



5th Annual EuroMed Conference of the EuroMed Academy of Business

Building New Business Models For Success Through Competitiveness and Responsibility

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Building New Business Models For Success Through Competitiveness and Responsibility

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All full papers and abstracts submitted to the EMRBI Conference are subject to a peer reviewing process, using subject specialists selected because of their expert knowledge in the specific areas.

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FOREWORD

The Annual Conference of the EuroMed Academy of Business aims to provide a unique international forum to facilitate the exchange of cutting-edge information through multidisciplinary presentations on building new business models for success through innovation, competitiveness and responsibility.

It is acknowledged that the conference has established itself as one of the major conferences of its kind in the EuroMed region, in terms of size, quality of content, and standing of attendees. Many of the papers presented contribute significantly to the business knowledge base.

The conference attracts hundreds of leading scholars from leading universities and principal executives and politicians from all over the world with the participation or intervention of Presidents, Prime Ministers, Ministers, Company CEOs, Presidents of Chambers, and other leading figures.

This year the conference attracted over 200 people from over 50 countries. Academics, practitioners, researchers and Doctoral students throughout the world submitted original papers for conference presentation and for publication in this Book. All papers and abstracts were double blind reviewed. The result of these efforts produced empirical, conceptual and methodological papers and abstracts involving all functional areas of business.

ACKNOWLEDGEMENT

Many people and organizations are responsible for the successful outcome of the 5th Annual Conference of the EuroMed Academy of Business.

Special thanks go to the Conference Chairs (Dr Ruth Rios Morales and Dr Ian Jenkins), the Conference Organising Committee and the Faculty of Les Roches-Gruyere, University of Applied Sciences and Glion Institute of Higher Education, in Switzerland, for accomplishing an excellent job.

It is acknowledged that a successful conference could not be possible without the special co-operation and care of the Track Chairs and Reviewers for reviewing the many papers that were submitted to this conference. Special thanks to the Session Chairs and Paper Discussants for taking the extra time to make this conference a real success.

The last but not the least important acknowledgment goes to all those who submitted their work to be considered for presentation at the conference.

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AGRI-FOOD TRADE INTENSITY IN THE MEDITERRANEAN SCENARIO

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Abstract

In recent years, a political, economic, commercial, social and cultural dialogue get intensified among the Mediterranean countries. In particular, the establishment in 2008 of the Union for the Mediterranean, under the impulse of the French Presidency, represents the last act of the Euro-Mediterranean integration process, that binds more strongly the EU and Mediterranean countries, in particular those of the Southern and Eastern shores.

The agriculture is an economic activity of great interest in the Mediterranean area due to the weight of employment and the contribution to the richness it brings to certain countries. In this work we analyze the intensity of agri-food trade among the EU Mediterranean states (Italy, Spain, France, Greece, Cyprus, Malta and Slovenia) and the partner countries of the Southern and Eastern shores by using the Traistaru index, widely used in literature. All agri-food products (24 two-digit classes of the harmonized system) are examined during a 15-years period from the Barcelona Process (1996 to 2010).

The results show, even if empirically, that some factors affect on the intensity of bilateral trade, in particular the geographic proximity, and moreover that some products are more sensitive on specific markets, highlighting a certain competitiveness among Mediterranean countries.

Keywords: Trade Intensity; Agro-food products; Mediterranean countries; Euro-Med Policy

Introduction and work aim

In recent years, the political, economic, commercial social and cultural dialog, among the Mediterranean countries, has intensified. The European Union (Eu), in particular, has made the Mediterranean a key area of its foreign policy, generating with the countries that face a situation of interdependence of various kinds (Castellini and Pisano, 2009).

It is due to French President Nicolas Sarkozy last act of the Euro-Mediterranean policy in 2008 with the launch of the Union for the Mediterranean (UfM) (Bicchi, 2011), which encompasses 43 countries including 27 Eu (Galati, 2010). The UfM continues the Barcelona Process, signed in 1995, for the creation of a Euro-Mediterranean regional partnership with the aim to achieve by 2010 a free trade area (Crescimanno, 2007), and the Neighbourhood Policy in 2003 (ENP) initiated by the Eu with the

Mediterranean countries that with Caucasians ones, in order to ensure a balanced economic and social development through the intensification of trade relations.

