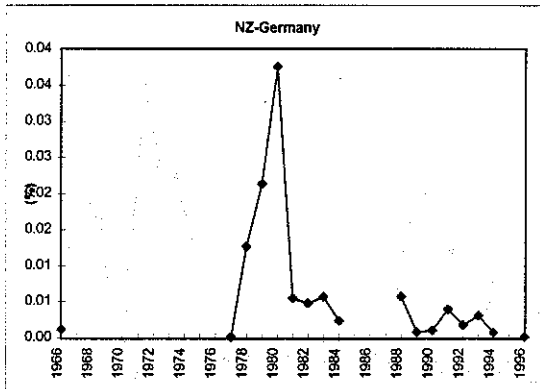
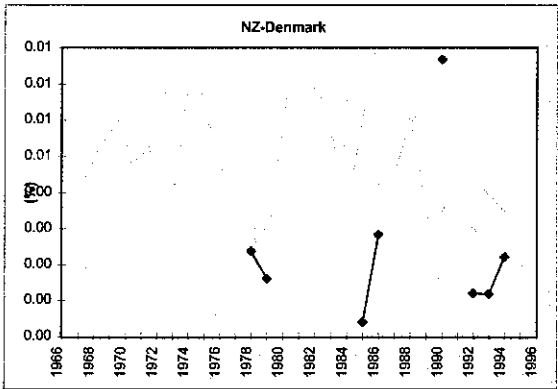
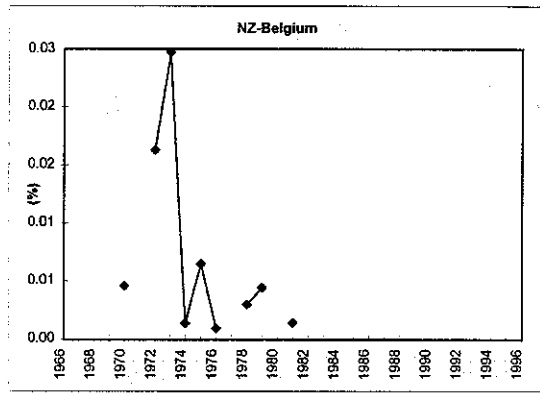
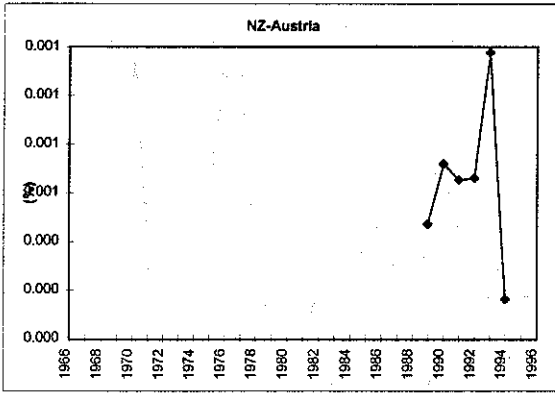


Other OECD



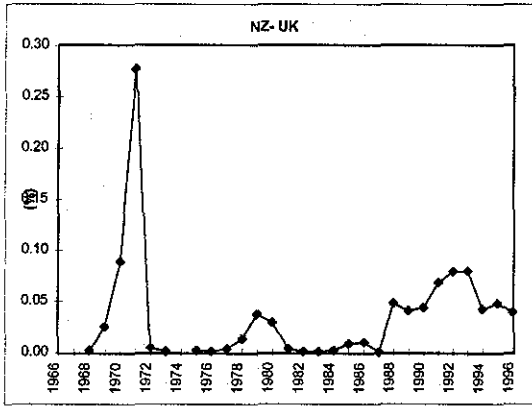
Market Share Analysis-Wood (24)
New Zealand Exports in Countries' Total Imports

EC

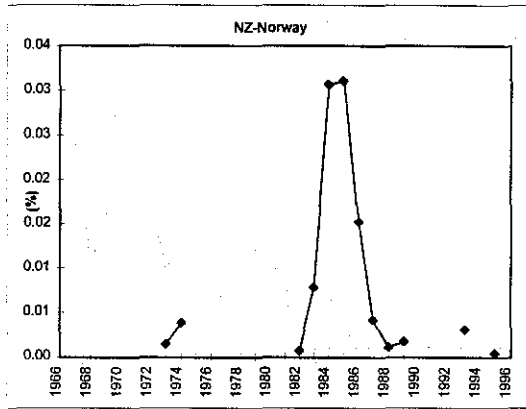


Market Share Analysis-Wood (24)
New Zealand Exports in Countries' Total Imports

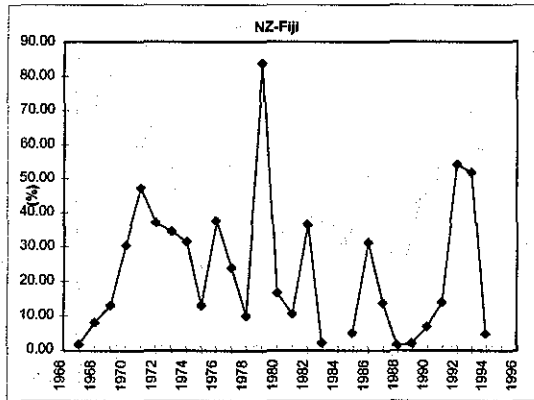
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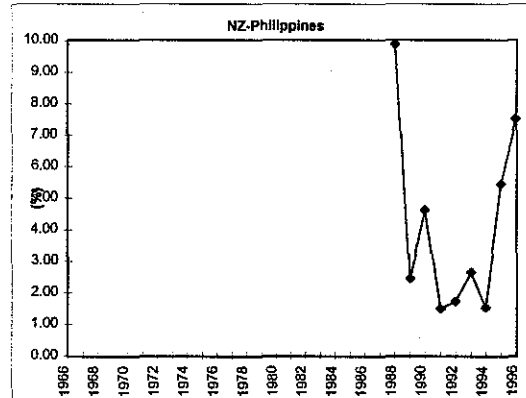
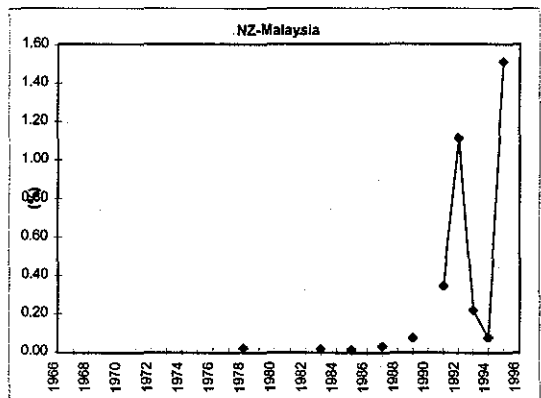
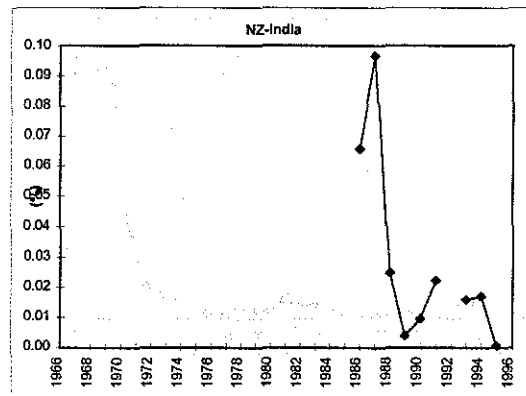
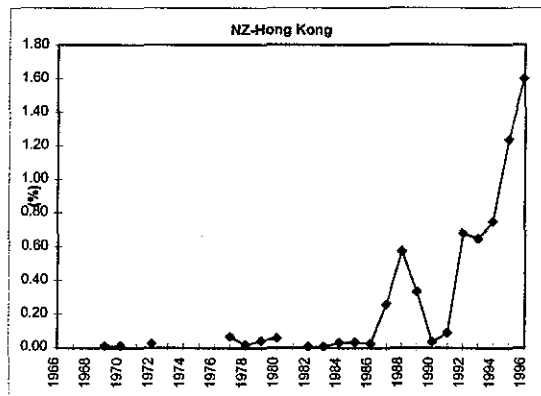
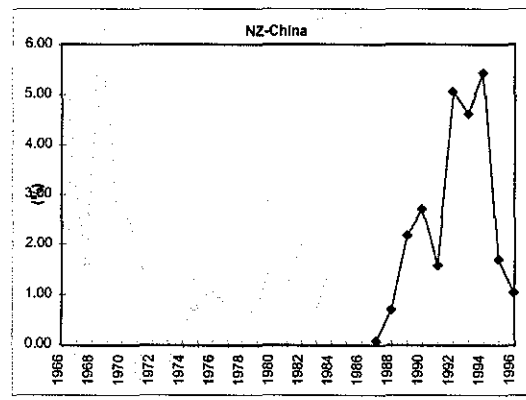
EFTA



Pacific Island Nations

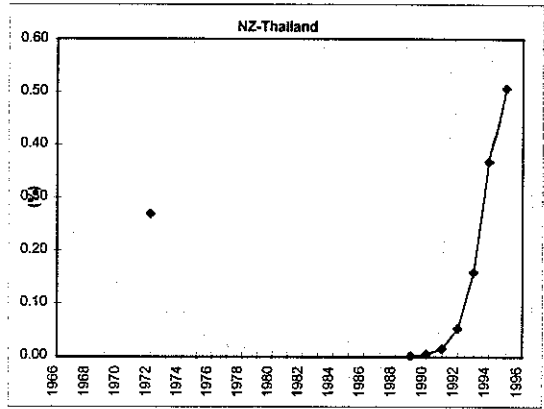
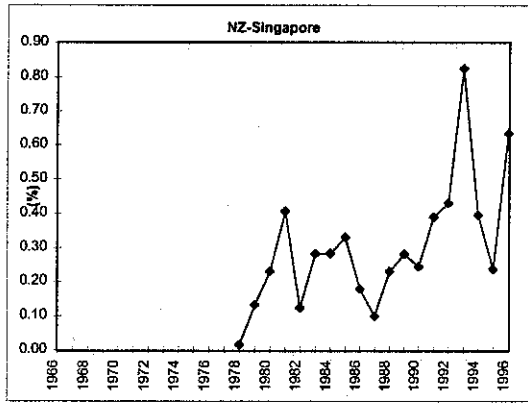


Other Asia

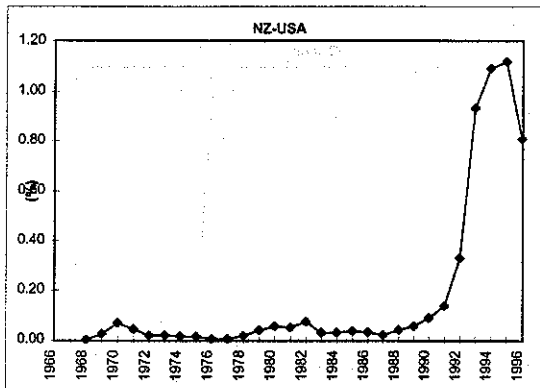
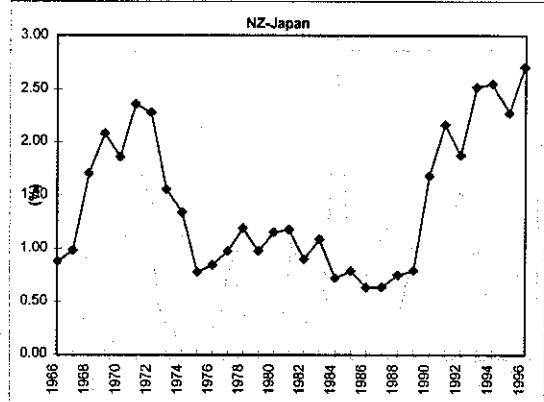
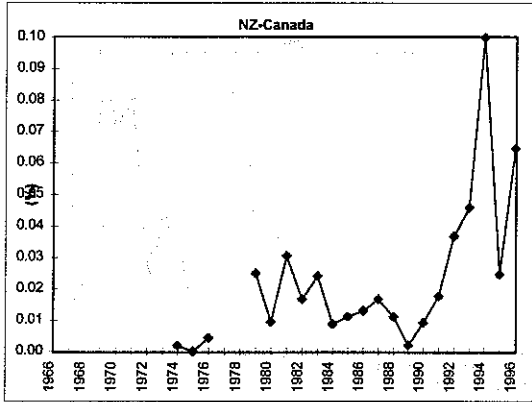


Market Share Analysis-Wood (24)
New Zealand Exports in Countries' Total Imports

Other Asia

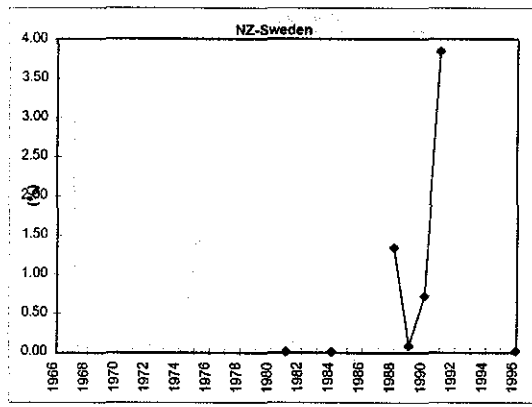
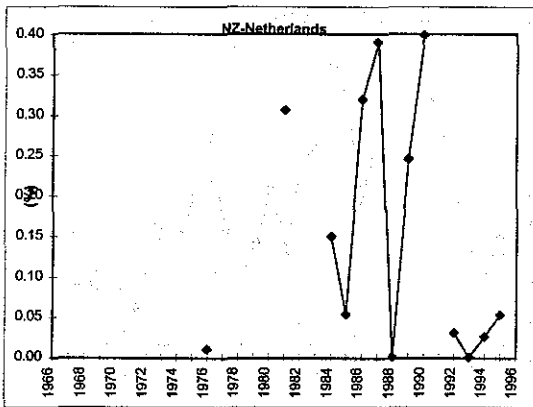
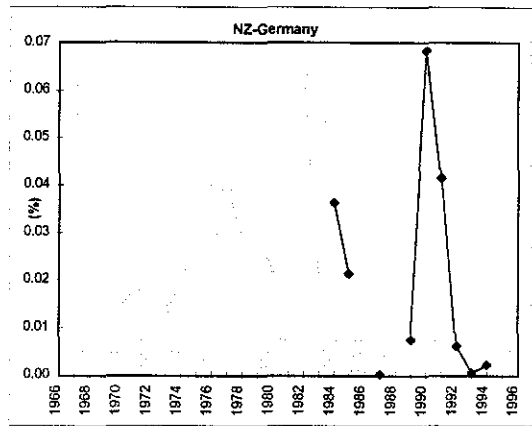
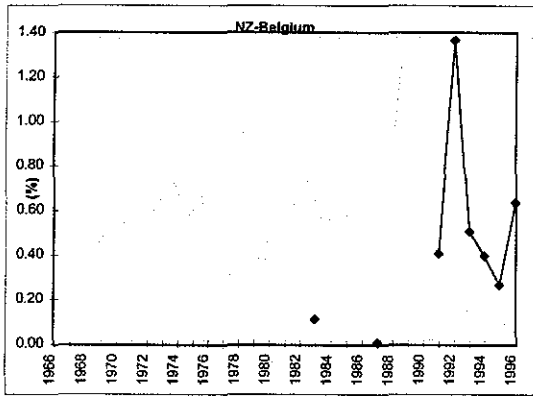


Other OECD

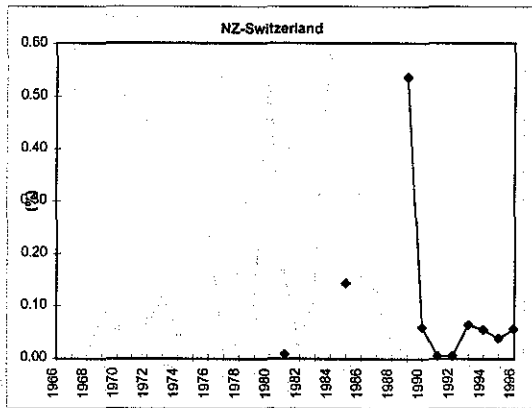
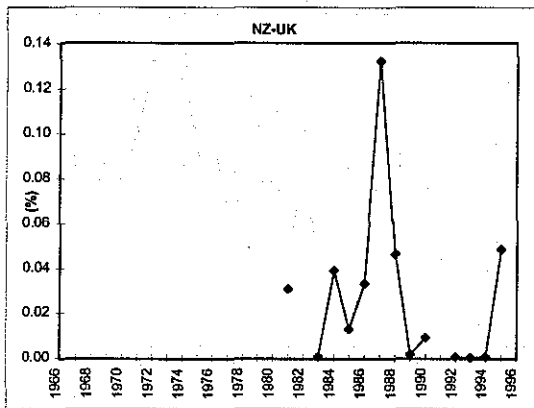


Market Share Analysis-Pulp (25)
New Zealand Exports in Countries' Total Imports

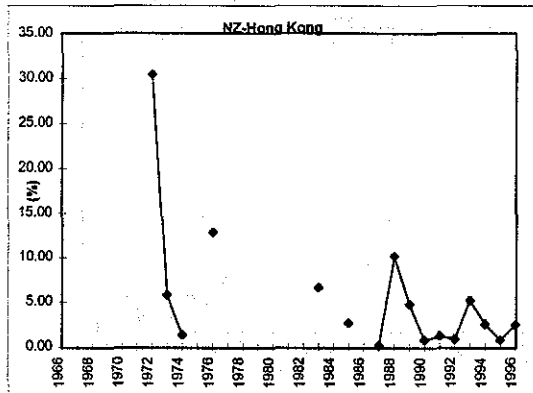
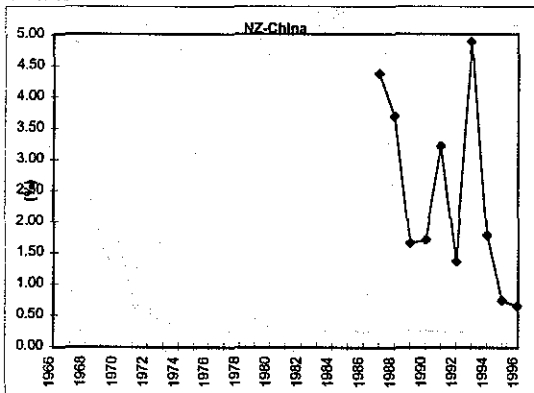
EC



EFTA

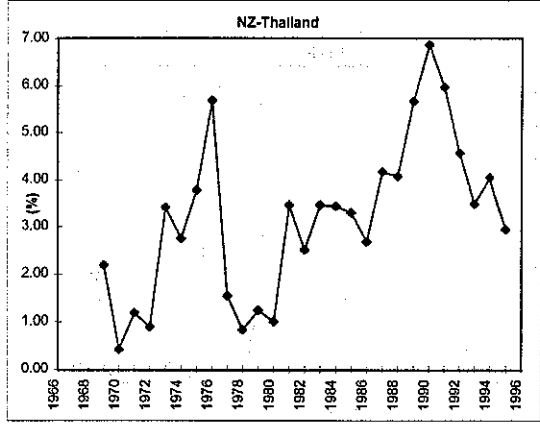
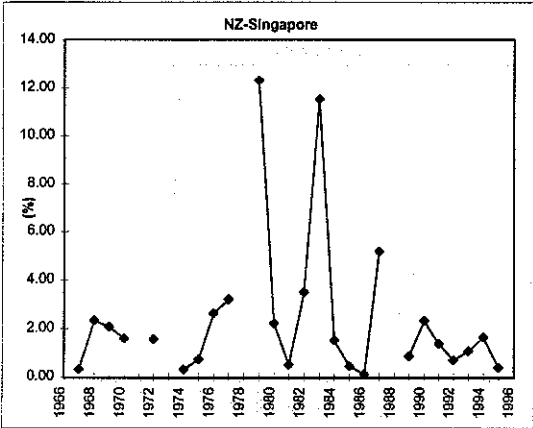
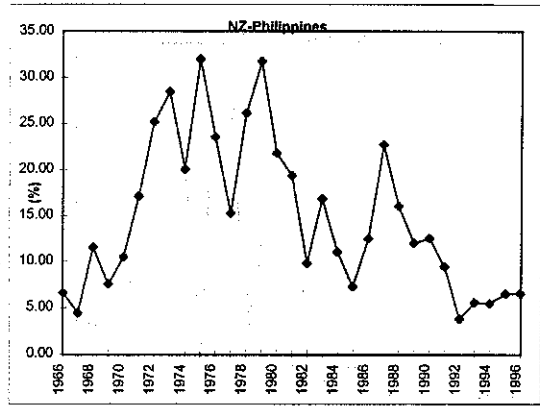
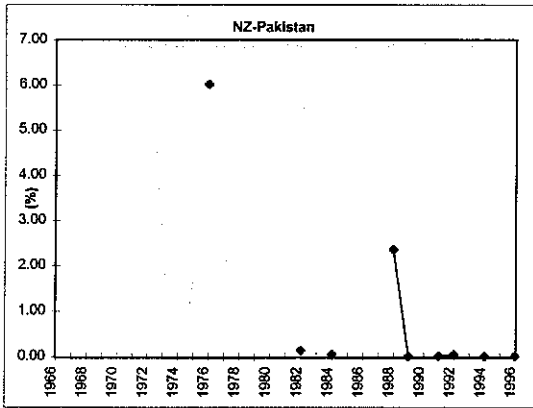
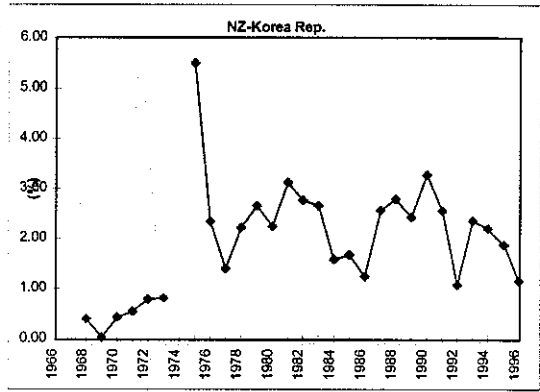
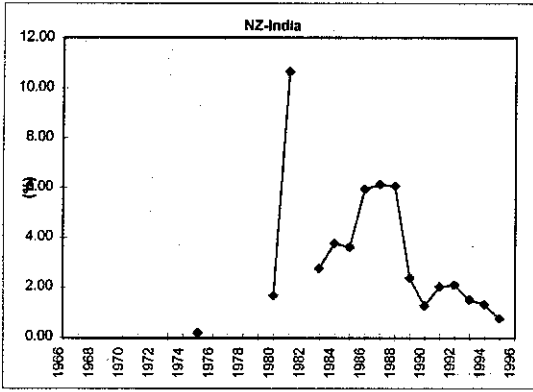


Other Asia

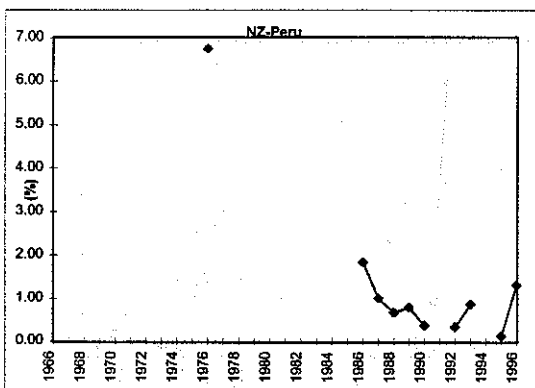


Market Share Analysis-Pulp (25)
New Zealand Exports in Countries' Total Imports

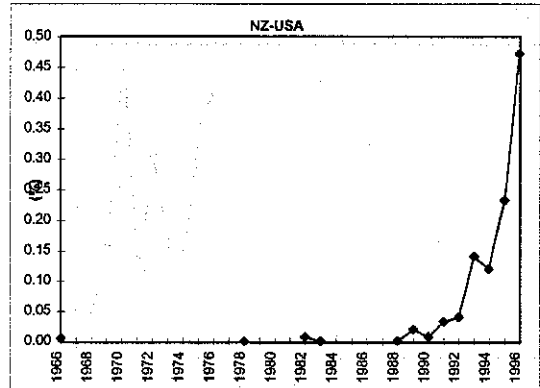
Other Asia



Latin America

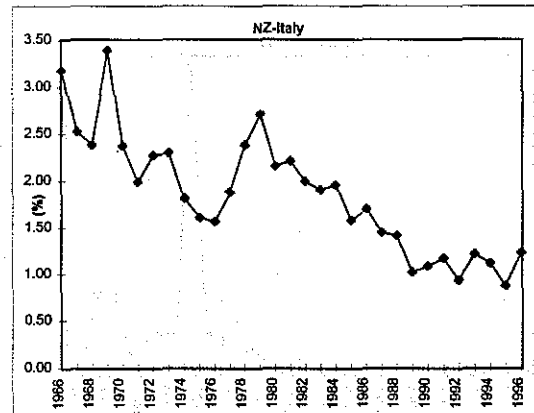
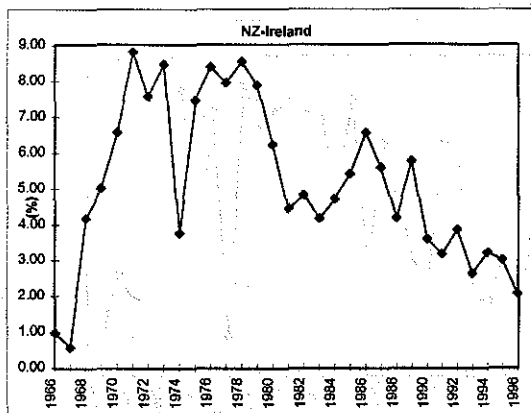
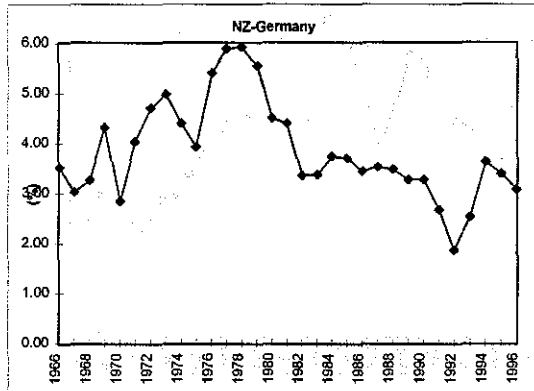
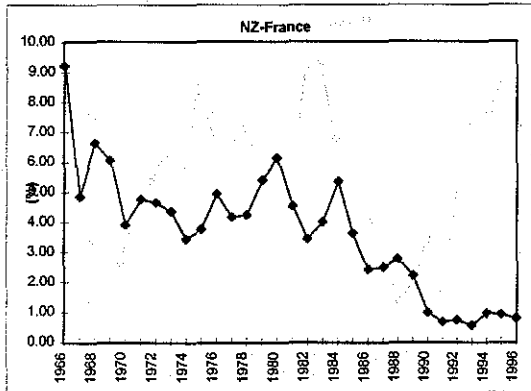
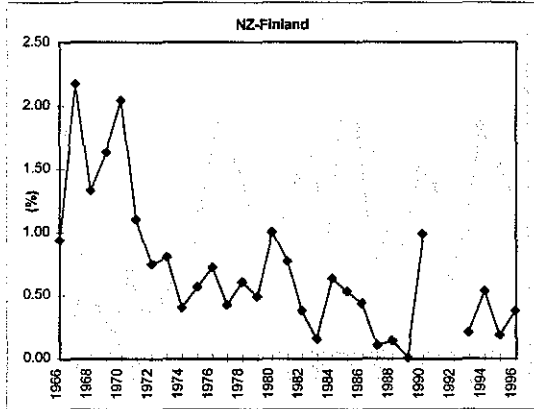
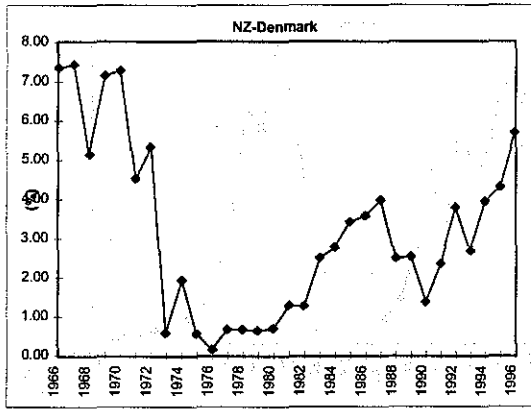
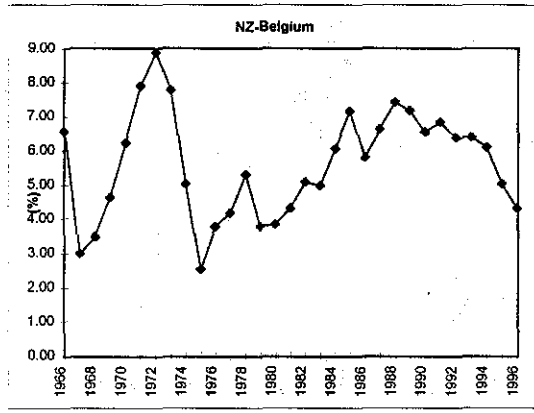
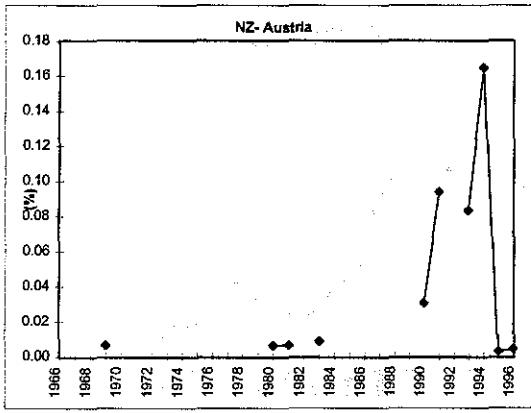


Other OECD



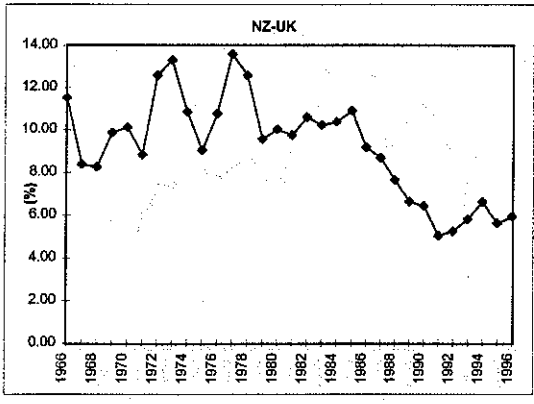
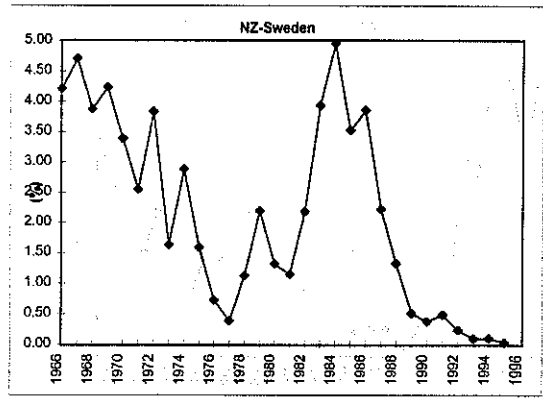
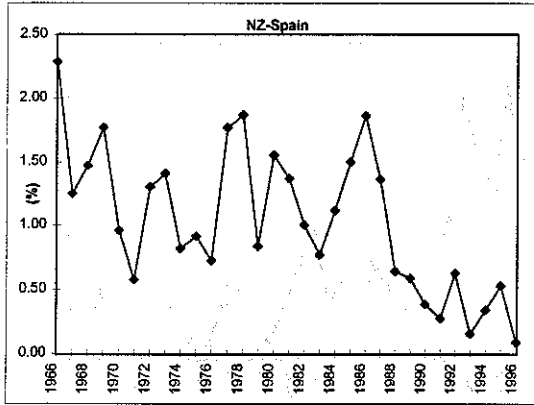
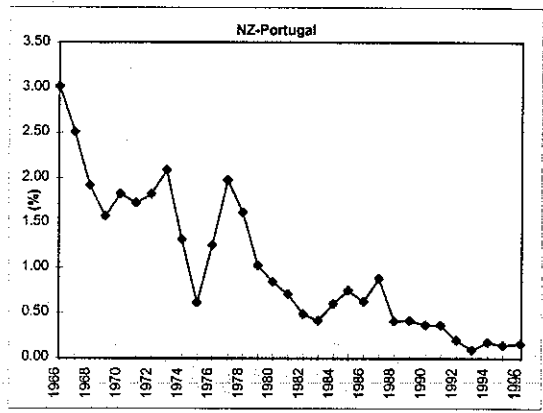
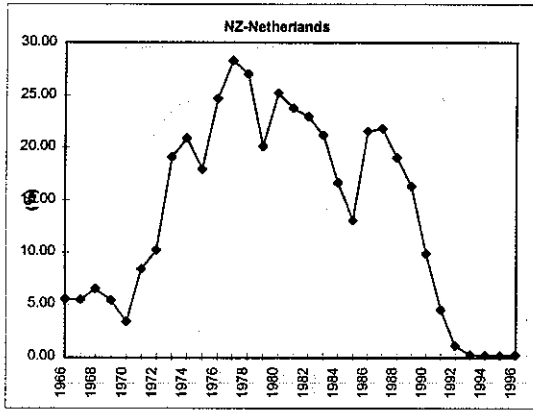
Market Share Analysis-Textiles (26)
New Zealand Exports in Countries' Total Imports

EC

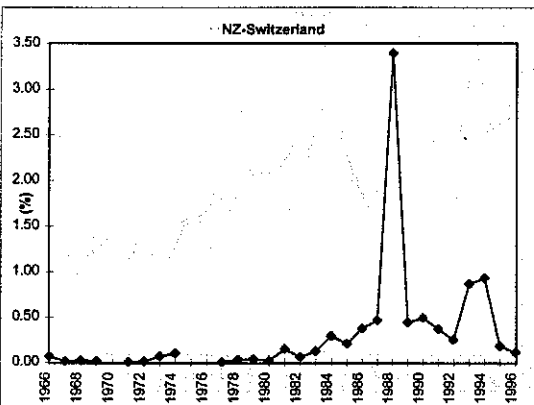
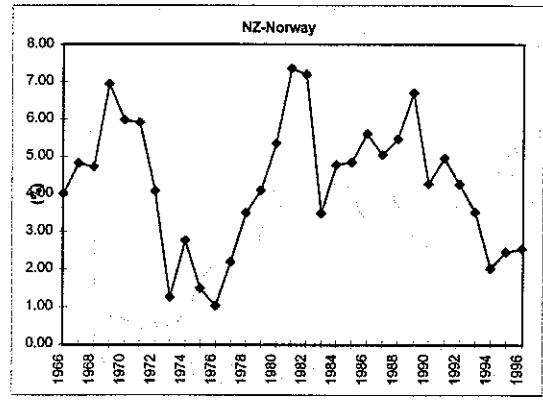


Market Share Analysis-Textiles (26)
New Zealand Exports in Countries' Total Imports

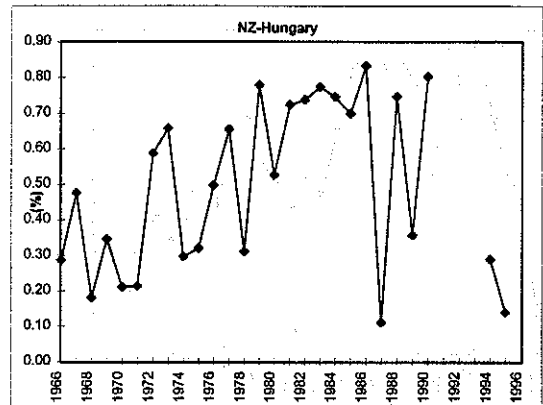
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EFTA

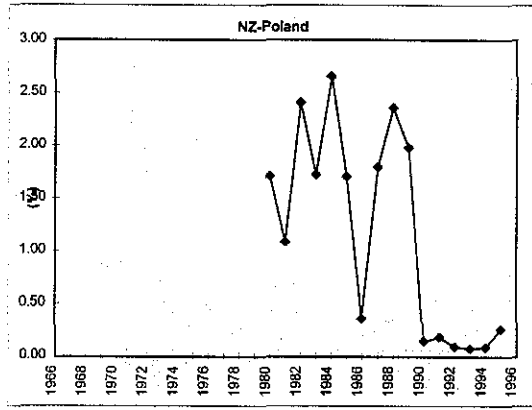
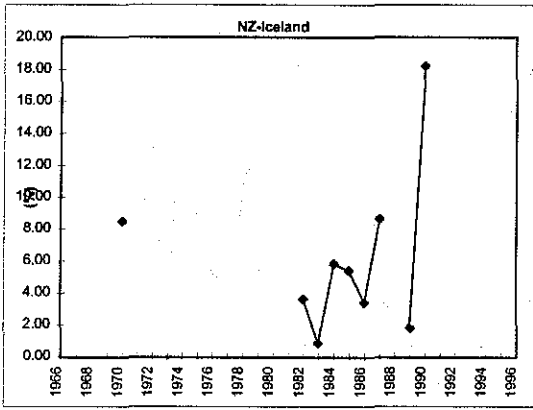


Other Europe

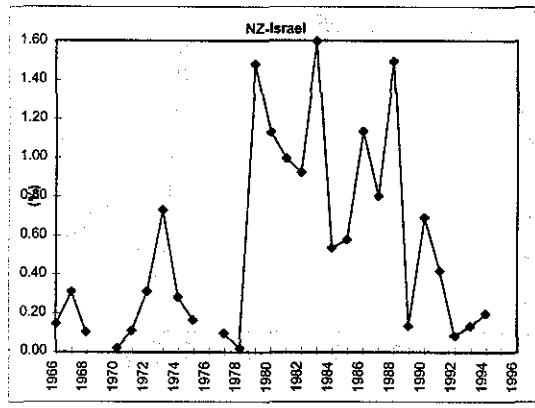
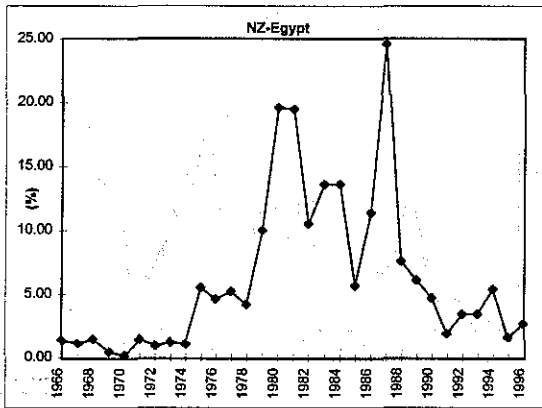


Market Share Analysis-Textiles (26)
New Zealand Exports in Countries' Total Imports

