

Indicators

June 2003

The main fruits	In shares by total volume and expenditure on fruits for the month in France		
	%	Volumes	Expenditure
	Peach/Nectarine	19	18
	Melon	16	17
Apple	11	14	

The trends for the main produce of the month significantly influence the overall situation of the fruit market. A column entitled 'Indicators' discussing these fruits precedes the pages devoted to a selection of exotic and citrus fruits.

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Litchi	13

June 2003 / June 2002			
Price	↗	Vol.	↘

Peach/Nect.

Competition from peaches/nectarines has been much weaker this year. The severe frosts that hit European orchards in early April considerably reduced supplies (- 20% in France in comparison with 2002). Prices have therefore been higher.

June 2003 / June 2002			
Price	↗	Vol.	↘

Melon

Supplies of melons have been less plentiful than forecast in spite of the increase in quantities at the end of the month. Production has been smaller than expected with sometime uneven fruit quality (heat wave followed by cooling). Prices have been higher than in 2002.

June 2003 / June 2002			
Price	↘	Vol.	↘

Apple

The slowing of releases of apple has been normal for this part of the summer. However, the quantities remaining to be sold are larger than in 2002 — especially for Golden Delicious. Prices remained lower than last year.

Notes concerning market appraisal methodology

The statistics on the following pages are estimates of quantities put on the market in France. They are only calculated for the main supplier countries and are drawn up using information on weekly arrivals or market release statements by representative operators. The past figures are kindly provided from the POMONA data base and processed by CIRAD. The figures in the 'Main fruits' section above are provided by the CTIFL, with SECODIP being the source. The data published in the French market pages is provided solely as a guide and CIRAD accepts no responsibility for their accuracy. The illustrations are reproduced with the kind permission of Fabrice Le Bellec (CIRAD-FLHOR).

Banana

Monthly comparison: June 2003 / May 2003

Price
 ↘ - 11%

Volumes
 ↘ - 9%

Annual comparison: June 2003 / June 2002

Price
 ↗ + 35%

Volumes
 ↘ - 7%



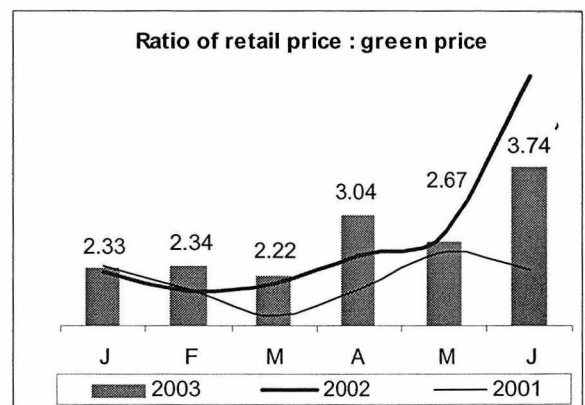
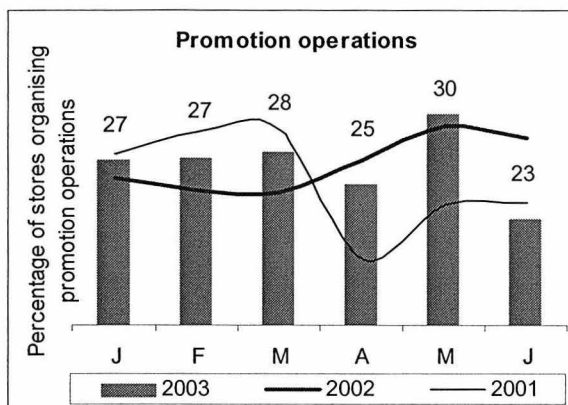
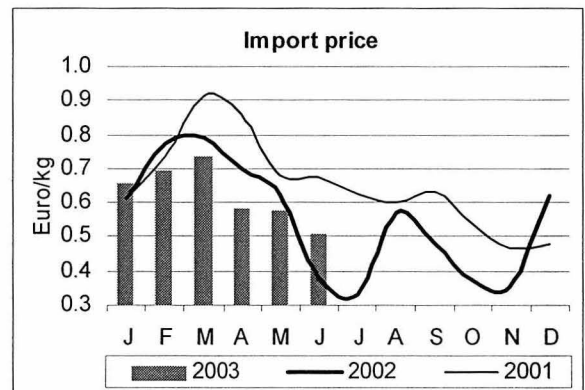
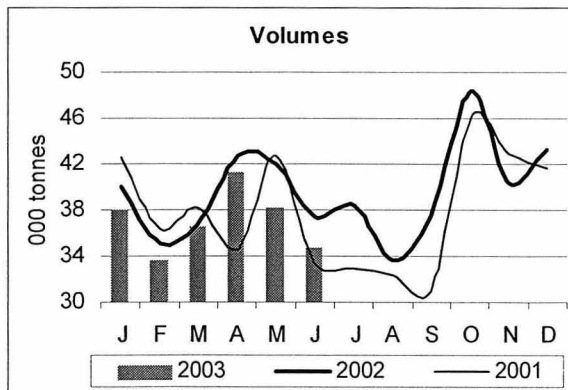
June slumps seem to be becoming a feature of the French banana landscape. For the third time in four years, the market has had to face a major deterioration whose main triggering factor is a sharp, sudden decrease in consumption. Fairly broad supplies aggravated the fall in price although this was less marked than last year.