The agricultural has always been one of the most discussed issues in the bilateral relations between the Eu and the countries of the region Middle East and North Africa and perhaps the one that has prevented a full implementation of the Barcelona Process. In fact, this sector plays a key role in the economies of Mediterranean countries, particularly the southern shore for the importance that it has on employment and the contribution to economic growth (Crescimanno and Galati, 2009; Asciuto et al, 2007; Hervieu 2006). In act, despite of the numerous association agreements signed between the Eu and several non-Eu Mediterranean countries, many agricultural issues are still open. Indeed, the close similarity between the two shores of the Mediterranean agriculture, which is associated with a marked difference in labor costs for the benefit of the countries of the South shore, may be a gap for European agriculture difficult to recover.

But how strong (or weak) are now agricultural trade relations between Mediterranean countries? What is the intensity of trade in the agri-food industry and what factors influence them most? What are the most sensitive products? In order to give answers to the questions mentioned above, this paper aims to present a framework of agri-food trade between Eu Mediterranean countries and non-Eu Mediterranean partner countries.. This analysis is based on the intensity of trade, in particular making use of some indicators proposed in the international trade literature.

The remainder of the paper is as follows. The literature review is provided after the introduction in the second chapter. The methodological approach and the data collection are explained in the chapter three.

Literature review

In relation to the trade intensity between two countries or groups of countries there is a large literature which are cited below the main contributions. In particular, Drysdale and Garnaut (1982) define two approaches of study on bilateral trade: the first, developed by Linder (1961), Tinbergen (1962) and Linnemann (1966), based on a gravity model of bilateral trade, and a second approach that is based on the intensity of trade, which was pioneered Brown (1949) and was later developed by Kojima (1964), Traistaru (2004), Baxter and Kouparitsas (2005), Edmond and Li (2010), Weldemicael (2010). The index that measure the intensity of trade have been applied in several empirical studies, including the empirical studies of Frankel and Rose (1997, 1998), to verify the eligibility of a country to become part of an Economic and Monetary Union with specific reference to the industrialized countries, Zhang-Yue Zhou et al. (2006), to analyze business opportunities that bind Australia to China, Calderon et al. (2007), that extend the analysis of Frankel and Rose also to developing countries and link the impact of trade between countries at business cycle synchronization.

Other studies have been conducted by Traistaru (op.cit.), who uses the intensity of trade as an element of analysis for the synchronization of business cycle among the eight countries of Central

Europe and Eu countries in order to identify benefits input costs and the former CEECs in the eurozone; by Bernini Carri and Sassi (2009) that deal with the intensity of trade in the agricultural sector between the Eu and Africa; by Edmonds and Li (op.cit.) that determine the extent of China's trade with different countries of the world by comparing it with that of Japan with similar trading partners; by Jules and Tapsoba (2010), which calculates the intensity of trade in order to verify the synchronization of economic activities in African countries aimed at achieving a monetary union; by De Castro (2012) that analyzes the intensity of bilateral trade between the BRIC countries and the Eu.

Methodological approach

The empirical analysis proposed in this paper makes use of indicators that measure the intensity of agri-food trade, currently defined by the association agreements or stabilization and association agreements between the countries of Southern and Eastern shores of the Mediterranean (Albania-ALB, Algeria-DZA, Croatia-HRV, Egypt-EGY, Israel-ISR, Lebanon-LBN, Libya, Montenegro-, Morocco-MOR, Occupied Palestinian Territories, Serbia, Syria-SYR, Tunisia-TUN, and Turkey-TUR) and those of the Northern shore, Eu members (Cyprus, France, Greece, Italy, Malta, Slovenia, Spain)¹⁰. For the analysis have used the money flows of exports and imports taken from the United Nation Commodity Trade Statistics Database (UNComtrade) for each of the codes making up making the agri-food aggregate production (classes 01-24 of the harmonized nomenclature, according to the two digits classification¹¹). The reference period is 1996-2010. Libya and the Palestinian Territories have been excluded from the analysis since the statistical series relating to these two countries is very fragmented, while the confluence of statistical data (in some years) related to Serbia and Montenegro (SCG) has led to treat the two countries as a single aggregate. The produced analysis start from the definition of the structural framework of the agri-food exchange among the Mediterranean countries. In particular, for the studying of the structure of trade between each Eu member state (defined as countries with a reporter) and Mediterranean non-Eu countries (partner countries), we analyzed the period 2008-2010, showing for each country the products with the largest volumes of imports and exports, and therefore more sensitive for the Euro-Mediterranean association agreements. Concerning

¹⁰ Cyprus, Malta and Slovenia joined the EU in 2004, are always treated as EU member states for the entire period (1996-2010), this choice has allowed us to verify if the input in the EU context has weakened over the years or less commercial traffic of these countries with other countries are not EU members. The data on trade flows are expressed in current values and refer to the CIF prices for imports and FOB prices for exports.