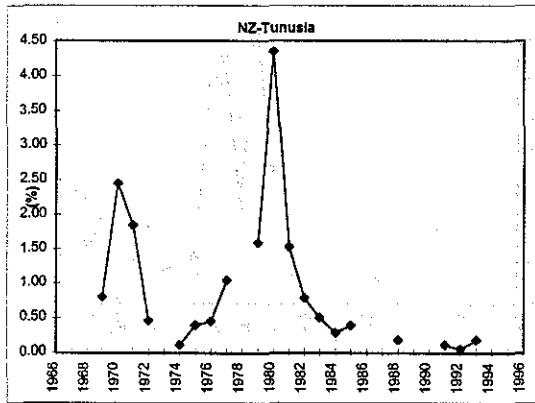
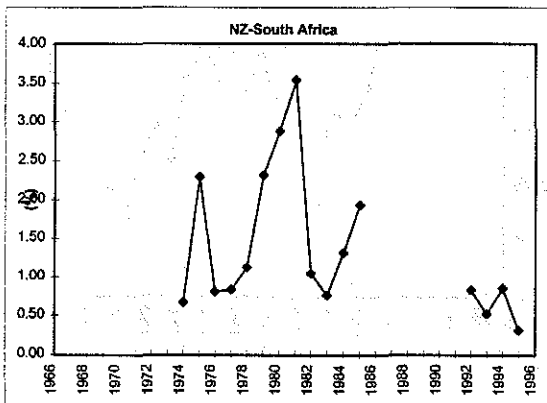
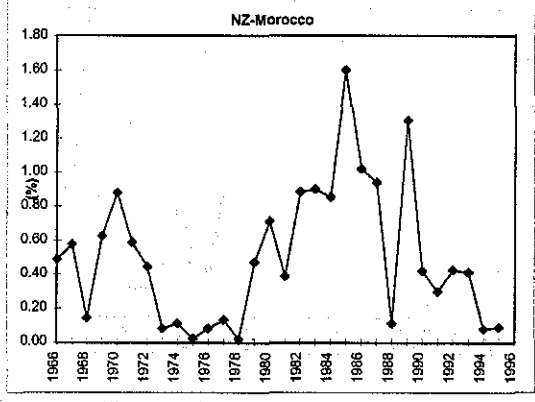
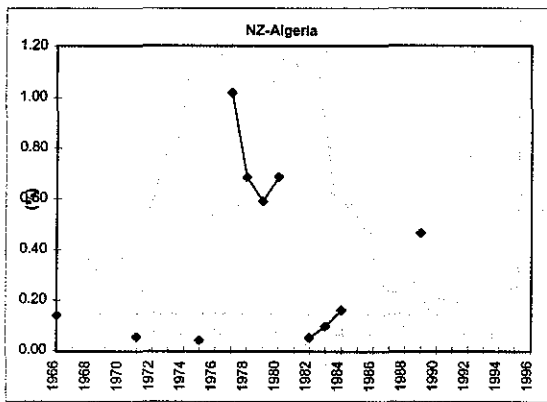
Other Europe



Middle East

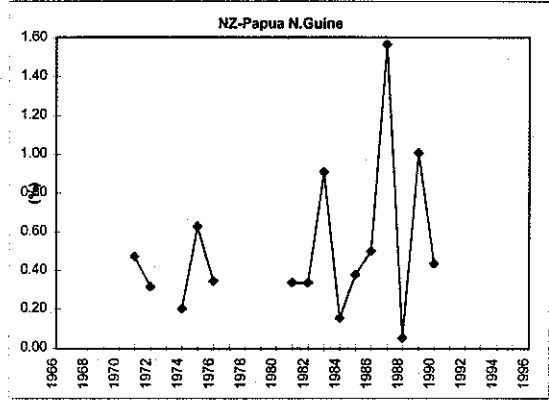
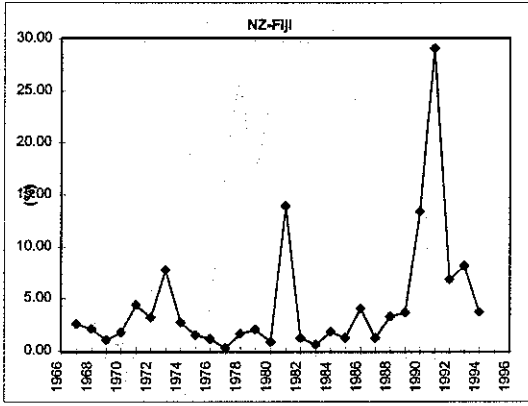


Africa

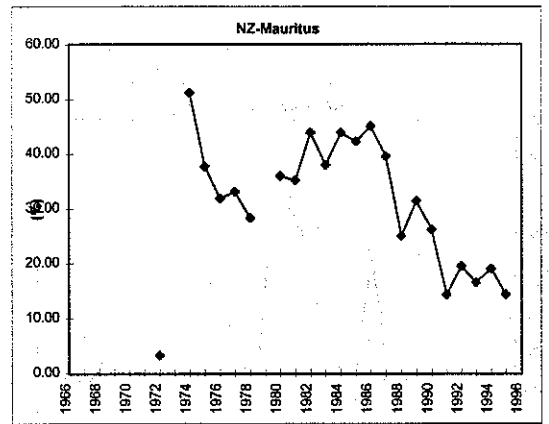
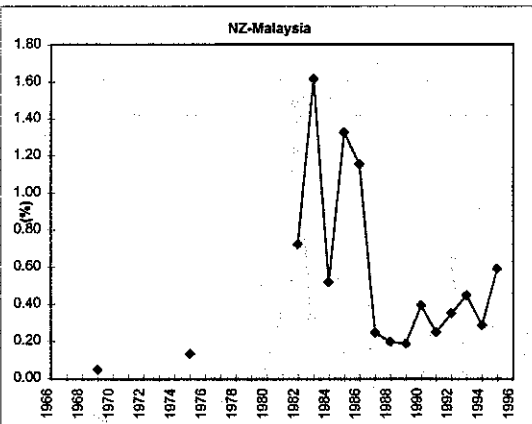
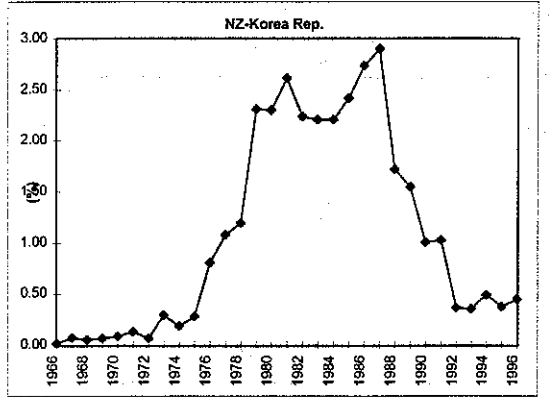
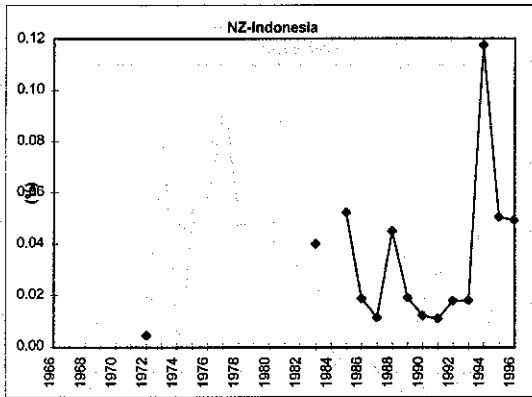
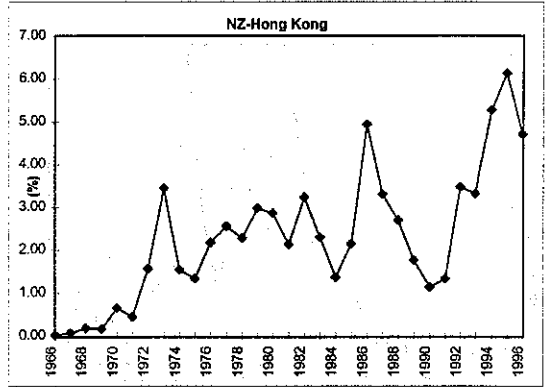
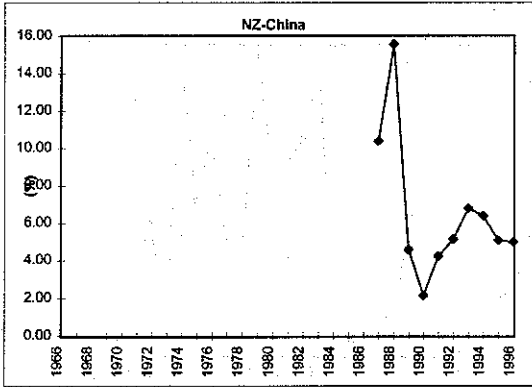


Market Share Analysis-Textiles (26)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

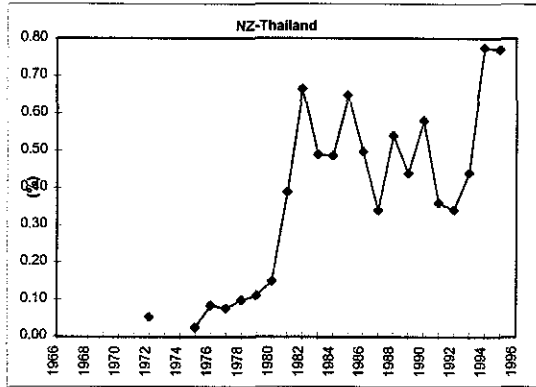
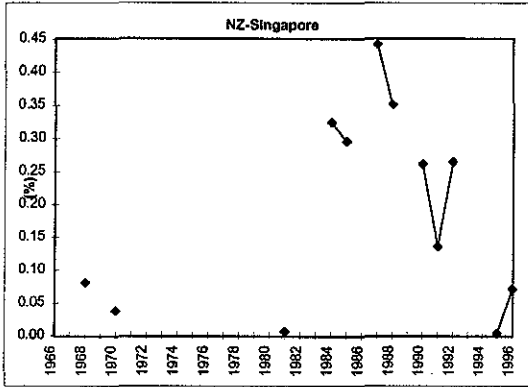
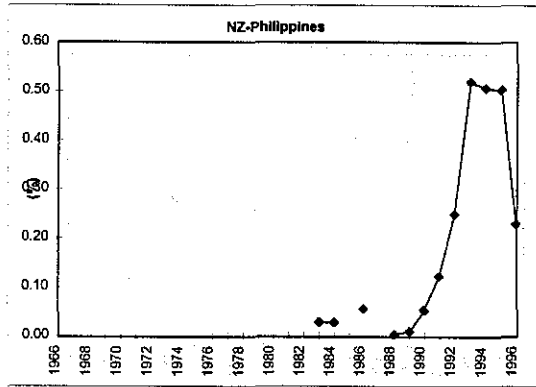
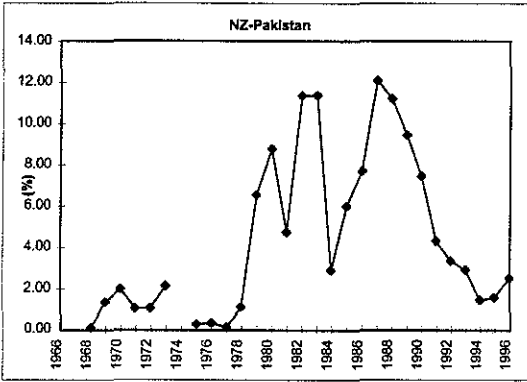


Other Asia

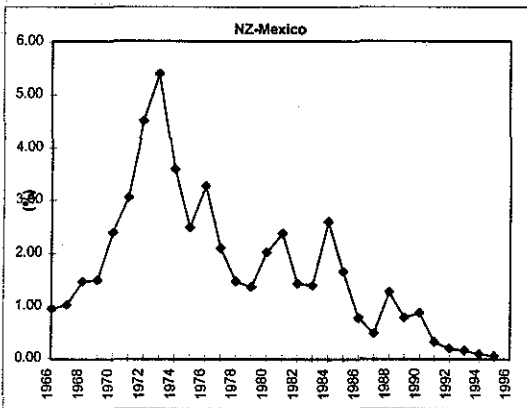


Market Share Analysis-Textiles (26)
New Zealand Exports in Countries' Total Imports

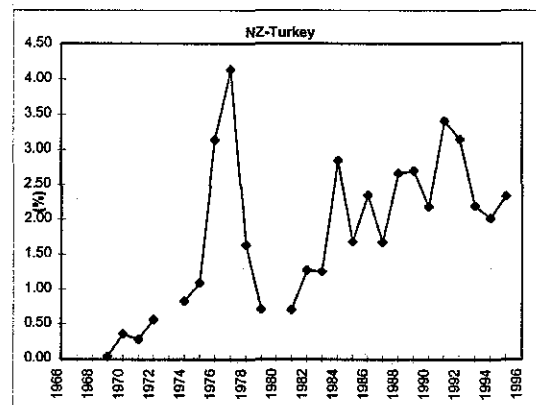
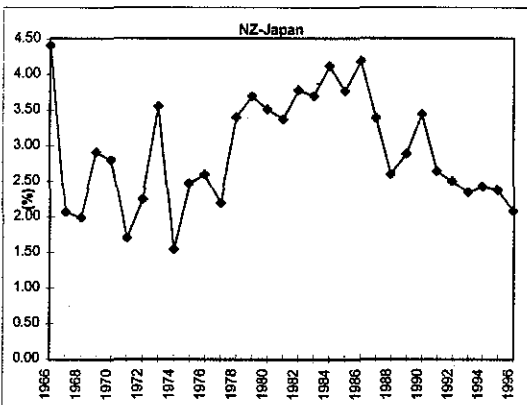
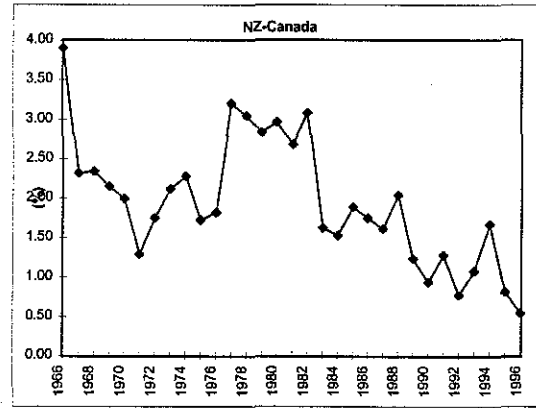
Other Asia



Latin America

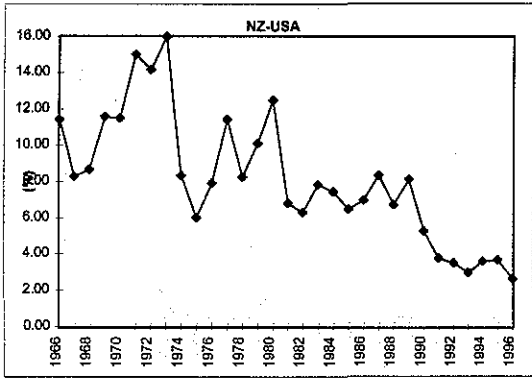


Other OECD



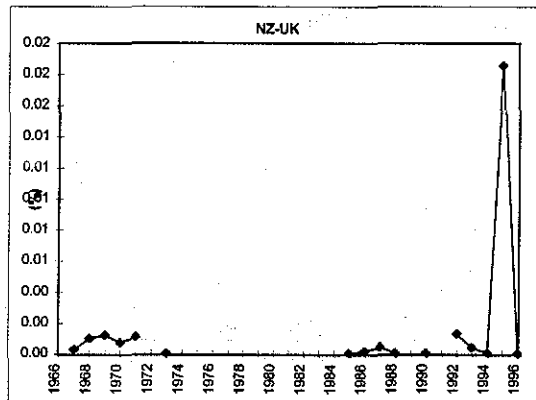
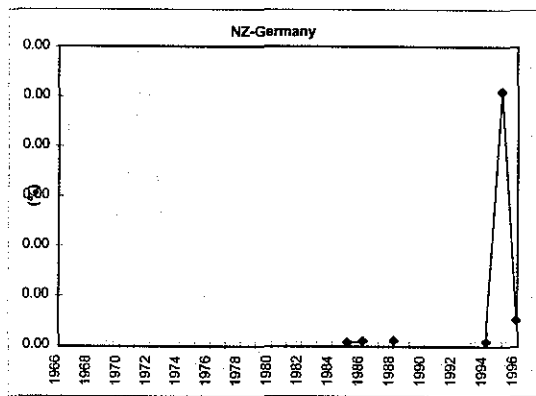
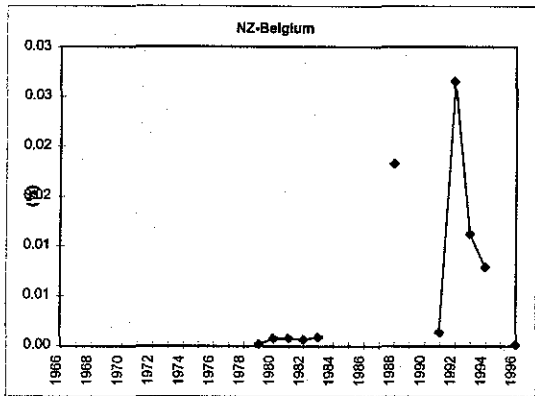
Market Share Analysis-Textiles (26)
New Zealand Exports in Countries' Total Imports

Other OECD

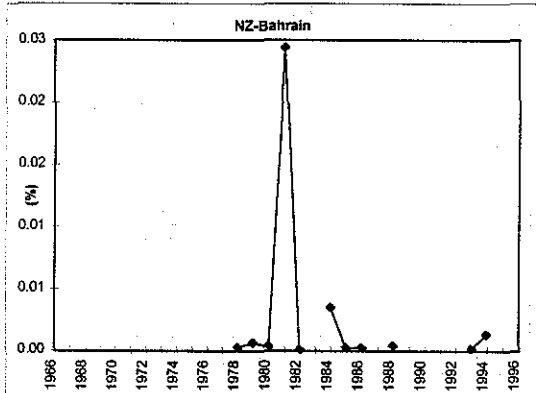


Market Share Analysis-Mineral Fuels (3)
New Zealand Exports in Countries' Total Imports

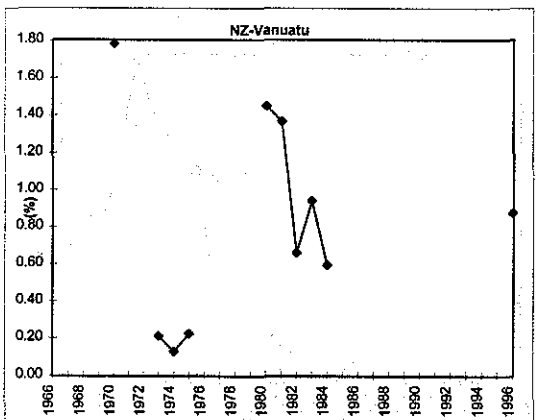
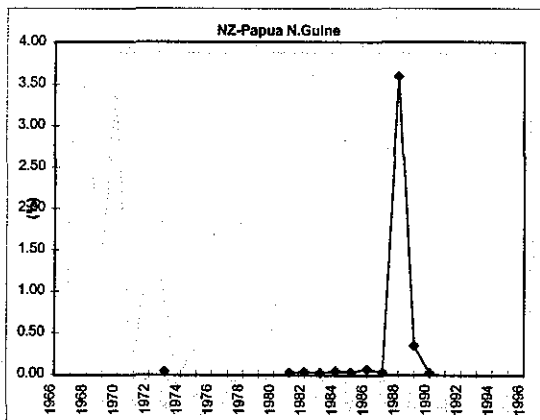
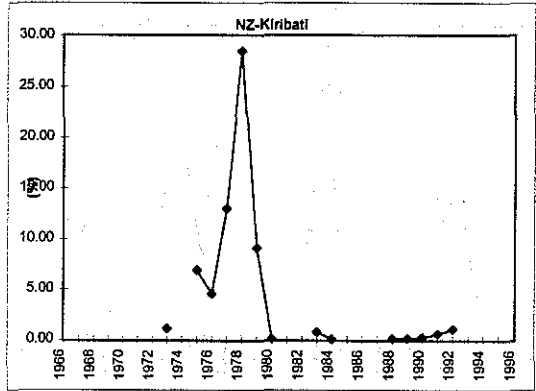
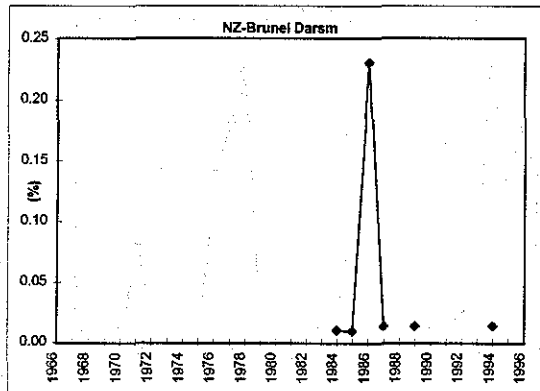
EC



Middle East

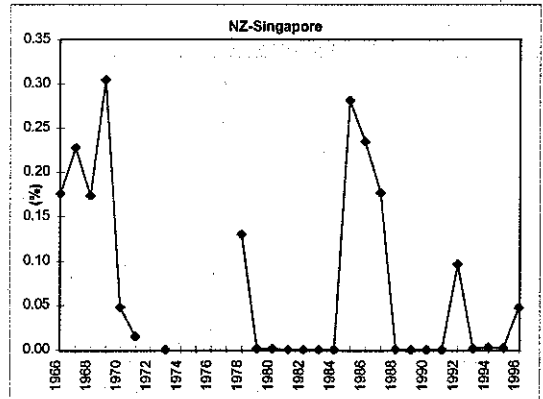
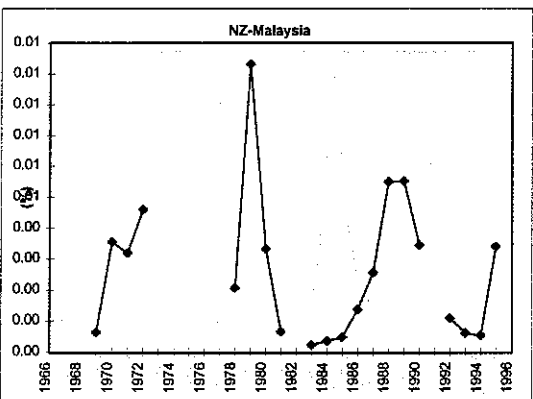
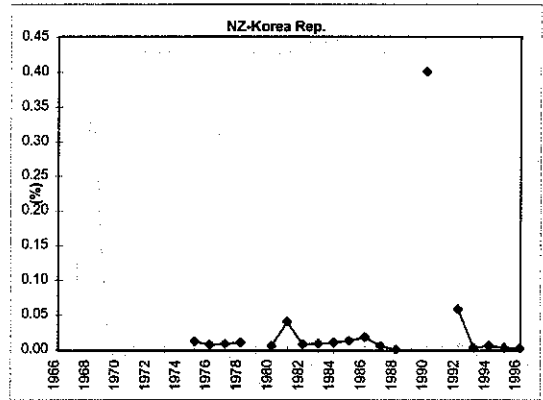
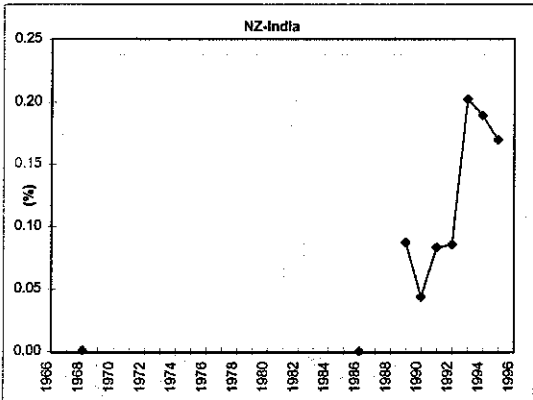
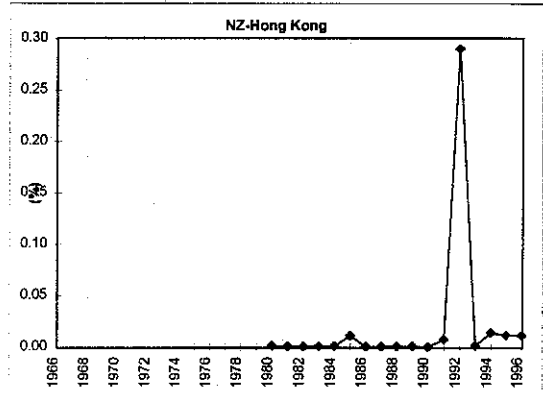
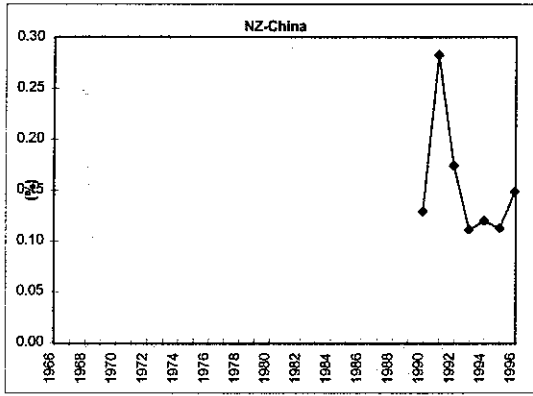


Pacific Island Nations

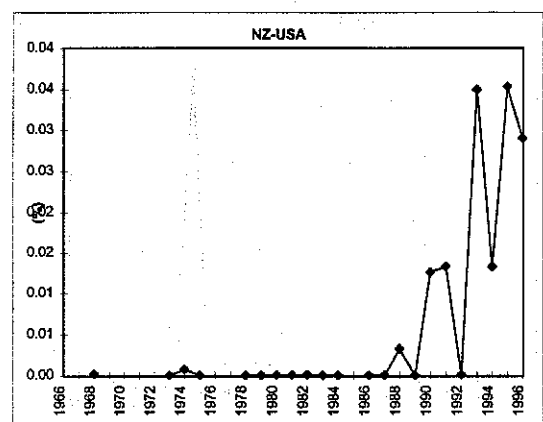
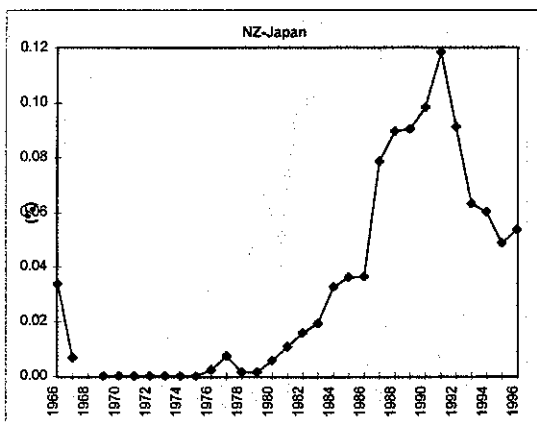


Market Share Analysis-Mineral Fuels (3)
New Zealand Exports in Countries' Total Imports

Other Asia

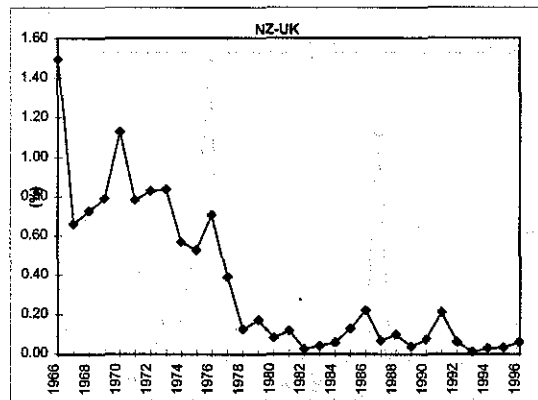
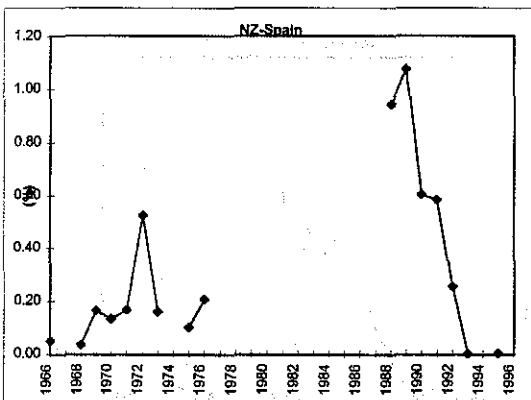
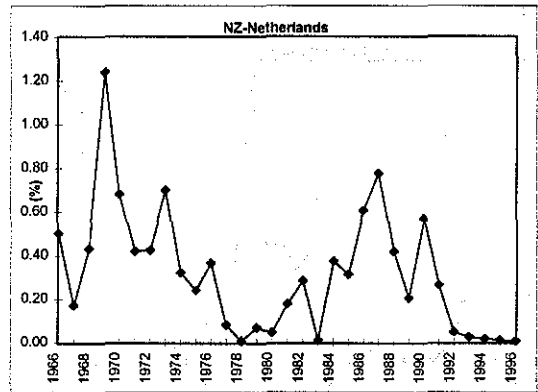
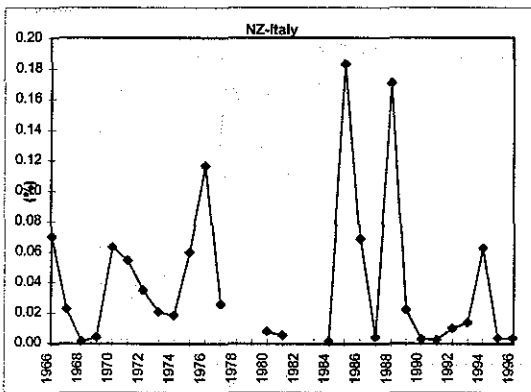
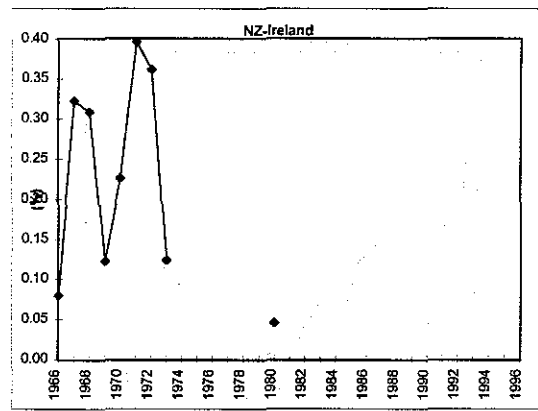
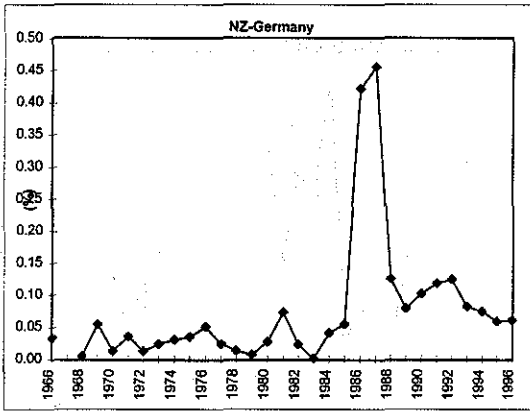
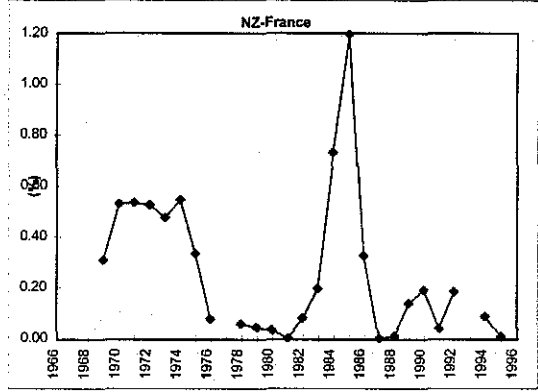
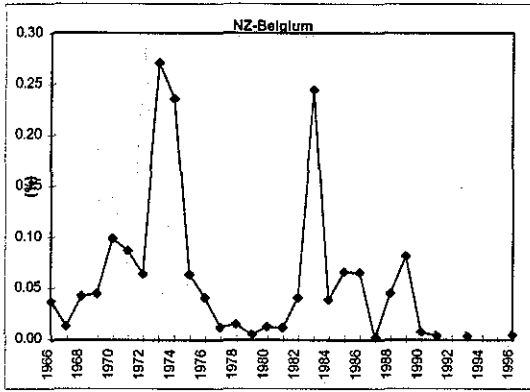


Other OECD



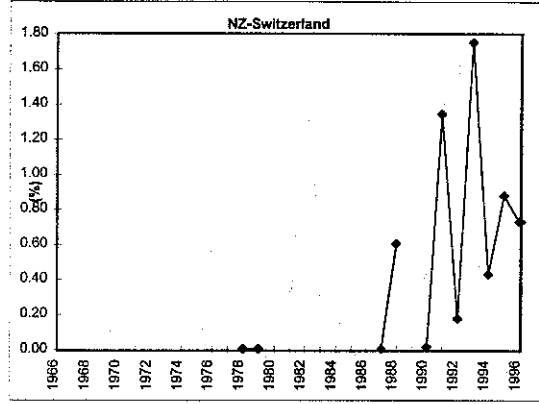
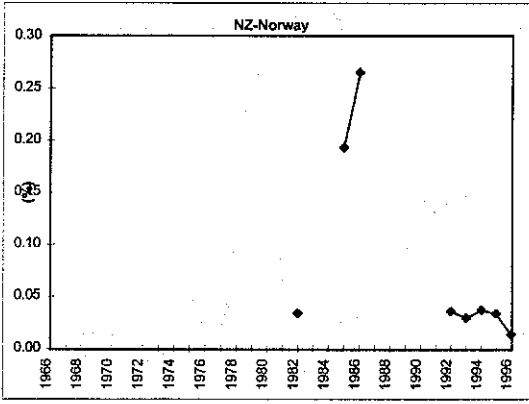
Market Share Analysis-Oils Fat (4)
New Zealand Exports in Countries' Total Imports

EC

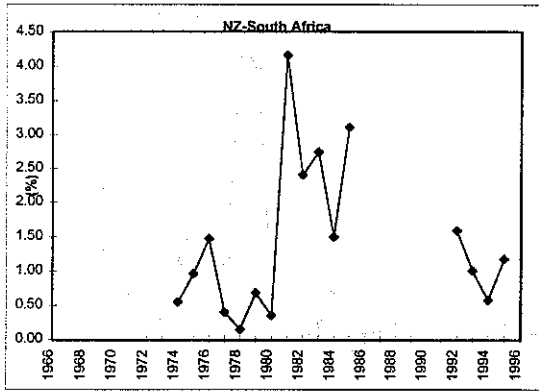
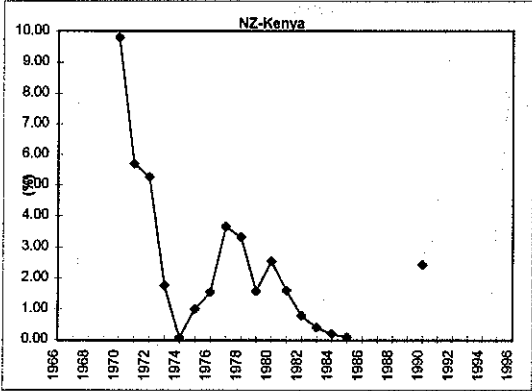


Market Share Analysis-Oils Fat (4)
New Zealand Exports in Countries' Total Imports

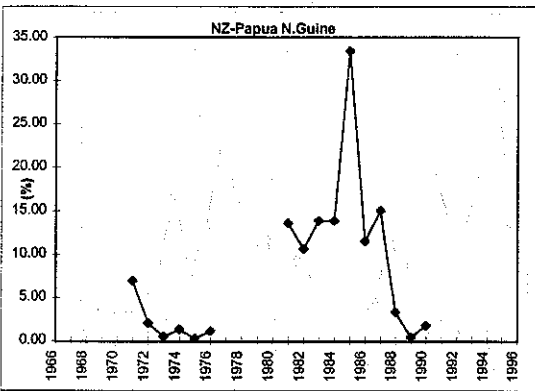
EFTA



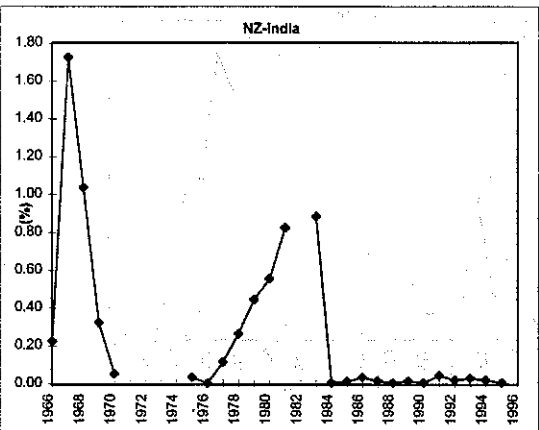
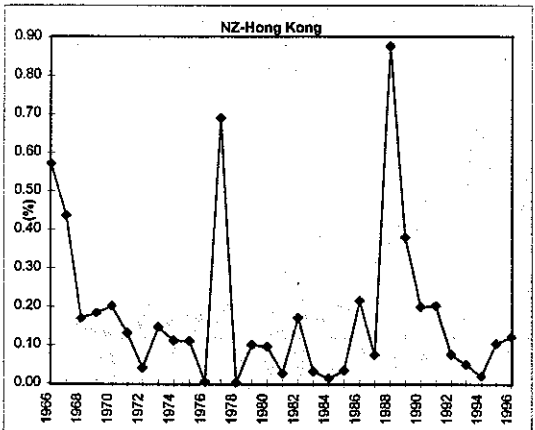
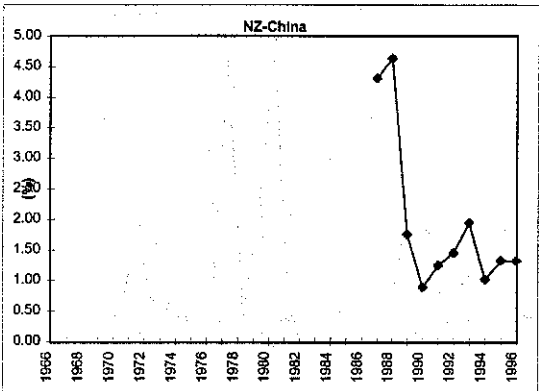
Africa