Local demand was good in early June before plunging suddenly in Week 24. The heat wave that started then had a doubly negative impact by reducing the attraction of bananas and by causing an unexpected rocketing of the production of competing fruits. Supermarkets therefore changed their

ranges, with promotion operations for banana sinking to the lowest level for the past four years. Export market demand also slowed considerably even though the very attractive prices in supermarkets made it possible to maintain releases in northern Europe at a good level. Furthermore, although

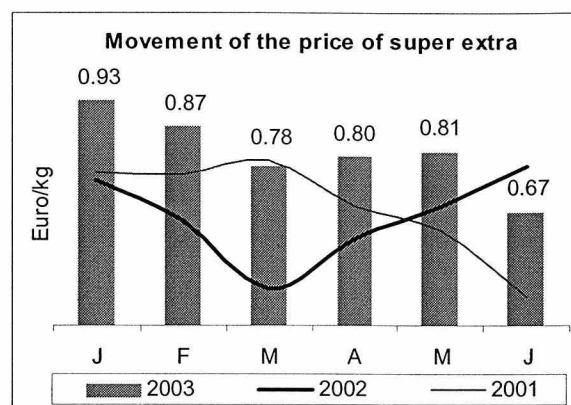
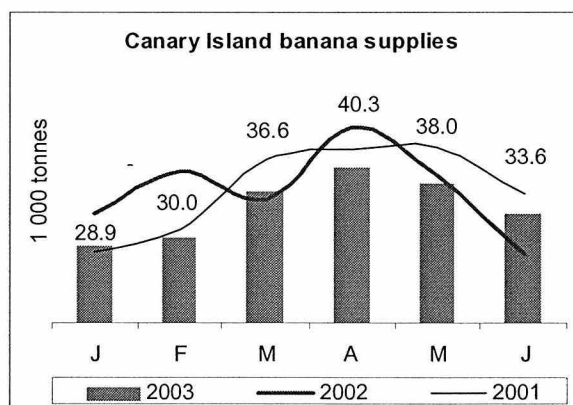
supplies of West Indian fruits were only average, there were strong arrivals of dollar bananas and a broad range of shipments from Africa. Green banana prices dipped noticeably on all the European markets from week 24 onwards.

