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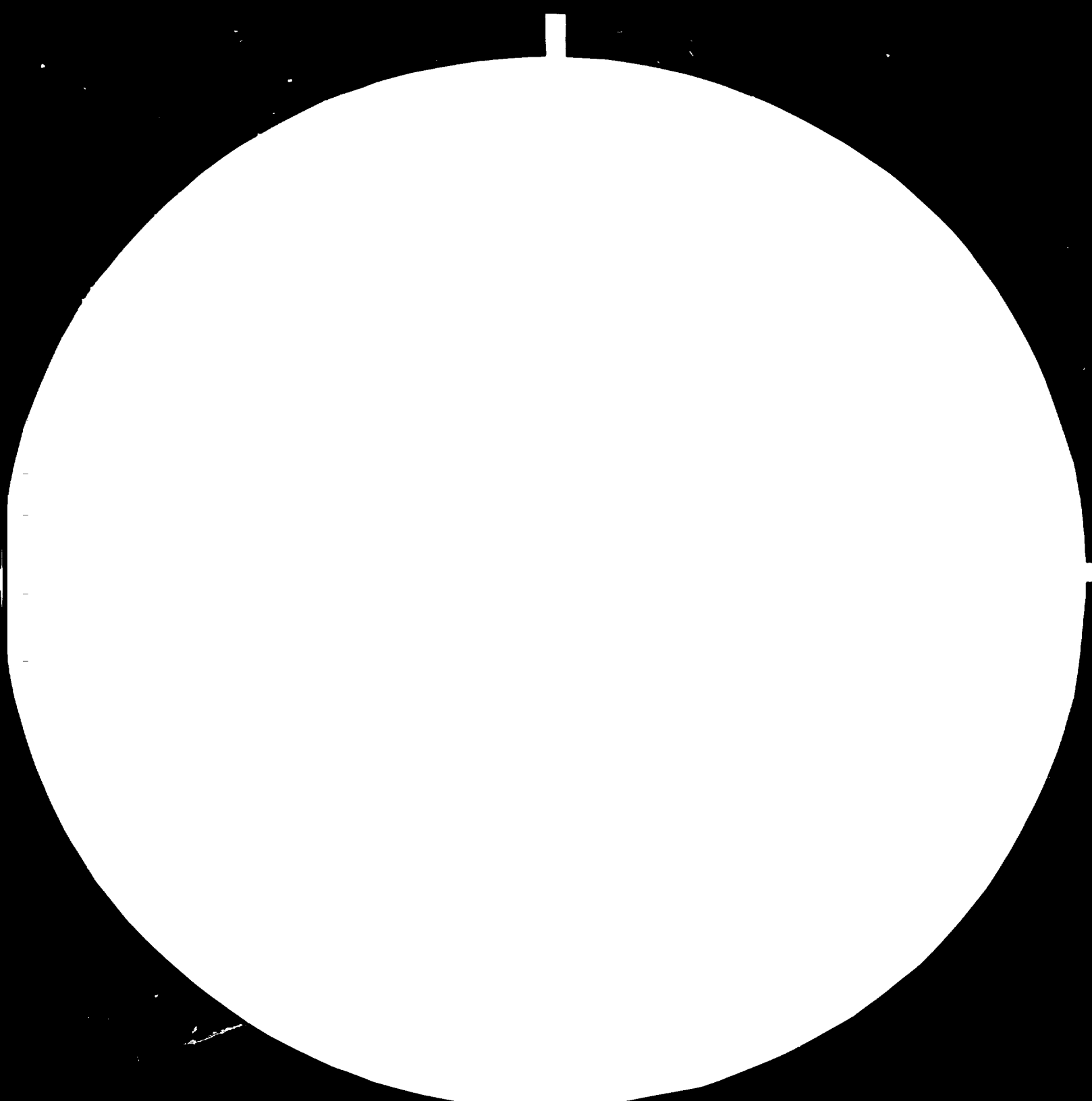
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Resolution test targets are used to measure the resolution of a system. The resolution is the ability of a system to distinguish between two points that are close together. The resolution is measured in cycles per inch (CPI). The resolution of a system is the number of cycles per inch that the system can resolve. The resolution of a system is the number of cycles per inch that the system can resolve.