Pacific Island Nations

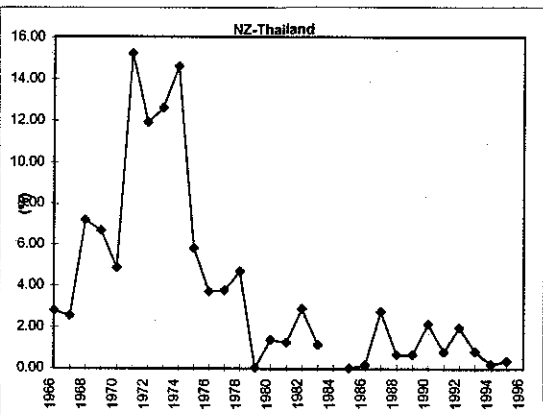
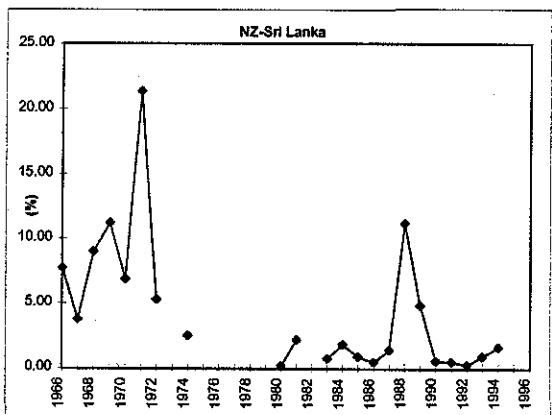
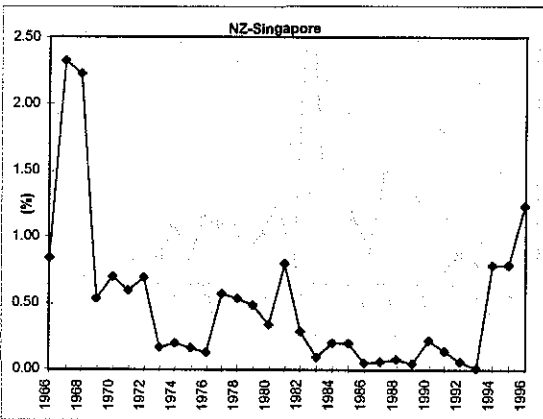
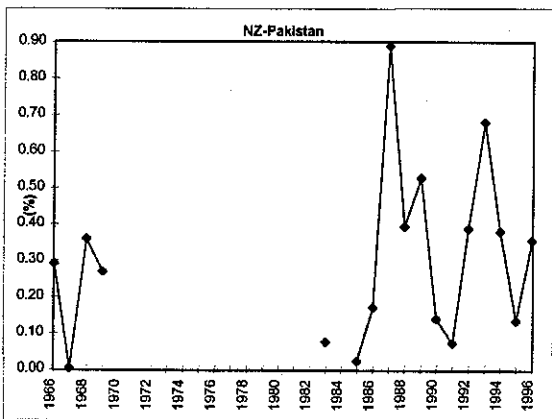
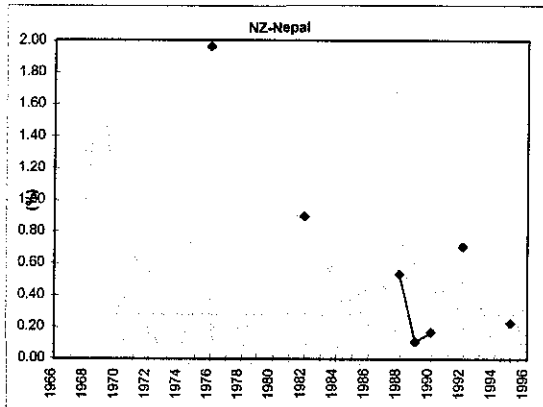
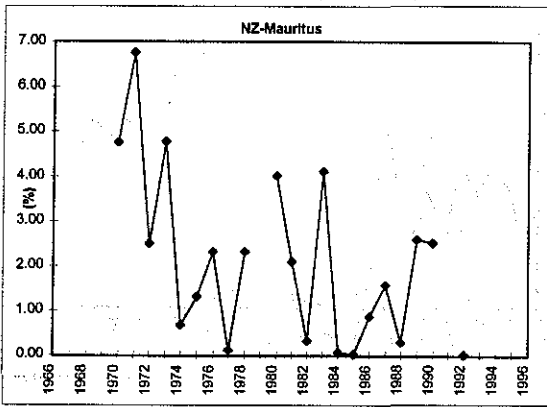
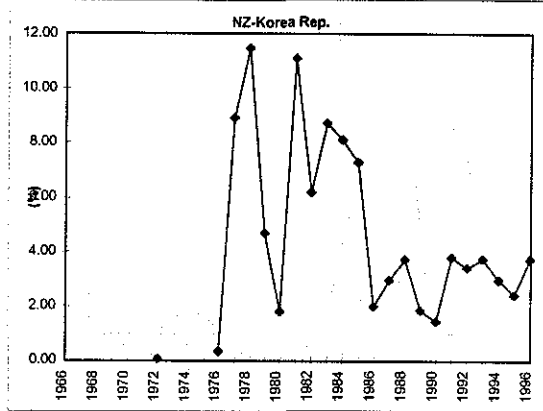
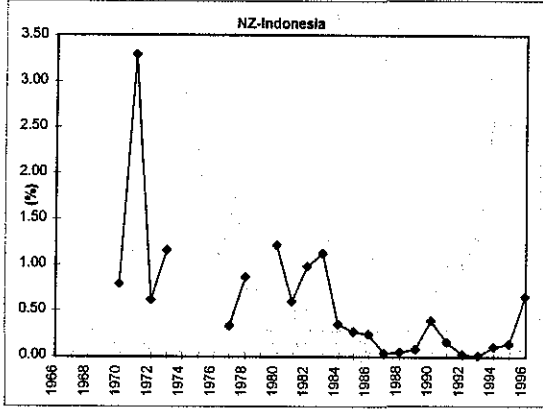


Other Asia



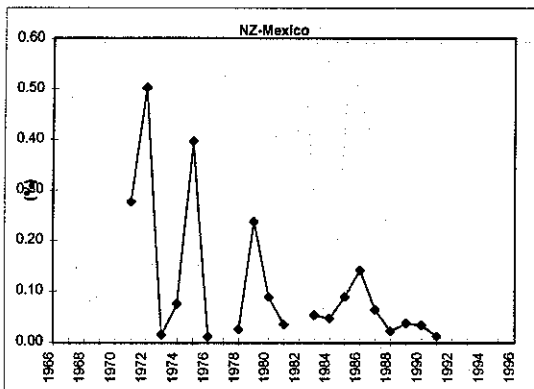
Market Share Analysis-Oils Fat (4)
New Zealand Exports in Countries' Total Imports

Other Asia

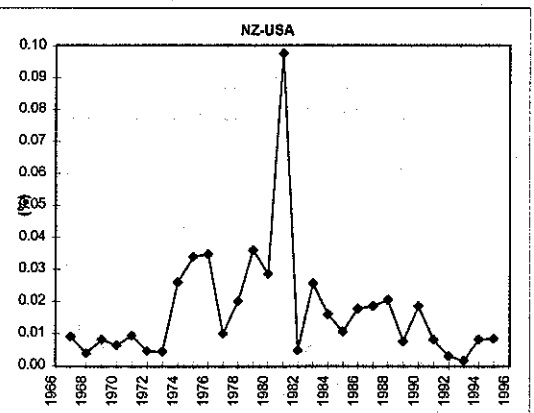
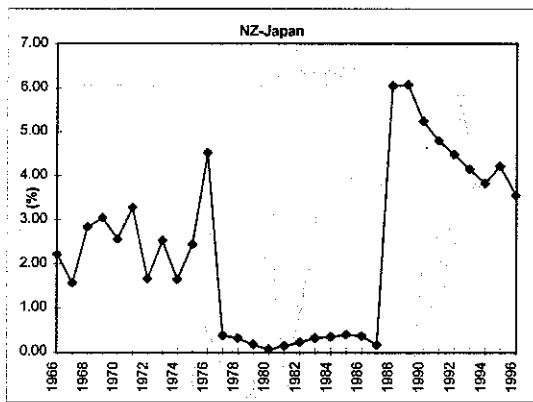
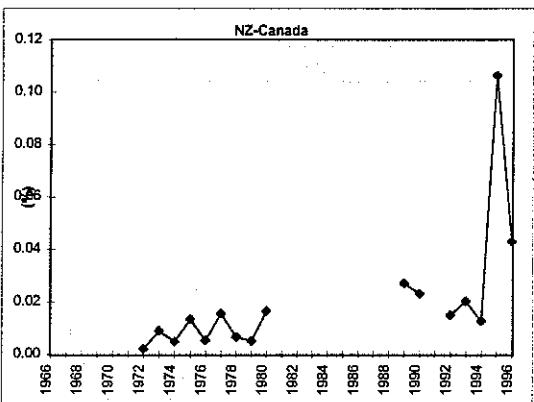
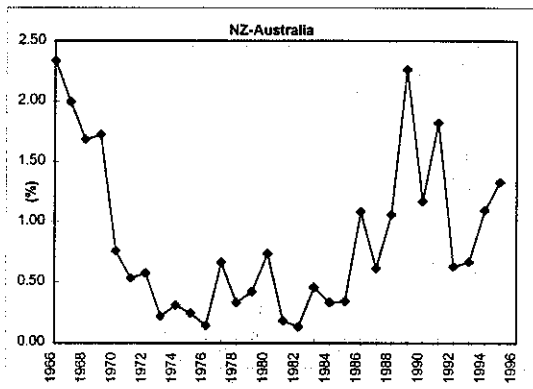


Market Share Analysis-Oils Fat (4)
New Zealand Exports in Countries' Total Imports

Latin America

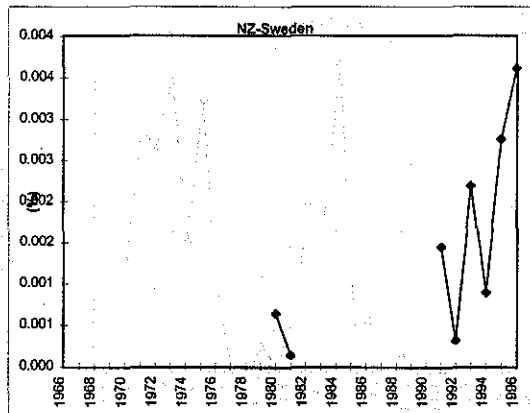
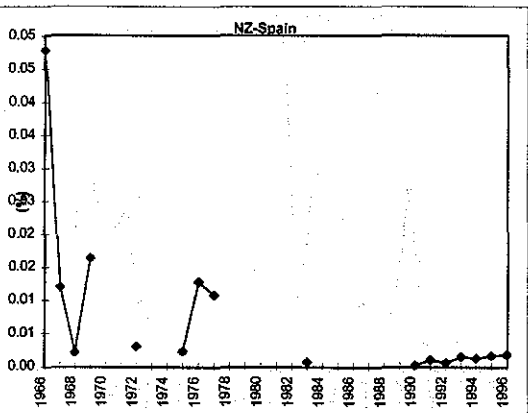
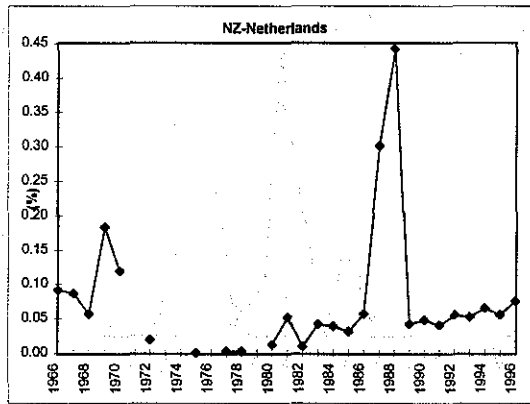
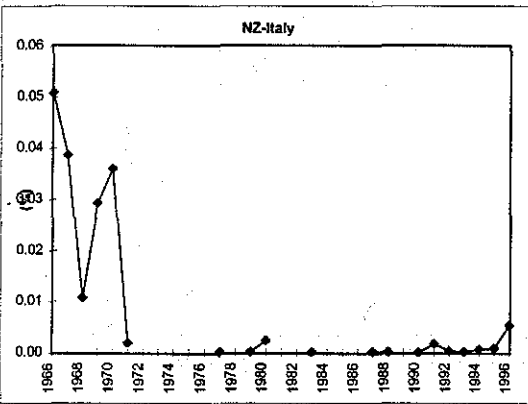
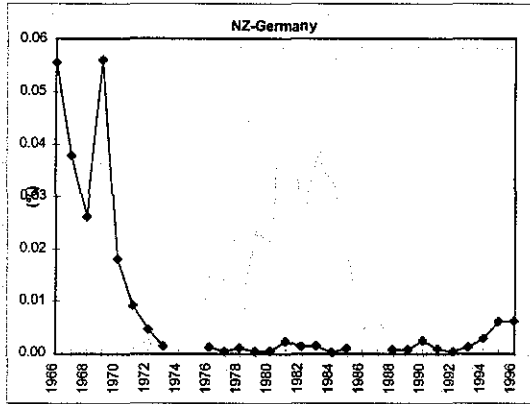
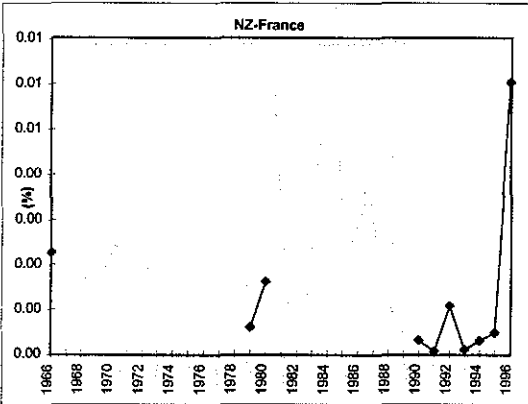
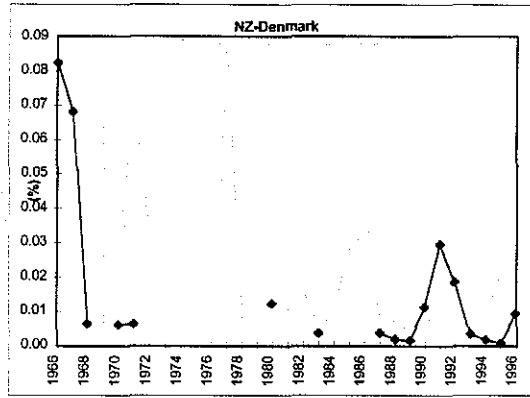
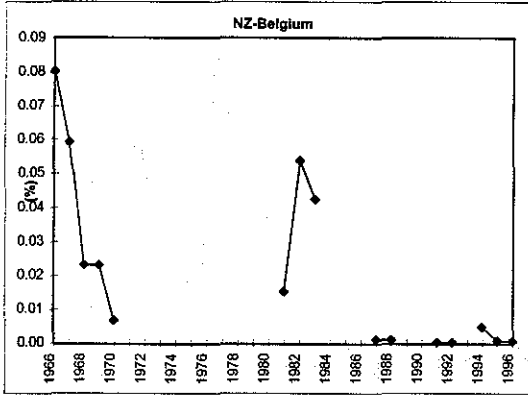


Other OECD



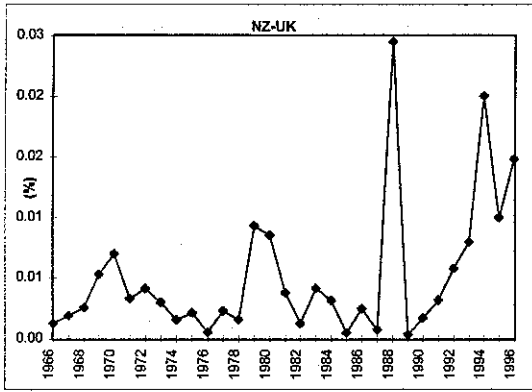
Market Share Analysis-Non-Ferrous Metals (68)
New Zealand Exports in Countries' Total Imports

EC

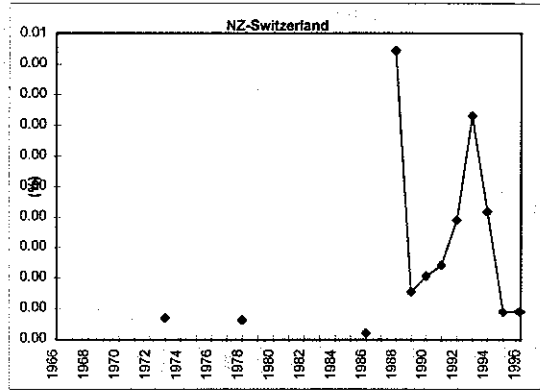


**Market Share Analysis-Non-Ferrous Metals (68)
New Zealand Exports in Countries' Total Imports**

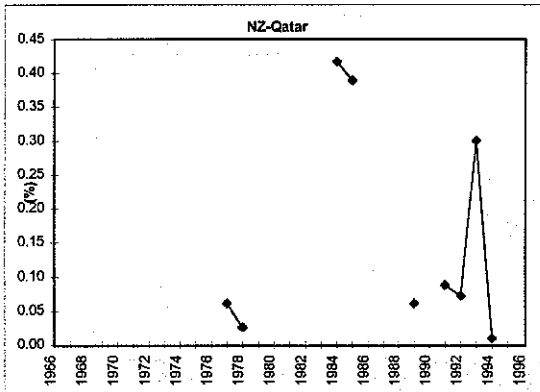
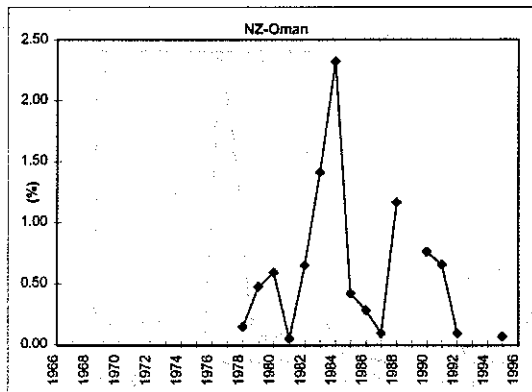
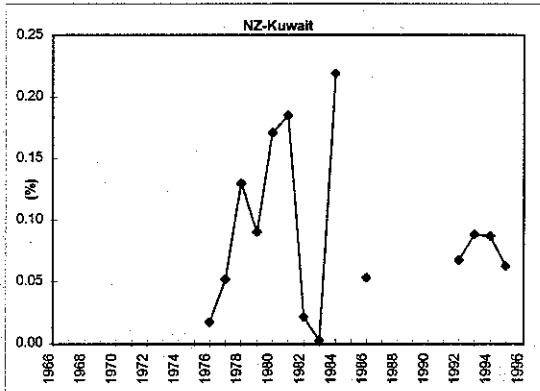
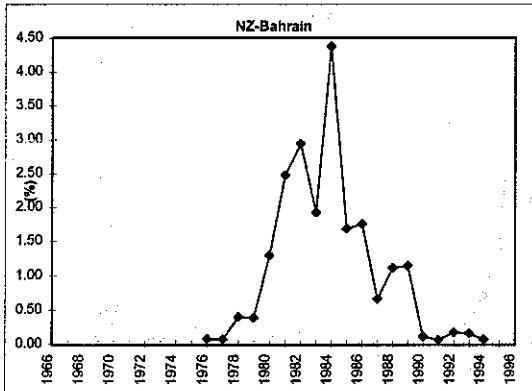
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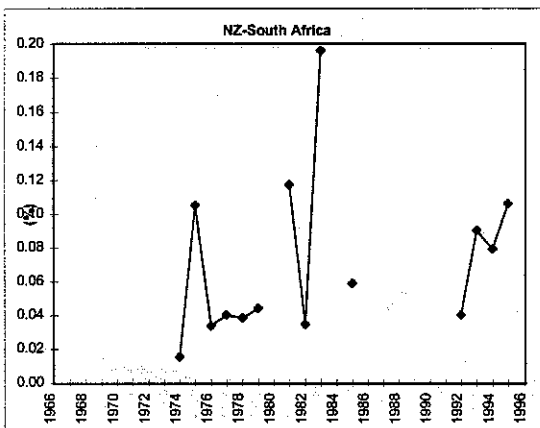
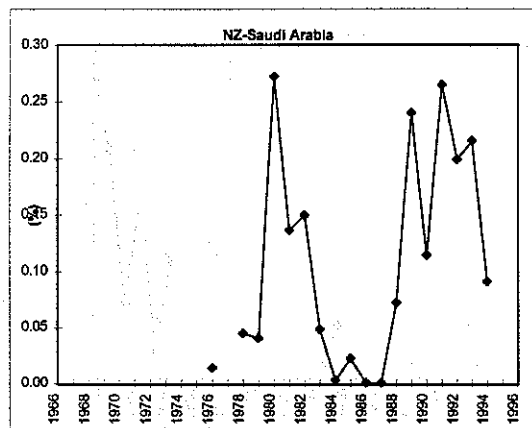
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Middle East

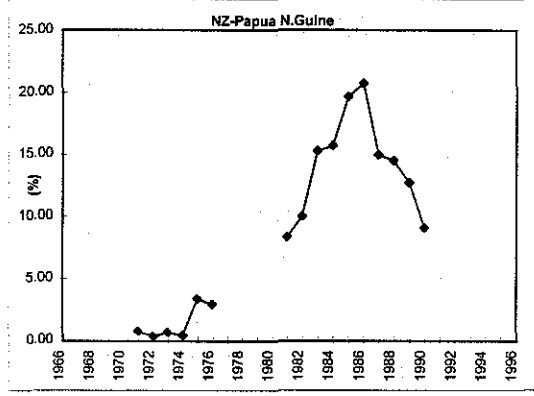
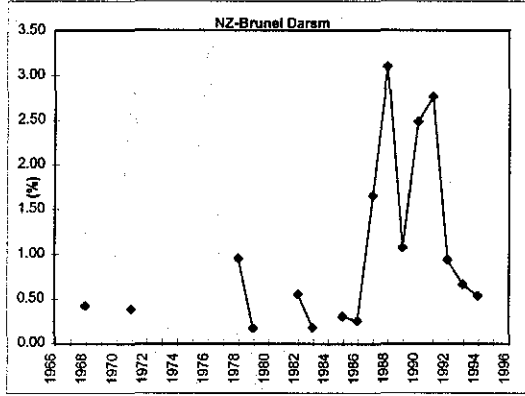


Africa

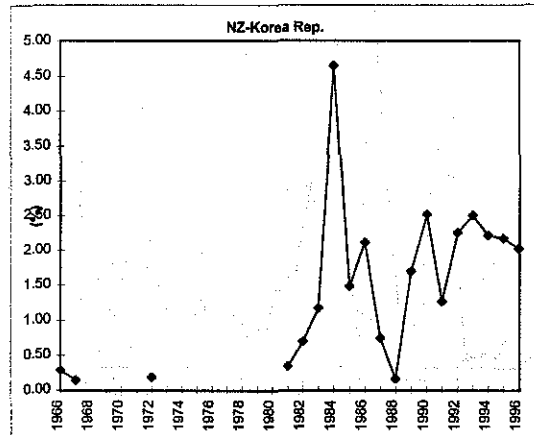
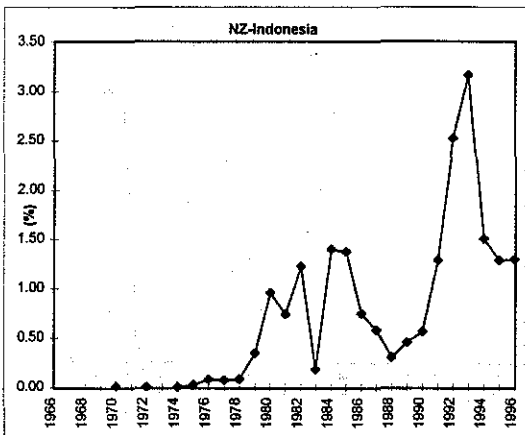
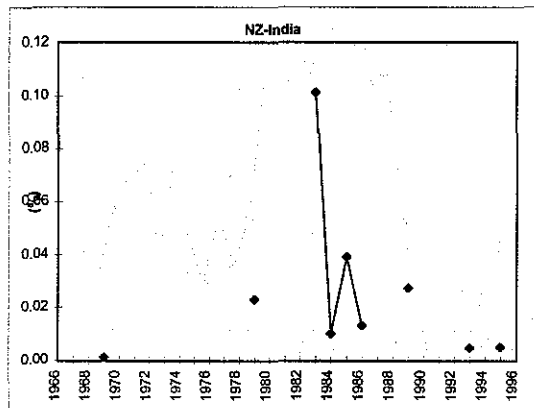
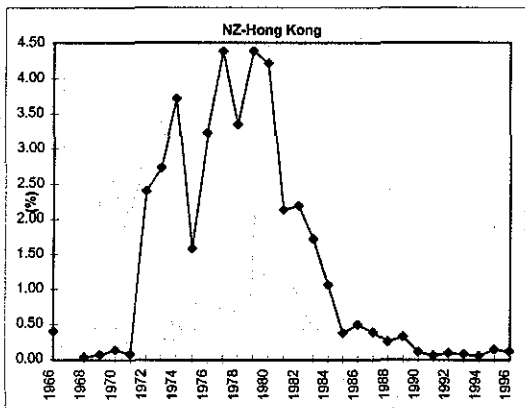
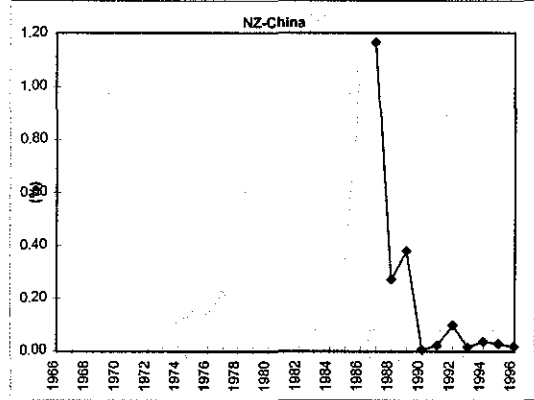
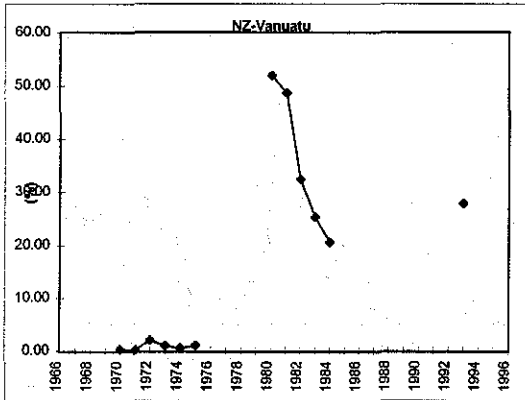


Market Share Analysis-Non-Ferrous Metals (68)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

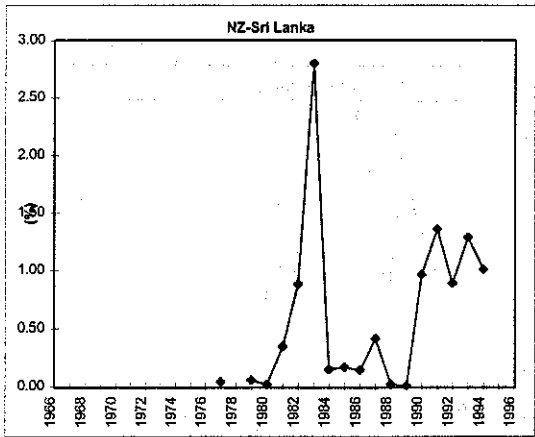
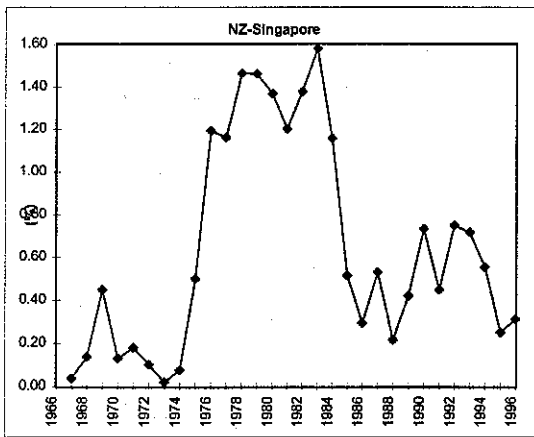
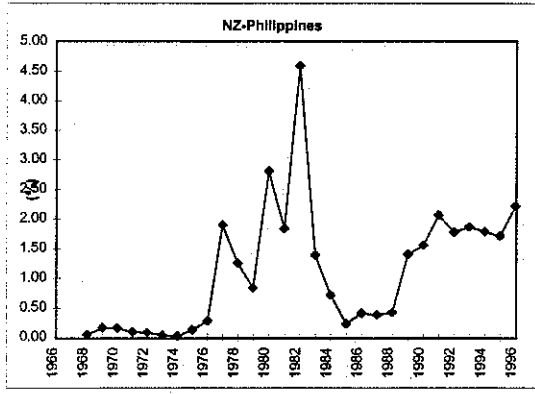
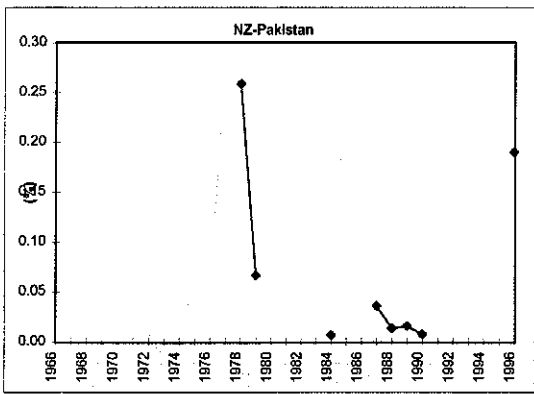
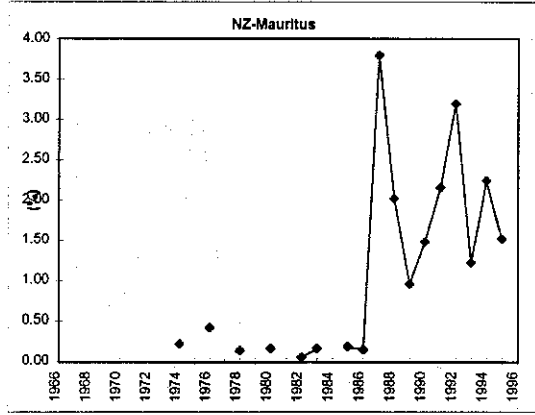
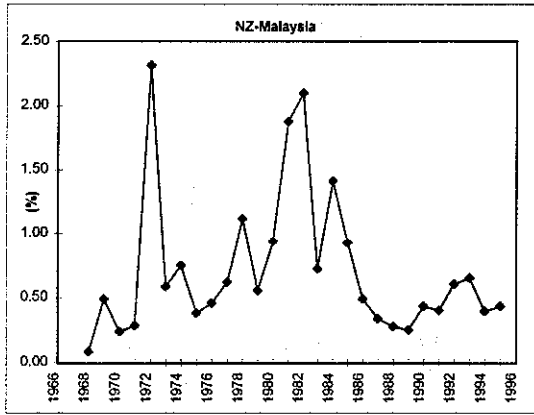


Other Asia

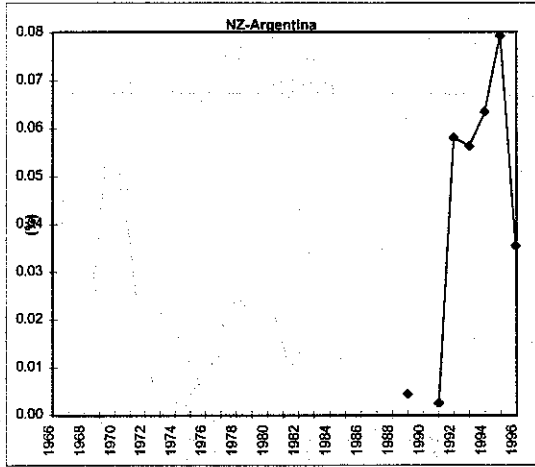
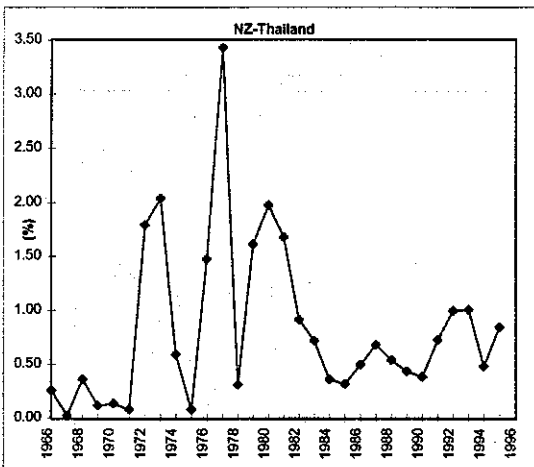


**Market Share Analysis-Non-Ferrous Metals (68)
New Zealand Exports in Countries' Total Imports**

Other Asia

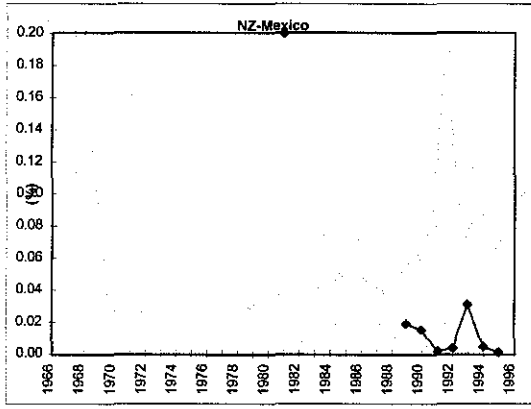
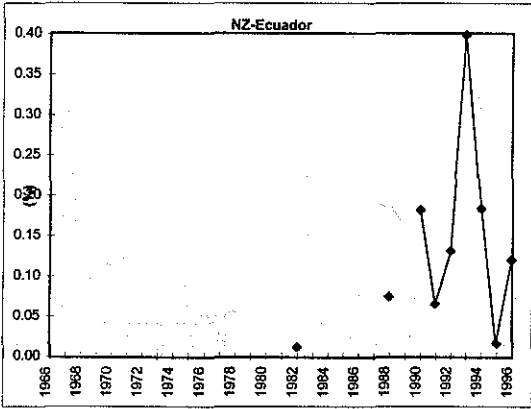
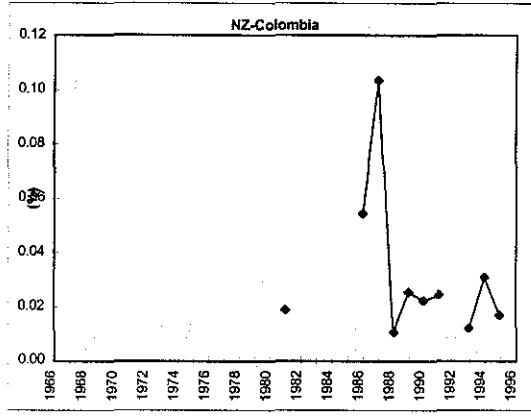
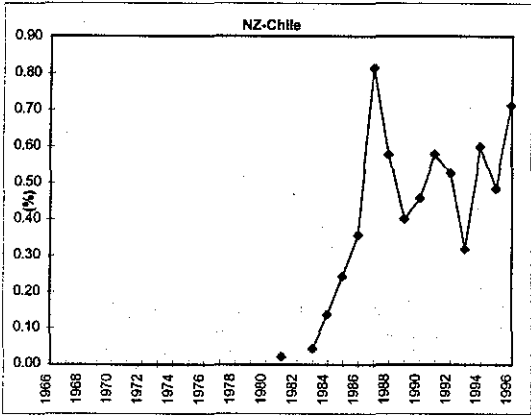


Latin America

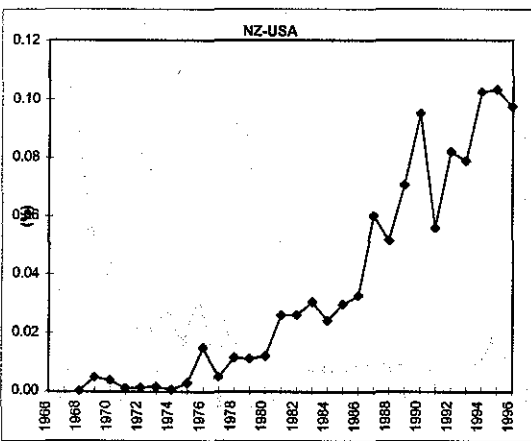
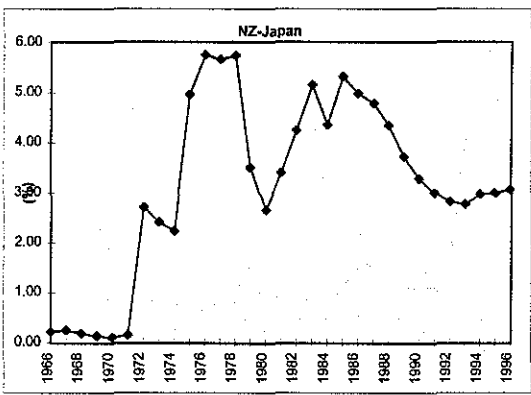
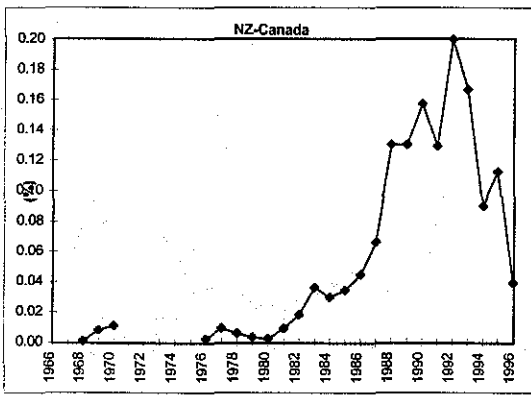


Market Share Analysis-Non-Ferrous Metals (68)
New Zealand Exports in Countries' Total Imports