Tonnes	June 2003	Comparisons (%)		Season total 2003	Season comparisons (%)	
		2003/2002	2003/2001		2003/2002	2003/2001
Côte d'Ivoire	7 733	- 5	+ 4	46 658	- 12	- 8
Cameroon	7 360	- 20	- 4	56 872	+ 5	+ 1
Martinique	13 920	+ 2	+ 14	83 478	- 5	+ 1
Guadeloupe	5 768	- 10	- 4	35 488	- 10	- 7
Total	34 781	- 7	+ 4	222 496	- 5	- 2

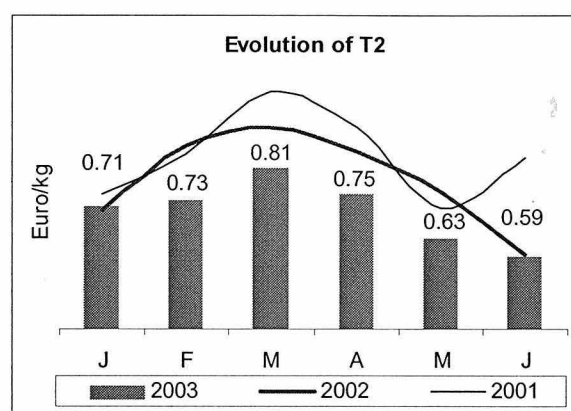
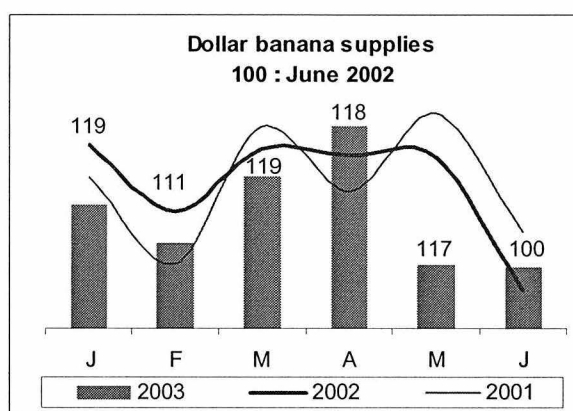


Banana — Indicators for French export markets

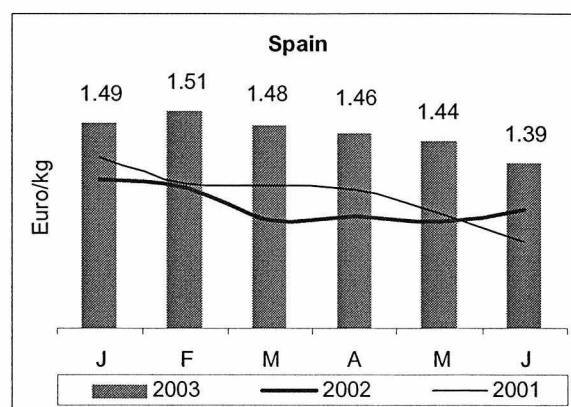
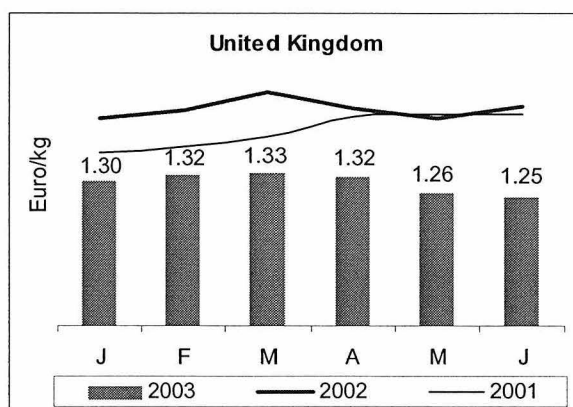
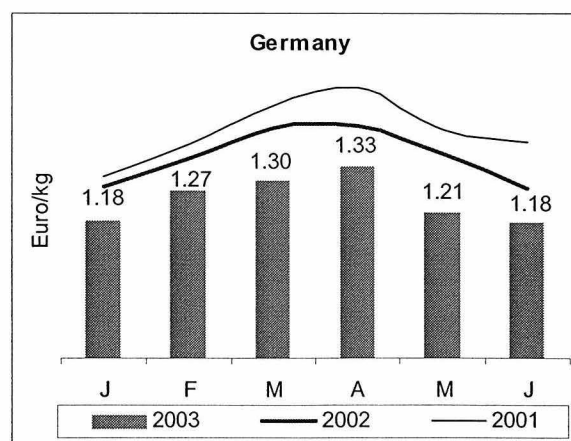
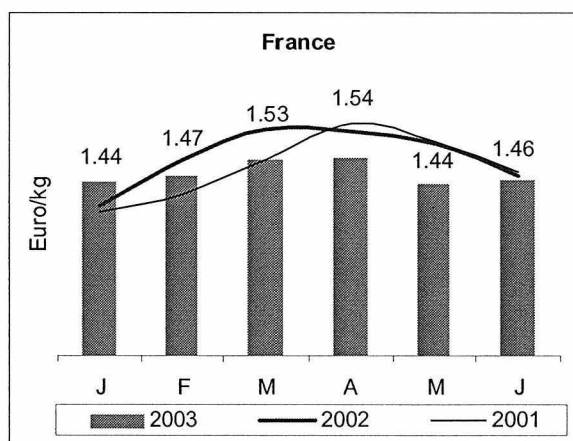
Spain