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UNITED NATIONS INDUSTRIAL
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ENGLISH

REVIEW OF THE VEGETABLE OILS AND FATS INDUSTRIES SECTOR OF THE
PACIFIC REGION^{1/}

DP/RAS/79/031

COUNTRY REPORT ON COOK ISLANDS

Prepared for the Government of Cook Islands by the United Nations
Industrial Development Organization in co-operation with the
International Trade Centre UNCTAD/GATT.

Based on the work of J. R. Santhiapillai and G. P. Yeats.

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RECOMMENDATIONS

- 1) That a copra marketing board be reformed either as an individual entity or as a part of a larger marketing body.
- 2) When the West Samoan copra mill starts the possibility of exporting the copra to Apia should be investigated as shipping is already available and the freight rate lower than to New Zealand.
- 3) Purchasing system for copra could be simplified by setting a price and reviewing every three months, with the operation of a Stabilization Fund.
- 4) There is no futures market in copra/coconut oil but the countries in the region could press for its establishment so that prices could become more stabilized.
- 5) Request New Zealand and Australia Governments to use their Trade Commissioner to investigate markets abroad for their products. This is being done on a limited scale but needs positive promotion.
- 6) No industry to produce soaps, refined oils etc. is likely to prove viable, as the market for these products is very small and appears to be catering mainly to the tourist industry.
- 7) Improvement in lighterage facilities at all small ports.
- 8) A system devised to encourage improvements in efficiency in coastal shipping.
- 9) An alternative shipping service to New Zealand be considered
- 10) Cook Islands makes more attempts to obtain margarine, cooking oils and soaps from neighbouring island countries.
- 11) A regional trade declaration be initiated to promote trade and production within the region and to strengthen regional countries' positions in negotiations with outside countries.

INTRODUCTION

1. Project Background and Justification

The first consultation meeting on the Vegetable Oil and Fats Industry was held in Madrid from 12 to 16 December 1977.

This meeting convened by UNIDO in pursuance of the Lima Declaration and Plan of Action and General Assembly Resolution 3362, is part of its efforts to promote co-operation in raising the overall level of industrial production in developing countries. The meeting made a series of follow-up recommendations relating, inter-alia, to global policy for increased international and technical co-operation between the developed and the developing countries and among the developing countries themselves, and for specific follow-up action, both short-term and long-term.

UNIDO decided to carry out, through expert services, evaluation studies of the potential of the vegetable oil industries sector in a selected number of developing countries. This evaluation country study was to assess and evaluate the existing situation in the countries to be covered with regard to the availability and utilisation of oil-bearing materials (including the raw material potential), the domestic market situation (present demand) in vegetable oils and protein cake/meals and the present status of the vegetable oil industry. In fulfilment of the above decision, a UNIDO consultant on edible oils made a study of Western Samoa from November 20 to December 4, 1978.

Since the Pacific region is agronomically suitable for production of oil producing species, coconuts and oil palm, such raw materials offer one of few available possibilities for integrated agro-industrial development; vegetable oils and fats, detergents, cosmetics, protein cake/meals, livestock feed and further spinoffs and linkages with the agricultural sector.

It was agreed during the UNDP/ESCAP/SPC/SPEC Inter-Country Programming Meeting held in Suva in February 1979, that this type of study should be made into a Regional Pacific Project.

SPEC would like to see the exercise accord recognition to the concept that effective regional co-operation could be a positive means of reducing costs and rationalising development in the Pacific.

2. Objectives

Development Objectives: The long term objective of this regional project is the promotion of regional self-sufficiency in production, processing and related agro-industrial development of vegetable oils and fats.

The study is to assess and evaluate the existing situation with regard to the availability and utilisation of oil bearing raw materials and the raw material potential, the domestic market situation demands for a vegetable oil industry, protein/cake and the status of the vegetable oil industry at present in operation with a view to its further technical technological, and alternative development. It should provide specific long range recommendations towards improving the export of vegetable oils and fats, and provide marketing strategies in relation to present export patterns.

Immediate Objective: The immediate objective is to recommend methods that can be applied for improving local production and distribution and to provide a marketing diagnosis which will stimulate better export strategy which can be implemented in the immediate future.

Whenever applicable, the study should also consider evaluating oils and fats from animal sources and the possibility of developing viable productions and import substitutions.