¹¹ 01: Live animals; 02: Meat and edible meat offal; 03: Fish & crustacean, mollusc & other aquatic invertebrate; 04: Dairy prod; birds' eggs; natural honey; edible prod nes; 05: Products of animal origin, nes or included; 06: Live tree & other plant; bulb, root; cut flowers etc; 07: Edible vegetables and certain roots and tubers; 08: Edible fruit and nuts; peel of citrus fruit or melons; 09: Coffee, tea, mati and spices; 10: Cereals; 11: Milling products, malt, starches, inulin, wheat gluten; 12: Oil seed, oleagi fruits; miscell grain, seed, fruit etc; 13: Lac; gums, resins & other vegetable saps & extracts; 14: Vegetable plaiting materials; vegetable products nes; 15: Animal/veg fats & oils & their cleavage products; etc; 16: Prep of meat, fish or crustaceans, molluscs etc; 17: Sugars and sugar confectionery; 18: Cocoa and cocoa preparations; 19: Prep.of cereal, flour, starch/milk; pastrycooks' prod; 20: Prep of vegetable, fruit, nuts or other parts of plants; 21: Miscellaneous edible preparations; 22: Beverages, spirits and vinegar; 23: Residues & waste from the food indust; prepr ani fodder; 24: Tobacco and manufactured tobacco substitutes

the analysis of trade intensity for each agri-food products we have analysed the 1996-2010 period. For the calculation of the intensity of bilateral trade the level of strength and vitality of trade between two countries, we have used the index proposed by Traistaru (1984) (1), applied to the flow of imports and exports that binds Eu countries to Mediterranean non-Eu partner countries studied.

The index proposed by Traistaru (1984), is defined according to the mode as below:

$$(1) \quad Tr_{ij} = \frac{1}{T} \left(\sum_{t=1}^T \frac{M_{ij,t} + X_{ij,t}}{X_{i,t} + M_{i,t} + X_{j,t} + M_{j,t}} \right)$$

Where: where $X_{ij,t}$ expresses the exports of country i to country j, $M_{ij,t}$ expresses the imports of country i from country j, $X_{i,t}$ and $M_{i,t}$ are, respectively, exports and total imports of country i, while , $X_{j,t}$ and $M_{j,t}$ are the world's exports and imports of country j.

The analysis results, may, however, feel the effects of exchange rate between the national currency (in this case euro for reporter countries) and that of the countries where you export, especially those that have different currencies, but also the income level of countries including are realized the exchanges. In this study, another important effects is related to the border trade that can generate, the physical proximity of the countries between such exchanges are made, the flow of indirect transit.

Results

The agri-food trade in the Mediterranean basin

The analysis of the agri-food trade between the seven countries considered reporters and Mediterranean non-Eu partner countries, has allowed the identification of the most important target markets, both incoming and outgoing, and identify at the same time, the main agri-food trade products.

The agri-food exports of the Eu Mediterranean countries towards the non-Eu Mediterranean partner countries, on average in 2008-2010 period amounted to 6.05 billion dollars, compared while the import level equal to 5.25 billion dollars (Table 1).

**Table 1 - Agri-food trade of the Eu Mediterranean countries
(average of the period 2008-2010; \$)**

	Export	Import	Volume of trade	Export (%)	Import (%)
Italy	1,090,405,189	1,650,652,727	2,741,057,917	39.78	60.22
France	3,531,707,360	1,866,998,321	5,398,705,682	65.42	34.58
Spain	848,880,287	1,263,005,581	2,111,885,868	40.20	59.80
Greece	377,053,177	271,644,481	648,697,658	58.12	41.88
Cyprus	78,128,576	29,923,898	108,052,475	72.31	27.69
Malta	7,673,219	14,453,260	22,126,479	34.68	65.32
Slovenia	121,475,690	148,881,649	270,357,339	44.93	55.07
TOTAL	6,055,323,501	5,245,559,919	11,300,883,420		