Latin America

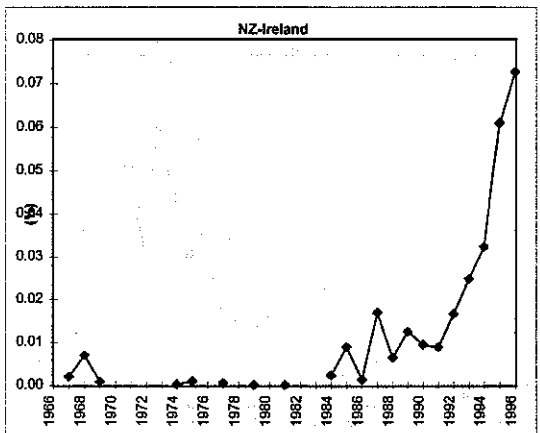
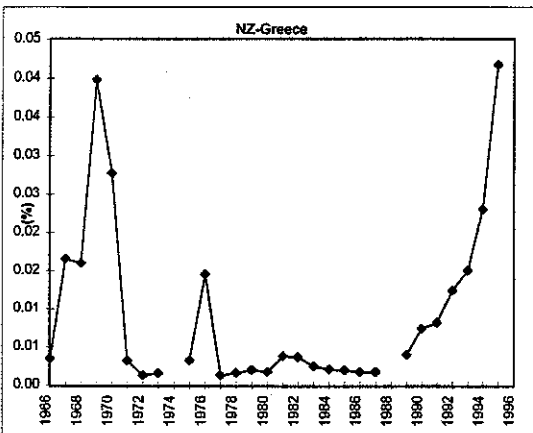
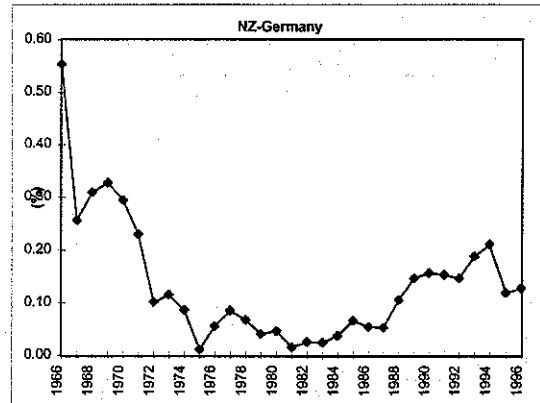
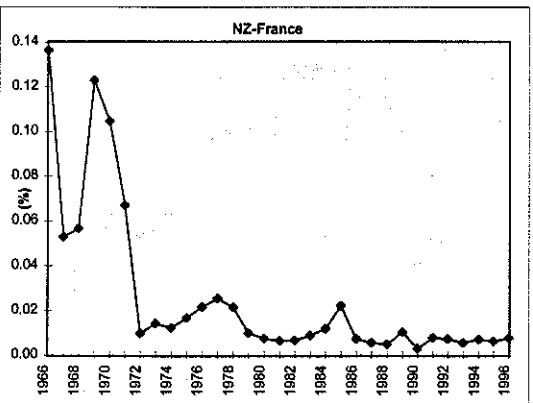
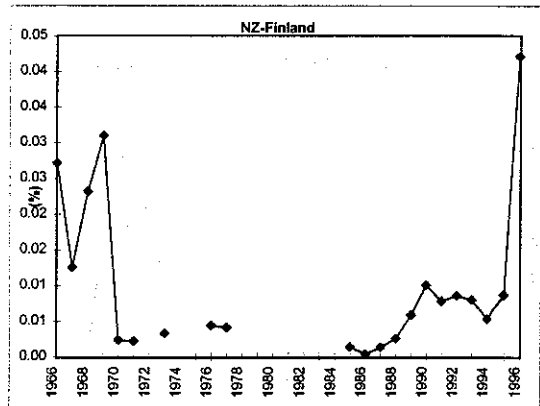
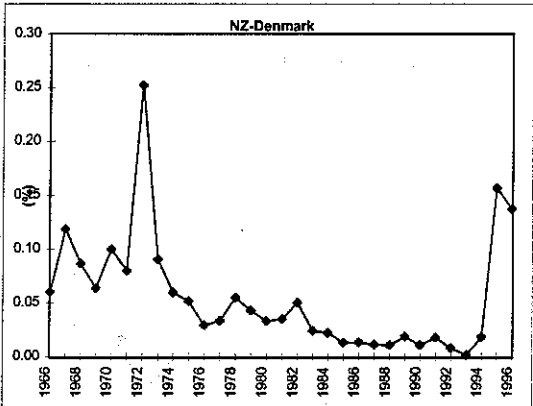
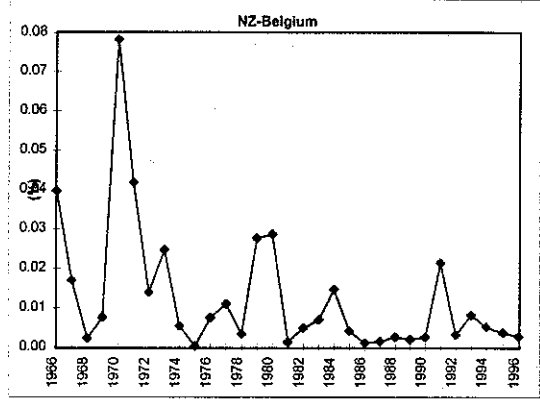
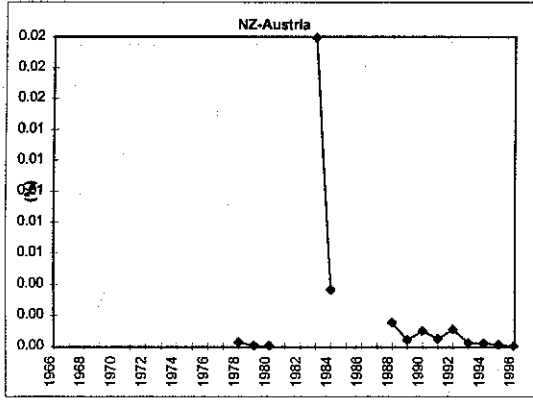


Other OECD



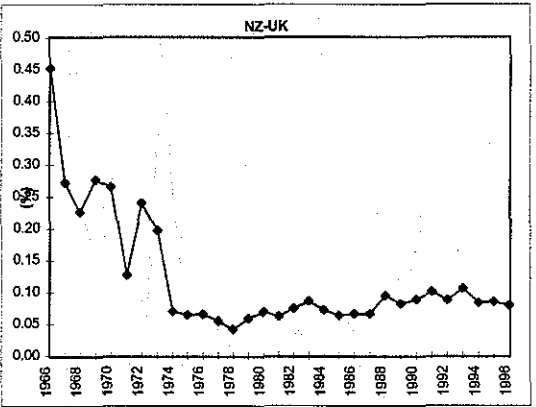
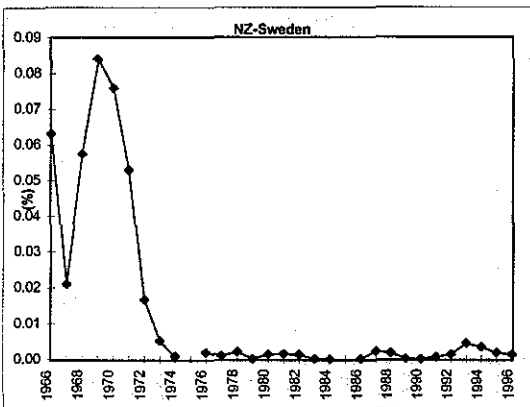
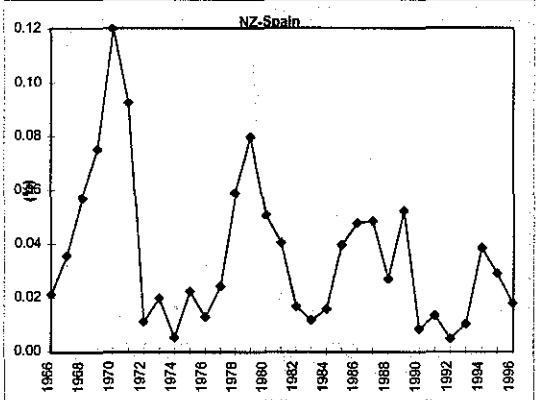
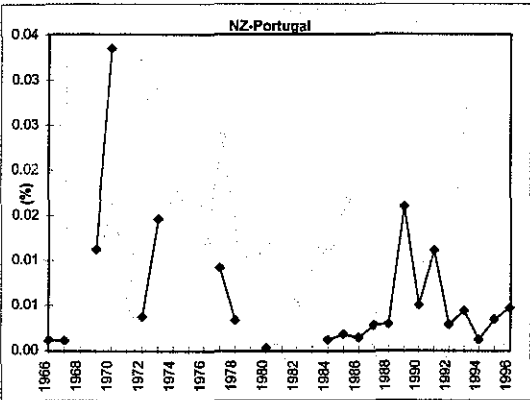
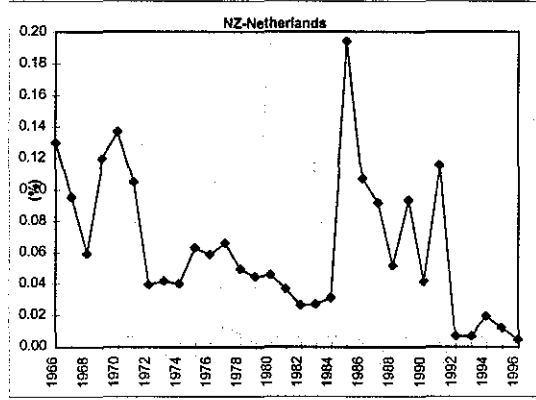
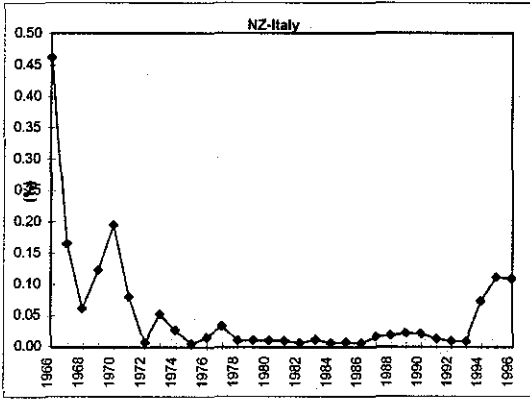
Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

EC

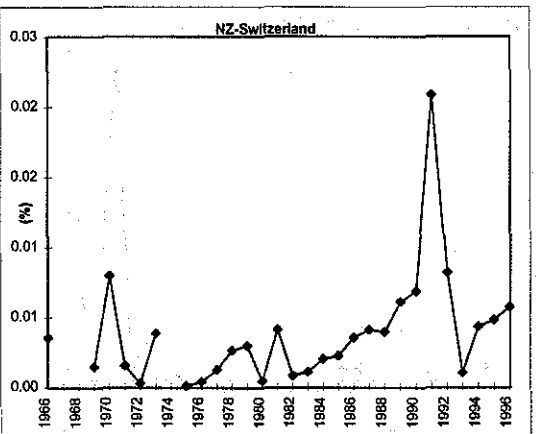
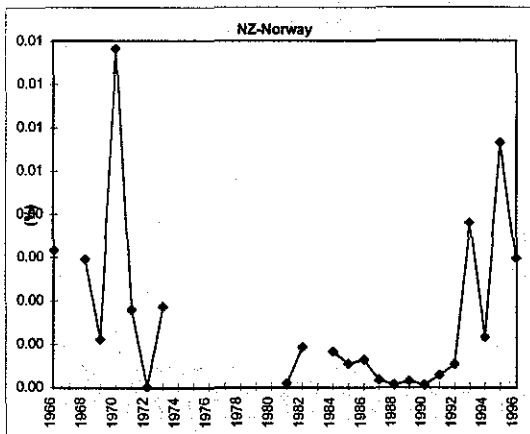


Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

EC

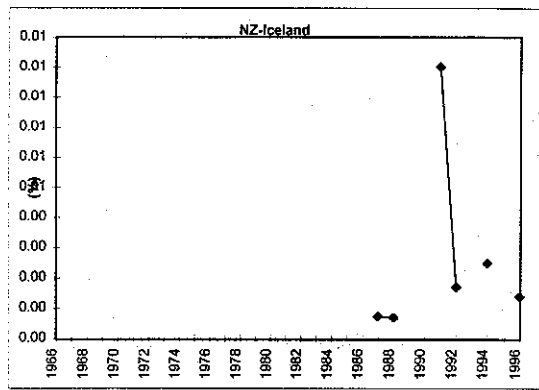
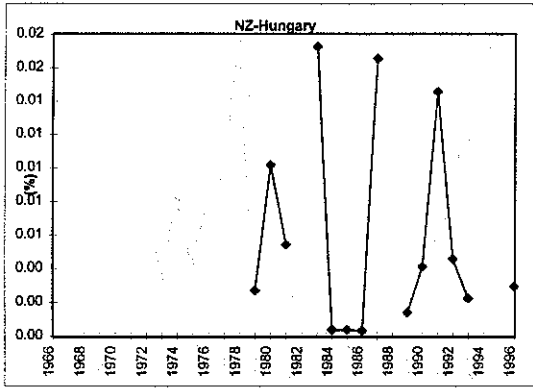


EFTA

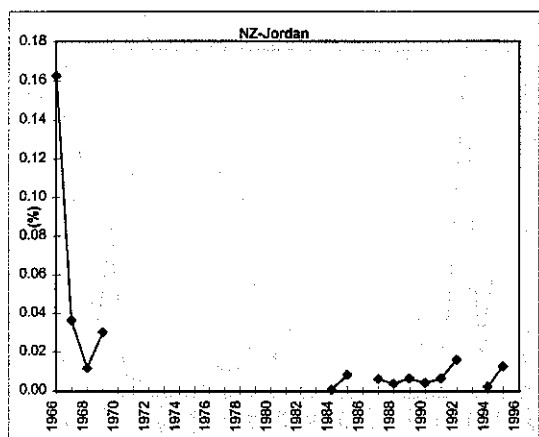
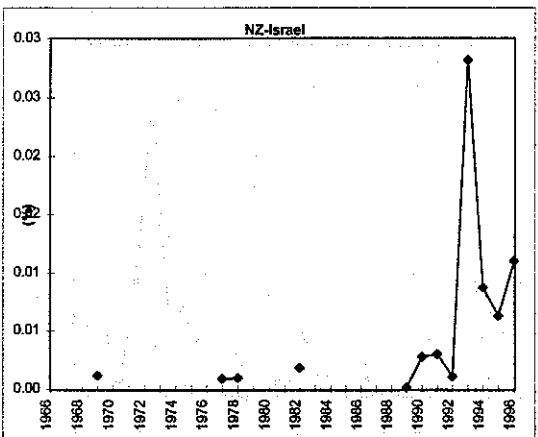
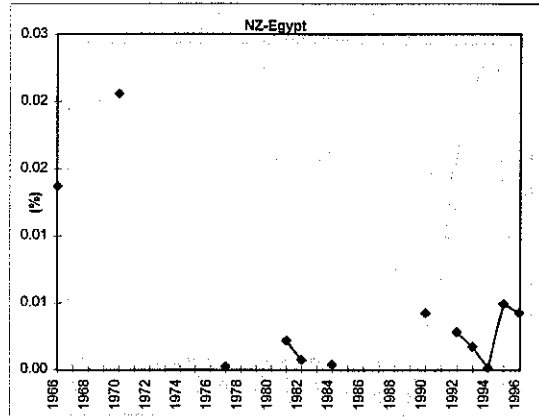
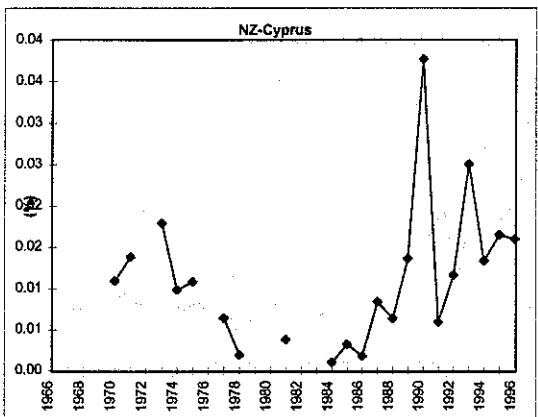
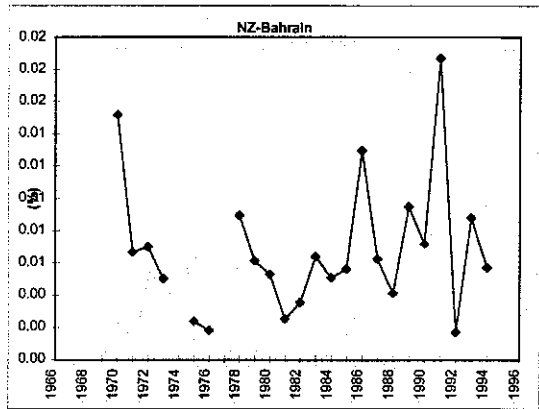
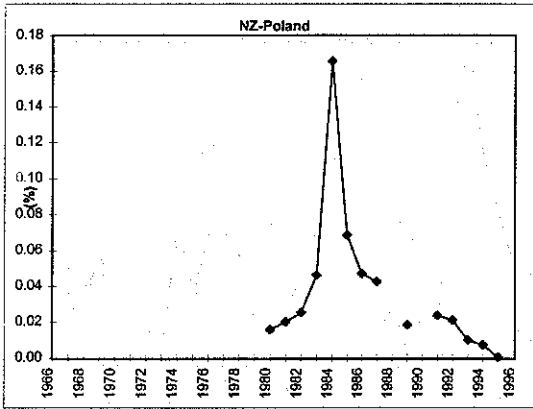


Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

Other Europe

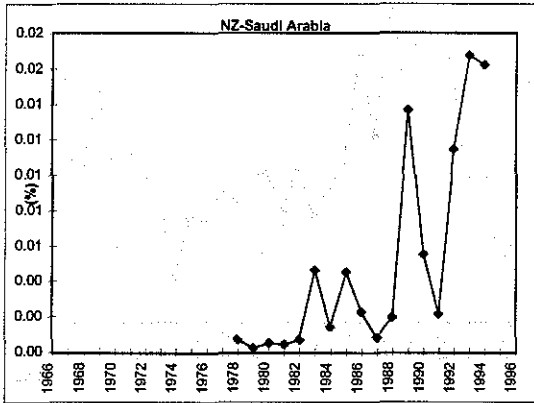
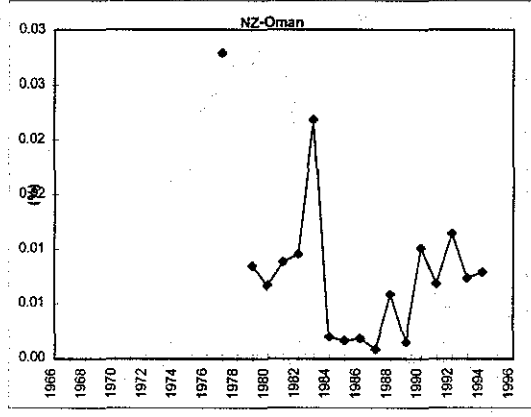
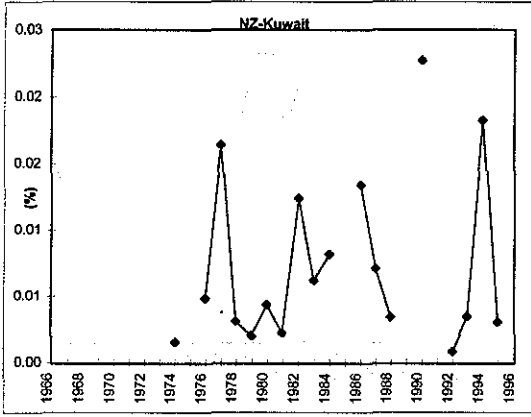


Middle East

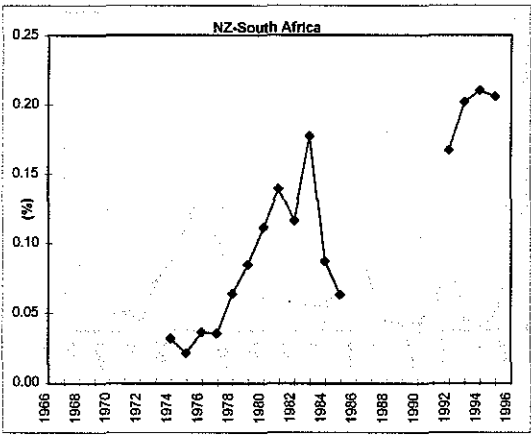
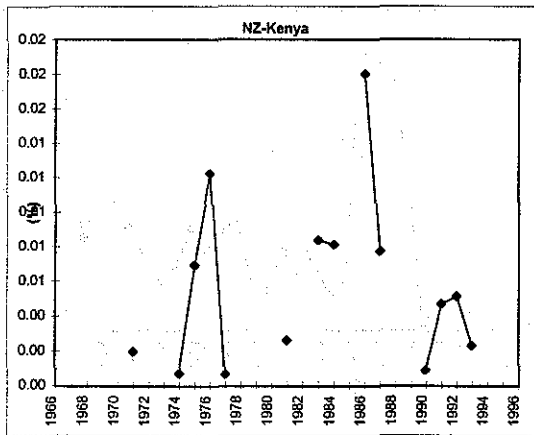
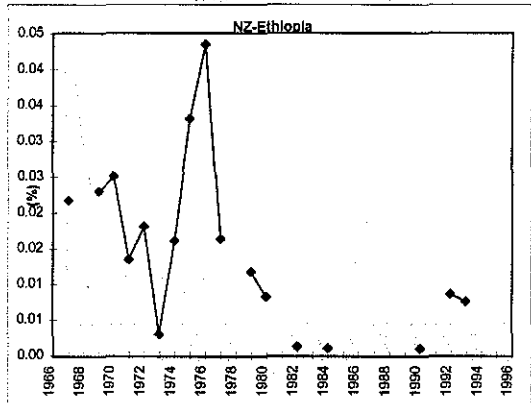


Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

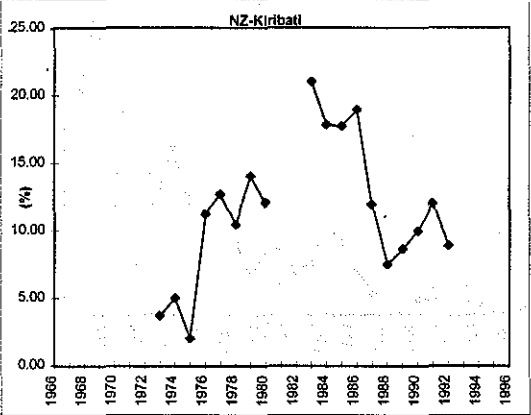
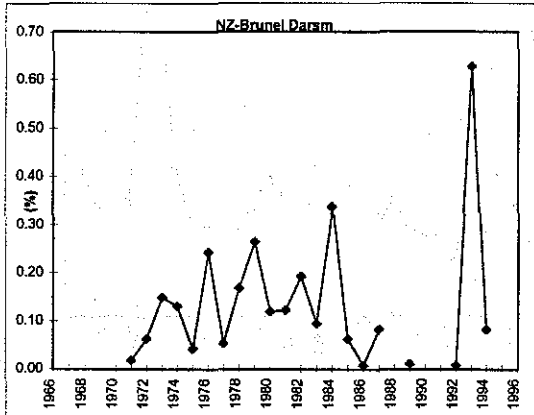
Middle East



Africa

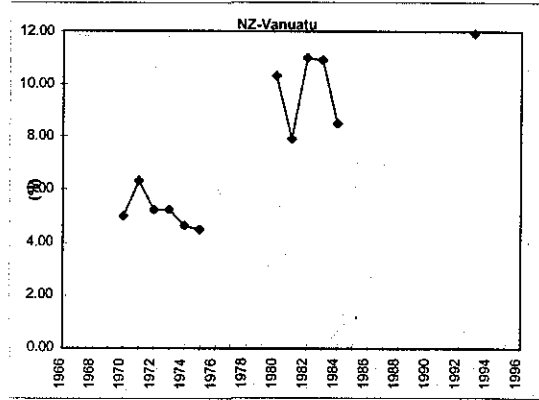
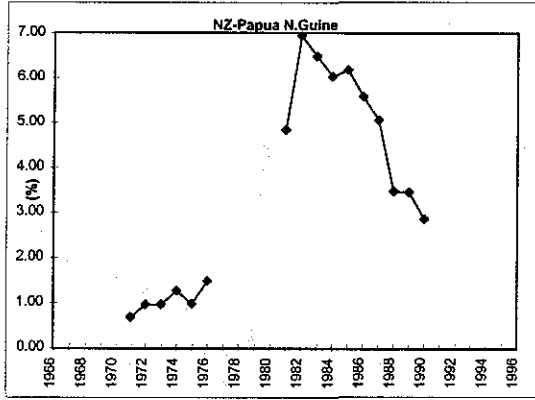


Pacific Island Nations

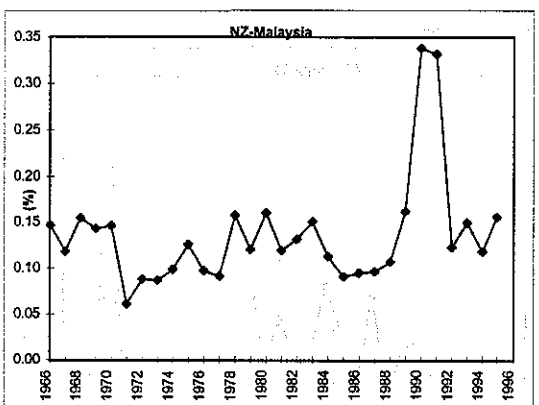
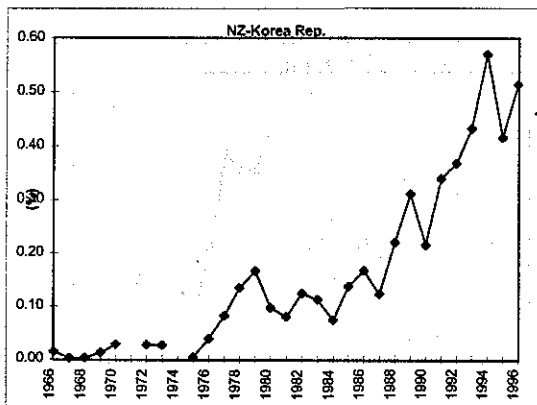
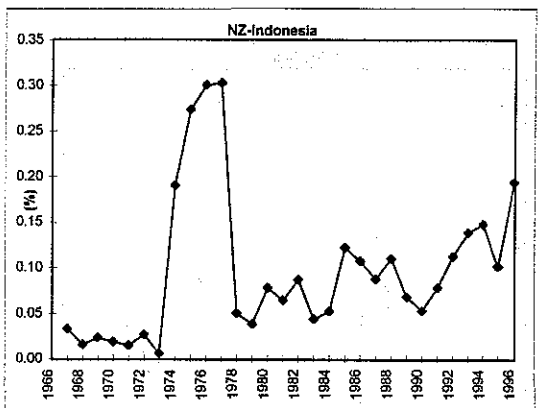
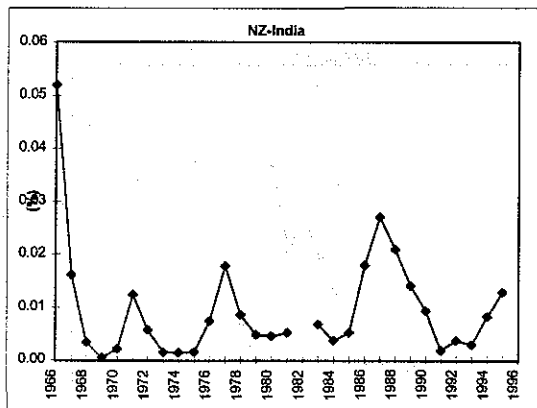
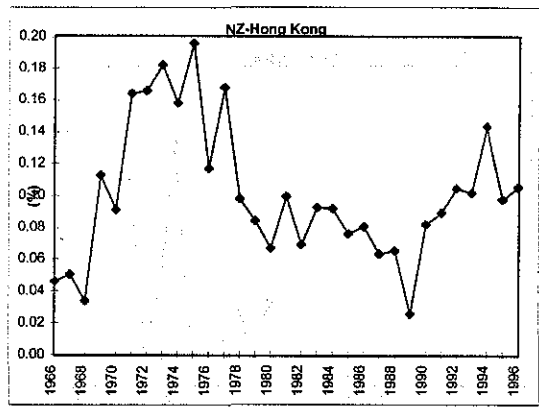
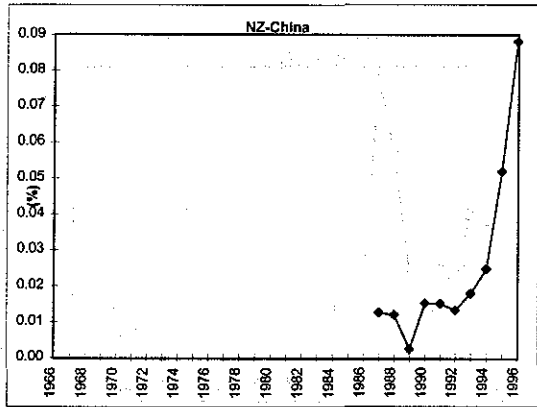


Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

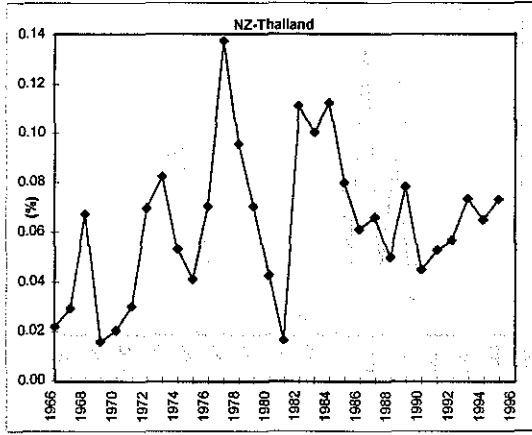
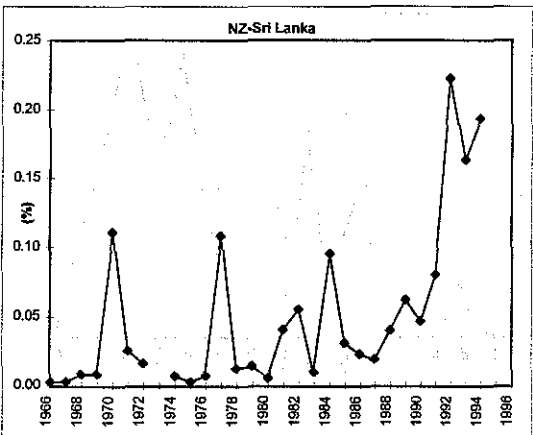
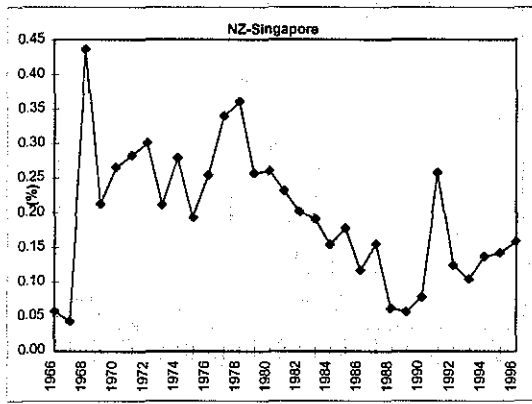
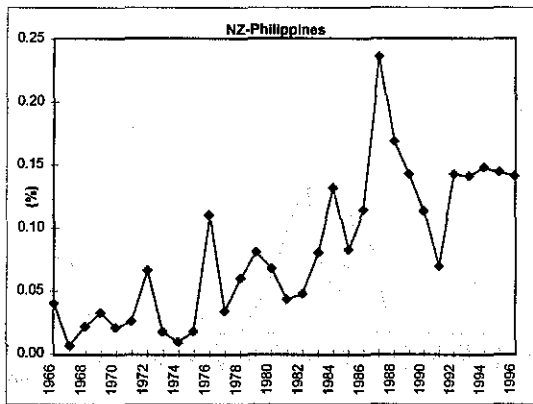
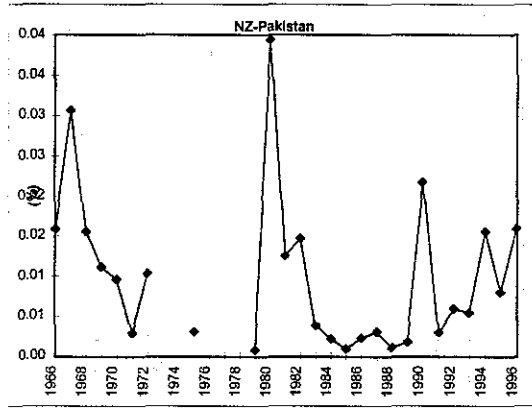
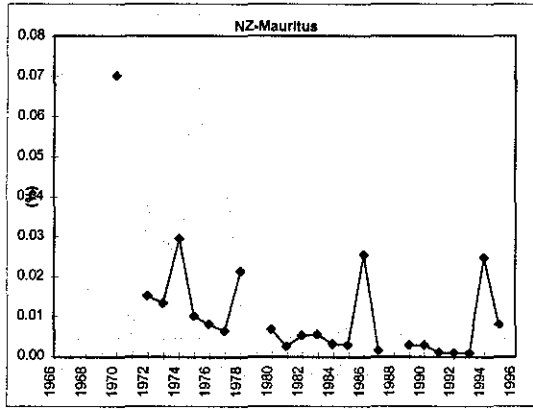


Other Asia

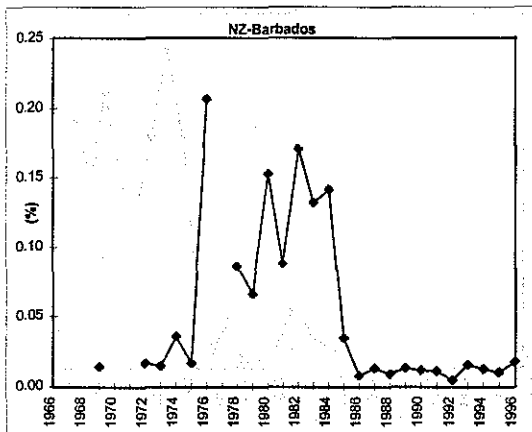
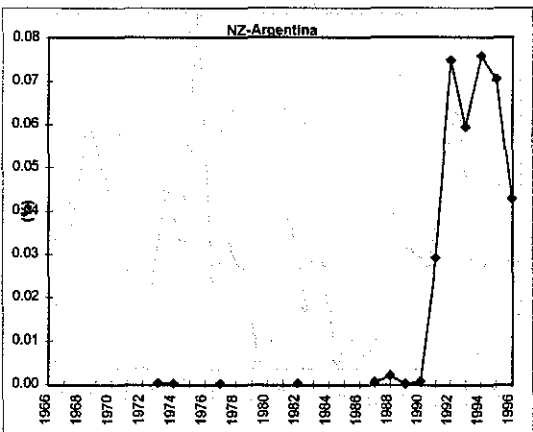


Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

Other Asia

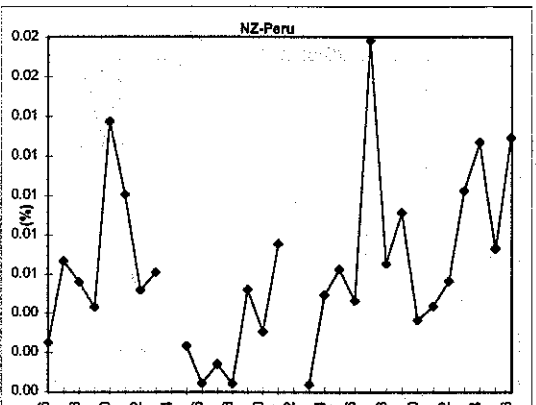
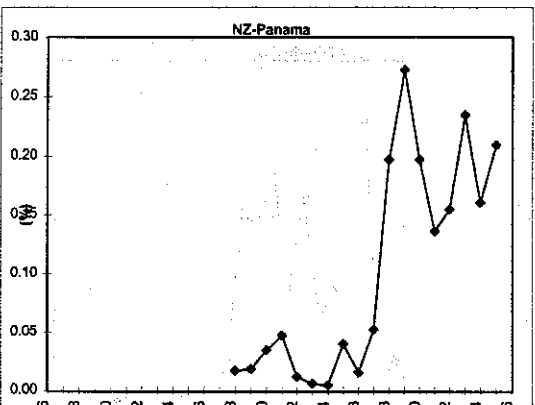
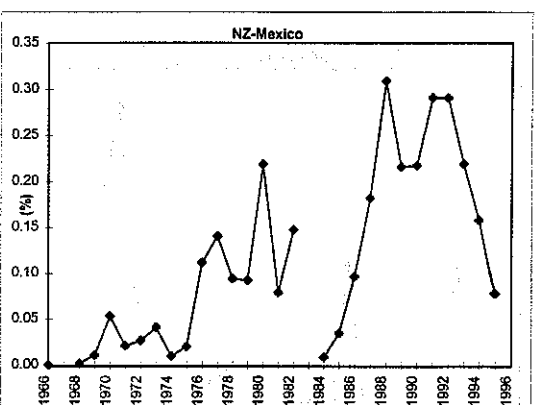
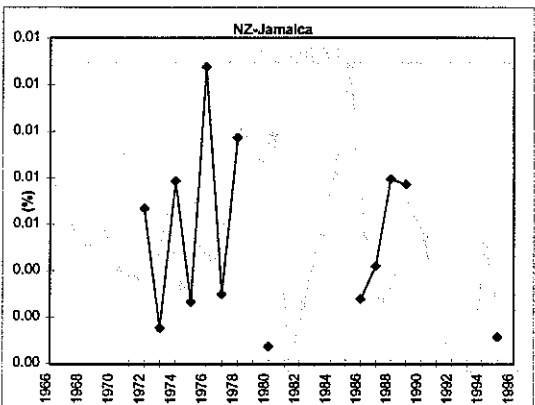
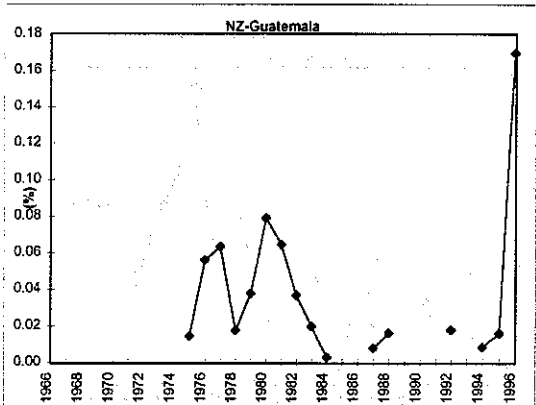
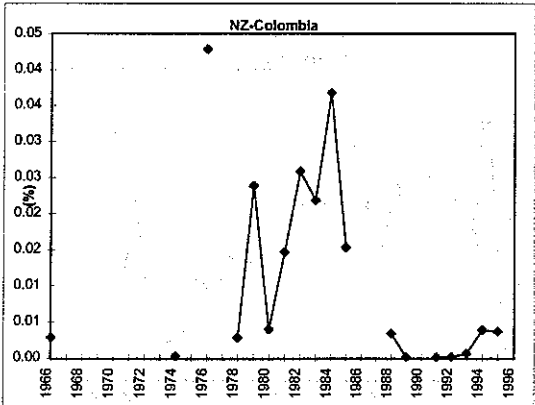
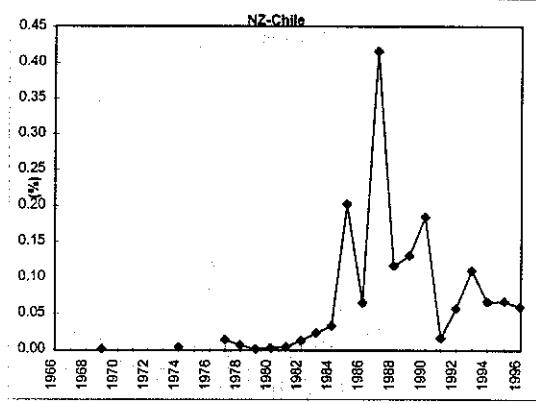
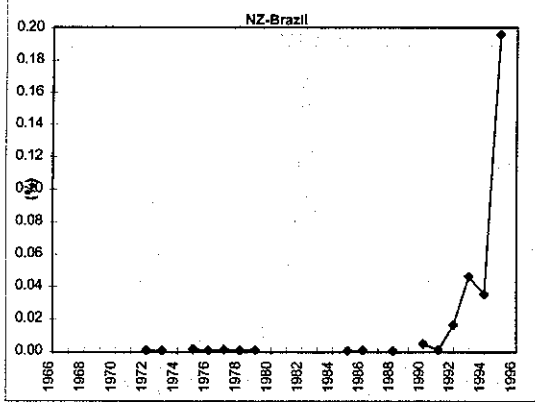


