



oils is expected to result in an increasing level of imports.

DATA TABLE I:
Edible Oils

(MILLION METRIC TONS)

	1993/94	1994/95	1995/96
Total Market Size	5.70	6.05	6.30
Total Local Production	5.40	5.60	5.70
Total Exports	0	0	0
Total Imports	0.3	0.45	0.6

1993/94 Trade figures are based on Indian Fiscal Year (Apr/Mar) official estimates, all other statistics are unofficial estimates and are based on the local marketing year.

Pulses

India's production of peas and pulses has been stagnant between 12 and 14 million mt for almost a decade and is not able to keep pace with the increasing population. The gap between supply and demand is increasing, filled by imports. As a result of the visit of an incoming Indian peas/pulses buyers mission in 1991, Canadian exports of dried green peas to India have substantially increased. Pulse exporters with greater exposure to the market in India and Indian consumer requirements have the potential to tap into a significant export market.

Canadian exports of dried peas to India have constantly grown over the last four years. Although the market for peas in India is price sensitive, Canada has remained competitive with sales in 1991 of CND 2 million, increasing steadily to CND 8.5 million in 1993 and then to CND 11.0 million in 1994. Peas are one of the few exceptions to the ban on consumer ready products which is one of the main reasons for Canada's success in this market. A contributing factor to Canada's success in India is Canada's ability to keep prices at a competitive level while maintaining a high quality product.

Domestic pulse production in India has not kept pace with demand. Imports are expected

to be near record levels again in 1995/96. India is primarily a price (rather than a quality) market. In addition to Canada, imports are sourced from Myanmar,