Source: our elaboration on data UNcomtrade

The country with the highest value of exports is France (3.53 billion dollars), which also holds the record for imports (1.87 billion dollars), showing, however, a significant propensity to export (65.42%). Cyprus, despite the limited volume of trade, with a value of 78.13 million dollars, is the countries reporter more inclined to export. Italy and Spain with, respectively, 2.7 and 2.1 billion of dollars, have a second and third volumes of trade; however this countries have a dependence on imports, that for Italy reaching a share of 60.22% and for Spain stands at 59.80% of the volume total exchange. Heavily dependent on imports are also Slovenia and Malta, respectively for 55.07% and 65.32% of the total trading volume.

With reference to the single agri-food codes and concerning the scenario of Italian exports, Croatia emerges as the main market with 235.91 million dollars, followed by Turkey, with 172.61 million dollars, and Tunisia, with 142.79 million dollars. among the products commercialized there are cereals products (code 10), with a share of 22.42% for the Turkey and 57.76% for Tunisia (Table 2). For Italy the Turkey is the most important imports market with 511.12 million dollars, followed by Tunisia and Morocco. It should highlight how the three main markets in question represented by the fresh fishery products (code 03) which, in particular, in the case of Morocco, occupies the largest share of imports (50.87%) (Table 3).

For France, major trading partners are Algeria, with 1.53 billion USD, Morocco, with 716.66 million dollars, and Egypt, with 510.32 million dollars; for these markets, the largest share of exports concerns the same agri-food products represented by the cereals, respectively, 68.29%, 67.96% and 68.25% (Table 2). On the import side, it stands the figure of Morocco (982.67 million dollars), followed by Turkey (447.38 million dollars) and Israel (220.25 million dollars). In particular, in the relationship with the Morocco, the edible vegetable products intercept the largest share, accounting for 50.43% of imports (Table 3).

Regarding to the Spanish scenario, as regards exports, the figure stands out among all of Algeria with 248.80 million dollars accounts for 29.39% total exports in the period considered (2008-2010), followed by the Morocco with 208.57 million dollars and Tunisia with 80.11 million dollars. It is

interesting to underline how the animal and vegetable fats (code 15), represents an element shared among these three Spanish partners, respectively, showing a weight of 21.97%, of 11.06% and 16.18% (Table 2). As regards imports, the main supply market for Spain is Morocco, which has only an intercept value of imports amounted to 861.66 million dollars; the codes with the greatest impact are the "fresh fishery products" for 57% and 59%, the "edible vegetables", for 21.21% and "Meet, fish and seafood" for 9.37%, with Turkey and Tunisia.

As regards Greece, the major markets for exports are Albania, with 122.30 million dollars, Turkey, with 82.55 million dollars and Algeria, with 45.48 million dollars. The code 24, regarding the tobacco and manufactured tobacco substitutes, is the one most important, in particular for Algeria, with a weight of 63.30% (Table 2). With regard to imports, the main markets are the Turkey, with 157.33 million dollars, Egypt, with 47.43 million dollars, and Morocco, with 20.21 million dollars; the main agri-food segments are, respectively, the fresh fishery products (24.82%), edible vegetables (76.30%) and ornamental plants (code 06) (92.37%) (Tab.3).

Regarding Cyprus, Syria is the most important partner for the export, to which there is, for the 24 codes of agri-food products, the volume of exports amounted to 24.9 billion dollars. The Tobacco covers the greater the weight (96.36%), followed by vegetable fruits nut food preparation (code 20), and animal, vegetables fats and oils (code 15), presenting a weight less than 2%. Lebanon, with 21.96 million dollars, and Egypt, with 16.56 million dollars, representing, respectively, the second and the third reference market for Cyprus. The main market for the imports is Israel (14.68 million U.S. dollars), to intercept the largest slice are the edible fruit (23.59%) followed by edible vegetables (21.27%) and ornamental plants (18.87%); important is the position occupied by Egypt (6.83 million dollars) and Lebanon (3.60 million U.S. dollars).