3. Project

In fulfilment of the above, two consultants
 a) Joe R Santhiapillai - Team Leader and Vegetable Oil Industry Specialist from UNIDO b) George Yeats - Marketing Analyst from ITC, visited Fiji, Kiribati, Tonga, Western Samoa, Niue, TTPI, Papua New Guinea, Solomon Islands, Cook Islands, Nauru, Vanuatu and Tuvalu and prepared twelve country reports with tables, annexes and assessments made and based thereon. In addition the experts produced a summary of the regional study. The project was for a duration of six months.

4. Acknowledgments

Our sincere thanks are due to all the people we had met during our visits to the different countries. If not for their considerable help and co-operation this project would not have been a success. A list of those people principally involved in discussions is given at the end of the report.

During the project we were based at SPEC, Suva and our special thanks are due to the Director, Deputy Director, Administration Officer and Mr John Franklin, Trade and Marketing Officer and all at SPEC for their invaluable help and co-operation. Our thanks are also due to Mr Dello Strologo, SIDFA and all at the UNDP office in Suva for their help in innumerable ways.

COOK ISLANDS

Population	:	18,000
G.D.P. per capita	:	NZ\$885
Land Area	:	240 sq. km.
Sea Area	:	1,830,000 sq. km.
Geography	:	The group consists of 15 islands divided between the Northern and Southern Cook Islands. About half of the population is on the main island of Rarotonga.
Agricultural Production	:	The main agricultural export crops are Fruits (40%), Copra (15%) and vegetables.
Production of Oils and Fats equivalent	:	550 tonnes
Exports of Oils and Fats equivalent	:	550 tonnes
Imports of Oils and Fats equivalent	:	200 tonnes
Import Dependency	:	100%
Consumption of Oils and Fats per capita est. (food uses)	:	8.3 kgms/annum
Consumption of Soaps and Detergents per capita	:	8.3 kgms/annum

Note: Above figures excludes consumption of fresh nuts and invisible fats.

Coconut

Coconut is one the mainstays of the subsistence economy. It represents about 15% of the export income of the country while export of fruits and fruit juices is about 40% of the export income. The exports of copra in 1980 was 735 tonnes while in 1979 it was as high as 1,600 tons, which shows that production of copra is greatly dependent on the price.

Copra is mainly produced in the northern group of the Cook Islands: Manihiki, Penrhyn, Rakahanga, Pukapuka/Nassau and Aitutaki where 80% of all copra has come in the years 1977-80. This production has fluctuated widely over the last 10 years but the general trend is a gradual downwards one: average annual production of copra for the last 13 years - 1016 t; 10 years - 928 t; 5 years - 889 t. Unfortunately the coconut industry, has had the least attention of all the tree crops, and at this stage the industry is not progressing. No programme for coconut rehabilitation or development has been proposed, although some planting, re-planting and thinning is being undertaken in the northern group. Copra production is adversely affected by loss of population from the islands, and temporary movement of population from one island to another for ceremonial or social reasons. The two main island producers of copra also produce pearl shell, and it is likely that when the copra price dropped sharply from 1979 to 1980, these islanders substituted shell for copra as an income source. In 1980 the pearl shell-producing islands produced only 25% of their previous year's production, while the rest of the Cook Islands produced 79%.

Processing

In the case of soaps the laundry soap market appears to be dwindling and washing powders on the increase, as such it is extremely unlikely that even laundry soap production will be viable. Neither would a plant for refining oils be viable. The only possibility would be that the market could be converted to use crude coconut oil for cooking purpose but this is very unlikely at present.

CONSUMPTION OF FATS AND OILS AND FUTURE MARKET TRENDS

Consumption of oils and fats

The Cook Islands produce about 650 t of vegetable oils (in oil equivalent terms) and import a further 200 t (in oil equivalents) of oils as butter, margarine and other oils and fats, and as contents of soaps. Exports in oil equivalent

terms are about 550 t all in the form of copra. The subtraction of exports from the combination of production and imports gives Cook Islands human consumption of oils (in oil equivalents) as about 200 t. Human use is divided into food use of 150 t (8.3 kg) and non-food (soaps and cosmetics) of about 50 t (2.8 kg).

In these figures we have not included consumption of fresh nuts as food by humans and by animals. This is because there are no reliable data on this available. A range of 175 nuts/head per annum to 365 is often quoted for the Pacific islands. If this were taken into account it would easily be the largest source of oil consumed, and a sizeable proportion of coconut production. This is a somewhat wasteful method of consumption in that usually the nut is split in half, the "water" wasted, the "meat" is grated and the resultant "cream" extracted. The residual "meal" is discarded or fed to livestock. However, this is part of the culinary tradition of the Cook Islands, and is important also in that it involves no cash outlay. As prices of all foodstuffs rise, it is likely that the bulk of the population (villagers owning coconut groves) will consume more coconuts to substitute for foods which have to be bought.