Latin America



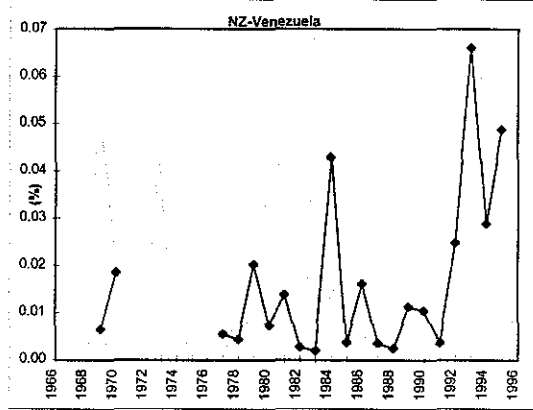
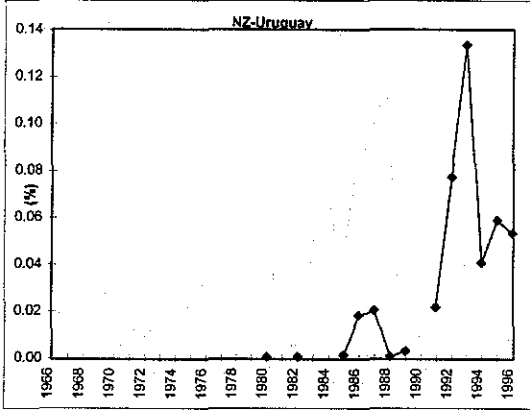
Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

Latin America

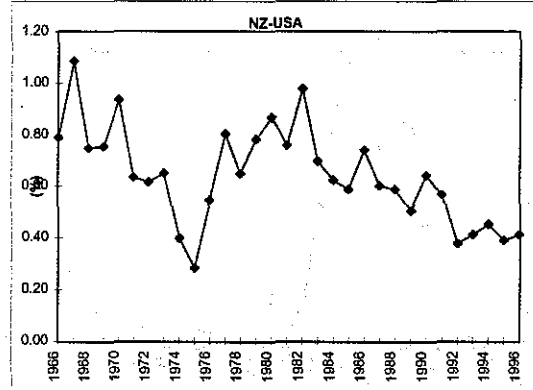
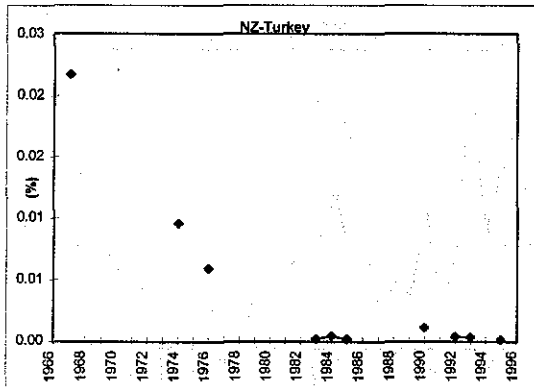
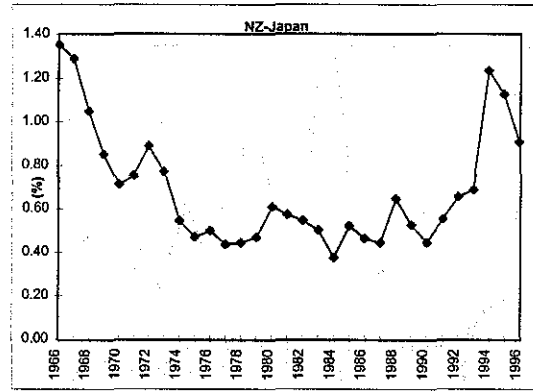
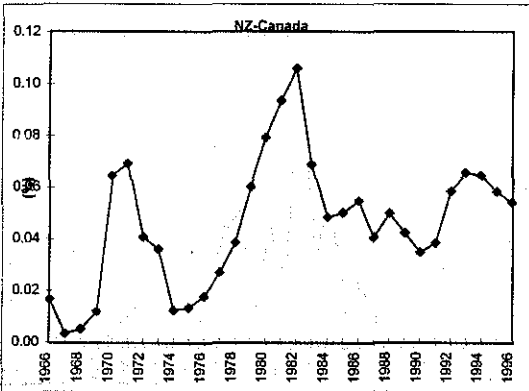


Market Share Analysis-Chemicals (5)
New Zealand Exports in Countries' Total Imports

Latin America

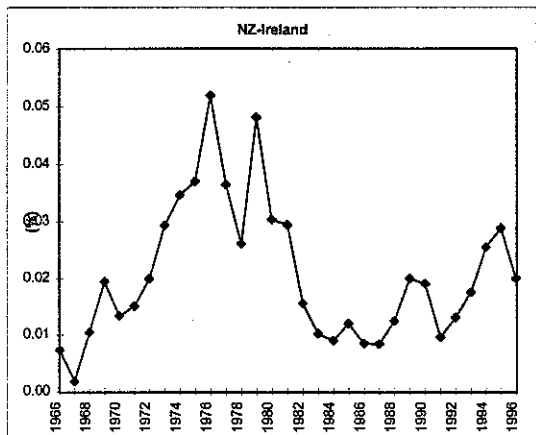
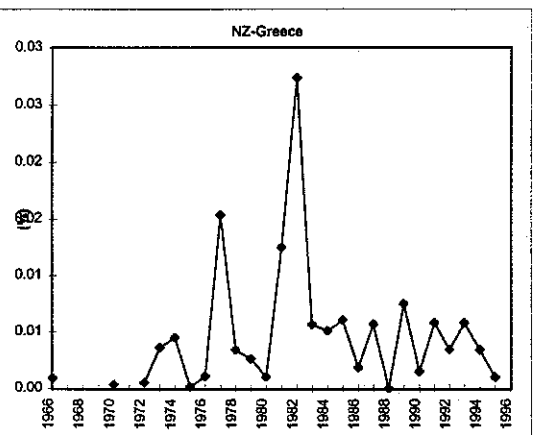
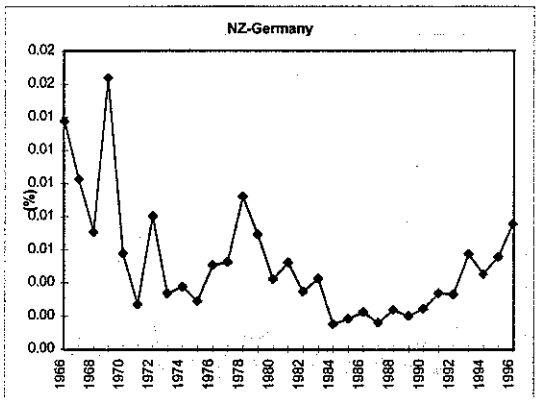
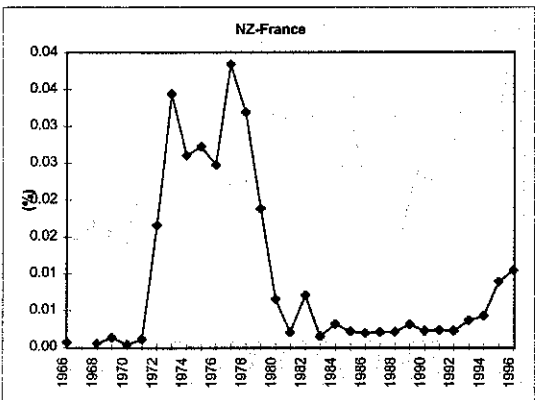
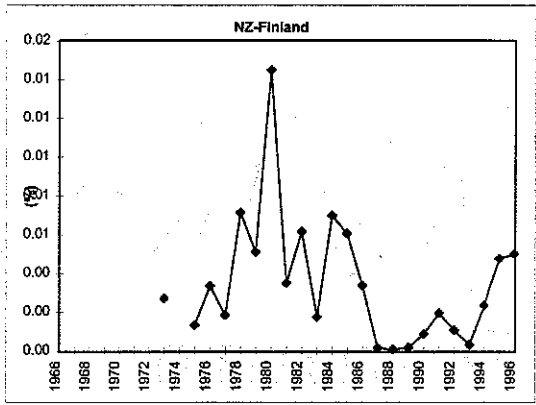
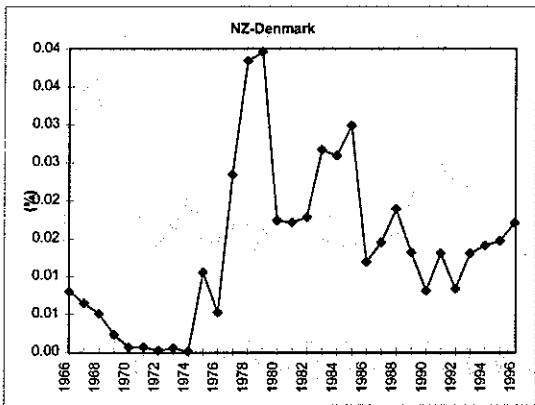
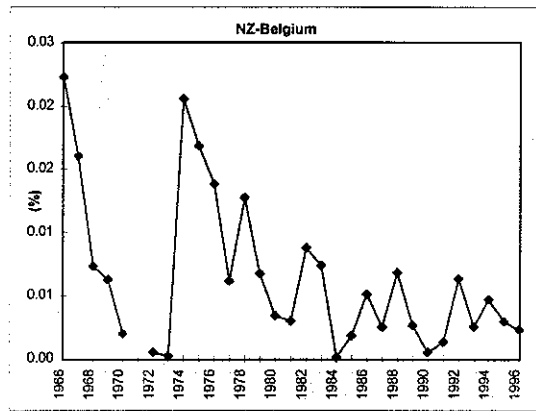
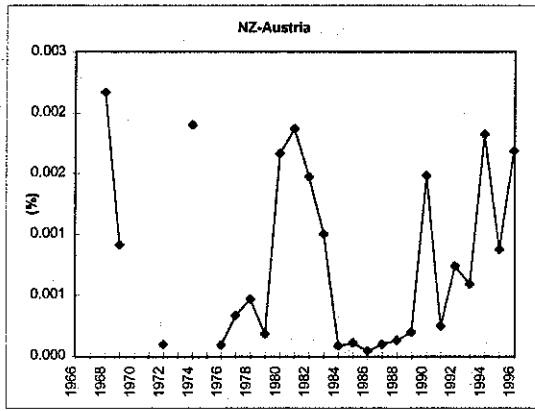


Other OECD



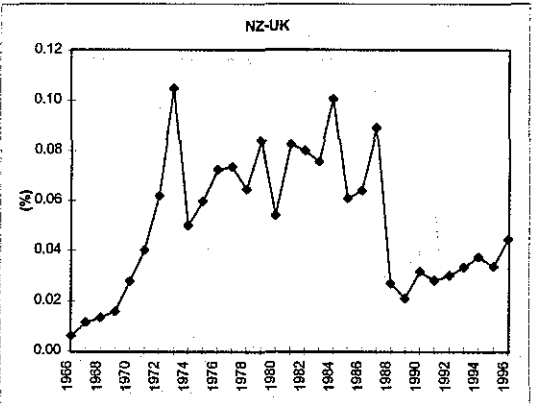
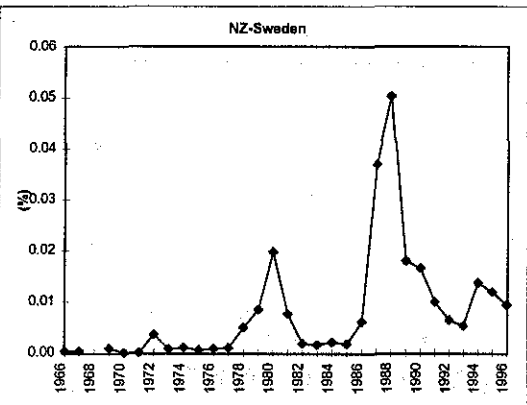
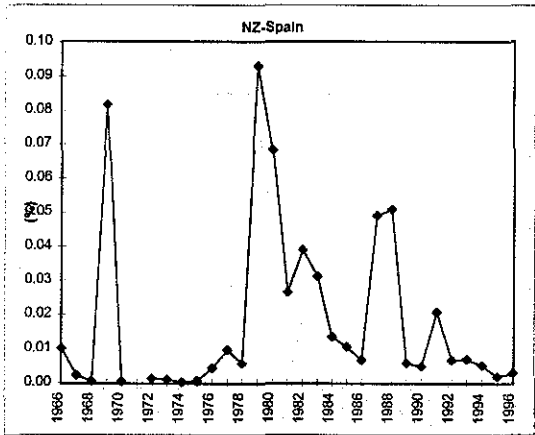
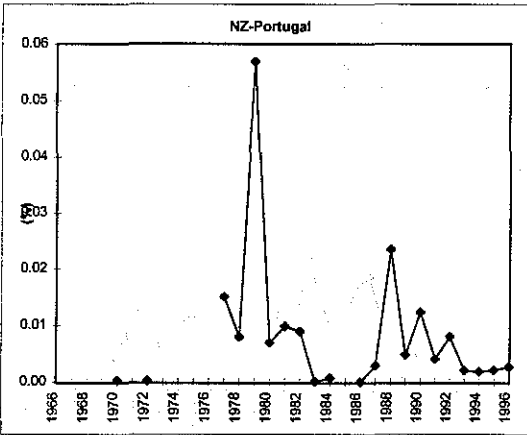
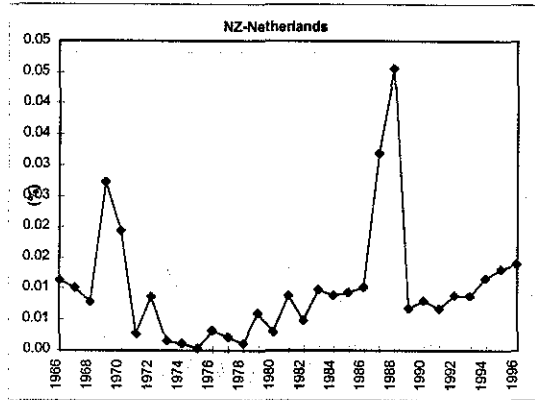
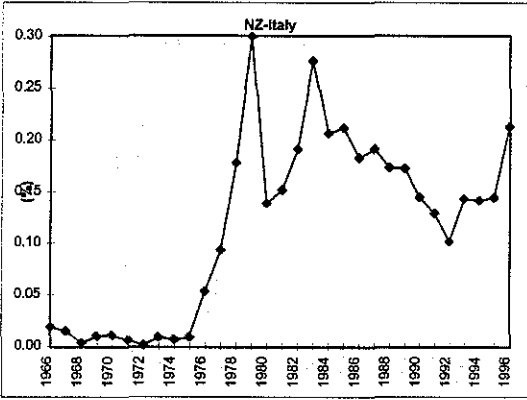
Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

EC

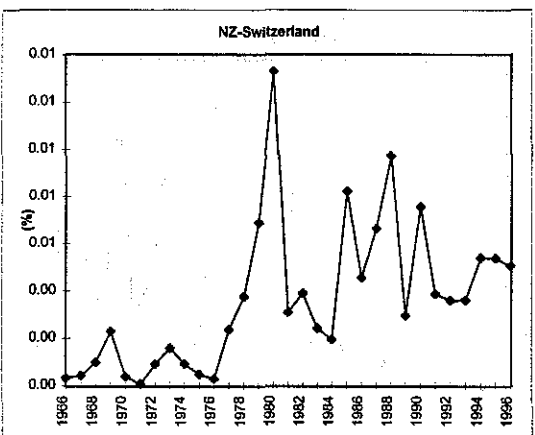
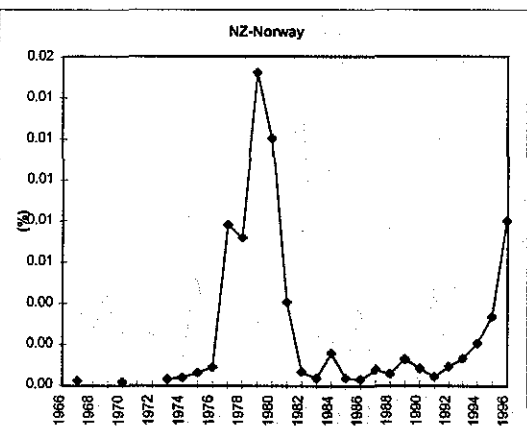


Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

EC

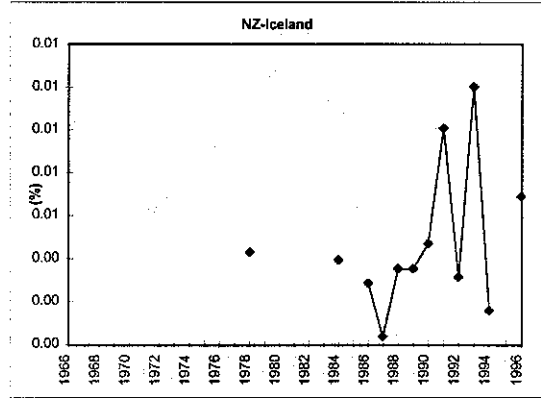
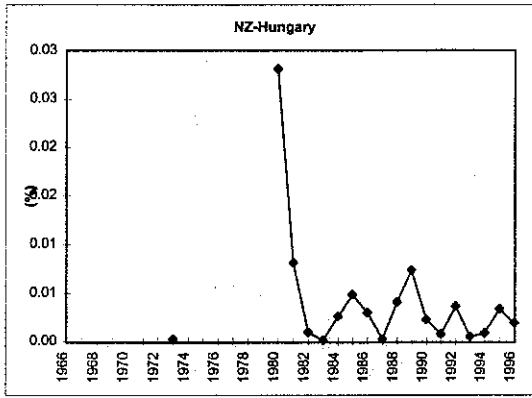


EFTA

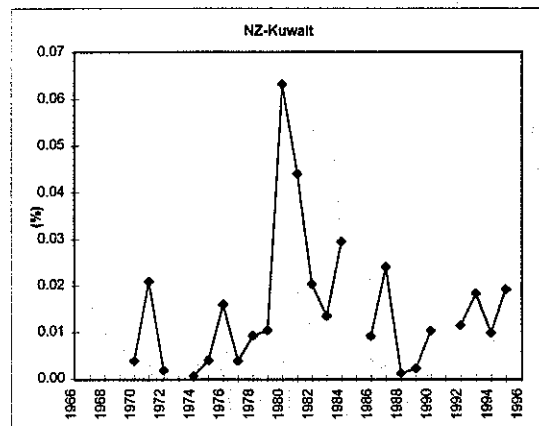
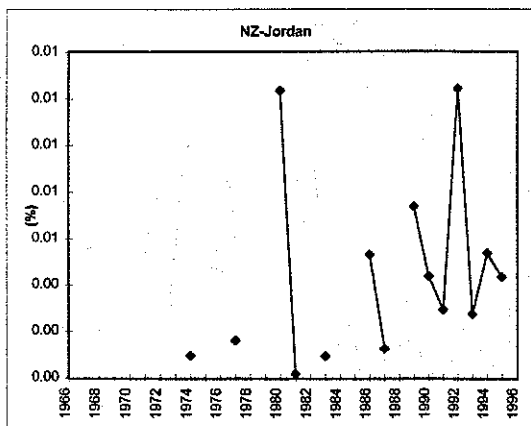
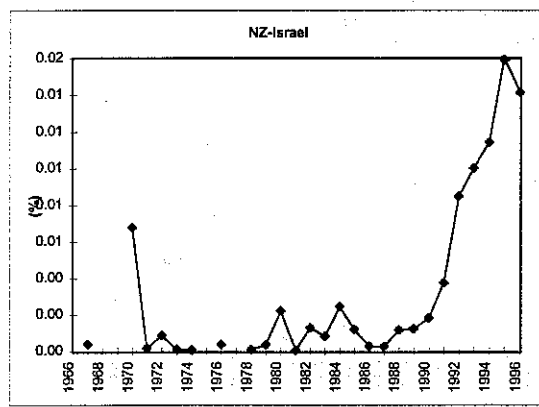
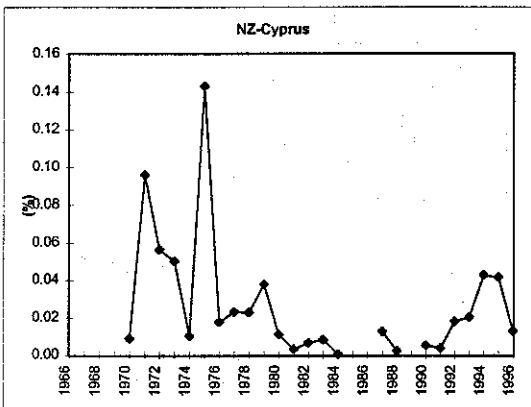
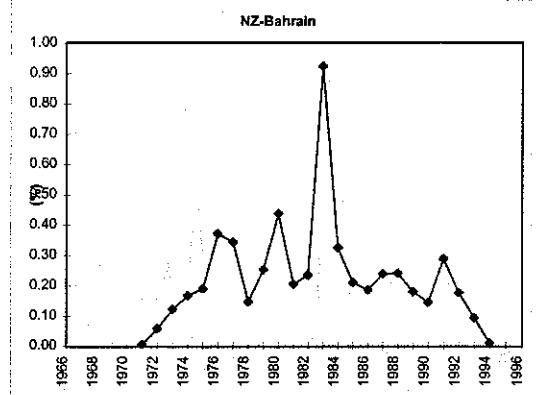
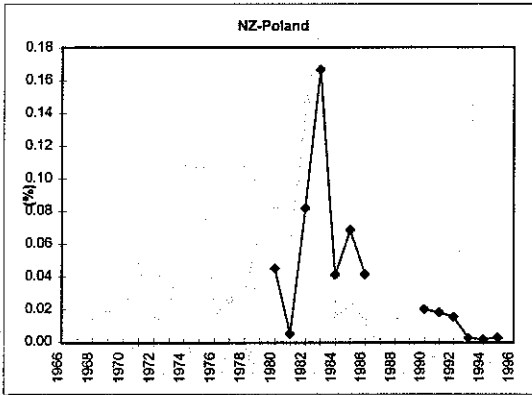


**Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports**

Other Europe

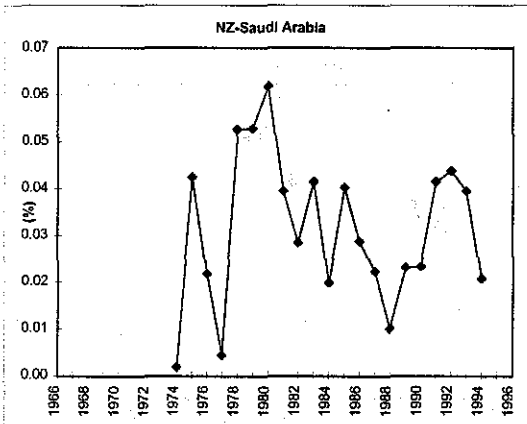
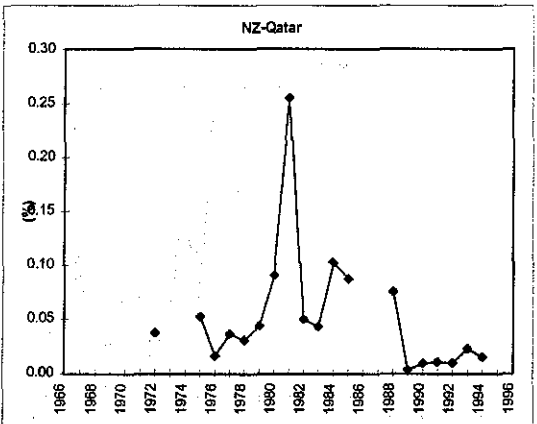
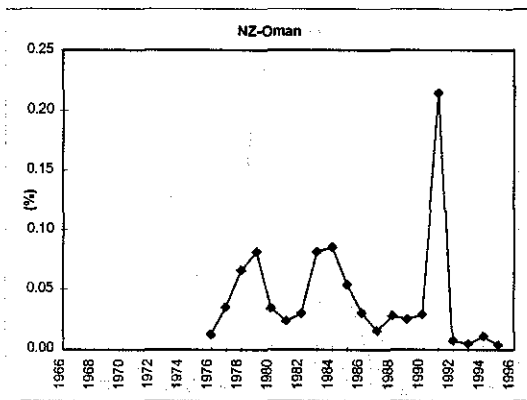
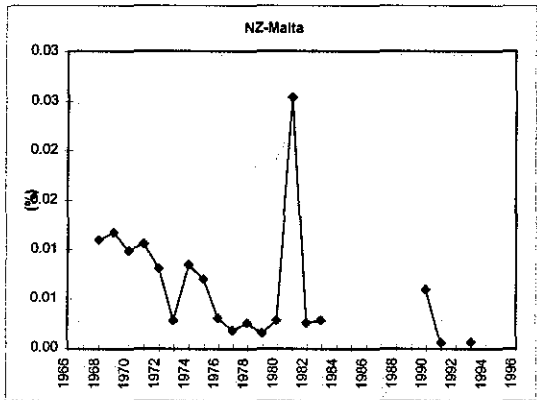


Middle East

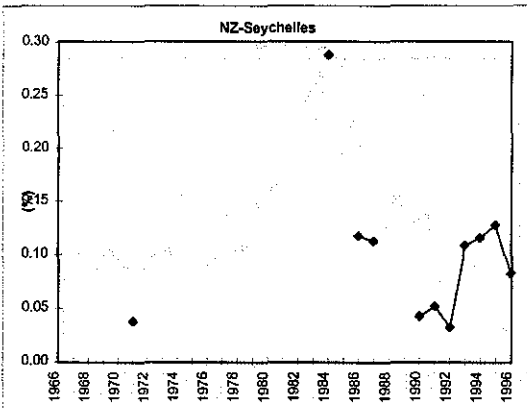
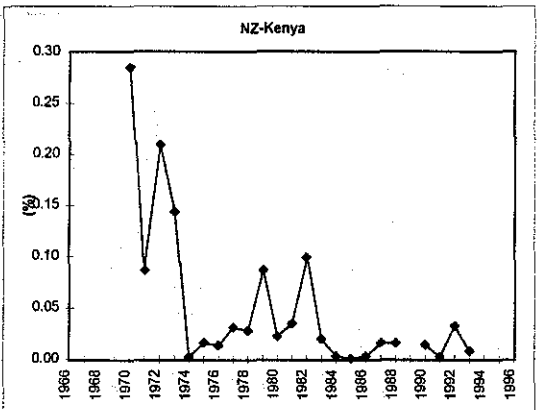


Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

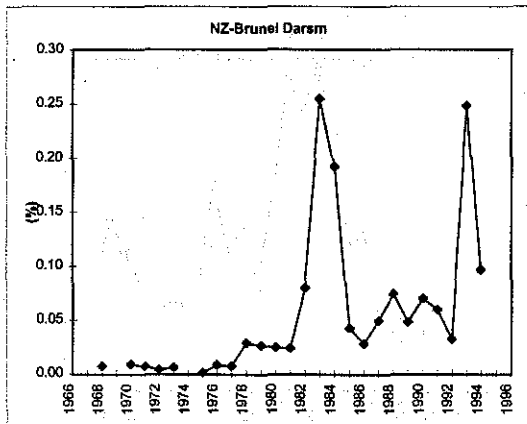
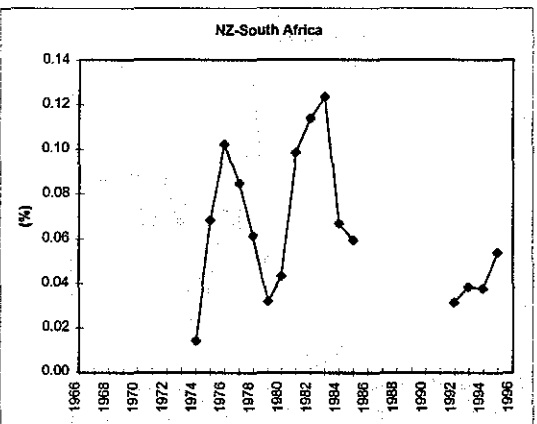
Middle East



Africa

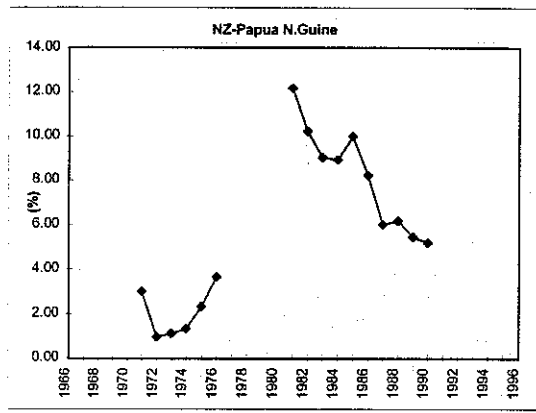
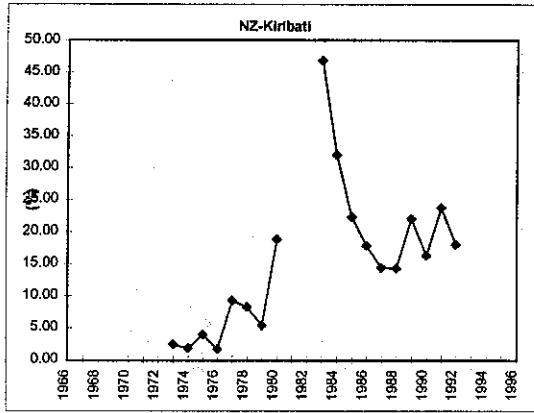


Pacific Island Nations

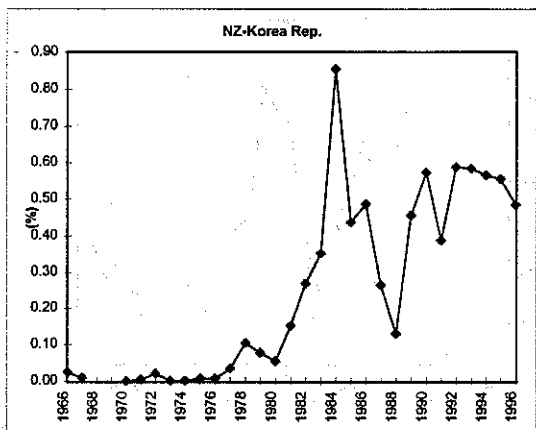
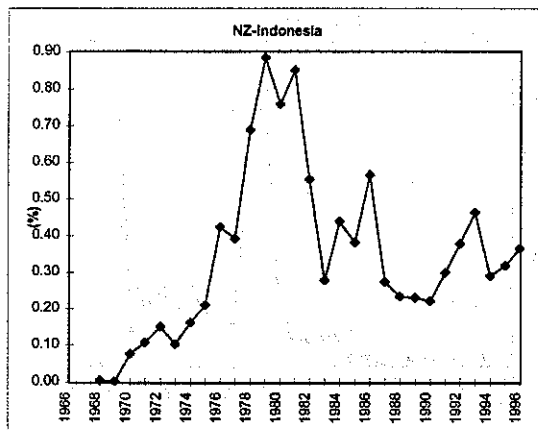
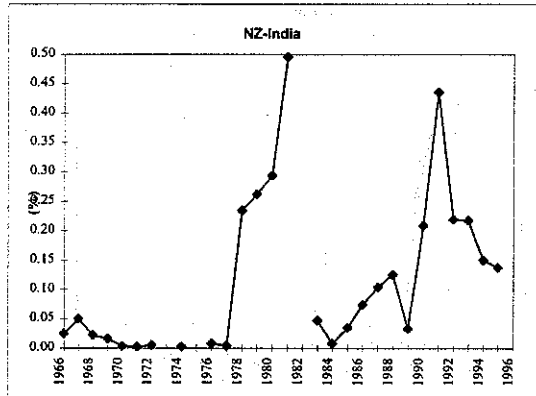
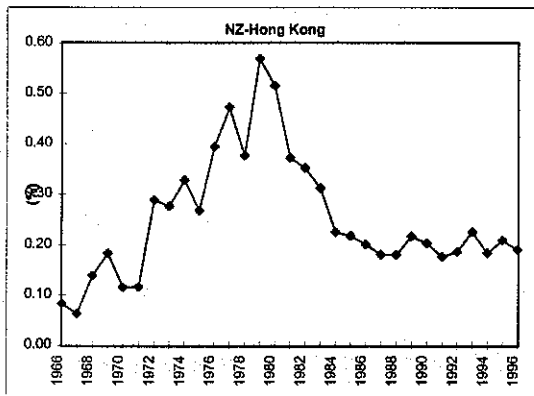
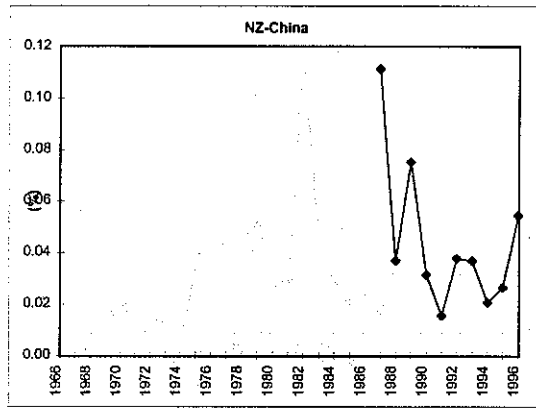
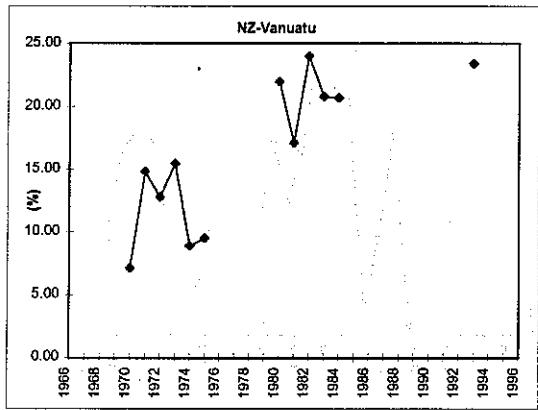


Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

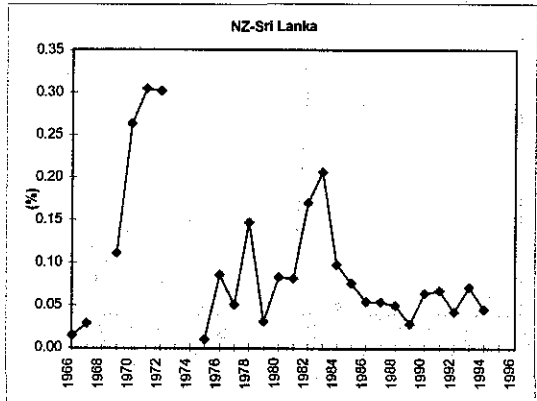
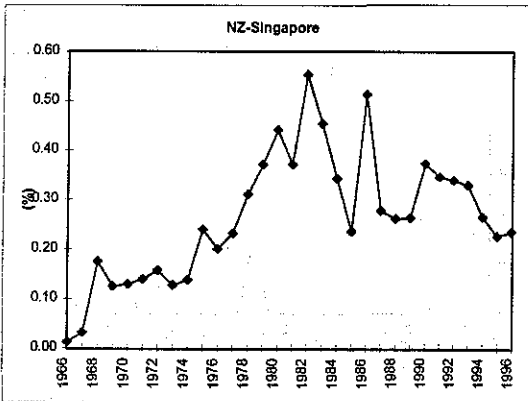
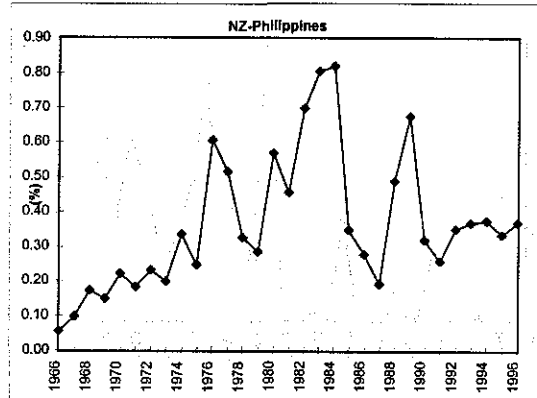
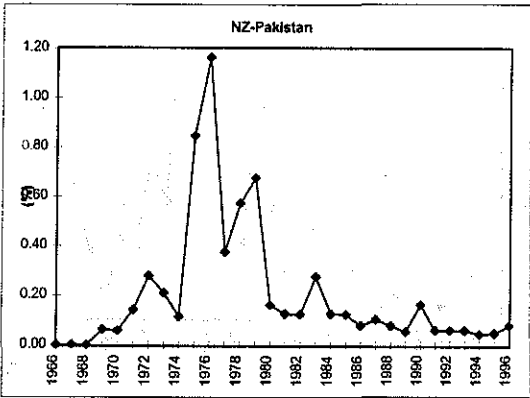
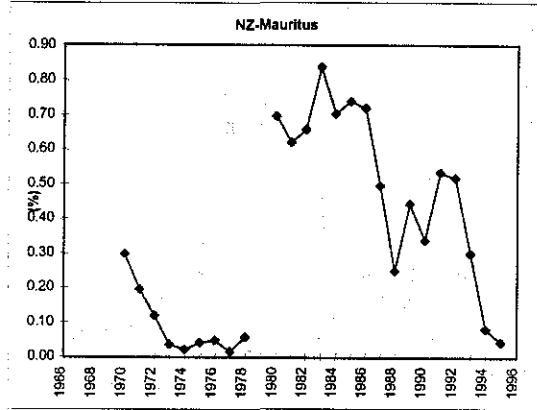
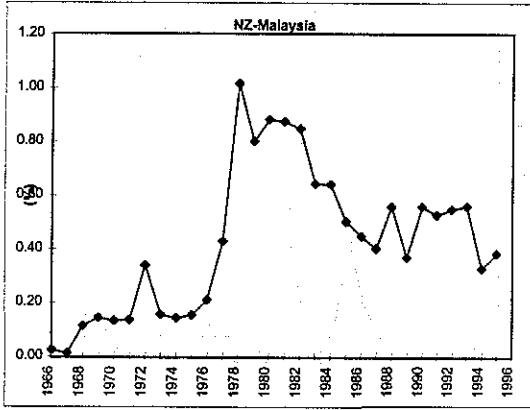