Northern Europe



Retail price in Europe



Sources: Cirad-flhor, SNM, TW Marketing Consulting

Avocado

JUNE 2003

Monthly comparison: June 2003 / May 2003

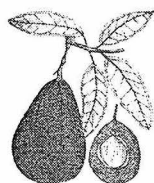
Price
↓ - 8%

Volumes
↑ = + 3%

Annual comparison: June 2003 / June 2002

Price
↑↑ + 59%

Volumes
0%



Performance was excellent once again, with supplies returning to a normal level with the increase in shipments from South Africa and the strong presence of Peru and Kenya. Prices nonetheless remained distinctly higher than the average for the past few years.

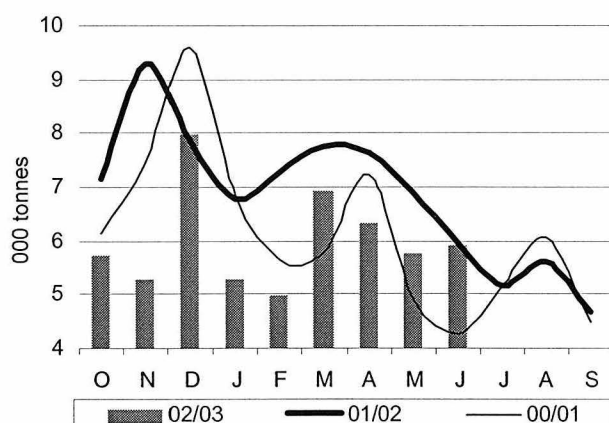
Supplies had been short since September 2002 and returned to slightly above average because of the marked increase in the shipments of Hass. Arrivals of this variety from South Africa increased rapidly. Furthermore, Peru, which had

exported significant quantities to the EU for the first time in 2002, has been very present this season. Finally, the Mexican season continued into June. Prices fell as a result but remained satisfactory in the light of the quantities available, probably because there was

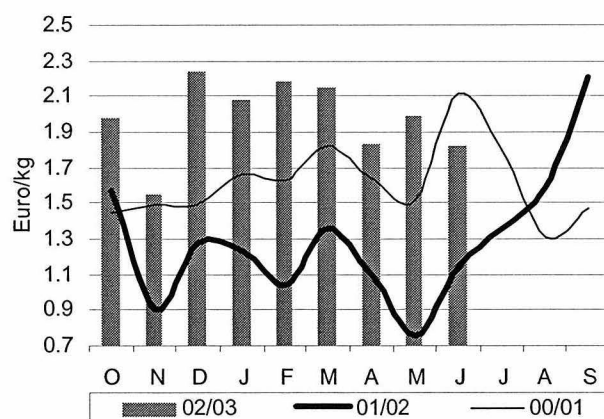
less competition from seasonal fruits (especially melon). Supplies of green varieties were only average in spite of the still strong presence of Kenya. The season for South African Fuerte finished early. Prices remained firm for quality fruits.