The Cook Islands consumption of fats and oils is high for developing countries, and much greater than the rest of Polynesia. This is probably a reflection of the number of visitors, largely tourists, the Cook Islands have every year. These are about 25,000 every year, and compare with the Cook Islands population of 18,000. A large proportion of the population is still living a semi-subsistence existence where sale of copra is their only cash income. As incomes rise it is likely that consumption of fats and oils will rise even faster. This extra intake will most probably be in the form of greater consumption of fresh coconuts but also as edible fats and oils. Given a preference this most likely would be animal fats, however margarine would be acceptable.

Marketing of copra

The marketing system for copra is also at a rudimentary stage and unnecessarily complicated. Agricultural Officers in the islands take delivery of the copra on behalf of the marketing organisation. We were told that the extension officers were sufficiently familiar with growers to be able to advise them on drying copra so that no reject copra is presented. Although in the past several grades of copra were identified, only one is now recognised and is apparently satisfactory for the trade. Copra production is timed to coincide with collection times of the vessels to take it to the export points as copra is only accepted when a ship is due. Although we were given to understand that inter-island shipping was not a limiting factor, it is likely that storage at the acceptance points is inadequate. Actual payment for the copra does not take place at the time of delivery of copra from producer to agricultural officer, but

may be delayed by a month to six weeks by the time the copra has been delivered to store in Rarotonga, and the money has been issued by the marketing authority through the Government Post Office Banks. Produce from all growers is individually identified. On one island where the Agriculture Department had a fishing project and paid in cash at the time fish were received, copra production declined sharply. One year a bag shortage was responsible for a considerable drop in production.

Until recently, the marketing authority for copra has been the Copra Marketing Board. This was established in 1976 but was recently disbanded apparently as part of a strategy to put this in the hands of a growers' organization. In the meantime the marketing of copra is handled by the "Marketing Unit" of the Premier's Department. There is also a stabilization fund collected previously by the Marketing Board on behalf of growers. Drawings on this fund are now directed by the growers, who are currently supporting the grower price of NZ\$400 per tonne by NZ\$160 or some 40% of the price. Before the Marketing Unit assumed responsibility of copra marketing, for a short time, it was in the hands of a commercial firm. Because the firm didn't have access to the stabilization fund, it had to pay the going price at that time, \$260, which naturally was not accepted by producers.

This study believes that considerable improvement can be made, without large cost, to the marketing system, to enable the copra industry to reach its full potential. In turn this may be a spur to development of the industry. We recommend that a copra marketing board be reformed either as an individual entity, or as part of a larger crop marketing body. This should be a statutory, semi-government organization. There is good reason why this is the pattern followed throughout the Pacific for the coconut industry, and in fact for most primary commodities throughout the developing world. If it were handled by private interests, then naturally commercial returns would be expected for the firm, and thus less return would be paid to the grower. If it were handled by grower interests these too often don't take a sufficiently long-term view (as we believe is currently happening with withdrawals from the stabilization fund) and do not have the same access to information on world markets and trends as the government does. However growers should be represented on the Board, as should the Departments of Agriculture and Trade, and the inter-island shipping company.

The current system of sale of all the country's copra, i.e. by contract to a New Zealand firm Abel's, is, we believe in the best interests of the grower, as the world price is paid, plus a small premium, and in the best interests of the country as a whole, as it supports the shipping line to New Zealand which carries the bulk of the country's trade. Should a change in this shipping occur, as is discussed below, then an alternative market could be considered. This current system

also considerably simplifies the marketing organization required, which is an important factor. Also it is possible that when the West Samoan mill starts operation, and withdraws its supplies from New Zealand, this latter market may be disrupted for Cook Islands copra also, and the market in Apia should be investigated as shipping is already available and the freight rate lower than to New Zealand.

The purchasing system for the copra should be simplified: in the long term we see no advantage in individual identification of growers if a single cash payment is made for each lot of copra purchased, and we believe this is necessary to encourage more copra to be made, and on a more frequent and regular basis than exists at present. This should be able to be done by issuing each purchasing officer with the rights to issue receipts for which cash will be paid at the Post Office Bank. The Board will need to set a price, and review it probably no more frequently than every three months (at present this is the frequency at which the price is reviewed by the NZ buyer) to take into account price movements, payments and receipts.