Other Asia

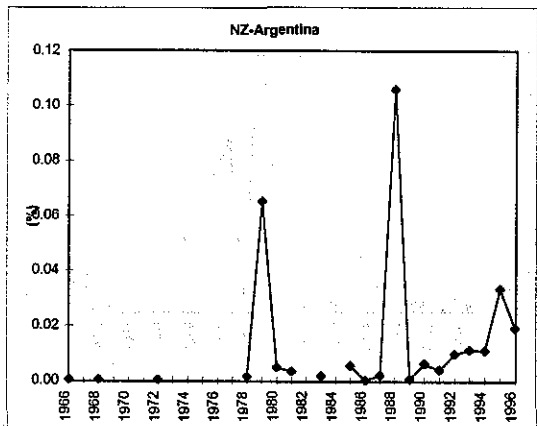
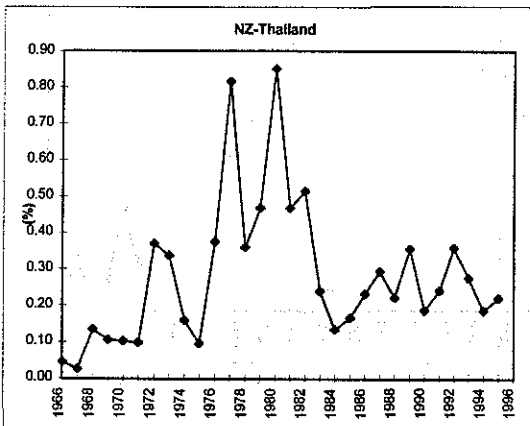


**Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports**

Other Asia

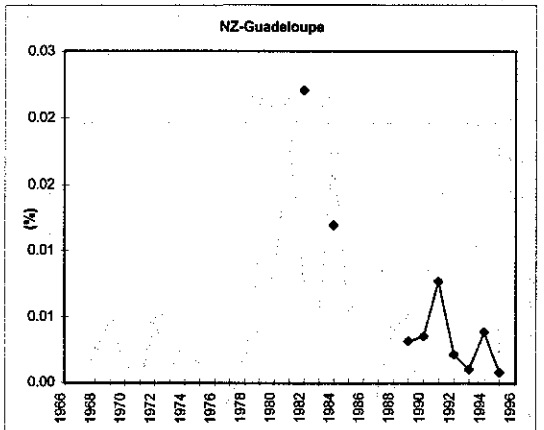
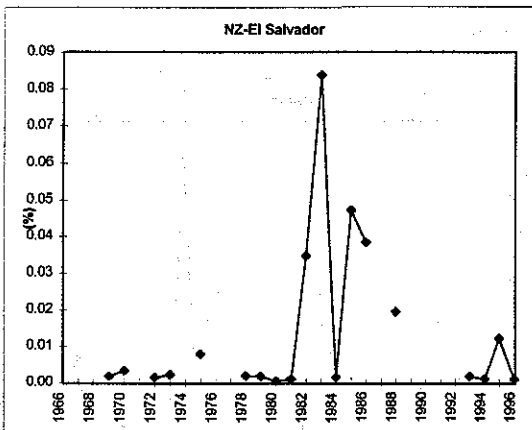
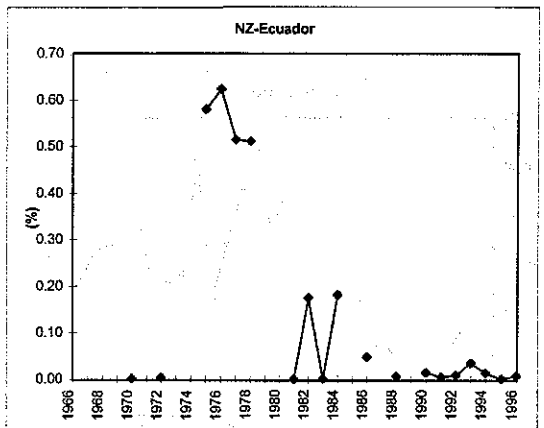
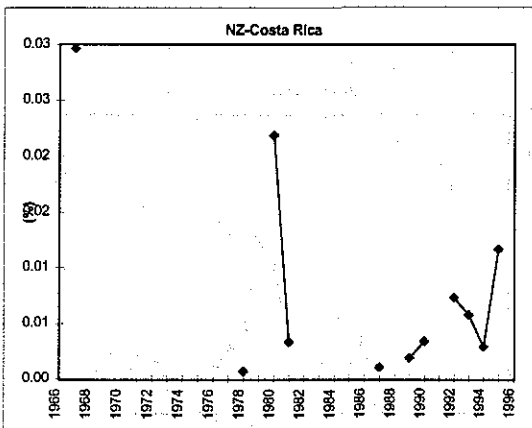
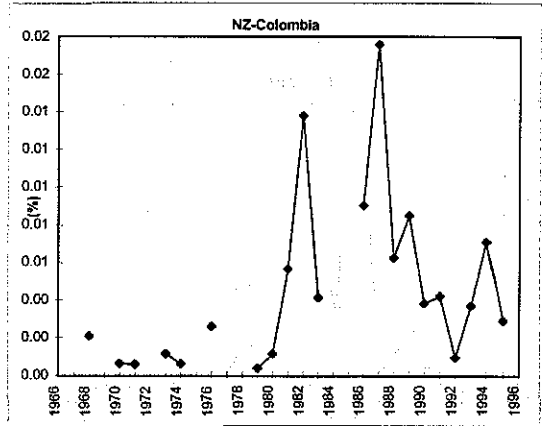
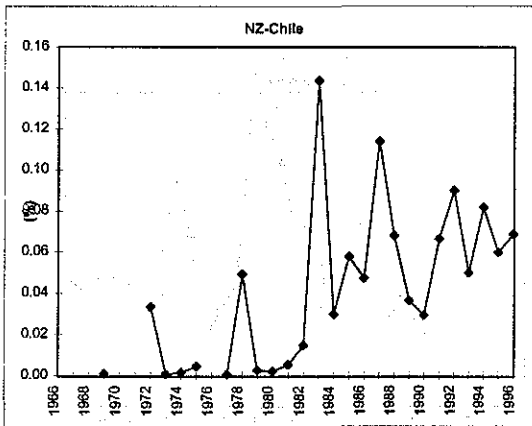
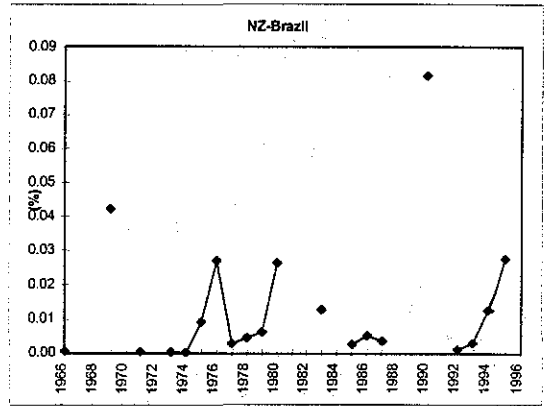
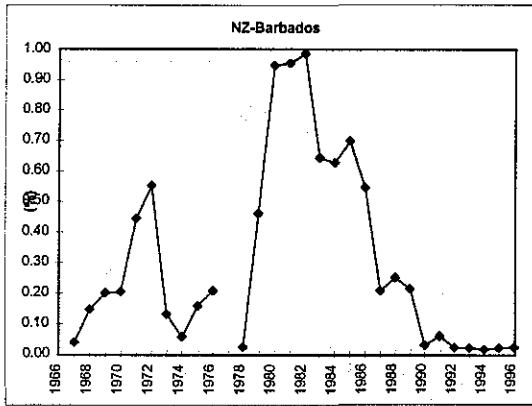


Latin America



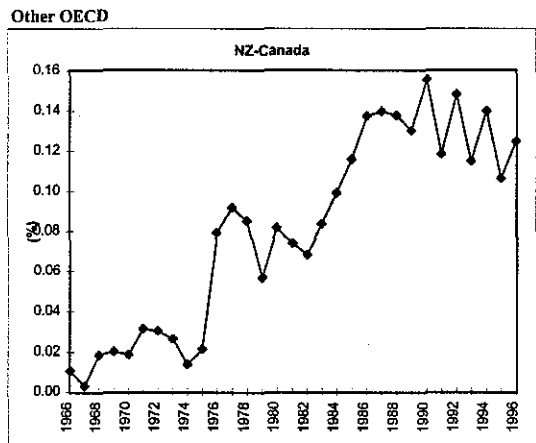
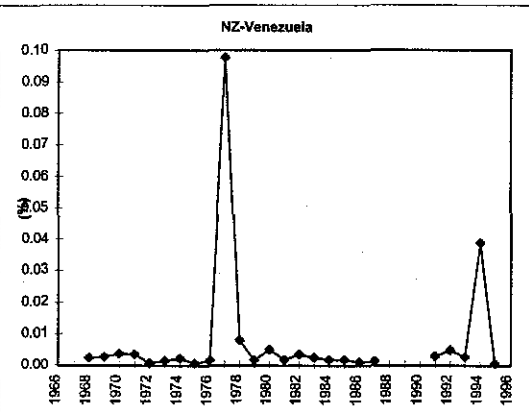
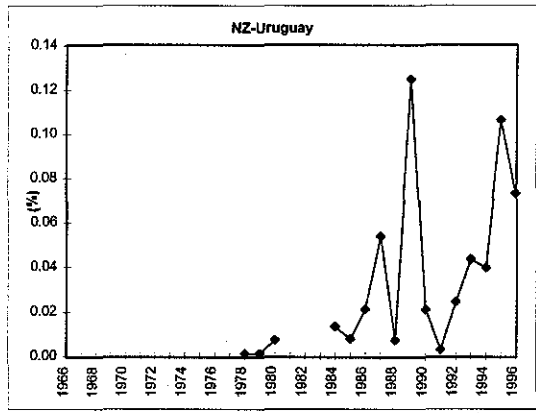
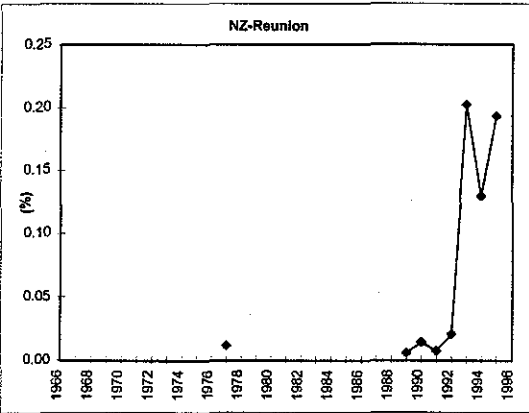
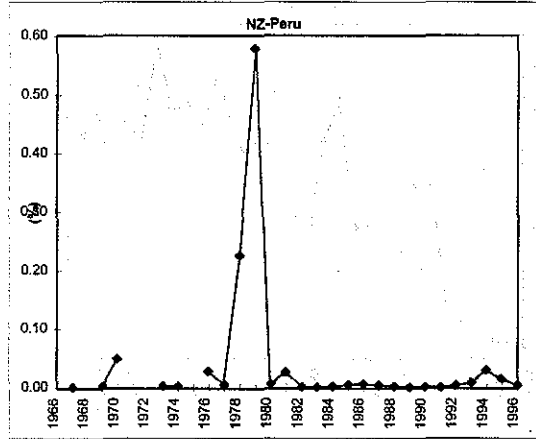
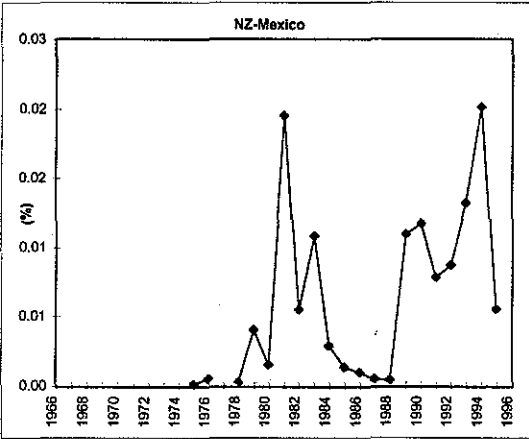
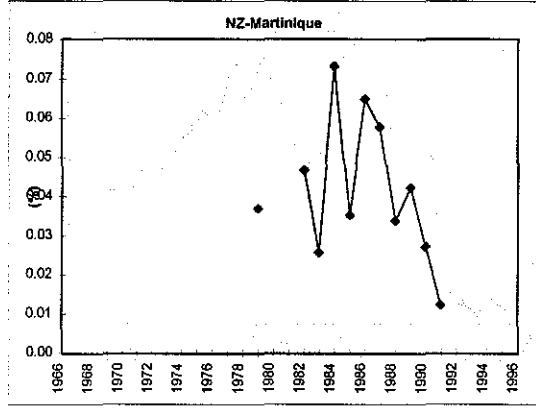
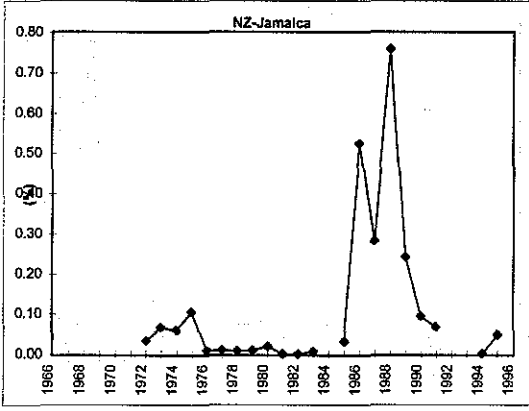
Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

Latin America



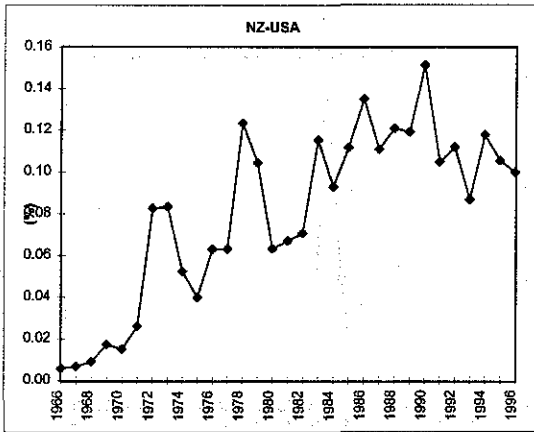
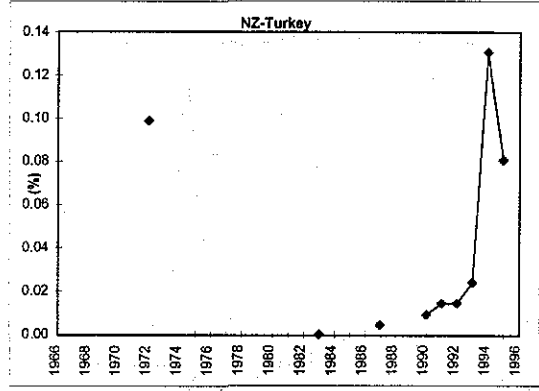
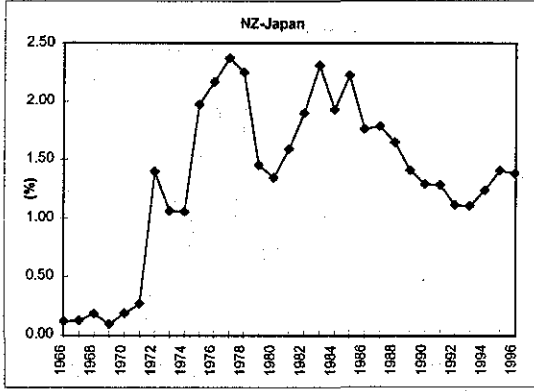
Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

Latin America



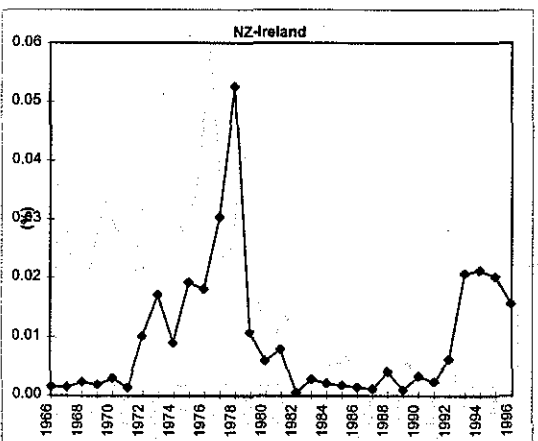
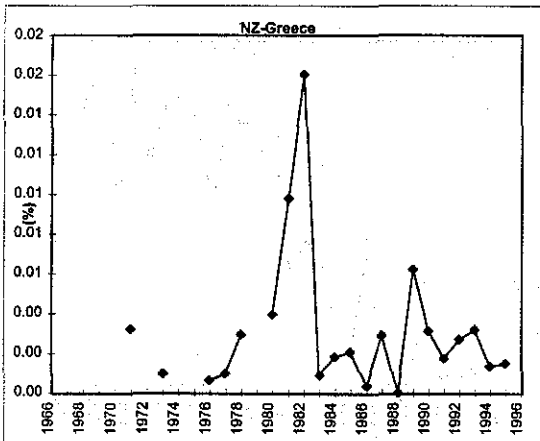
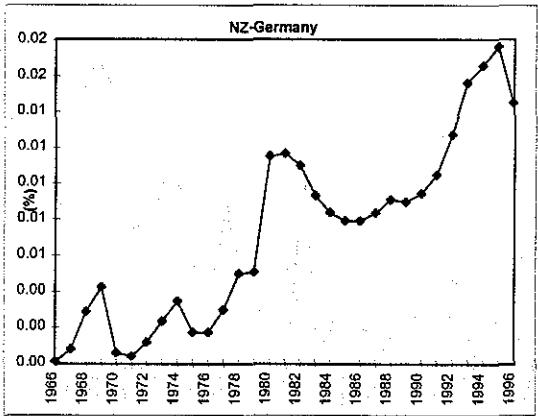
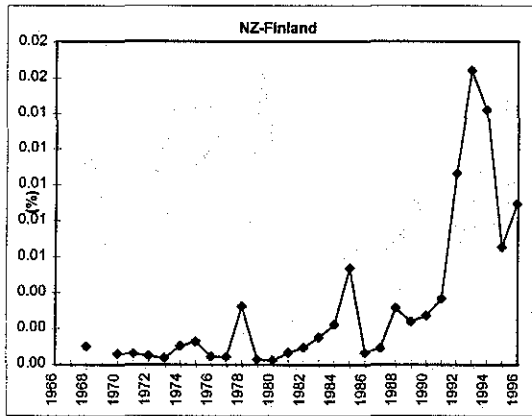
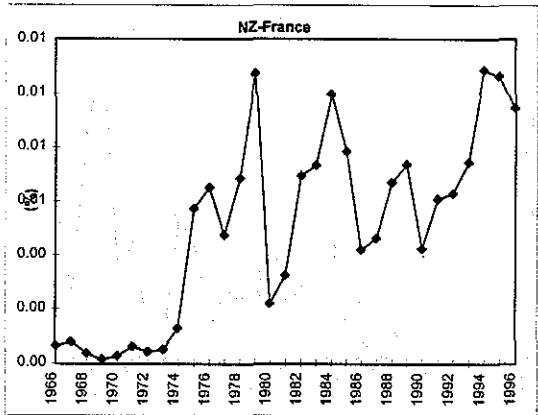
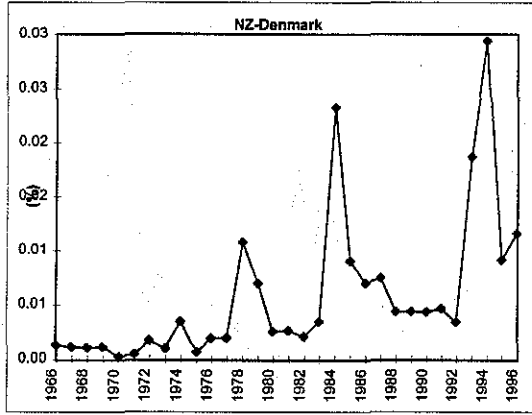
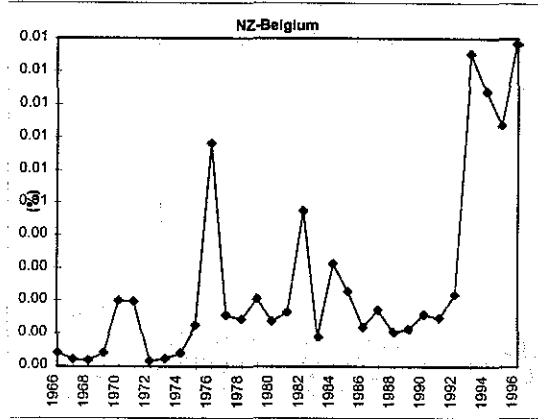
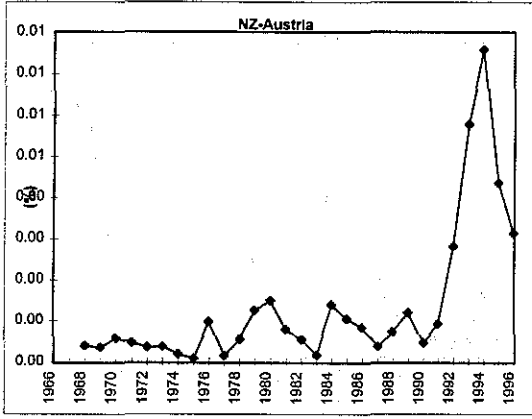
Market Share Analysis-Basic Manufactures (6)
New Zealand Exports in Countries' Total Imports

Other OECD



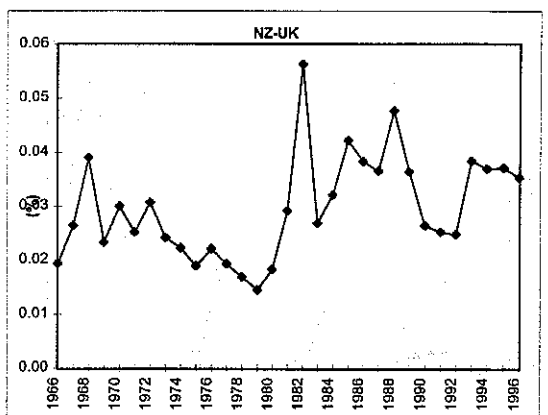
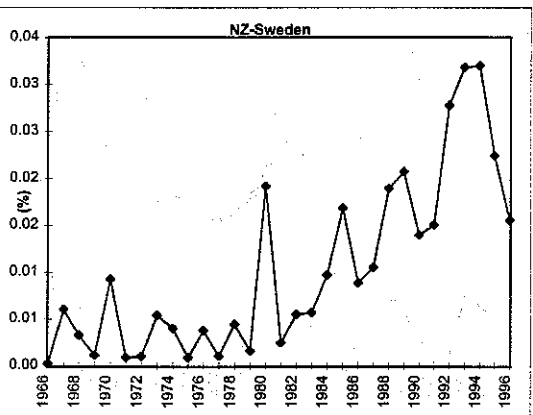
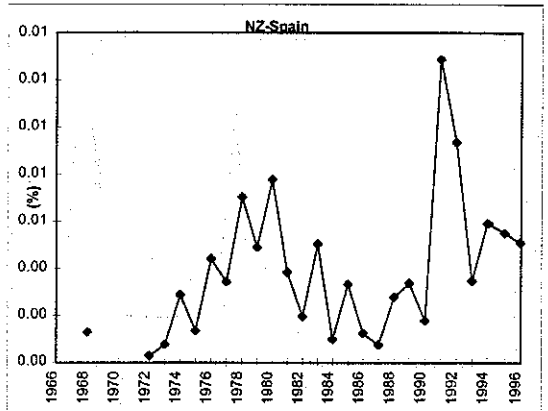
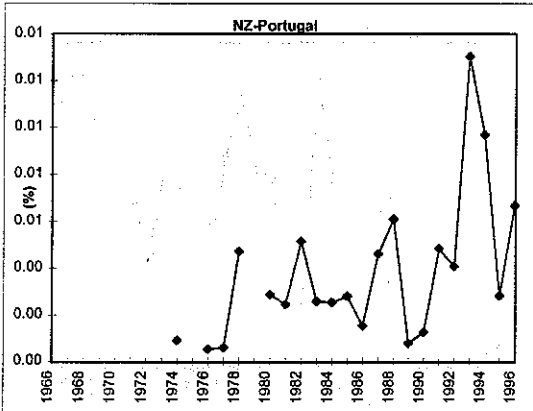
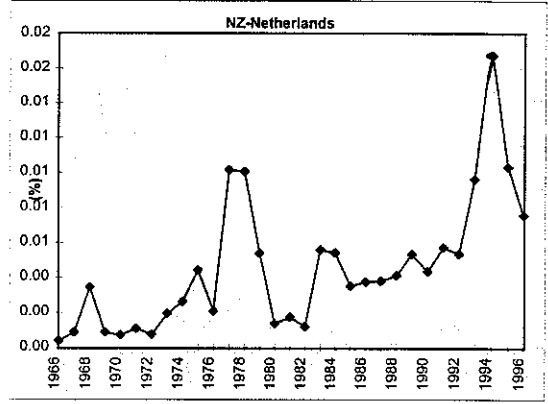
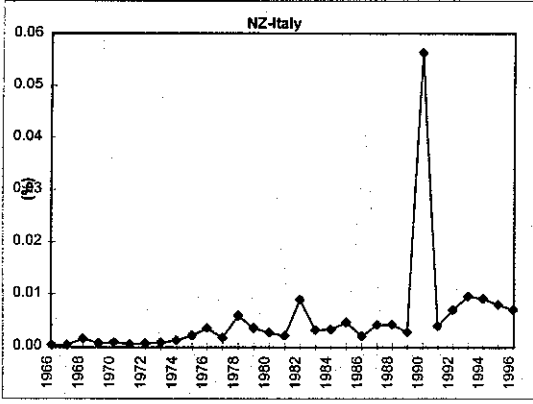
Market Share Analysis-Misc. Manufacturers (8)
New Zealand Exports in Countries' Total Imports

EC

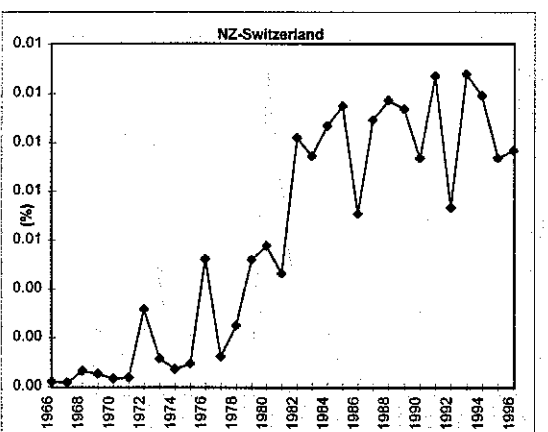
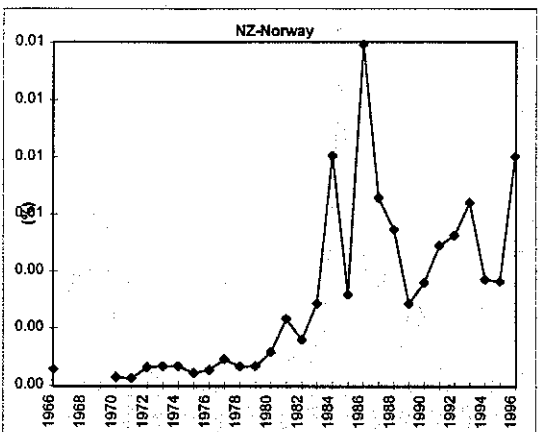


Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports

EC

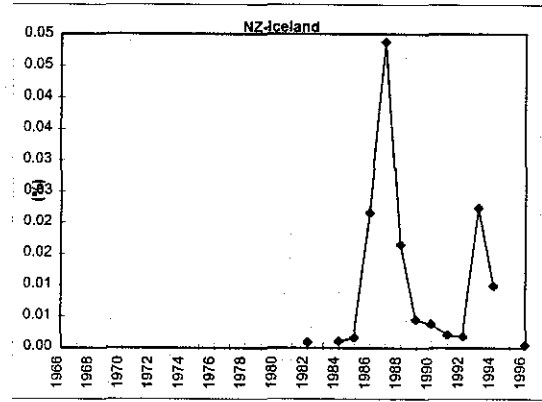
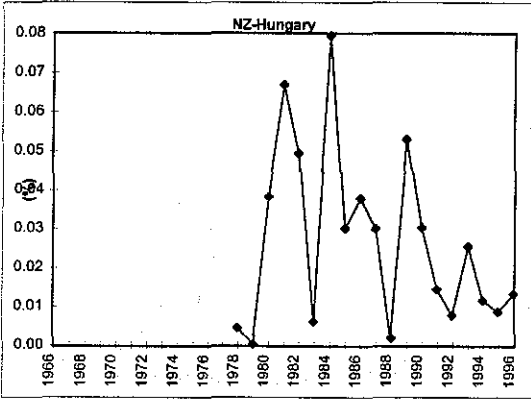


EFTA

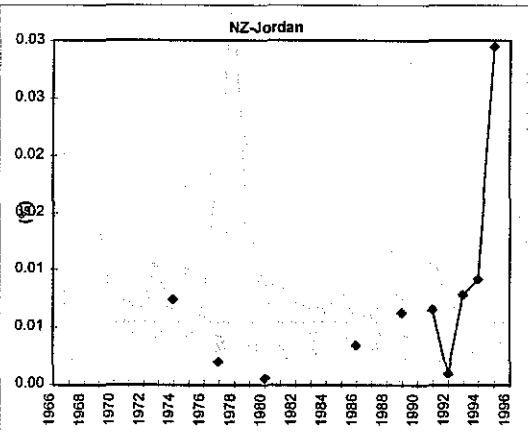
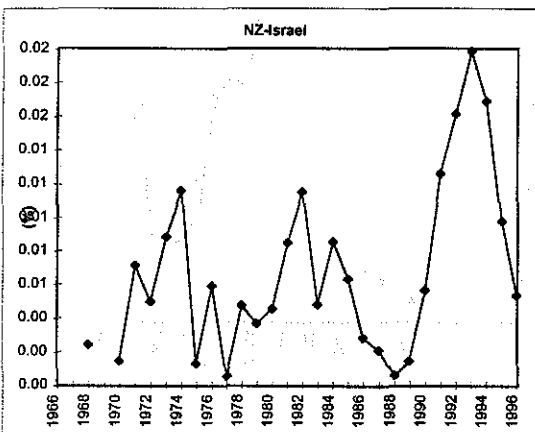
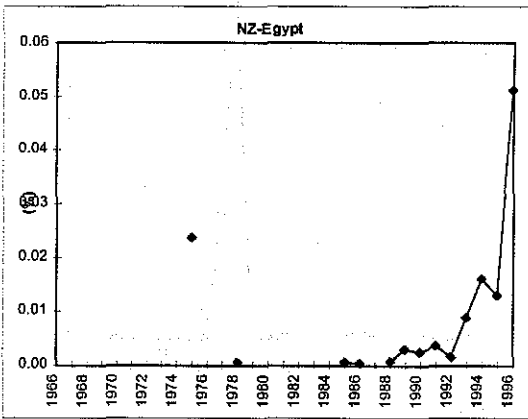
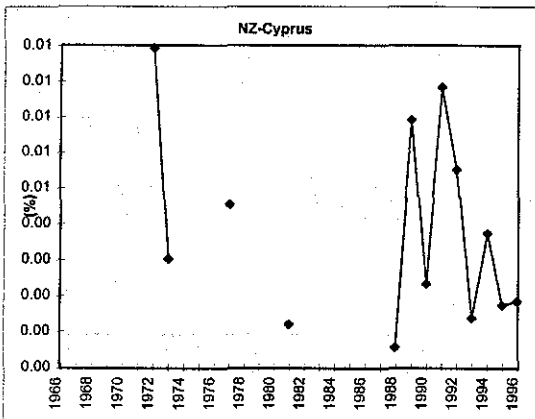
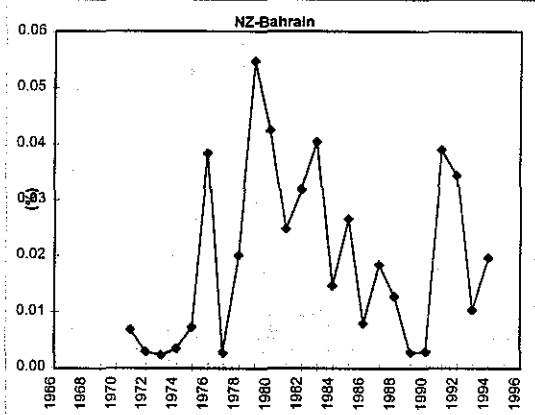
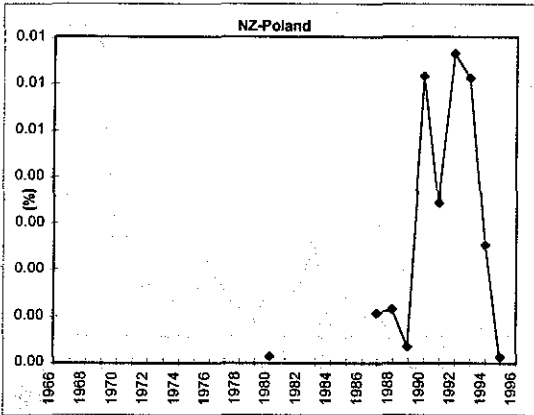


Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports

Other Europe

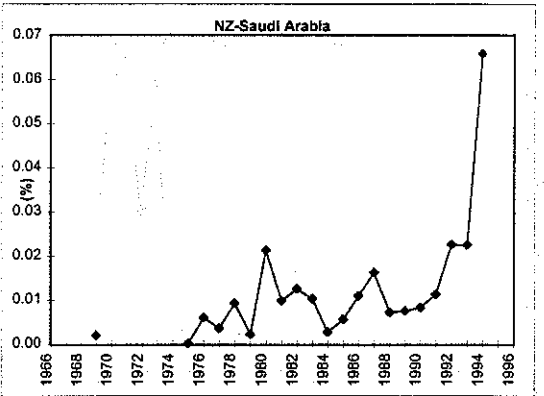
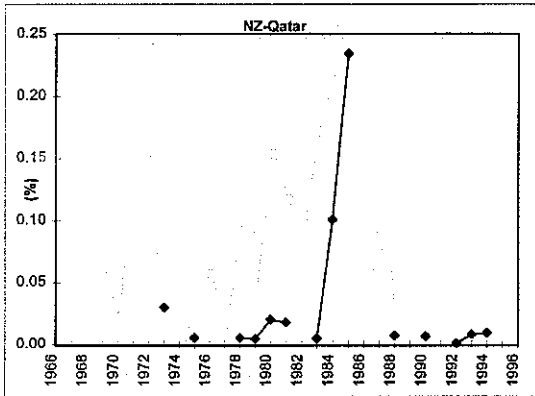
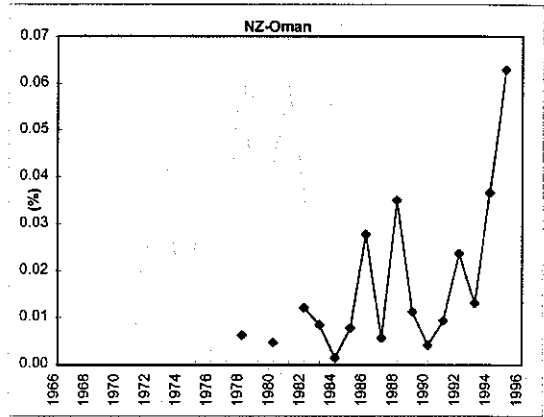
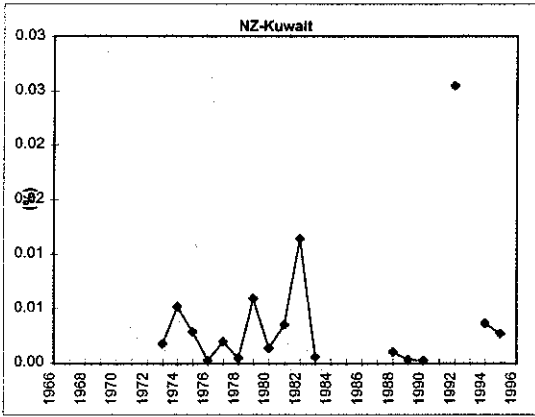


Middle East

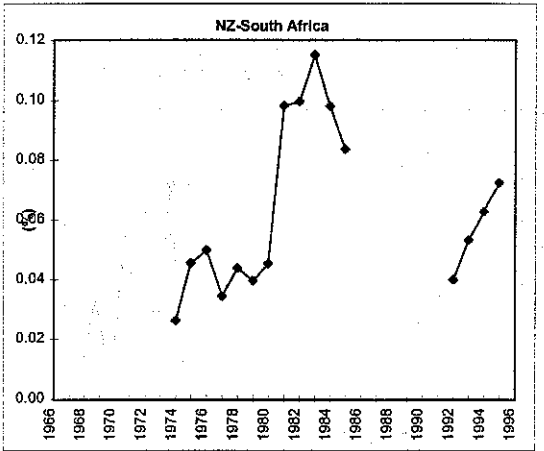
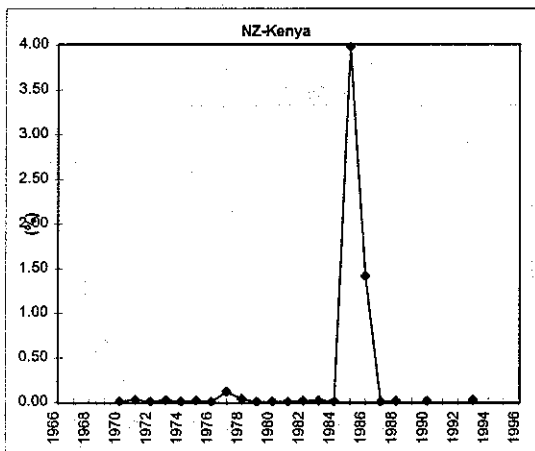


Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports

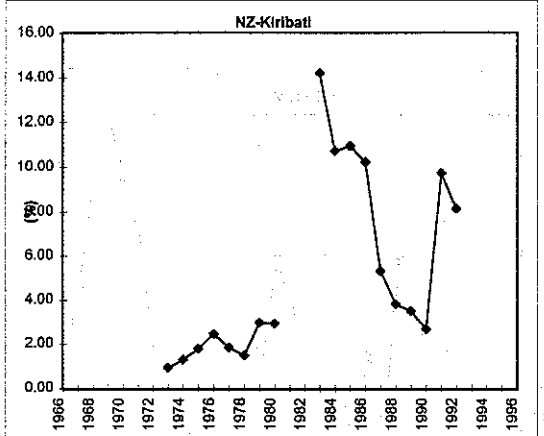
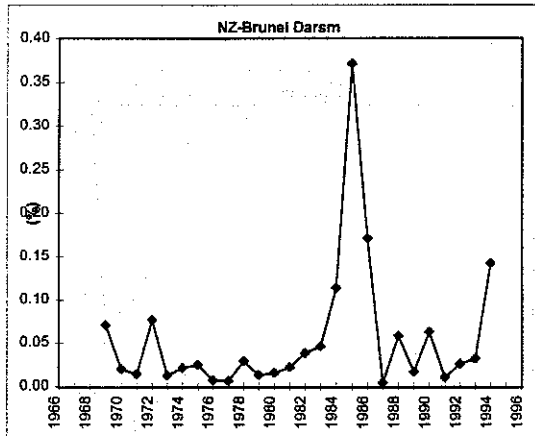
Middle East



Africa

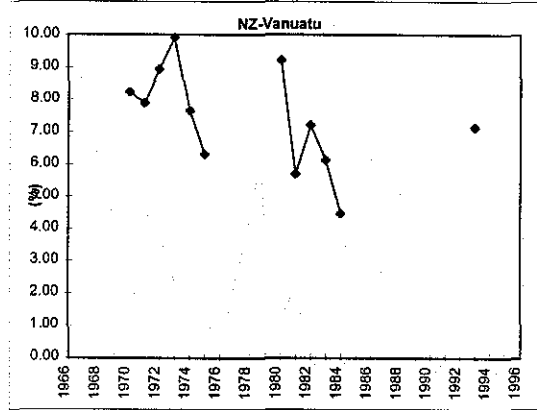
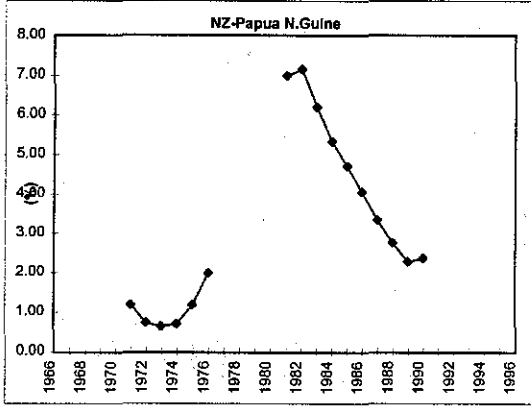


Pacific Island Nations

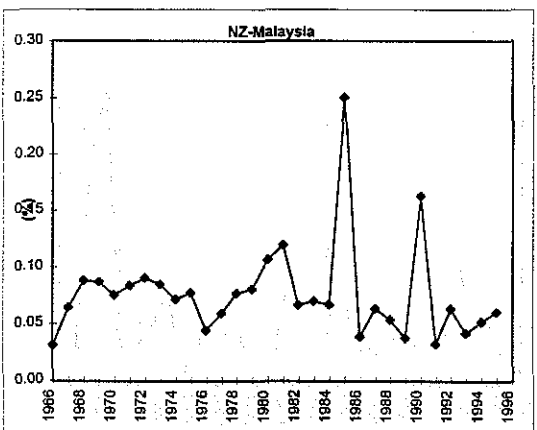
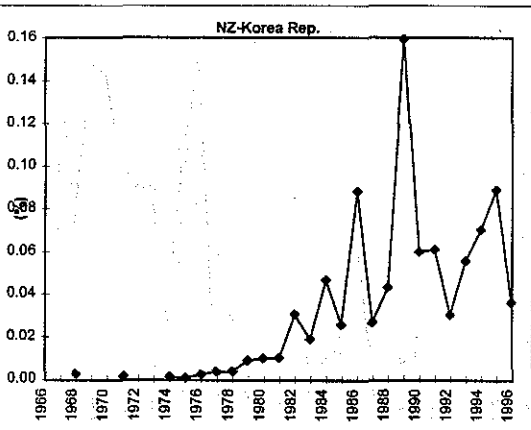
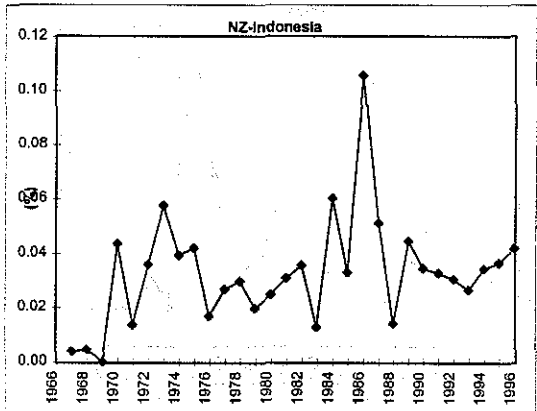
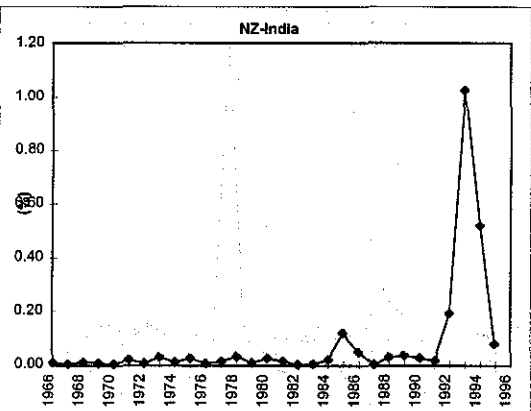
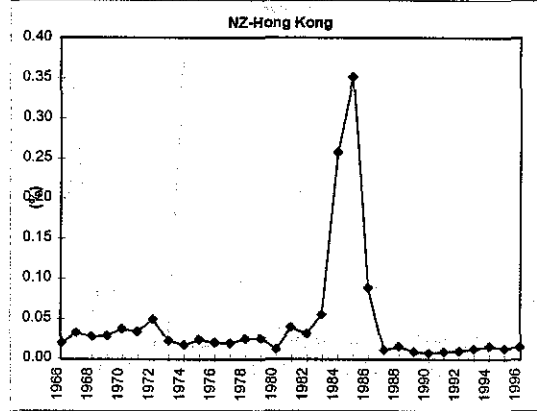
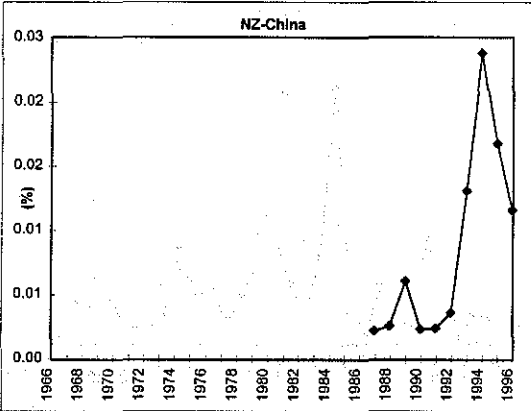


Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

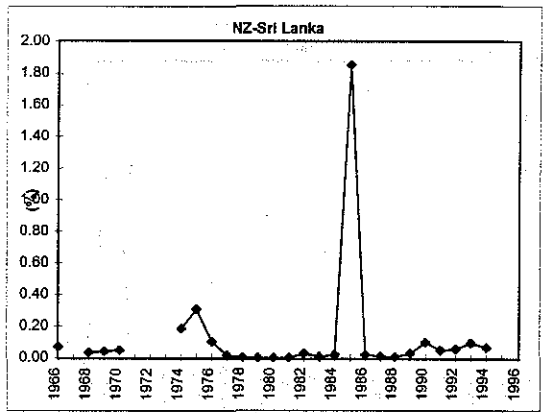
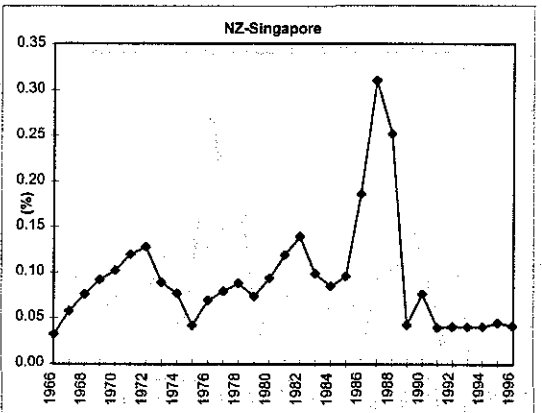
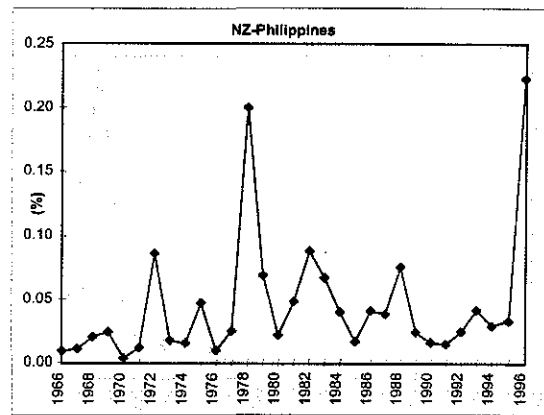
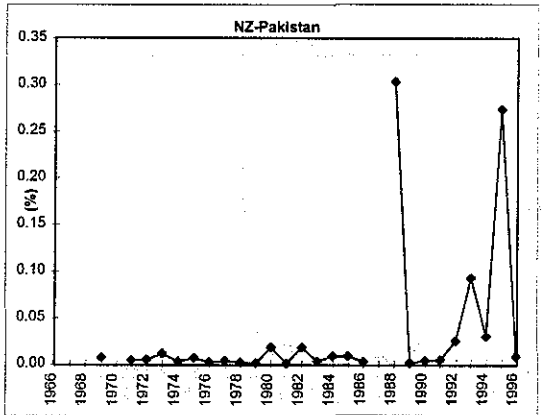
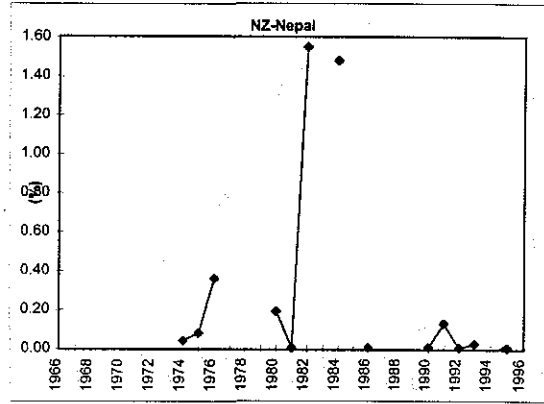
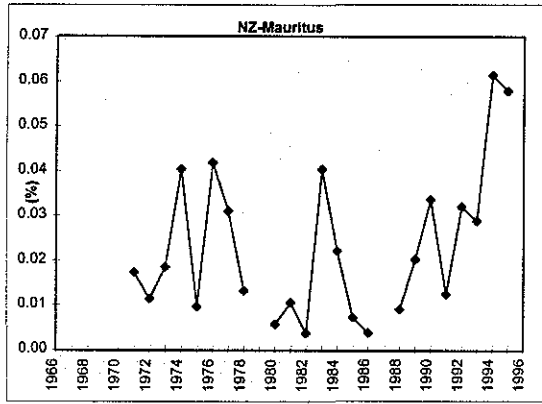


Other Asia

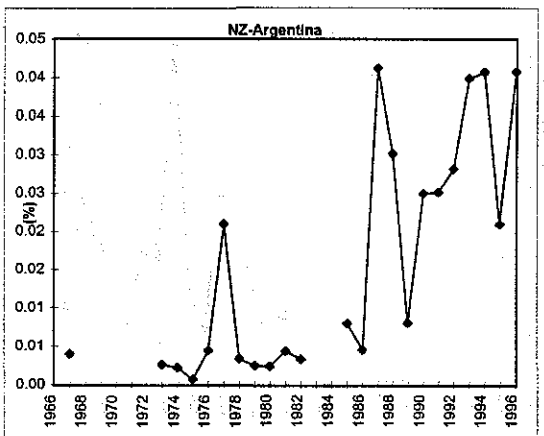
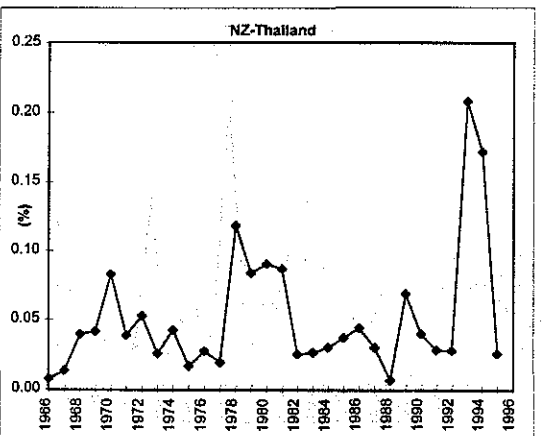


**Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports**

Other Asia

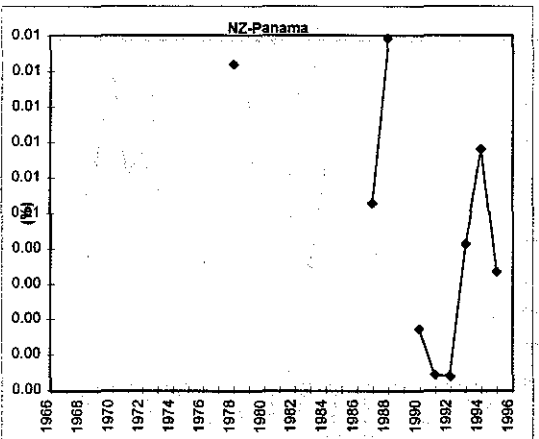
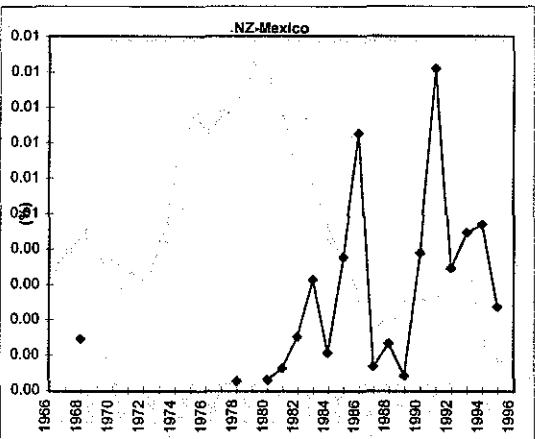
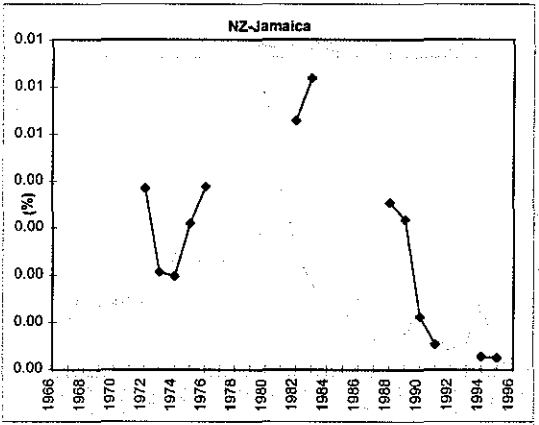
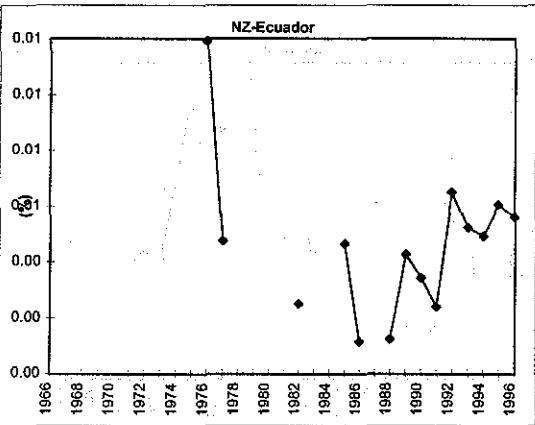
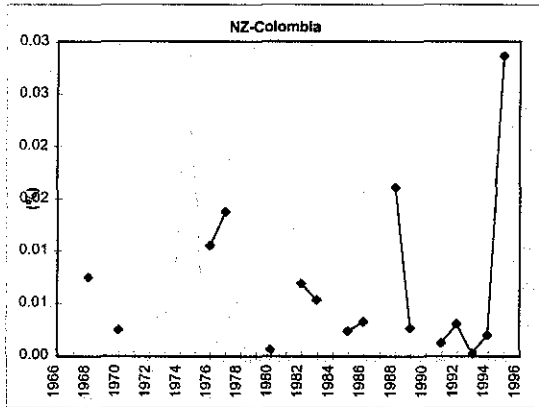
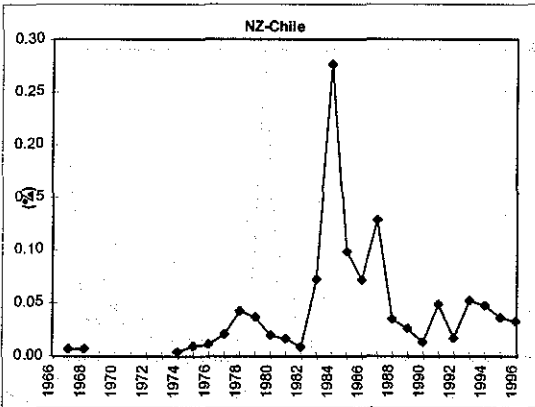
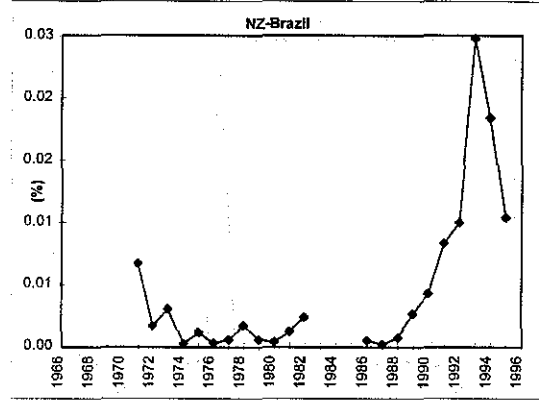
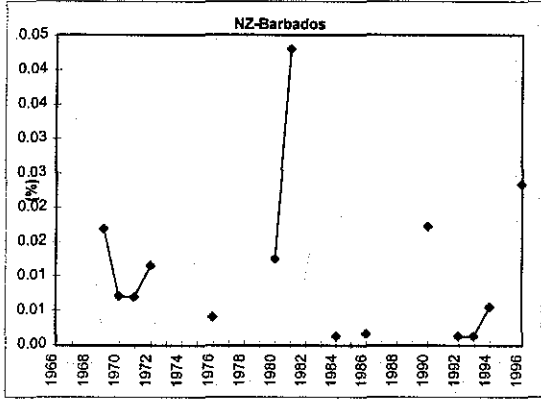


Latin America



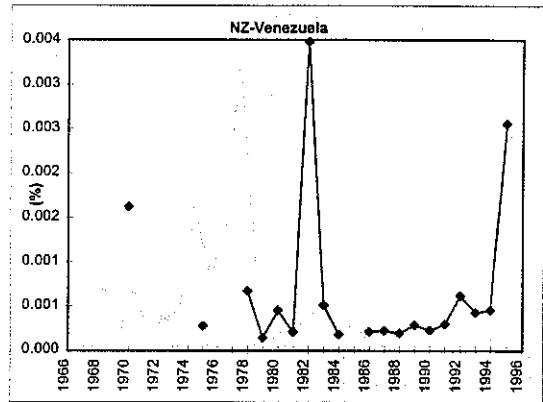
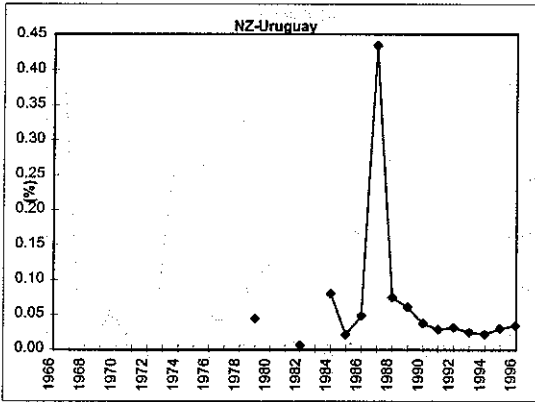
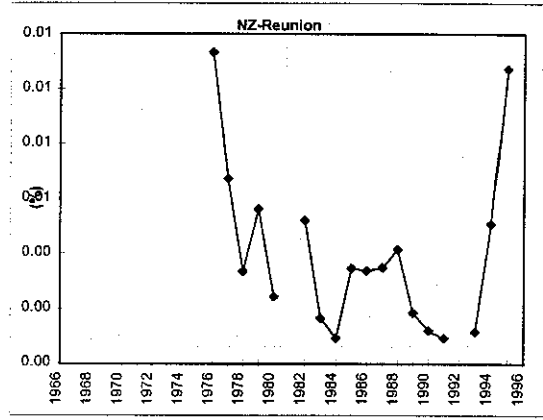
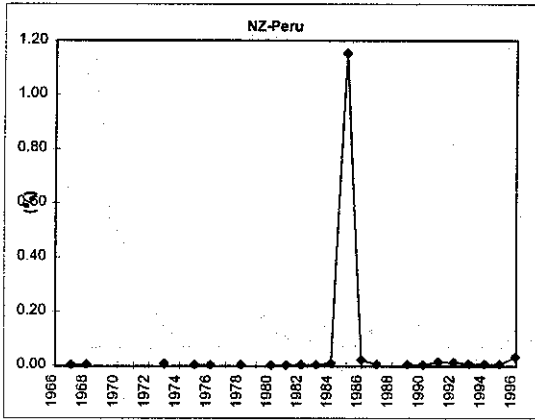
Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports

Latin America

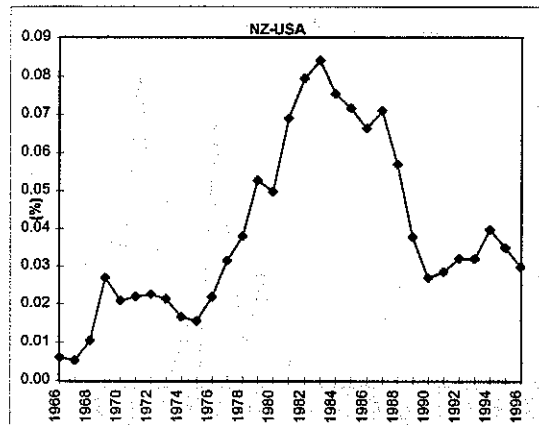
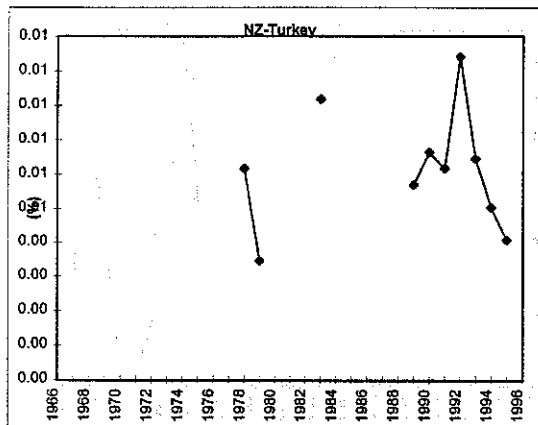
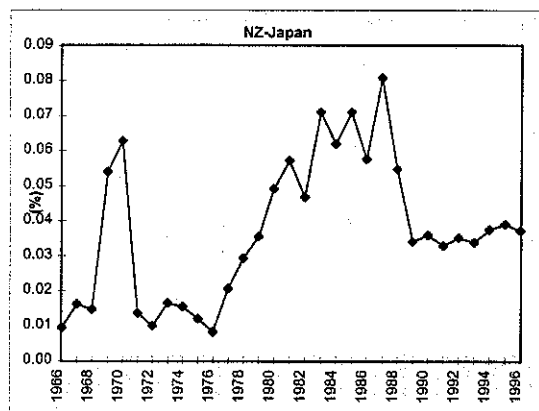
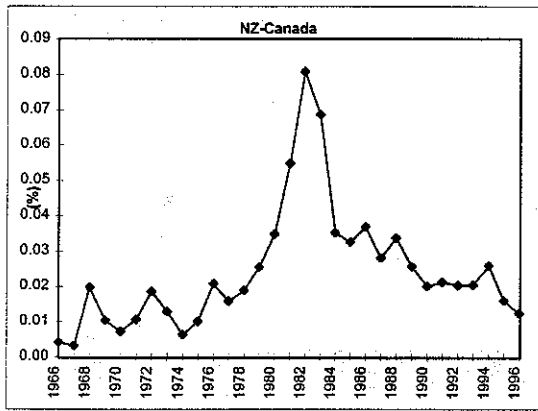


Market Share Analysis-Misc. Manufactures (8)
New Zealand Exports in Countries' Total Imports

Latin America

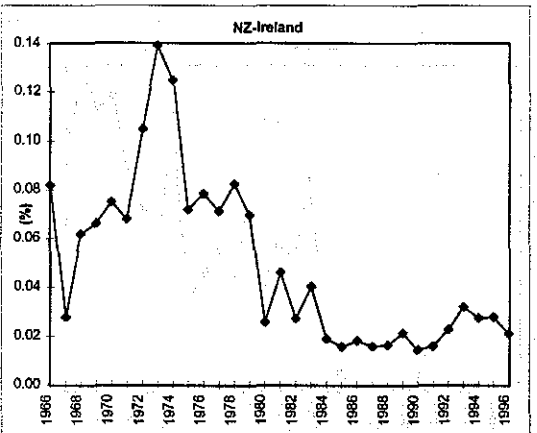
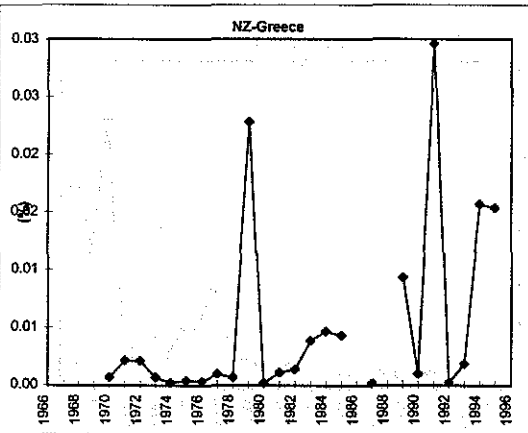
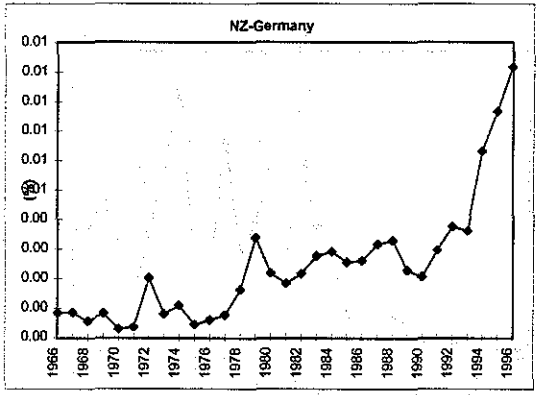
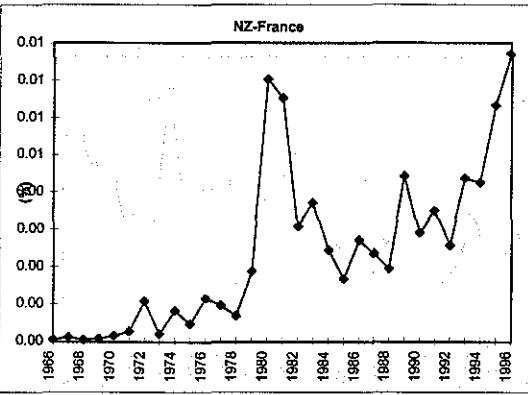
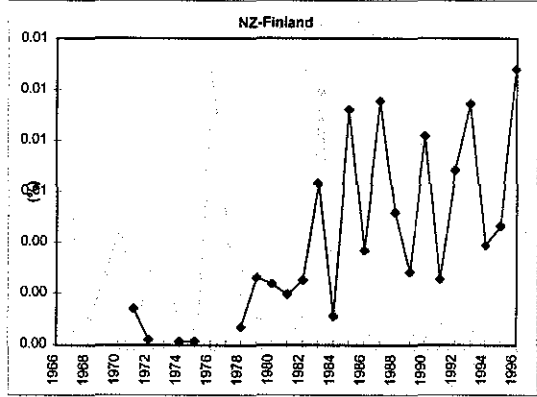
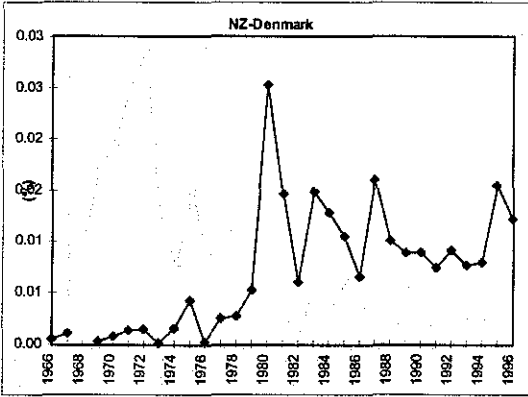
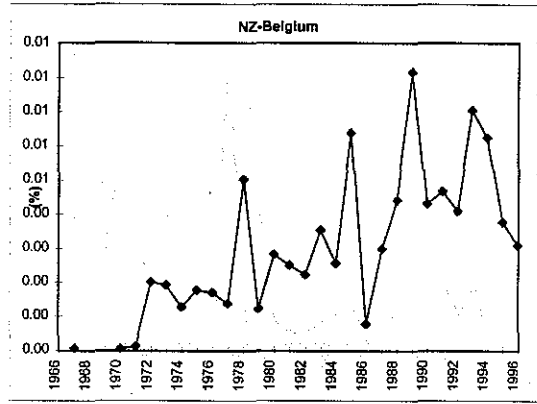
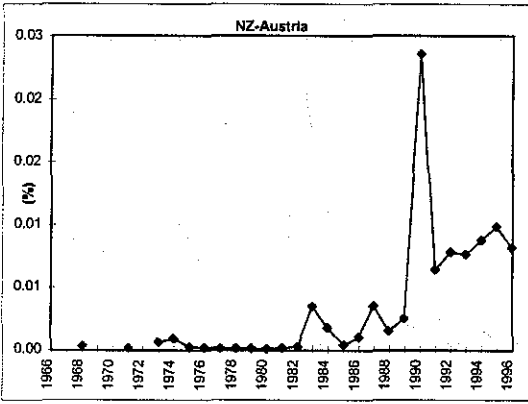


Other OECD



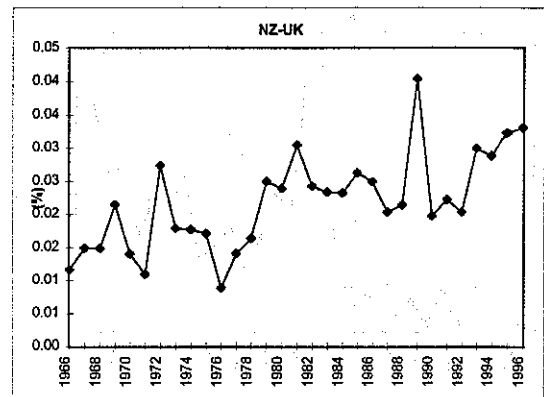
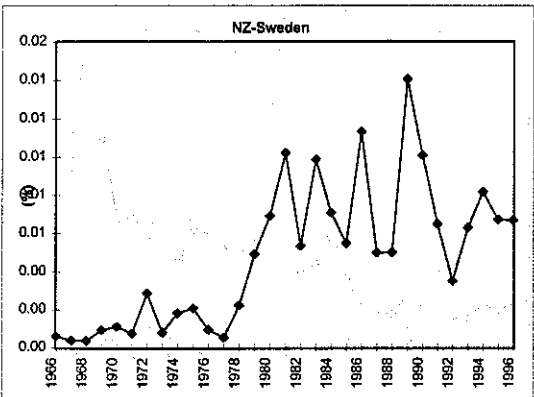
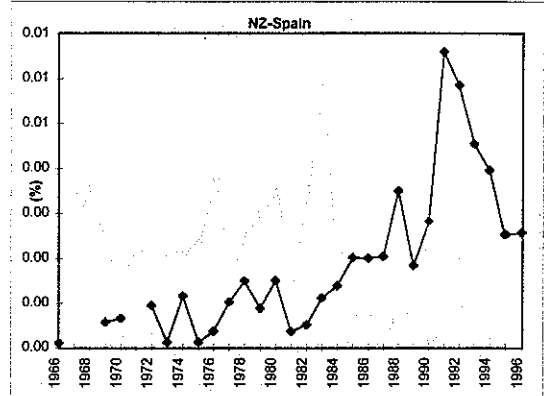
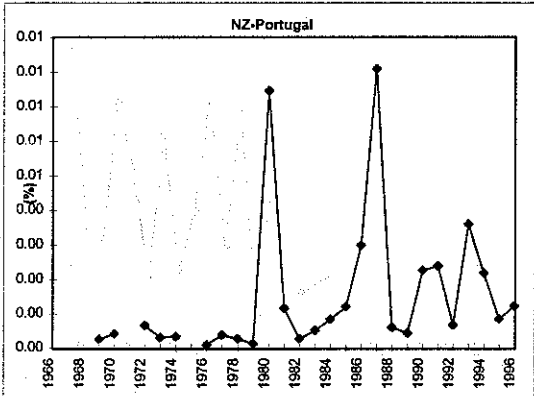
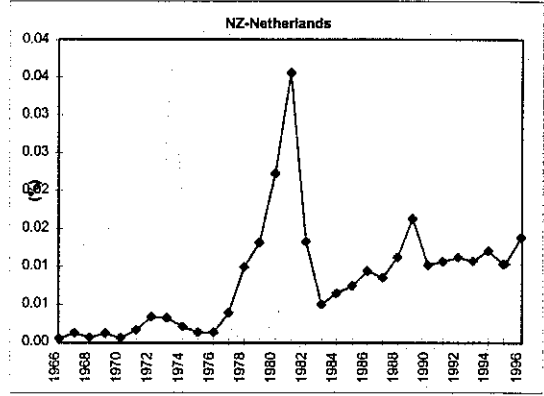
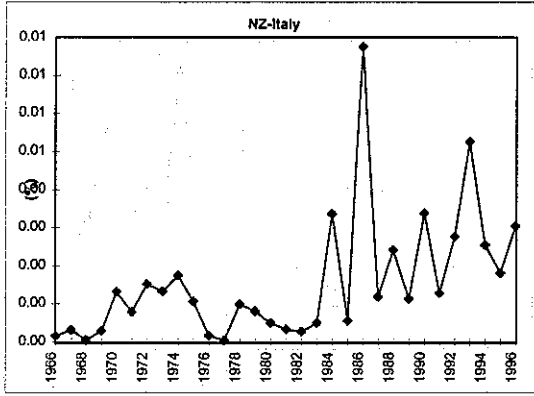
Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

EC

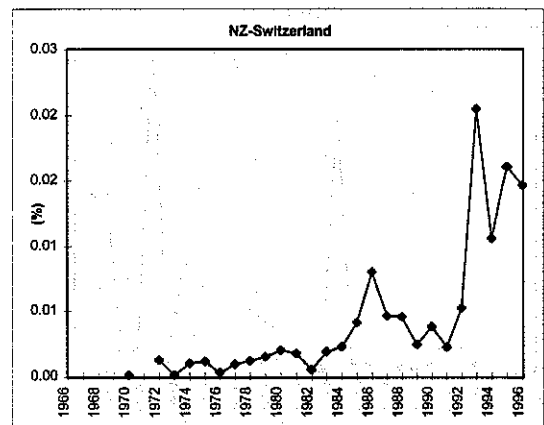
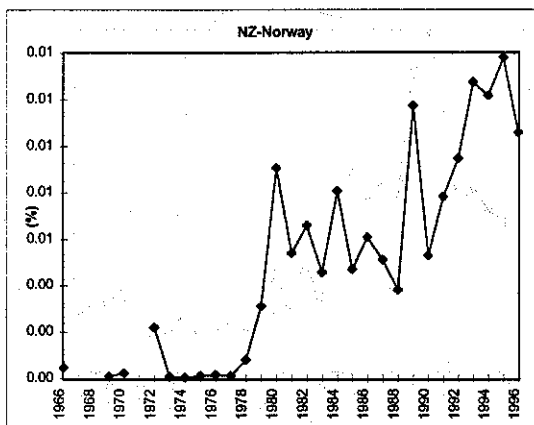


**Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports**

EC

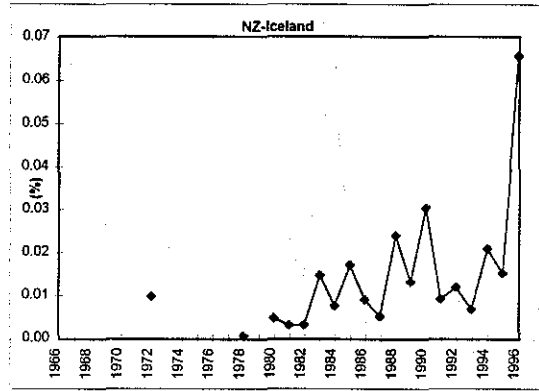
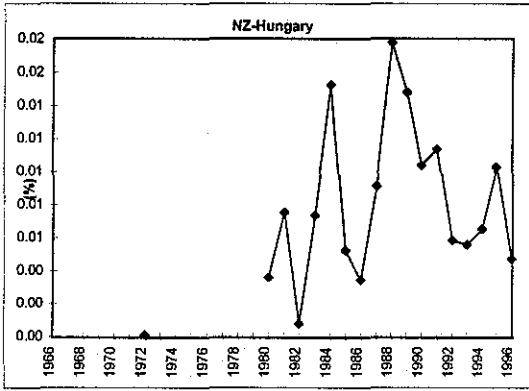