Estimated market releases in France

Volumes



Price at import stage



Estimated market releases in France by origin

Tonnes	June 2003	Comparisons (%)		Season total	Season comparisons (%)	
		2003/2002	2003/2001		02-03/01-02	02-03/00-01
Peru	909	+ 126	-	1 183	+ 194	-
Mexico	490	-	-	14 186	+ 77	+ 91
Spain	668	- 60	+ 132	16 752	- 41	- 28
Kenya	832	+ 173	+ 80	6 047	+ 191	+ 104
South Africa	3 024	+ 2	+ 12	5 687	- 15	+ 17
Israel	-	- 100	- 100	11 728	- 49	- 33
Total	5 921	0	+ 39	55 583	- 21	- 5

Orange

JUNE 2003

Monthly comparison: June 2003 / May 2003

Price $\uparrow + 9\%$ Volumes $\downarrow - 32\%$

Annual comparison: June 2003 / June 2002

Price $\uparrow + 2\%$ Volumes $= \uparrow + 1\%$



Overall performance was only average and similar to that of 2001/2002. The winter origins had comparatively broad potential and regained market shares from southern hemisphere origins. Indeed, navel oranges from South Africa appeared fairly late this season.

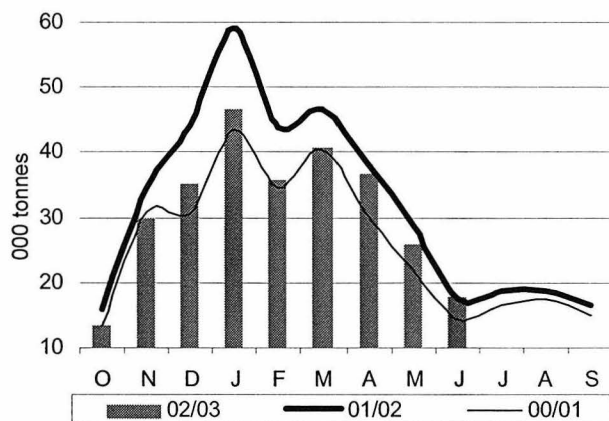
Winter origins were much more in evidence than in previous seasons. Firstly, Spain had larger quantities of late fruits (Valencia and Navelate) than average and was able to extend the season. Morocco was able to return to the market more strongly in June

thanks to increased potential. Arrivals of Navel from South Africa were late to develop. Furthermore, the imperfect colour of the first batches delayed supermarket referencing of the origin, especially as Spain supplied produce with satisfactory quality until the middle

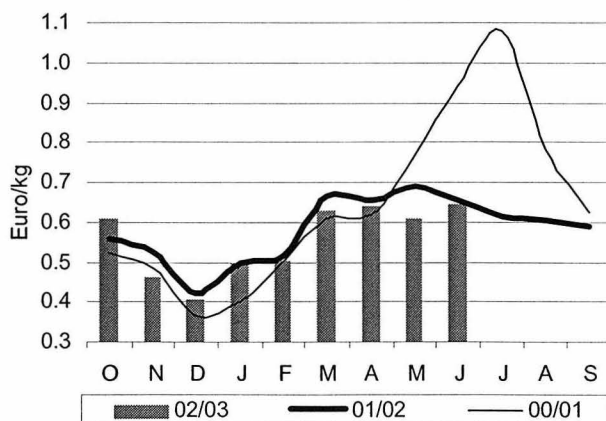
of the month. Prices remained fairly stable and firm in spite of a distinct decrease in demand because of the increase in supplies of seasonal fruits in week 25. Performance was more mixed for Morocco because of the uneven quality of certain brands.