In initial stages, if a simple 90-95% is paid of the price set for growers, then any excess can be added to funds and used to increase the next payment. We think the concept of a stabilization fund is a useful one but cannot be expected to shield growers from the worst excesses of fluctuations in prices. It should not be used (as at present) to maintain prices far in excess of what can be expected to be a long term trend, thus resulting in a huge drop when the fund runs out. We would recommend a base price of NZ\$250/t f.o.b. Rarotonga, above which contributions would be collected from growers at the rate of 5% of the price in excess of \$250 up to \$500, and 10% of the price in excess of \$600. Contributions would be collected up to a maximum of \$160,000 i.e. \$100/t for what has, so far been the maximum production. If production should increase above this, then the fund should be increased accordingly. Below \$250, the fund should be used to support the price at the rate of no more than 50% of the difference between \$250 and the unsupported price.

The operation of the fund should be controlled by the Board. Discussions should be held with growers on Board proposals with growers. While it is tempting to suggest that the current fund be passed over to the Board, we think it is unlikely that growers would agree to this, and it would be unwise to have the Board associated in growers' minds, with the sharp drop in price which will inevitably come when the fund is expended unless prices improve before that time.

We are not completely convinced that a base price for copra at about \$250 per t will be enough to keep the interest of Cook Islands copra producers, because of the high level of wage rates. However, the price must be realistically related to the world market price. The industry is already subsidised by shipping costs kept artificially low within the islands group, and on the export route to New Zealand. For some farmers with no

alternate crops doubtless some copra will continue to be made despite low costs.

It is not considered necessary for the Board to have its own full time staff. This could be catered for by the Marketing Unit, as at present, or by obtaining part time services of a private accountant or company secretary.

Futures Trading, a Marketing Aid

A major trend which has emerged in many major world commodities in recent years is that of trading in futures.¹ "The futures market is basically an auction where contracts for future supply of commodities are traded. Contracts are bought and sold by members of the exchange on behalf of their clients.

A futures contract is an agreement to buy or sell an amount of a commodity at a price at a future date. A futures contract can be bought and sold on a futures market, whereas a forward contract is a private agreement between one buyer and one seller. Most futures contracts do not in fact result in physical delivery of goods. The whole purpose of the futures market is to transfer the risk of price movements from the producer and end user to speculators. In this way producers can use futures to secure a fixed price for a commodity. This is known as hedging. In the same way one may hedge against currency exchange fluctuations". As yet there is no futures market in copra/coconut oil, but this report recommends that the countries of the region press for its establishment, and then take advantage of the opportunities it would give for stabilizing prices. Participation in futures trading is a skilled activity, and in order to enable the island countries to make best use of such a facility it is recommended that a suitable consultant be asked to address a future meeting of the Asian Pacific Coconut Community on this subject. This is further discussed below in the chapter on regional co-ordination.

1. Taken from "Export Crops: Quarterly Review", Vol 3 No. 1, April 1980, Department Primary Industries, PNG.

Shipping

Internal shipping in the Cook Islands was reorganized in 1979 with the government licensing of a private shipping company, Silk and Boyd. The government guaranteed to pay the fuel costs for the line and make good any losses the line made. In return the government was to limit any profits made by the company and set the schedules through the Shipping Committee. This agreement has now expired, and is being renewed on a three weekly basis, while the whole shipping situation is being reviewed by a United Nations consultant on shipping.

The line operates two ships each about 20 years old and with a cargo capacity of 200-240 tons in holds. They call every 5-8 weeks to the islands in the Cooks group and try and give two weeks notice of their calls. They also operate a service to Niue, Pago Pago and Apia. The vessels are serviced in Pago Pago, where a considerable amount of trans-shipment cargo is picked up, which helps considerably with utilizing cargo capacity. The two ships in the line are about 20 years old, and there are plans to retire one soon. Presumably its replacement will depend on whether the government contract is renewed or not. The company would also like to buy a larger, part-containerised vessel in which case it would go on the New Zealand run.