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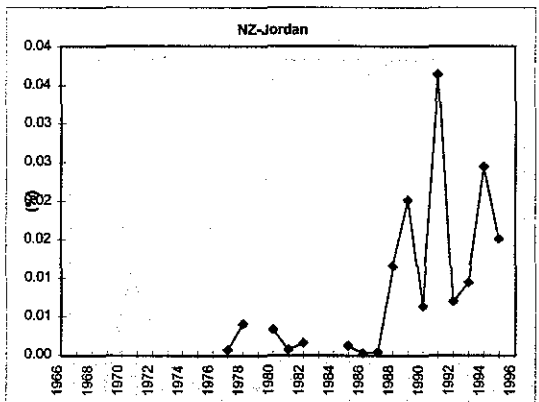
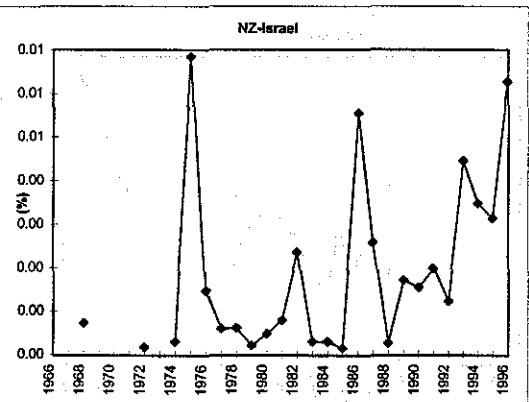
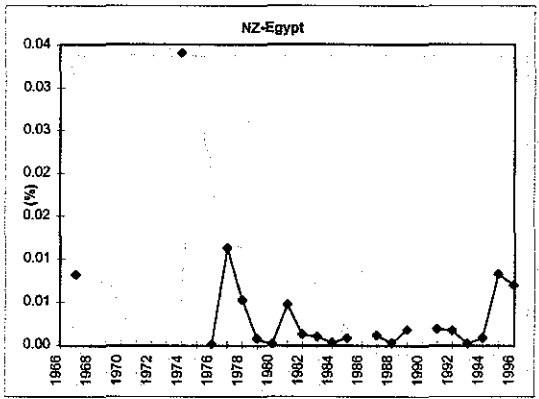
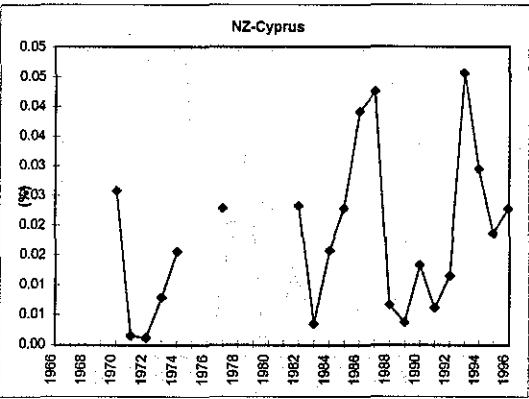
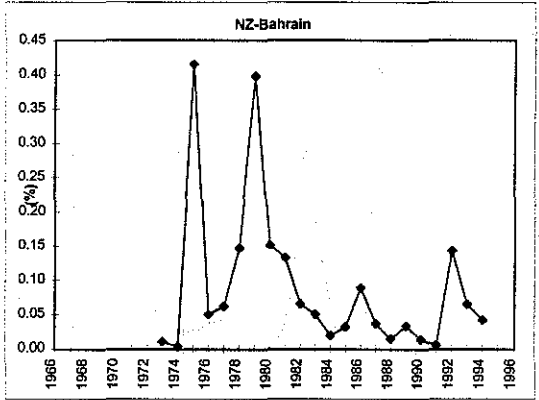
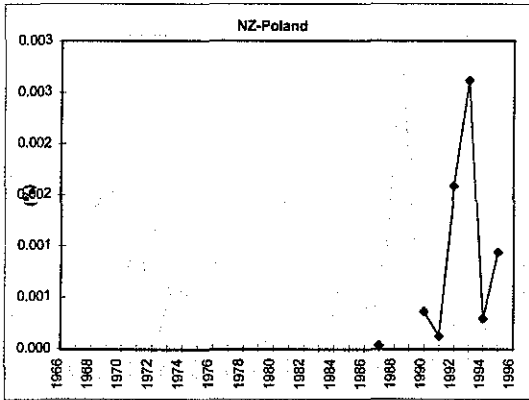


Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

Other Europe

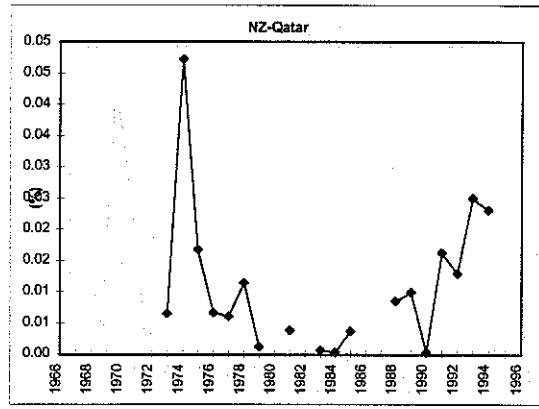
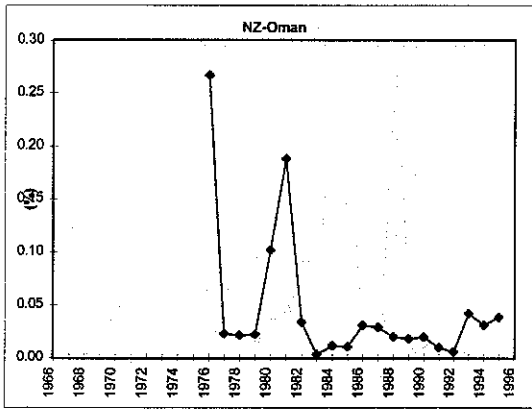
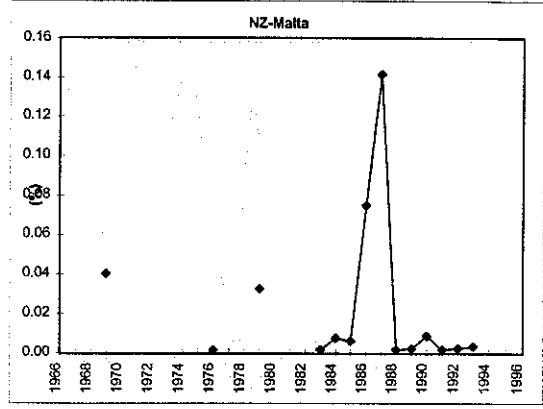
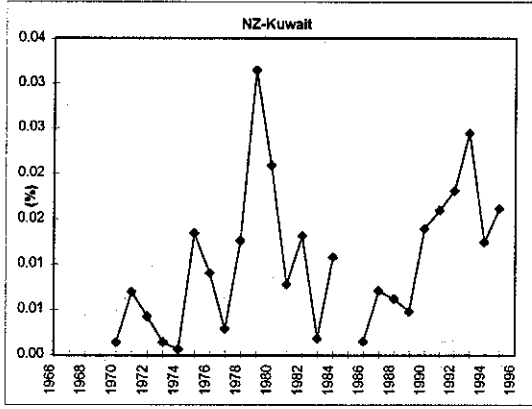


Middle East

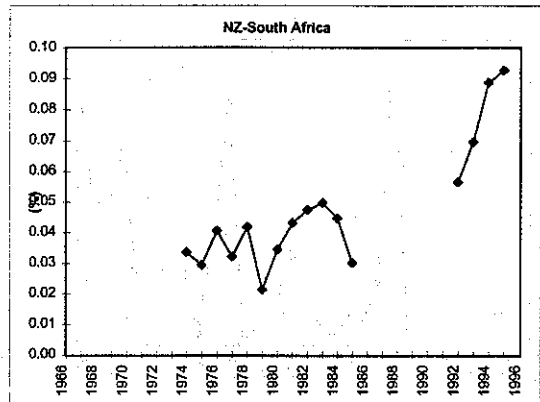
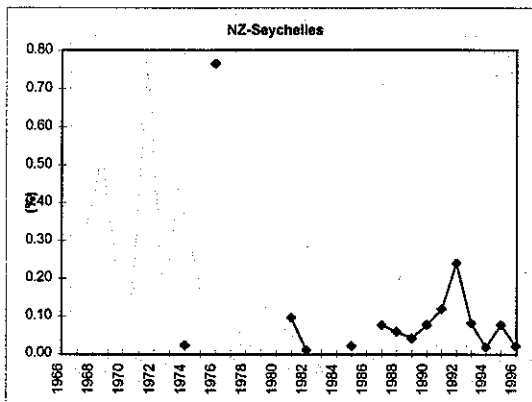
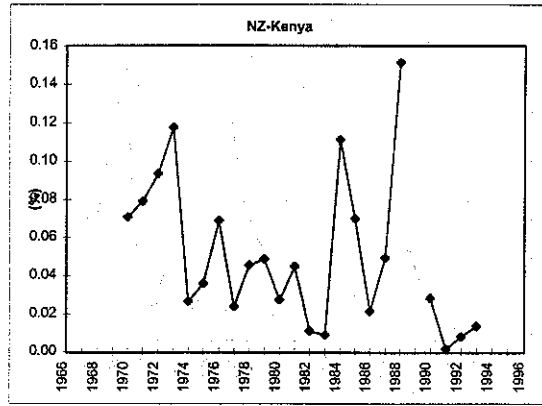
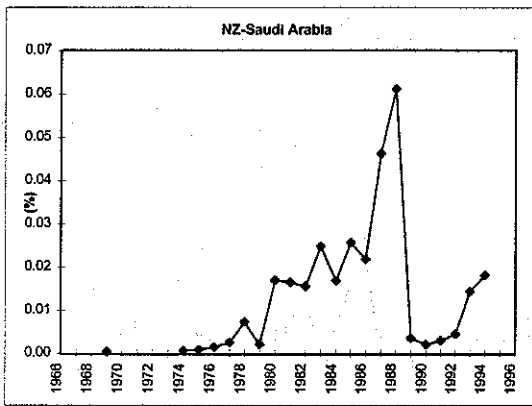


Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

Middle East

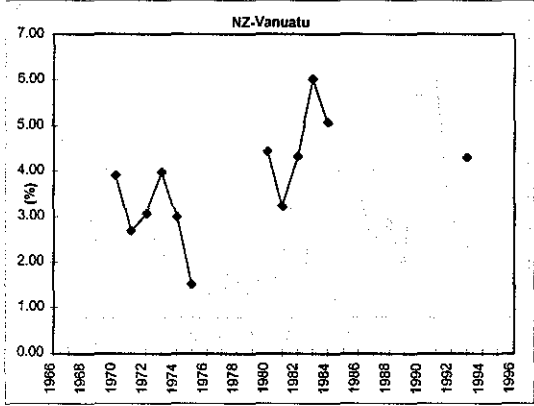
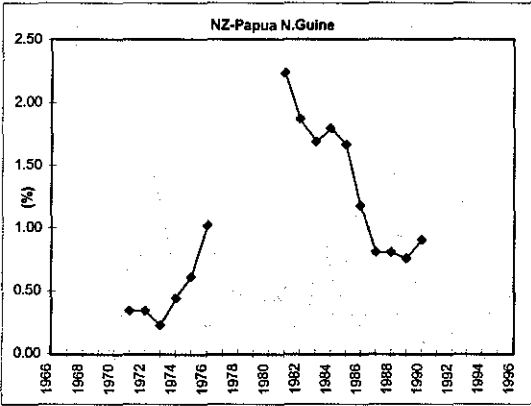
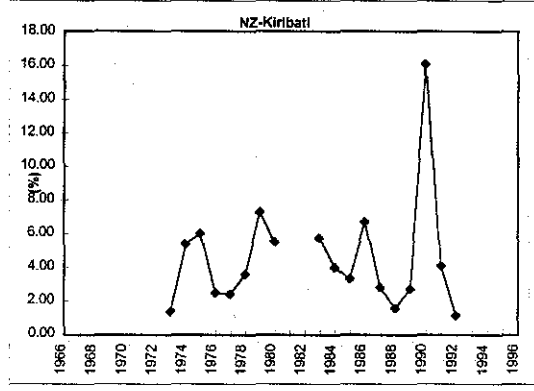
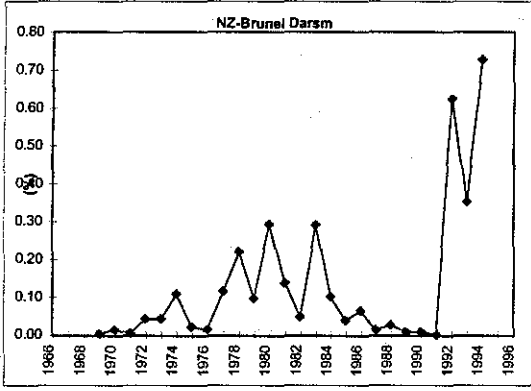


Africa

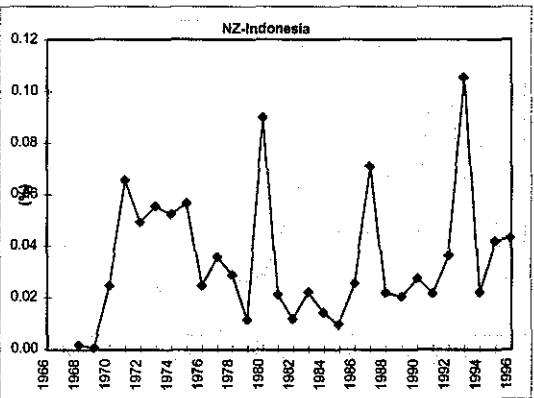
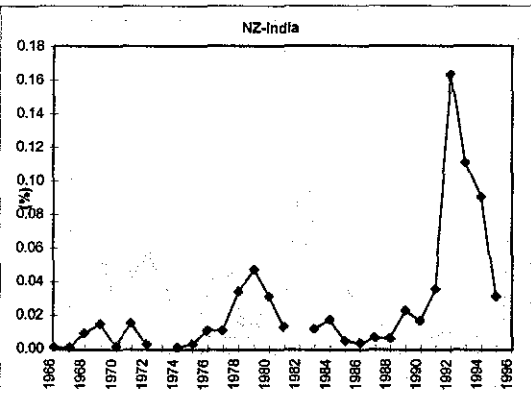
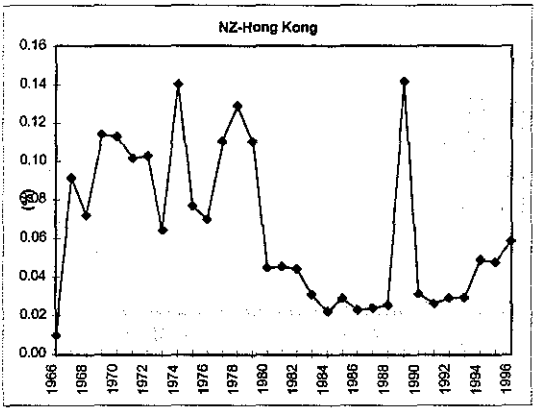
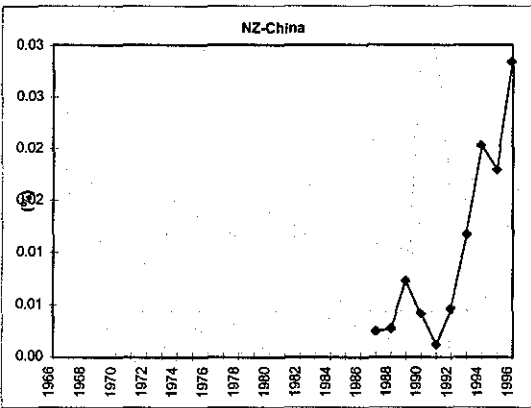


Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

Pacific Island Nations

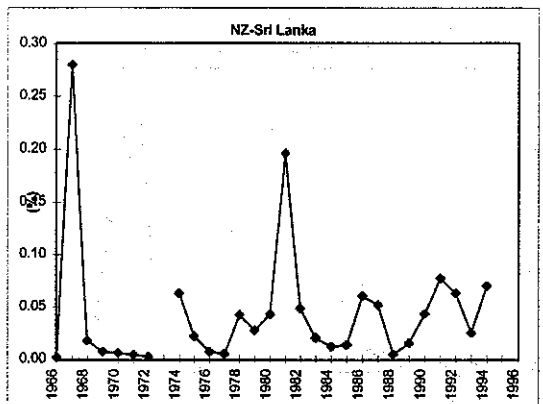
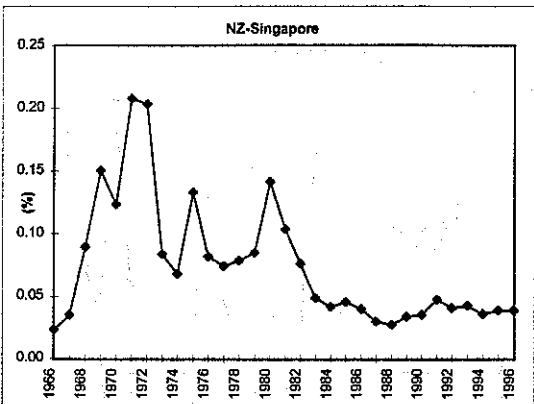
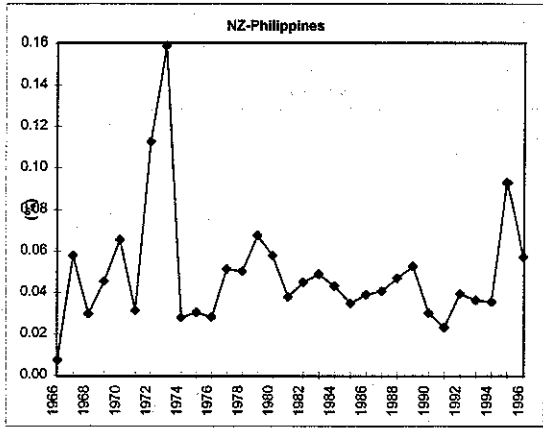
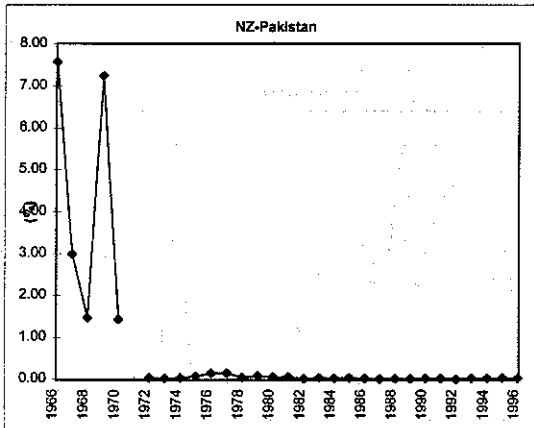
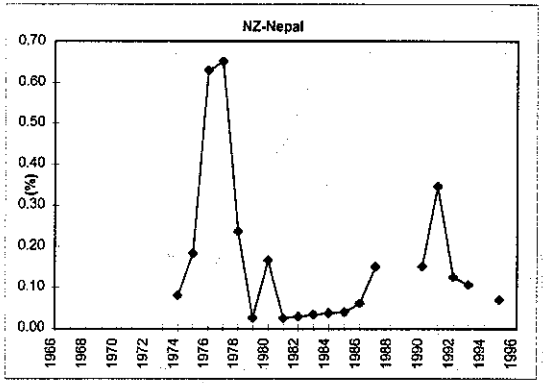
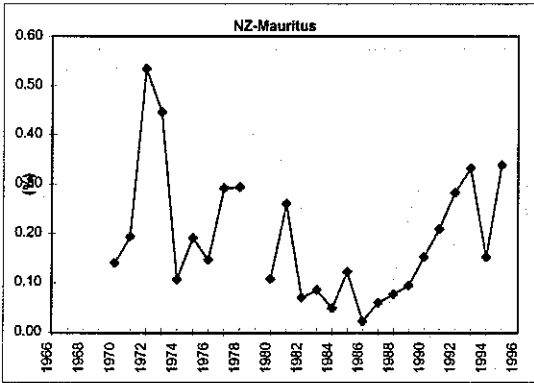
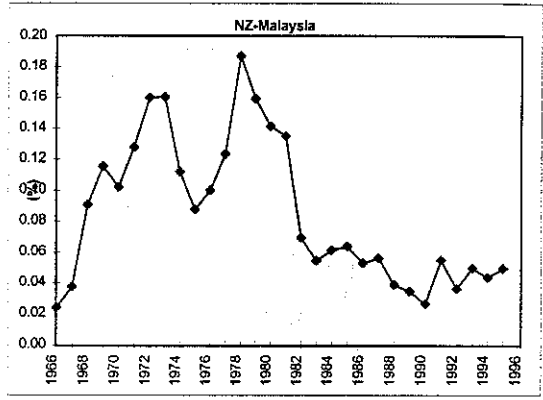
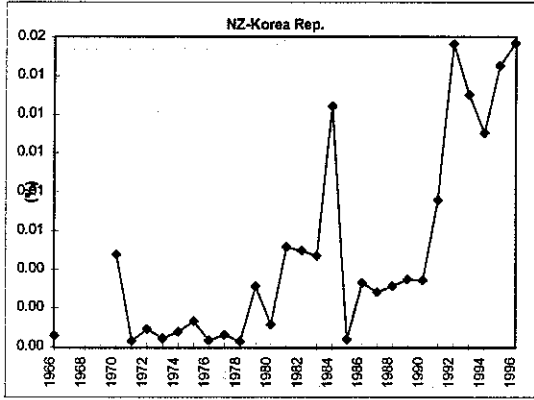


Other Asia



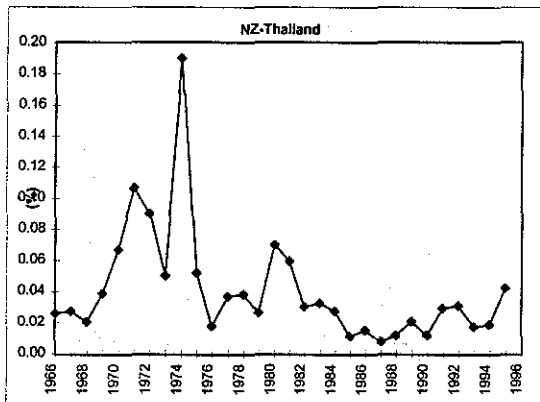
Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

Other Asia

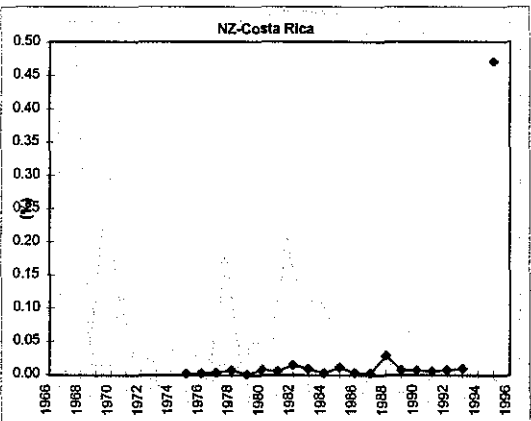
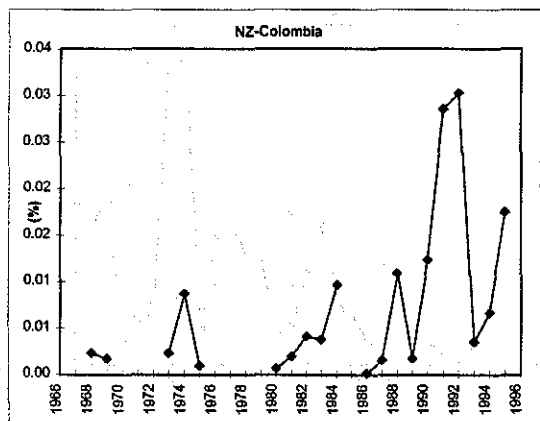
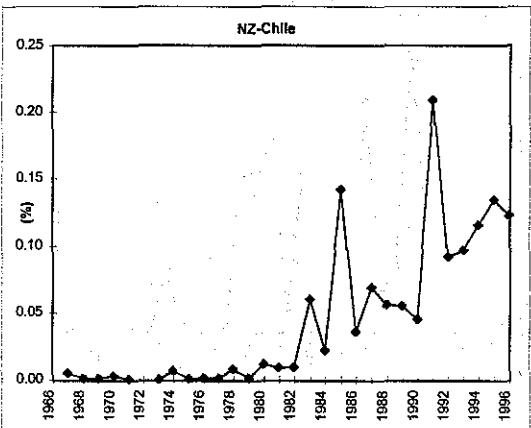
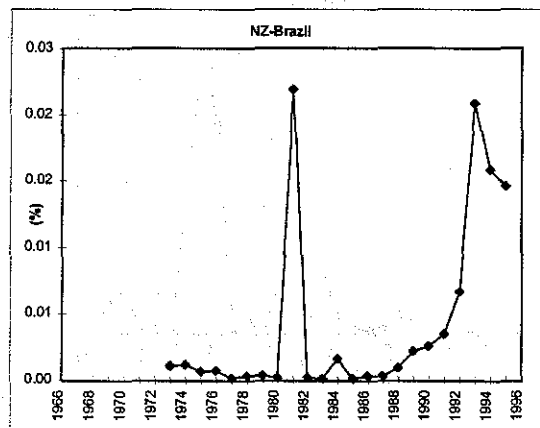
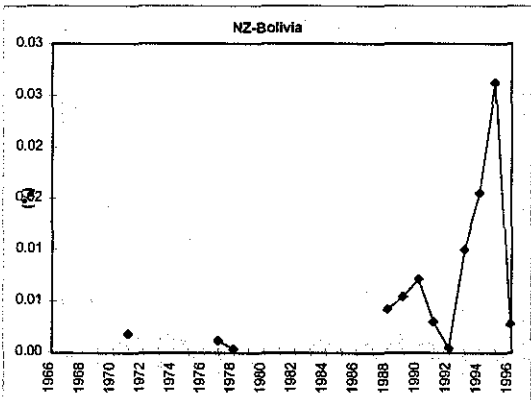
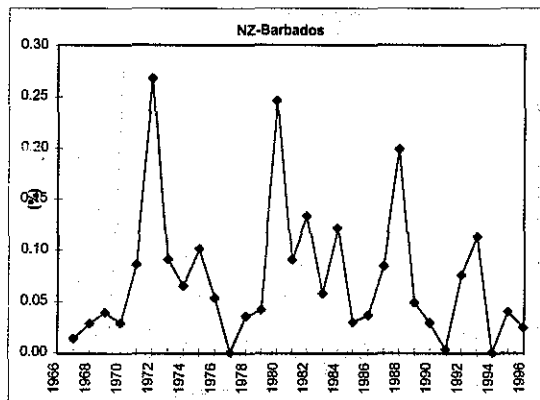
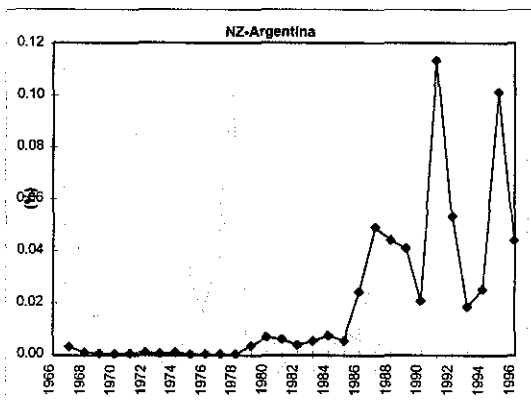


**Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports**

Other Asia

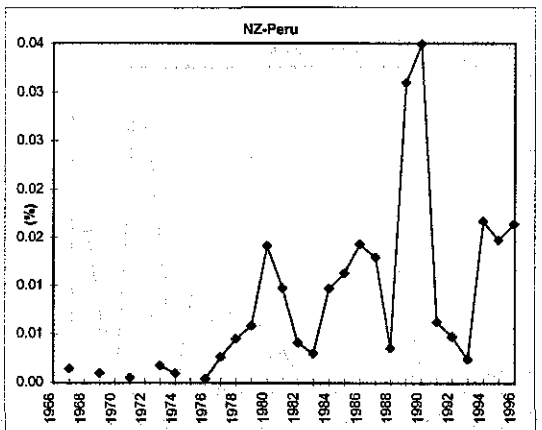
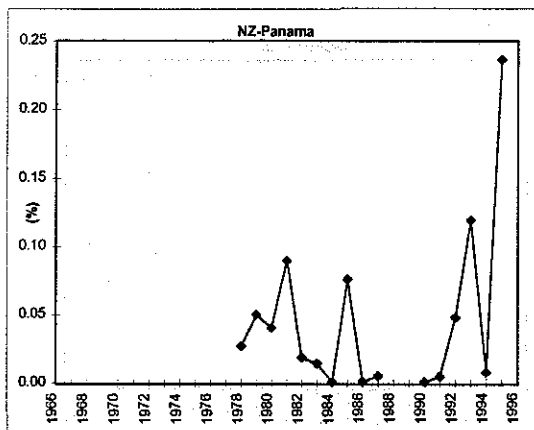
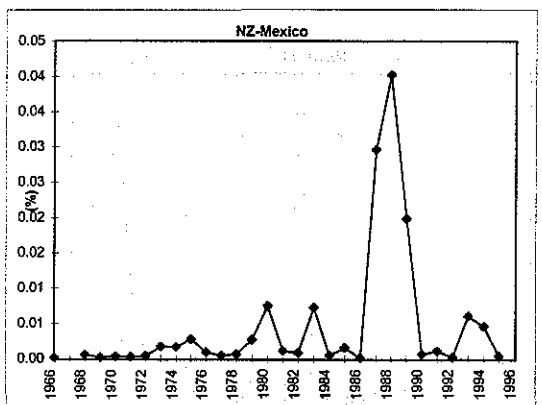
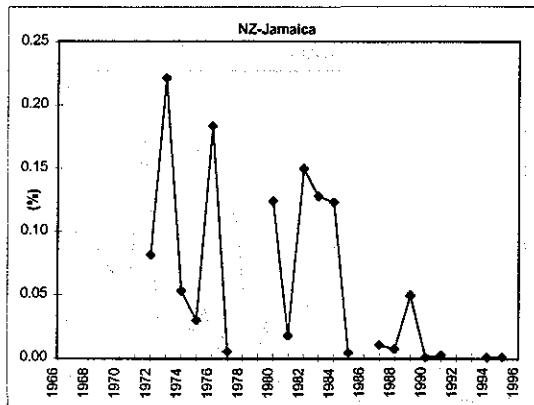
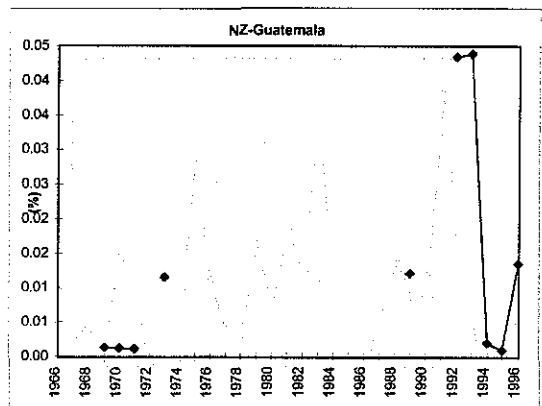
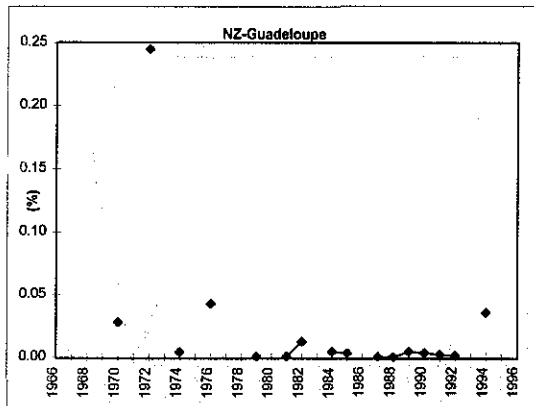
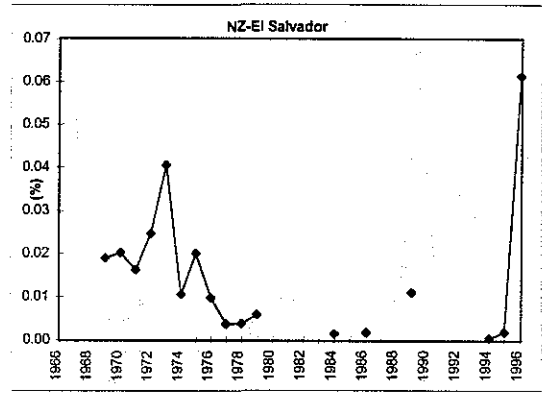
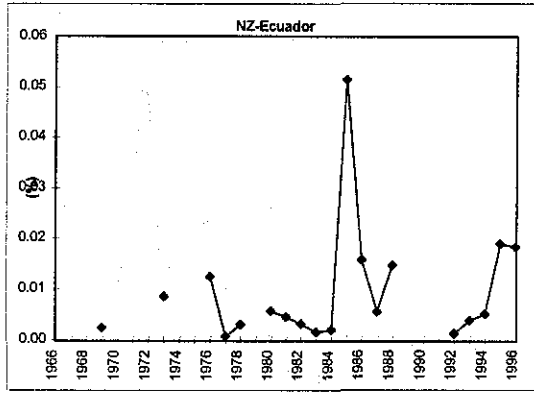


Latin America



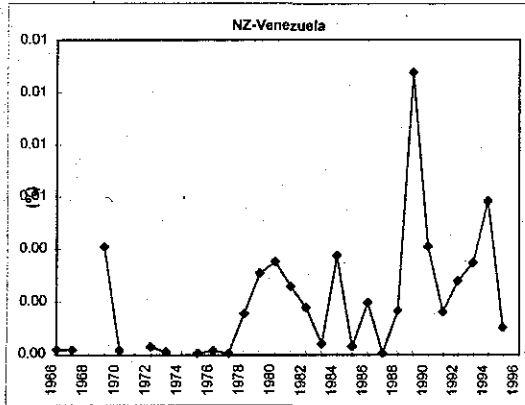
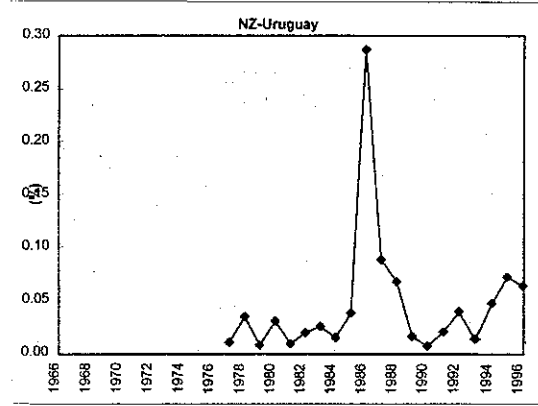
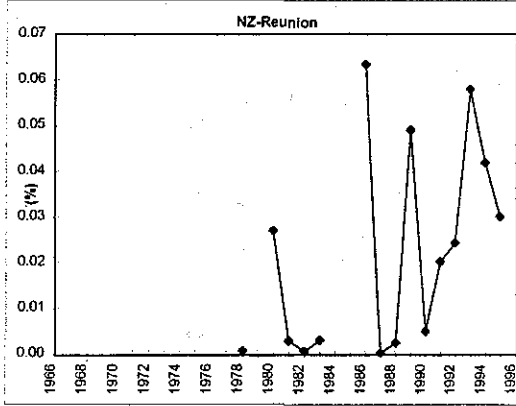
Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

Latin America

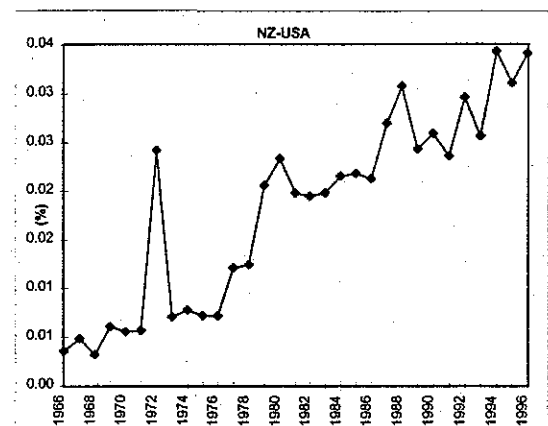
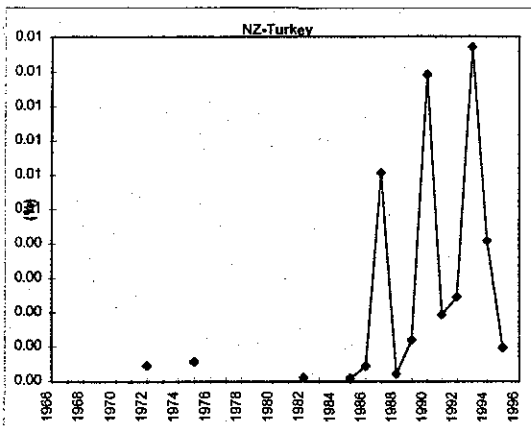
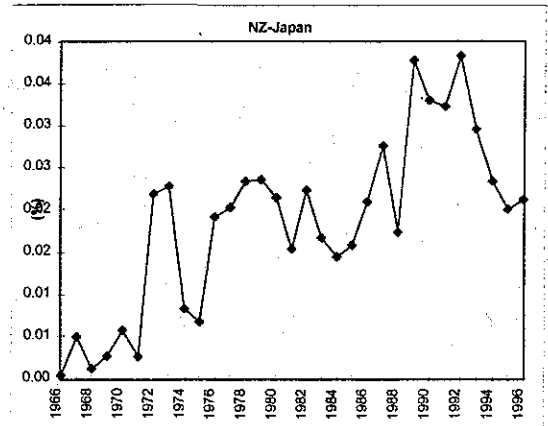
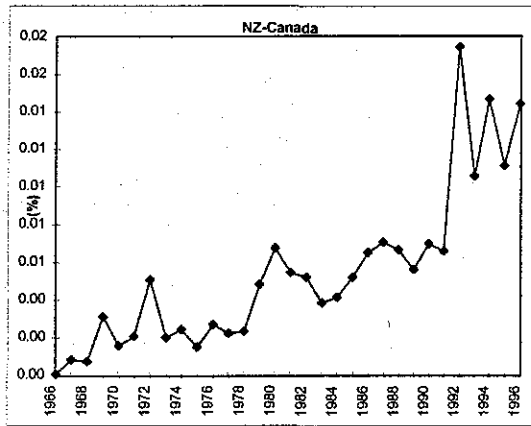
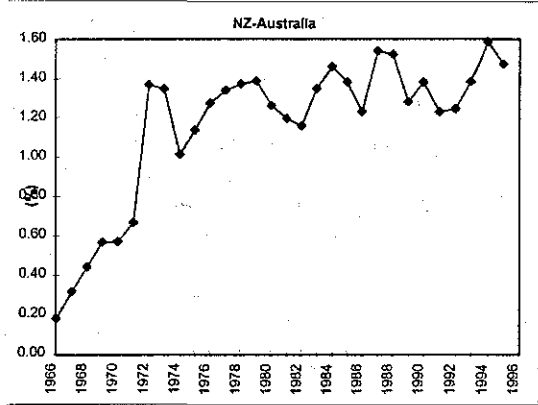


Market Share Analysis-Machines (7)
New Zealand Exports in Countries' Total Imports

Latin America



Other OECD



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