Regarding Malta, you may encounter, as the main market for exports, Tunisia, in fact, with a weight of total exports over the period 2008-2010, amounting to 37.56% (2.88 million dollars), stands on Egypt (2.05 million dollars) and Turkey (1.03 million dollars). Regarding Tunisia, it are the cereals that intercept the biggest share in exports of 89.24%, followed by 5.98% and 2.68% respectively, the classes fresh fishery products and beverages (code 22) (Table 2). On the import side, the focus markets including Malta, Morocco stands out with 7.07 million dollars for which, among agri-food sector, there was a strong interest for the products of animal origin (58.27%), followed by Turkey with 2.62 million dollars and Egypt with 2.05 million dollars.

Finally, concerning the Slovenia, it is clear, as concern exports, that primacy belongs again to Croatia (92.79 million dollars), followed by Serbia and Montenegro and Albania, these partners are united by the important impact of the codes 22, related to beverages, and 21 concerning the miscellaneous edible preparations weighing, respectively, 21.28% and 12.27% for Croatia, of 23.47% and 35.76% for Serbia and Montenegro and, finally, of 20.08% and of 62.18% for Albania. Regarding imports, the main supply Slovenian market is Croatia, for which there is a value of imports amounted to 127.77 million dollars, followed with a much lower weight, Turkey and Morocco. Among the agri-food codes

considered, appreciably affect the miscellaneous edible preparations, with regard to Croatia, with a weight of 17.72%, followed by the edible fruits (48.54%) and edible vegetables (41, 08%), in relation to Turkey and Morocco (Table 3).

The intensity of the agri-food trade in the Mediterranean basin

The Traistaru index calculated for 1996-2010 period shows the intensity of agri-food trade among the countries of the Mediterranean basin; which is the level of intensity of trade that links the various countries and what are the agri-food products holding more weight in terms of trade compared to world trade of these countries.

The Italian position is rather diversified, as the factors that influence the intensity of trade are numerous and in some cases difficult to be isolated. The index of Traistaru, in 13 of the agri-food products, does not exceed the value of one, and for no codes exceeds the value of 5. In detail we have that relationship with Morocco and Tunisia has significant intensity of trade in fish products, with Egypt for edible vegetables, with Turkey, for edible fruits and various milled products and starches, with Israel, for seed oleaginous fruits, with Tunisia, for animal and vegetable fats, with Serbia and Croatia, for sugar and sugar-based products, and finally with Israel for cocoa and cocoa preparations. Overall, the greater intensity of exchanges linking Italy to Turkey, Tunisia and Croatia (Table 4 and Figure 1).

For the France, the most important variable in determining the intensity of trade historical links with the former colonies such as Morocco and Algeria. In fact, Morocco is the most representative partners for the French agri-food trade, at least in terms of intensity of bilateral trade and even of world trade; the most important products are edible vegetables for Morocco (6,98) and cereals for Algeria (4.20).

Spain, in the period in question, has the strongest trade links with Morocco highlighting that in this case, the geographical distance assumes greater importance to the variables that can affect the intensity of trade between two countries. In fact, for 5 agri-food classes and exactly fishery products, live three and other plants, edible vegetables, oil seed and preparation of meat (classes "03, 06, 07, 12 and 16, respectively") the index of Traistaru is positioned at the highest level and then considered in all partner countries, Morocco has a privileged role. There is also a strong intensity with Algeria for milling products (4.20) and with Israel for sugars and sugar confectionery (1.28). Overall, the greater intensity of exchanges linking Spain to Morocco, Turkey and Tunisia.

Greece has a very strong intensity of trade with Albania and Turkey, demonstrating empirically that geographical proximity is again an element that has a decisive bearing on the exchange of the two countries. The highest index is recording with Albania as part of processed products and in particular in the milling products (8.41) and beverages (2.48). Have very strong bilateral trade with Serbia and Montenegro in the field of sugar and derivates (2.83), with Egypt for vegetables (2.70) and with Turkey for fishery products (2.46).

