



United States  
Department of  
Agriculture

Foreign  
Agricultural  
Service

Circular Series  
FFVS 2-98  
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# U.S. Planting Seed Trade

## July-December 1997 Highlights

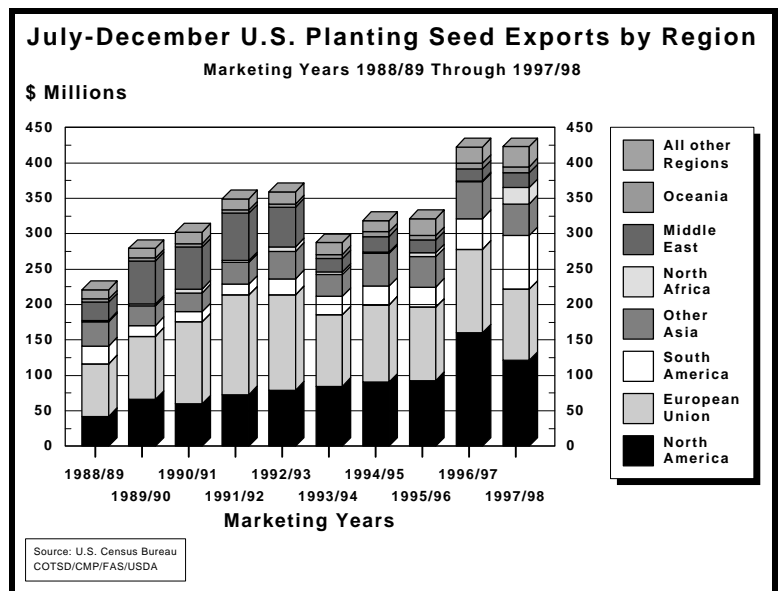
### General Trade Summary

U.S. planting seed exports during July-December 1997 totaled 453,799 metric tons valued at \$423.4 million, a decrease of 15 percent in volume but an increase of less than 1 percent in value over the same period in 1996. Imports for the period totaled 64,323 tons (1 percent below a year ago) valued at \$147.4 million (16 percent above last year).

### Attache Reports

Following are excerpts from U.S. Agricultural Attache reports recently received in FAS/Washington. Copies of the complete reports may be obtained by contacting the Cotton, Oilseeds, Tobacco, and Seeds Division at the address, telephone or Fax number listed on the back cover.

**Russia (Report number RS8008):** The domestic seed market improved slightly in 1997 in comparison to the previous 4 years. Some domestic companies, in addition to the large western seed companies working in Russia, have started to broaden their use of hybrids in most grain and sunflowerseed producing areas. Due to lengthy and strict seed registration procedures, large international seed companies have been the most successful seed importers and producers. Private companies in many oblasts have become more active in trading seeds and represent a slowly growing force in the seed trade sector. The scope of their operations is still greatly overshadowed by state seed institutes, laboratories and former state companies like Exportkhleb (in the grain seed trade) or Rossiyskiye Semena and SortSemovosh (in the vegetable seed trade). These companies still actively work with the Ministry of Agriculture on seed policy, and are at least nominally independent from the Ministry. The



Russian seed market remains unfavorable for individual independent foreign seed exporters. Foreign companies face a long 2-3 year seed certification process and the inability to protect patented genetic material.

### Trade Inquiries

The following trade inquiries were recently submitted by a U.S. agricultural office for publication as a "Trade Lead." For more information about Trade Leads call 202-690-3416.

#### SEEDS FOR SOWING, FLOWER -

**COLOMBIA:** QUANTITY: 5 grams of every seed variety (list below). QUALITY: Best available. DELIVERY: April 30, 1998. PACKAGING: Standard. OTHER: Flower type; viola pirnaer, viola schw. riesen, futterrube rot, and dianthus barb. QUOTE: F.O.B. Miami. BANK: Banco Central Hipotecario-Barrio Restrepo, Bogota. CONTACT: Mr. William Fernando Ramirez,

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STOP 1004  
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**For Further  
Information Contact:**

U.S. Department of Agriculture  
Foreign Agricultural Service  
Cotton, Oilseeds, Tobacco and Seeds Division  
1400 Independence Avenue S.W.  
STOP 1051  
Washington, D.C. 20250-1051  
Telephone: 202-720-9491  
FAX: 202-690-1171  
e-mail: coonrod@fas.usda.gov

Larry Blum	Director
Lynn Abbott	Deputy Director/Marketing
Frank Coolidge	Deputy Director/Analysis
Loyd G. Coonrod	Seed Marketing and Analysis

Industria Marroquinera de Colombia, Calle 15 Sur  
No. 16-39, Piso 3-4, Bogota, Cundinamarca, 3  
Colombia Phone: (571) 272-0571 FAX: (571) 366-  
2957.

**SEEDS FOR SOWING, TREE AND SHRUB -  
COLOMBIA:** Ornamental trees QUANTITY:  
10,000 seeds of each variety (below list).  
QUALITY: Pine, araucaria, cheflera. DELIVERY:  
Every 4 months. PACKAGING: Standard export  
seed packaging. OTHER: Golden, book, lemon,  
and Araucaria pines and schefflera. QUOTE: F.O.B.  
Miami. BANK: Banco Central Hipotecario, Barrio  
Restrepo office branch. CONTACT: Mr. William  
Fernando Ramirez, Industria Marroquinera de  
Colombia, Calle 15 Sur No. 16-39, Piso 3-4,  
Bogota, Cundinamarca, 3 Colombia Phone: (571)  
272-0571 FAX: (571) 366-2957.

**SEEDS FOR SOWING, SORGHUM -  
COLOMBIA:** QUANTITY: 5 MT. QUALITY:

Good. DELIVERY: April 30, 1998.  
PACKAGING: Standard. OTHER: . QUOTE:  
F.O.B. U.S. port. BANK: Las Villas-Corabastos,  
Bogota. CONTACT: Miss Jeimmy Serrano,  
Serrano, Calle 39A No. 92-20, Bogota, 1 Colombia  
Phone: (571) 293-8920.

**SEEDS FOR SOWING, GUAR -UNITED  
ARAB EMIRATES:** Botanical name cynopsis  
tetragonoloba, variety manna ealagalactan.  
QUANTITY: 5,000 to 10,000 mt for 12 months.  
QUALITY: gum contents 78-84 percent, moisture  
11 percent max., protein content 3-5 percent, acid  
residue 2-5 percent. DELIVERY: Monthly.  
PACKAGING: Cartons, standard export packing.  
OTHER: Labels in English. QUOTE: F.O.B. U.S.  
ports and C&F Karachi, Pakistan. BANK: Habib  
Bank AG Zurich P.O. Box 1166, Sharjah, U.A.E.  
CONTACT: Mr. F.K. Anklesaria, Goldsun  
International Ltd., P.O. Box 19712, Sharjah, U.A.E  
Phone: (9716) 725-450 FAX: (9716) 731-446.

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