There are two export points in the Cook Islands, one for the northern group, and one at Rarotonga. The main harbour, Rarotonga has wharf space for the 1,500 ton vessels of the New Zealand Shipping Corporation, however they cannot turn around at low water when fully laden. The wharf is in poor condition. No container facilities are available. Wharf stores seem adequate. There is a small wharf at Penrhyn but apparently it is also in poor condition. At other points of call vessels must anchor off the reefs and unload by lighters. As it is unlikely what facilities will be constructed in most of these islands, many of which have very small populations, the best way to improve handling at these points may be to improve lighterage facilities. This may take two forms: one, more suitable lighters, and secondly better shore facilities for handling the lighters.

There is some criticism of this shipping service, saying it is inefficient, and does not give a reliable service. Certainly its vessels are old and look in poor conditions, and, inevitable under such conditions, break downs must occur and affect schedules, however, it is a service and must not be scrapped until something better is there to take its place. Another local shipping line SPINCO would like to operate within the Cooks Group. If Silk and Boyd were to retire one of their vessels, and SPINCO were in the position to fill this void, it would be desirable to have both lines operating to improve efficiency by competition, and to see if such a service could be operated without subsidy as SPINCO claim. If the latter proves to be so without a dramatic rise in rates, then the subsidy should be withdrawn from Silk and Boyd. If a subsidy must

continue, then it is not considered it should be in the present form. A system must be devised to encourage efficiency by financial reward, so that the profit allowance increases as the company becomes more nearly solvent before the addition of subsidy.

The external shipping is catered for mainly by the New Zealand Shipping Corporation which has two ships on the run to Niue and the Cook Islands. It also calls at Tahiti. This is a good service with a call twice a month to Rarotonga and Aitutaki. However it is highly subsidised (the Niue government estimated this subsidy to be at the rate of NZ\$93 per ton in 1978-9). The importance of this route is seen from the fact that the large share of imports and exports are from and to New Zealand. The subsidy on this line is part of the New Zealand Government's aid to Niue and the Cook Islands. This is linked with the purchase of copra from these countries to the New Zealand mill, although the bulk of copra for the mill (about 6,000 out of a total processed of 7,000) comes from Western Samoa and is carried to New Zealand by a private shipping company.

The New Zealand Shipping Corporation's service to Niue and the Cook Islands is very reliable and good but probably too sophisticated for the area it is servicing, and thus too expensive. It is part of a world wide operation of the NZSC with consequent highly technical communications and control structure. All the crews are New Zealand. It is possible that a Cook Island-based operation with just the necessary shore staff to communicate with the few South Pacific countries to which the ships would need to go, and Cook Island crews, would make the operation viable without a subsidy, or running at less of a subsidy. We consider that advice for such a line should come from a successful shipping line not already operating in the Pacific, and preferably with experience in small scale shipping comparable to what is appropriate for the region.

The country is also occasionally served by the Eastern Associated Line (based in Japan) which comes from Tahiti, then goes on to (and this would enable the Cooks to export to) Fiji, Vanuatu, New Caledonia, South East Asia, Hong Kong and Japan.

The Cook Island-based line SPINCO, mentioned above operated one vessel, Tokerau II on a schedule Suva, Tuvalu, Western Samoa, Pago Pago and Rarotonga. This had operated successfully for about a year, and the service was being extended to Tonga and Kiribati when the vessel ran aground on a reef and was severely damaged. This company believed that a service from the Cook Islands could be run at a profit, and without a subsidy. Unfortunately the company may not get insurance for its vessel and thus may be unable to replace it and put this statement to the test.

Regional Co-operation

The Cook Islands, along with Niue occupy a unique position among Pacific island countries. Population of the Cook Islands over the years 1978-80 has varied from 17,700 to 19,400 and is slowly declining. In the 1976 New Zealand census of population, the number of Cook Island Maoris in New Zealand was given as 18,610. Thus with half of the total population living in New Zealand, the Cook Islands have got particularly strong ties with that country. New Zealand as illustrated above, is by far the largest trading partner of the Cook Islands, and is likely to continue so for some time, if not indefinitely. The country is a small one, and what small industry the country has, is specifically oriented towards the New Zealand market. This has been no accident, but part of New Zealand's policy of assisting investment in the Pacific island countries, and to help develop Cook Islands' industries which would have assured markets. These markets could be assured in New Zealand. A significant number of top government officials in the Cook Islands are New Zealanders, and this is likely to continue for some time both because of the shortage of qualified local staff, and because of the continued migration of Cook Islanders to New Zealand.