Table 2 - Agri-food exports of the Eu Mediterranean countries; (\$). Main share of market; average 2008-2010

	Code(*)	ALB	Code	DZA	Code	EGY	Code	ISR	Code	LEB	Code	SCG	Code	MOR	Code	SYR	Code	TUN	Code	TUR	Code	HRV
Italy		134,026,617		52,993,146		70,013,079		137,925,054		67,662,141		18,870,190		33,759,177		23,842,534		142,789,736		172,612,102		235,911,414
	22	19,22	08	16,73	24	26,16	19	34,06	19	23,52	19	17,98	19	23,09	10	58,53	10	57,76	10	22,42	19	15,67
	19	13,68	20	15,78	11	16,98	22	11,95	10	15,77	09	10,98	21	9,75	20	7,00	03	13,41	21	15,32	08	8,73
	08	10,30	18	10,35	08	9,11	18	11,83	18	11,46	08	9,91	09	9,10	17	5,18	23	7,79	18	11,00	21	8,53
France		22,918,861		1,530,865,758		510,321,020		135,444,378		145,086,506		1,593,712		716,663,124		103,580,113		170,261,104		151,185,261		43,787,522
	01	67,10	10	68,29	10	68,25	17	24,84	22	17,39	24	53,87	10	67,96	24	49,02	10	35,43	10	16,81	04	10,58
	10	25,41	04	8,69	07	15,94	22	17,17	04	17,15	22	26,20	04	4,61	10	20,29	24	9,01	24	12,19	18	20,09
	22	2,28	19	4,21	04	3,61	21	14,53	19	10,40	21	10,94	5	3,99	04	8,28	17	7,82	12	10,86	21	10,09
Spain		3,365,582		248,796,846		38,415,678		70,560,157		44,158,739		3,238,195		208,565,881		15,917,658		80,107,290		71,403,104		64,351,157
	03	28,49	15	21,97	03	33,82	15	16,48	01	23,82	02	36,45	06	12,05	10	35,36	10	42,51	21	24,41	03	32,78
	21	16,95	10	17,38	20	10,78	17	14,05	16	21,08	03	22,35	15	11,06	24	17,27	03	16,86	10	16,06	08	16,82
	22	10,73	24	11,69	18	9,54	21	12,67	19	12,56	08	16,05	08	10,81	17	12,91	15	16,18	23	13,86	02	14,56
Greece		122,297,841		45,483,123		33,788,745		21,807,210		7,918,915		5,154,981		3,821,105		4,526,199		33,870,077		82,550,469		15,884,513
	24	20,73	24	63,30	24	77,41	20	23,21	24	43,97	24	58,26	10	70,05	15	57,11	10	84,48	10	26,49	8	50,28
	22	14,21	10	25,96	20	10,37	03	21,98	04	11,77	22	24,91	24	11,35	17	17,40	24	13,52	24	16,50	20	17,87
	08	13,98	21	8,48	11	2,63	24	18,83	21	9,36	08	3,90	20	6,61	13	6,69	23	1,15	23	10,52	15	9,07
Cyprus		446,321		130,342		16,563,891		12,479,989		21,964,838		31,617		79,853		24,931,282		263,991		175,284		1,061,171
	02	74,54	23	55,69	24	75,87	03	64,92	24	86,07	24	100,00	20	73,45	24	96,32	24	84,78	24	99,97	07	63,98
	01	10,51	20	35,48	23	13,24	24	19,93	04	2,67	-	-	22	26,55	20	1,88	20	14,09	22	0,03	08	35,72
	03	9,71	22	8,83	12	5,67	20	7,71	22	2,51	-	-	-	-	15	1,39	22	0,65	-	-	20	0,23
Malta		8,971		856,868		2,046,049		18,799		586,818		0		0		239,277		2,882,228		1,027,944		6,266
	22	100,00	10	95,93	21	73,56	21	75,95	19	74,91	-	-	-	-	21	84,52	10	89,24	03	66,80	21	100,00
	-	-	20	4,07	24	23,02	19	15,61	21	23,59	-	-	-	-	22	9,29	03	5,98	19	28,13	-	-
	-	-	-	-	19	3,22	22	4,75	11	1,50	-	-	-	-	19	6,19	22	2,68	08	4,55	-	-
Slovenia		11,556,477		652		49,742		517,300		278,564		15,030,937		182,803		58,286		7,064		1,005,809		92,788,057
	21	62,18	12	100,00	12	65,99	13	40,65	01	52,77	21	35,76	23	100,00	23	100,00	23	100,00	02	54,65	22	21,28
	22	20,08	-	-	21	24,98	21	20,86	12	41,39	22	23,47	-	-	-	-	-	-	23	23,80	21	12,27
	01	11,45	-	-	09	4,66	19	18,72	21	4,91	16	15,79	-	-	-	-	-	-	22	7,62	16	11,75
TOTAL		294,620,670		1,879,126,734		671,198,204		378,752,887		287,656,521		43,919,631		963,071,944		173,095,348		430,181,490		479,959,972		453,740,099