Estimated market releases in France

Volumes



Price at import stage



Estimated market releases in France by origin

Tonnes	June 2003	Comparisons (%)		Season total	Season comparisons (%)	
		2003/2002	2003/2001		02-03/01-02	02-03/00-01
Spain	10 696	- 2	+ 73	239 804	- 13	+ 23
Morocco	2 770	+ 123	- 8	17 833	+ 1	- 35
South Africa	4 223	- 21	- 48	4 976	- 14	- 39
Total	17 689	+ 1	+ 22	262 613	- 12	+ 13

Grapefruit

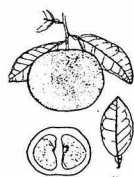
JUNE 2003

Monthly comparison: June 2003 / May 2003

Price $\uparrow\uparrow + 31\%$ Volumes $\uparrow\uparrow + 23\%$

Annual comparison: June 2003 / June 2002

Price $\uparrow\uparrow + 77\%$ Volumes $\downarrow\downarrow - 30\%$



Although overall supplies were slightly up on the previous month's quantities the market remained distinctly under-supplied. Arrivals of South African grapefruit remained modest in the EU. Although shipments from Argentina were sustained they did not reach last year's levels because of the large quantities delivered to the EU in May. Prices thus rose to a record level.

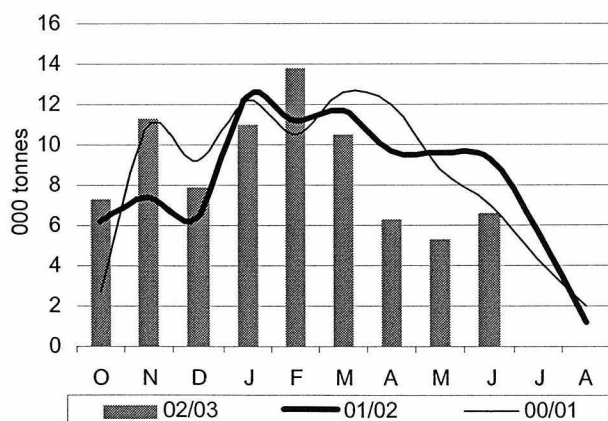
Supplies from the southern hemisphere remained extremely modest. Firstly, shipments from South Africa, which had been small in May, increased only a little in June. It seems that severe drought had reduced the export potential. But it is above all division between the target markets (with strong demand from

Asian markets) that is said to have reduced shipments to the EU by more than 30% in comparison with the average for the past three years. Secondly, although the quantities shipped from Argentina remained substantial in June they were smaller than in previous seasons because of the early, strong start of the season in

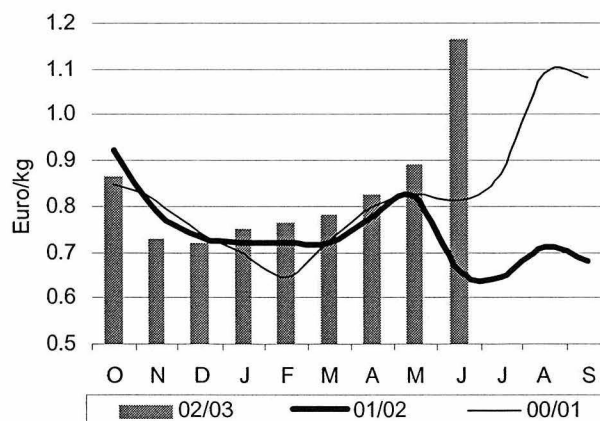
May. Finally, there were practically no Israeli fruits in June, although they are usually still present. Sales were thus fluid even though demand quietened a little at the end of the month because of the exceptionally high and firm prices.