With all these factors, it is not surprising that the Cook Islands are not more oriented towards co-operation with other island countries, yet in some quarters there is obviously a move to become more closely connected with the region. This is, however, more likely to be on a political, rather than economic basis.

Because of the heavy imbalance in the freight to and from New Zealand, it would probably be in the interests of the Cook Islands to decrease manufactured imports from New Zealand, while trying to keep up or increase exports. The island countries, in the fats and oils range, would be margarine and refined cooking oils from Fiji, laundry and toilet soaps from either Fiji, Tonga (laundry only) or Western Samoa, and animal foodstuffs was NZ\$285,000. Allowing that some of this was animal fats, which may not be able to be supplied from the islands, and that some of these products are already supplied to the Cook Islands from the island countries, even if only in a small way, then inter island trade could be given a boost of at least NZ\$200,000 per year by a more regional approach. This in turn would benefit inter island shipping and boost island economies.

The difficulty with this approach is that the Cook Islands would probably be facing higher cost of imports, poorer quality and less choice, and in return only gaining a very moderate improvement in inter-island shipping. The effect on the New Zealand shipping service because of a slight reversal in the imbalance of trade is hard to say, but it is also likely to be minor. Unless positive steps are taken to site industries on a regional basis in the islands, the existing pattern of development is likely to become intensified i.e. trade between the islands and outside industrialized countries, rather than

trade between the islands. Under this system, development of industries in the islands is always discouraged unless special measures are taken to promote industry. These measures have so far not met with a good deal of success if measured against effective local control and ownership.

To encourage trade within the region, it is recommended that the Cook Islands and other island nations included in this study initiate a trade declaration to promote trade and production in the region on a more co-ordinated basis than presently. This declaration could be used as a basis on which trade in, and production of, specific items could be discussed between island countries and as a stronger negotiating force when dealing with the non-island SPARTECA agreement countries of New Zealand and Australia and with other trading partners around the world. In particular, such a declaration should request New Zealand and Australia to more fully implement the intention in the SPARTECA agreement that these countries use their Trade Commissioners to investigate markets abroad for island products. Presently this is done on a limited scale, but needs positive promotion.

EXPORTS - 1980 NZ\$'000

	<u>Value</u>	<u>%</u>
Fruit & Juices (Avocado Pears, Mangoes, Bananas, Pineapple, Pawpaws, Citrus, etc.)	1,522.3	40.3
Clothing	1,249.0	33.1
Copra	504.4	13.4
Pearl Shell	317.4	8.4
Others	<u>180.5</u>	<u>4.8</u>
	<u>3,773.6</u>	<u>100.0</u>

IMPORTS OF SELECTED ITEM - 1979

<u>ITEM</u>	<u>VALUE NZ\$</u>	<u>TONNES EST.</u>
Butter	159,581	70
Margarine & Shortening	45,383	40
Coconut Oil	539	½
Animal & Vegetable Oil	75,043	60
Soaps	96,020	80
Washing Preparations	102,530	70
Oilseeds	3,293	6
Animal Feeds	67,581	80

IMPORTS AND EXPORTS NZ\$'000

	<u>IMPORTS</u>	<u>EXPORTS</u>
1976	13,369.9	2,202.9
1977	17,497.2	2,386.2
1978	18,226.5	2,610.1
1979	22,458.5	3,778.5
1980	22,800.0	3,773.6 Est.

EXPORT OF COPRA - TONNES

<u>YEAR</u>	<u>QUANTITY</u>	<u>VALUE</u>	<u>% OF TOTAL EXPORTS</u>
1975	902	187.4	7.8
1976	592	106.0	4.8
1977	868	248.9	10.4
1978	642	138.2	7.2
1979	1,608	959.5	25.4
1980	735	504.4	13.4
Average '75/'80	891		

COPRA BY ISLAND OF ORIGIN - TONNES

<u>ORIGIN</u>	<u>1979</u>		<u>1980</u>	
	<u>TONNES</u>	<u>%</u>	<u>TONNES</u>	<u>%</u>
Manihiki	503	31.3	132	18.0
Penrhyn	493	30.7	118	16.1
Rakahanga	289	18.0	121	16.5
Palmerston	12	0.7	33	4.5
Pukapuka/Nassau	207	12.9	144	19.6
Aitutaki	87	5.4	132	18.0
Mauke	11	0.7	15	2.0
Atiu	1	0.1	3	0.4
Mitiaro	5	0.3	14	1.9
Mangaia	-	-	2	0.3
Manuae	-	-	21	2.9
TOTAL:	1,608	100.0	735	100.0