(*) codes 01-24 of the harmonized nomenclature

Source: our elaboration on data UNComtrade

Table 3 -Agri-food imports of the Eu Mediterranean countries; (\$). Main share of market; average 2008-2010

	Code(*)	ALB	Code	DZA	Code	EGY	Code	ISR	Code	LBN	Code	SCG	Code	MOR	Code	SYR	Code	TUN	Code	TUR	Code	HRV
Italy		31,365,828		8,254,063		191,781,327		174,424,169		2,209,890		3,460,321		214,606,319		17,155,950		381,882,502		511,119,378		114,392,981
	16	57.15	07	46.64	07	53.61	08	35.96	08	49.24	07	87.27	03	50.87	15	57.24	15	62.93	05	57.43	03	42.41
	03	14.97	03	29.91	22	13.8	07	29.61	12	27.16	24	6.22	16	26.53	08	23.45	03	18.73	20	9.17	10	37.06
	04	7.35	12	15.52	08	8.17	12	11.29	22	5.37	21	2.10	07	8.21	10	10.33	08	5.05	03	8.93	17	5.85
France		5,055,668		21,423,894		37,253,999		220,252,860		8,407,225		921,886		982,665,231		4,583,716		133,603,836		447,380,458		5,449,548
	04	29.89	08	67.17	07	44.55	08	44.35	22	32.51	07	38.14	07	50.43	09	38.54	08	49.56	08	47.06	12	34.62
	12	19.36	22	20.77	08	25.24	07	22.61	20	27.90	08	34.73	08	20.86	24	13.36	07	12.79	21	17.16	10	18.93
	03	3.49	03	5.50	22	9.73	20	11.52	24	18.27	22	14.63	16	10.50	12	12.54	15	12.15	20	14.05	03	10.40
Spain		1,362,643		18,513,209		32,763,768		63,854,995		825,690		17,810		861,658,764		6,333,333		118,103,435		147,817,663		11,754,271
	03	51.03	03	63.43	07	24.21	12	47.39	24	53.99	07	99.56	03	57.59	15	31.79	15	49.49	08	28.65	03	51.14
	12	25.07	12	17.13	17	19.04	08	14.19	20	9.50	22	0.44	07	21.21	14	26.28	03	25.47	03	21.62	10	20.77
	16	15.24	17	13.39	23	17.72	07	11.84	12	8.62			16	9.37	09	21.15	08	10.96	20	14.89	23	14.42
Greece		7,635,623		565,972		47,425,506		13,861,185		835,810		164,246		20,208,598		973,879		5,891,074		157,331,066		16,751,523
	03	47.04	17	91.86	07	76.30	07	25.42	24	34.16	22	85.86	06	92.37	12	30.15	03	95.84	03	24.82	17	68.37
	20	16.94	12	6.30	22	7.76	08	22.30	20	25.98	15	6.46	20	1.76	09	24.84	05	1.99	08	21.85	10	14.88
	07	10.69	24	1.83	03	4.31	12	18.45	08	11.02	03	6.27	16	4.42	24	22.18	23	1.93	07	12.26	12	8.44
Cyprus		0		0		6,826,262		14,675,736		3,599,881		9,995		518,274		1,162,778		2,035,814		24,939		1,070,220
	-	-	-	-	03	42.15	08	23.59	22	40.32	22	100.00	03	40.34	09	27.81	03	92.25	22	83.46	10	91.14
	-	-	-	-	07	21.65	07	21.27	08	20.15	-	-	16	36.04	19	19.42	08	13.93	07	13.93	23	8.24
	-	-	-	-	23	17.65	06	18.87	20	16.46	-	-	15	22.50	20	17.91	19	2.61	19	2.61	19	0.33
Malta		0		3,563		2,050,190		168,508		177,096		5,326		7,067,197		21,896		322,873		2,623,861		2,012,750
	-	-	15	100.00	08	69.58	20	35.32	17	83.61	22	100.00	05	58.27	01	43.84	15	42.29	08	27.40	10	82.79
	-	-	-	-	15	19.89	21	24.43	22	14.64	-	-	03	32.71	08	35.30	08	37.65	22	24.10	18	11.74
	-	-	-	-	07	4.78	17	19.48	20	1.39	-	-	21	7.86	19	19.46	17	8.03	21	16.39	19	5.46
Slovenia		499,974		26,358		2,060,207		3,950,212		483		227,432		4,131,900		3,172		321,947		9,885,187		127,774,777
	12	72.84	08	94.67	08	47.75	08	70.93	08	47.38	22	64.82	07	41.08	09	81.43	08	67.56	08	48.54	21	17.72
	22	9.82	07	3.13	07	37.51	20	10.10	07	29.07	07	16.53	03	21.29	07	10.72	12	24.81	07	24.43	17	16.80
	08	7.34	03	2.09	20	10.46	12	6.22	05	23.55	12	8.19	16	11.13	12	6.97	03	6.14	21	9.46	19	13.82
TOTALE		45,919,737		48,787,059		320,161,259		491,187,665		16,056,075		4,807,015		2,090,856,283		30,234,724		642,161,482		1,276,182,552		279,206,070