Estimated market releases in France

Volumes



Price at import stage



Estimated market releases in France by origin

Tonnes	June 2003	Comparisons (%)		Season total	Season comparisons (%)	
		2003/2002	2003/2001		02-03/01-02	02-03/00-01
Florida	-	- 100	- 100	54 841	- 5	- 5
Israel	82	- 85	+ 96	7 791	+ 4	- 21
Argentina	2 779	- 5	+ 20	5 044	+ 29	+ 26
South Africa	3 690	- 34	- 20	5 547	- 28	- 11
Total	6 551	- 30	- 7	73 223	- 5	- 6

Mango

West African season



The mango market was difficult at the end of May and remained so throughout June. The large shipments of mangoes from West Africa by both sea and air caused lasting market saturation. Trading conditions improved very gradually in the second half of the month. A new transition period began at the end of the month, holding promise of a price recovery.

The strong development of arrivals from Côte d'Ivoire **by sea** weighed heavily on transactions in June. Indeed, commercial pressure increased, especially as many of the batches displayed great variability of fruit ripeness. With these tonnages of fragile quality, demand remained fairly limited for almost the whole month, favouring the accumulation of stocks. The traditional mechanism of large shipments, fragile quality, storage and market clearance sales then began, with a low point in the first third of the month. The limited scope for re-shipment to northern European markets—themselves strongly supplied by Latin American exporting countries—accentuated the phenomenon. The announcement of a rapid end to exports from Côte d'Ivoire gave promise of market recovery in the second half of the month. This did come, but slowly because of the large stocks of fruits of irregular quality and continuing weak demand. The increase in price observed should be modulated to

allow for clearance selling and discarded goods. The market recovered more distinctly during the last week of the month with the end of shipments from Côte d'Ivoire and operators' fears of another dip in arrivals before those from Senegal, Mexico and Israel. Several containers were shipped from Senegal from the first week of June onwards and the fruits were marketed in the second half of the month. The season for this origin should start properly in mid-July. A few batches of Tommy Atkins from Mexico sold with difficulty because of their poor quality. Several shipments of Kent and Keitt sold at 1 euro per kg during the second half of the month.

The market for mango shipped **by air** was also difficult during the first half of June as arrivals from Mali and Burkina Faso continued fairly strongly while previously accumulated stocks were still substantial. The low prices—often at the limit of profitability at the

beginning of the month—resulted in exporters in Côte d'Ivoire halting their shipments. The decrease in arrivals during the second half of the month allowed the prices to rise proportionally according to the quality and keeping qualities of the fruits sold. In this context, produce from Burkina Faso sold best as the quality was high in general and the colour more intense. The more uneven quality of fruits from Mali did not allow the same price recovery. The Mexican export season started in the second half of June with Kent fetching high prices. These were justified by the novelty of the origin and also by the high quality of the fruits. Some Mexican brands offered batches of mangoes of exceptional quality and presentation selling at prices higher than the ranges below. Complementary batches of Sindhri from Pakistan sold at from EUR 2.50 to 2.80 per kg during the first half of June, and prices fell to EUR 2.30 – 2.50 per kg in the following weeks.

JUNE 2003	Import price		
	Euros/kg	Min	Max
	By air		
	Burkina Faso	Kent	1.50 3.50
	Mali	Kent	1.50 2.50
	By sea		
	Côte d'Ivoire	Kent	0.75 1.12
	Brazil	Tommy Atkins	0.87 1.12

