

- **ANIMAL OR VEGETABLE FATS AND OILS AND THEIR PRODUCTS; PREPARED EDIBLE FATS; ANIMAL OR VEGETABLE WAXES. (code 15.01 up to 15.99)**
- **PREPARED FOODSTUFFS; BEVERAGES; SPIRITS AND VINEGAR; TOBACCO AND MANUFACTURED TOBACCO SUBSTITUTES. (code 16.01 up to 24.99)**
  - Preparations of meat, of fish or of crustaceans, molluscs or other aquatic invertebrates.
  - Sugars and sugar confectionery.
  - Cocoa and cocoa preparations.
  - Preparations of cereals, flour, starch or milk; baker's wares.
  - Preparations of vegetables, fruit, nuts or other parts of plants.
  - Miscellaneous edible preparations.
  - Beverages, spirits and vinegar.
  - Residues and waste from the food industries; prepared animal feed.
  - Tobacco and manufactured tobacco substitutes.

### 3.3. THE MARKET.

In Venezuela there are real market opportunities for all kinds of processed and non-processed food goods, since the Government introduced a new policy of eliminating import restrictions and gradually lowering duties in all these categories. Significant growth on the consumption of imported food goods is shown on the last three years.

Most local importers choose traditional traders suppliers from the American east coast, because they are usually faster, more reliable and they can supply small amounts and qualities of various goods for a single container.

The recent economic recession brought about many changes in Venezuelan lifestyles, an ironically successful market is fancy and deli goods. Obviously sophisticated consumers with high purchasing power noticed that price and quality of local products in some cases were not competitive with imported ones.