(*) codes 01-24 of the harmonized nomenclature

Fonte: nostra elaborazione su dati UNcomtrade

The small republic of Cyprus, however politically divided in two, has not generally a significant intensity of trade at least for most of the codes comprising the agri-food industry, as evidenced by the value of the Traistaru which is maintained at rather low levels.

The role of Malta is even less effective, the exchange is notable only by Egypt and Morocco, as with a generic voice-which includes various food preparations-with an index value of 2.31 and 1 respectively, and with Serbia and Montenegro for sugars and sugar-based products (2.61). In all other cases the value of the index is below the 1.

Most active is the commercial weight of Slovenia, which is characterized by strong ties with Croatia, its partner in more than 20 agri-food codes. The exchange is lively for preparations of cereals, flour etc.. (10.13), followed by prepared meat and fish (8.64), and at the third place the animal and vegetable oils and fats (8.06). According to Slovenian partners but are far behind Serbia and Montenegro for trade in dairy products and vegetables. Trade with countries of the southern Mediterranean are very weak.

Selecting for Italy, France, Spain and Greece the first three items in which the Traistaru index presents the highest value in respect of each partner country it has been possible to identify the products most sensitive and for which there might be more competitiveness inside the Eu Mediterranean countries.

In particular, Italy, with eight out of eleven Mediterranean partner countries has a significant intensity of exchange of products of milling products (code 11), with five countries for sugar and products made of sugar (code 17).

At the same time contending with France and Spain on the Albanian market of sugar and with Spain and Greece that of milling products etc.. A similar competition emerges for the Algerian market with France and Greece on cereals and edible vegetables, with Spain and Greece on Tunisia for the fish products, and the same with Spain and France, for the animal and vegetable fats.

France has a higher intensity of trade for sugar and cereals with five of the eleven partner countries examined, Spain with eight out of eleven countries for voice sugars and Greece with four countries, Algeria, Egypt, Israel and Serbia for tobacco.

Finally, it is interesting to note that the top three traded codes do not include meat and edible meat.

Conclusion

The results reported in this work indicate that among all the countries bordering the Mediterranean there is an intensive agri-food trade. This intensity of trade is also due to the Euro-Mediterranean policy conducted by the European Union and starting with the Barcelona Process.

France holds a very important role in the agri-food trade, in fact it is the country with the largest volume of trade and a good export potential to countries of the Southern Mediterranean, followed Italy and Spain, but in this two countries the value of the import is more than the export one.

The index of Traistaru used to calculate the intensity of bilateral trade in the period 1996-2010, indicates empirically that the intensity of trade is stronger between those countries that are geographically closest, as is the case of Spain and Morocco, Greece and Albania, Italy and Tunisia, Syria and Cyprus, Slovenia and Croatia or those with cultural affinities as France and Algeria.

Moreover, the index calculated for each individual item of the seven Eu Mediterranean countries and eleven Mediterranean non-Eu partner countries, has emphasized that for some codes the intensity of trade is stronger, it is especially fish products, sugar and dairy products, cereals, vegetables products.

Finally, selecting for Italy, France, Spain and Greece the first three items in which the agribusiness index Traistaru presents the highest values with respect to each partner country, it was possible to identify the most sensitive products and for which there might be more competitiveness.

Italy, for example, with eight Mediterranean extra Ue partner countries has a significant intensity of exchange of products of the milling industry, malt, starches, etc., and it contends the market with France, Spain or Greece.

Similar scenarios are found for other Eu countries.

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