WORLD TRADE - MAJOR IMPORTING COUNTRIES
SHIPMENTS OF COPRA INTO THE FOLLOWING COUNTRIES

(Metric Tons)

	<u>1975</u>	<u>1976</u>	<u>1977</u>	<u>1978</u>	<u>1979</u>
Belgium/Luxemburg	20,247	18,000	15,000	13,200	5,200
Denmark	21,274	42,931	20,095	22,400	18,300
France	63,879	71,582	61,000	52,100	55,700
Netherlands	166,691	148,500	74,000	78,700	57,700
Norway	11,000	15,000	13,000	10,000	15,600
Portugal	11,100	17,000	25,900	24,300	18,200
Sweden	38,505	38,600	41,600	37,000	13,000
United Kingdom	28,988	21,545	25,598	19,100	22,074
West Germany	413,142	525,183	351,400	211,000	53,900
U.S.S.R.	29,000	9,800	19,900	9,800	14,500
Singapore	27,100	43,700	40,800	73,300	36,100 Nett
Japan	<u>89,866</u>	<u>110,856</u>	<u>97,785</u>	<u>90,400</u>	<u>55,659</u>
TOTAL:	<u>920,792</u>	<u>1,062,697</u>	<u>786,078</u>	<u>641,300</u>	<u>365,933</u>

Source: 1979 Annual Review Frank Fehr & Company Limited

Note: Main drop in imports is in Netherlands and West Germany. Total drop from 1975 to 1979 is 554,859 mt. Philippines drop in exports in the same period was about 650,000 mt.

INTERNATIONAL PRICE OF SELECTED OILS
AND OIL SEEDS, 1969 - 1981 (US \$/M.T.)

Year	Oils					Oilseeds	
	Coco Oil Phil/Indo. Cif. Rott. 2	Soybean Oil Dutch fob ex-1 mill	Palm Oil Malaysian 5% Cif. Europe	Palm Kernel Oil, Dutch fob ex- mill 3	Sunflower oil, a.a. ex-Tank Europe	Copra Phil/Indo Cif N.W. Europe	Soybean U.S. no 2 Yellow Cif. Rott
1969	347	197	173	306	213	202	107
1970	379	286	260	367	330	222	121
1971	353	304	262	336	374	190	132
1972	254	241	217	219	326	142	144
1973	513	436	376	506	481	348	290
1974	998	832	672	1,046	977	670	211
1975	394	563	433	409	739	256	220
1976	418	438	405	433	581	275	231
1977	578	575	530	620	639	402	280
1978	683	607	600	764	665	471	268
1979	984	662	654	1,064	762	673	298
1980	674	593	584	763	633	453	296
<u>1981</u>							
Jan.	614	545	625	629	690	433	323
Feb.	603	516	640	621	650	411	306
Mar.	574	535	620	605	650	392	305
Apr.	552	531	588	582	652	387	316

- 1) Prior to December 1970 = a.o. ex-tank Rott.
 2) Prior to January 1973 = Sri Lanka cif. bulk. CIF Europe Ports
 3) Prior to January 1972 = West African, CIF Europe Ports

Source: Cocomunity

Persons Interviewed

1. Mr Kave Ringi, External Affairs Department
2. Mr Don Hunter, Statistics Officer
3. Mr Sadaraka Sadaraka, Marketing Unit
4. Mr Parei Joseph, Marketing Unit
5. Mr Kato Tama, Secretary of Agriculture
6. Mr Mehau Kave, A/Secretary of Trade, Labour & Transport
7. Mr Jeff Lieu, Director of Planning
8. Mr Ben de Jong, Secretary of Development Planning
9. Mrs Helen Wong, Executive Officer (Trade)
10. Mr Ioane R Iro, General Manager, Waterfront Commission
11. Mr Richard S Webster, Manager, Shipping Corporation of New Zealand Limited
12. Mr Boyd, Silk & Boyd Shipping Line
13. Mr J Damm, SPINCO Shipping Line
14. Mr W Pureau, Research Officer, Department of Agriculture
15. Mr W Hosking, Extension Officer, Department of Agriculture
16. Mr H J Raad, Planning Officer, Department of Agriculture
17. Mr P McDonnel, Executive Officer for Transport
18. Mr D Zoysa, Shipping Consultant, UNIDO