Mango — Price in euros per kilo — Import stage					
Weeks		23	24	25	26
By air					
Mali	Kent	1.60-2.20	1.50-2.10	2.10-2.50	2.20-2.30
Mali	Valencia	1.50-2.00	1.50-1.80		
Burkina Faso	Kent	1.50-2.20	2.00-2.50	3.00-3.50	3.00-3.50
Côte d'Ivoire	Kent	2.50-3.00	3.00-3.20		
Mexico	Kent			4.30-4.50	4.20-5.00
By sea					
Brazil	Tommy Atkins	1.00-1.12	0.87-1.00	1.00-1.12	1.00
Côte d'Ivoire	Kent	0.75-1.00	0.75-1.12	0.87-1.12	1.00-1.12
Guinea	Kent/Keitt		0.87-1.00	1.00	1.12
Senegal	Kent				1.00-1.12

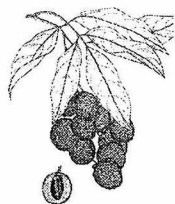
Mango — Estimated market releases in tonnes — June				
By air				
Mali	150			
Côte d'Ivoire	8			
Burkina	80			
By sea				
Weeks	23	24	25	26
Côte d'Ivoire	750	600-650	400	430
Senegal	7	9	-	7

Litchi

JUNE 2003

European import price

	Euros/kg	Min	Max
Thailand			
Sulfur treated litchi - by air		3	3.5
Thailand			
Sulfur treated litchi - by sea		2.25	3.75



The litchi market was extremely limited in June. Thailand clearly dominated European supplies with most of the produce being shipped by sea. The main destination for Thai fruits is the Netherlands, from where the shipments are then distributed to the various European markets.

The Netherlands

Dutch operators sold Thai litchi imported by sea at EUR 3.75 per kg during the first half of the month. Market conditions deteriorated in the second half of June and prices were EUR 2.50–3.00 per kg. The worsening of the market was essentially the result of a dip in demand and poorer fruit quality.

Belgium

The litchi market is still very narrow at this time of year. Supplies from Thailand were dominant here too and the market trend was similar to that of the Netherlands. Prices at import stage decreased from EUR 3.00–3.50 per kg during the first fortnight of June to EUR 2.25–2.90 per kg during the second half of the month. Operators organised retail special offers to support sales, offering very attractive prices to supermarkets (EUR 1.50–2.50 per kg).

France

Thai litchis also formed most of supply in France. Shipments either arrived directly or via the Netherlands. It can be estimated that the equivalent of one container per week arrived directly. Selling prices ranged from EUR 2.00 to EUR 3.50 per kg according to fruit

quality. In most cases, fruit sold at prices higher than this range when the quality of the shipments was satisfactory. In contrast, the prices of poorer quality or stored fruits fell substantially and rapidly. A few batches of litchi shipped from Thailand by air fetched EUR 3.00–3.50 per kg at the beginning of the month. Shipments by sea soon took over from the more expensive air freight produce.

Besides shipments from Thailand, the French market also received fresh litchis from China by air. Marked perishability explains the falls in price between the beginning and end of sales (EUR 11 per kg at the wholesale stage and finally clearance sales of oxidised fruits). Shipments from this origin were occasional. The trial shipments from Mexico at the end of May did not seem to have been followed up because of the poor financial performance. A small shipment of litchi arrived from India by air in the second week of June. An error in variety and breaks in the cold chain during transport seriously affected the quality of the fruits. Most were soft or fermented. This trial nonetheless shows the determination of Indian operators to export litchis to the European

market. Shipments by sea should start soon. India is one of the largest litchi-producers in the world.

Litchi is still very marginal at this time of year and prices can vary greatly according to quality and demand, which is more focused on the fruits of the season. Furthermore, supplies do not reach the critical threshold at which broader distribution would be possible, especially through the supermarkets. Litchi is still considered as a festive fruit (Christmas period). The increasingly strong ambitions of certain origins such as Vietnam, India and Mexico, together with the existing export flow from Thailand and Israel could in the future lead to the sustained presence of litchi on European markets outside the period of shipments from Indian Ocean countries.

The Madagascan litchi season was monitored by Pierre Gerbaud for CHT thanks to European Union funding (STABEX resources).

