

## **CLOSE-UP: AVOCADO**

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## **European apple & pear harvest forecasts**

<http://passionfruit.cirad.fr>



### Producer country sheet

## Avocado in Peru

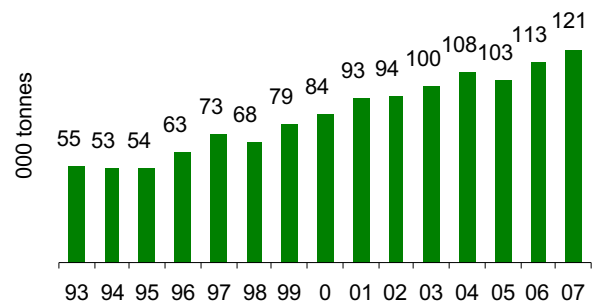
Avocado is a traditional crop in Peru where annual production of around 110 000 t puts it among the 10 leading producer countries in the world. However, it only appeared on the world market at the end of the 1990s, driven in particular by 'ProHass', the association of 'Hass' producers. In five years, Peru has become an important supplier of 'Hass' to the European market in the summer. Cultural conditions are very original—almost hydroponic—because of the country's very special climate. Production of 'Hass' should continue to increase strongly in the coming years. Negotiations are in progress for lifting the phytosanitary barriers that forbid entry to certain markets (the United States and Japan).



### Production zones

Avocado is grown in the three main climatic zones of the country. Most of production is concentrated in the coastal strip with a desert climate that is atypical for an equatorial region because of the Andes and the cold Humboldt current. All the 'Hass' fruits are grown in this zone (in Ica, Lima, La Libertad and Piura provinces) mainly in industrial plantations at elevations of 300 to 1 000 m. Cultivation is managed under quasi-hydroponic conditions in these arid zones where sanitary pressure is practically nil. There is no rainfall but good water is abundant thanks to underground rivers fed by the Andes. The rest of production is grown on more modestly sized farms on the Sierra (the highland Andean zone) and in the tropical provinces in the west of the country.

Peru - Avocado - Production



Source: MINAG

### Volumes

Avocado was introduced in the fifteenth century and is an important traditional crop. Production, currently totalling some 100 000 t, was sold only on the domestic market until the mid-1990s. It was then based on mediocre quality local varieties and 'Fuerte' to a lesser extent. Since then, investors have developed industrial plantations of 'Hass' for export, drawing inspiration from the Chilean model. The area devoted to this variety have increased tremendously from less than 100 ha in 1994 to some 6 000 ha in 2008, of which about 1 500 ha is not yet in production. Planting continues at about 500 ha per year, driven in particular by the expected opening of the US market in the near future. More than 80% of growers belong to the ProHass association that provides both technical support and aid for marketing.

### Production calendar and varieties

The range of varieties grown is very large. 'Topa Topa', derived from the Mexican race, is still common in highland zones as it is tolerant to cold. The black-skinned fruits have a high oil content and are of mediocre quality. Hybrids bred by crossing Guatemalan and West Indian varieties ('Choquette', 'Collinred', etc.) are grown in the tropical zones in the eastern part of the country. 'Hass' is clearly dominant among the varieties exported. It is grown on about 25% of the

area under avocado and its share is tending to increase. 'Fuerte' is still widely planted, mainly to supply the domestic market. The range is completed by 'Ettinger', 'Zutano', 'Nabal' and 'Bacon'.

Peru — Avocado — Production calendar

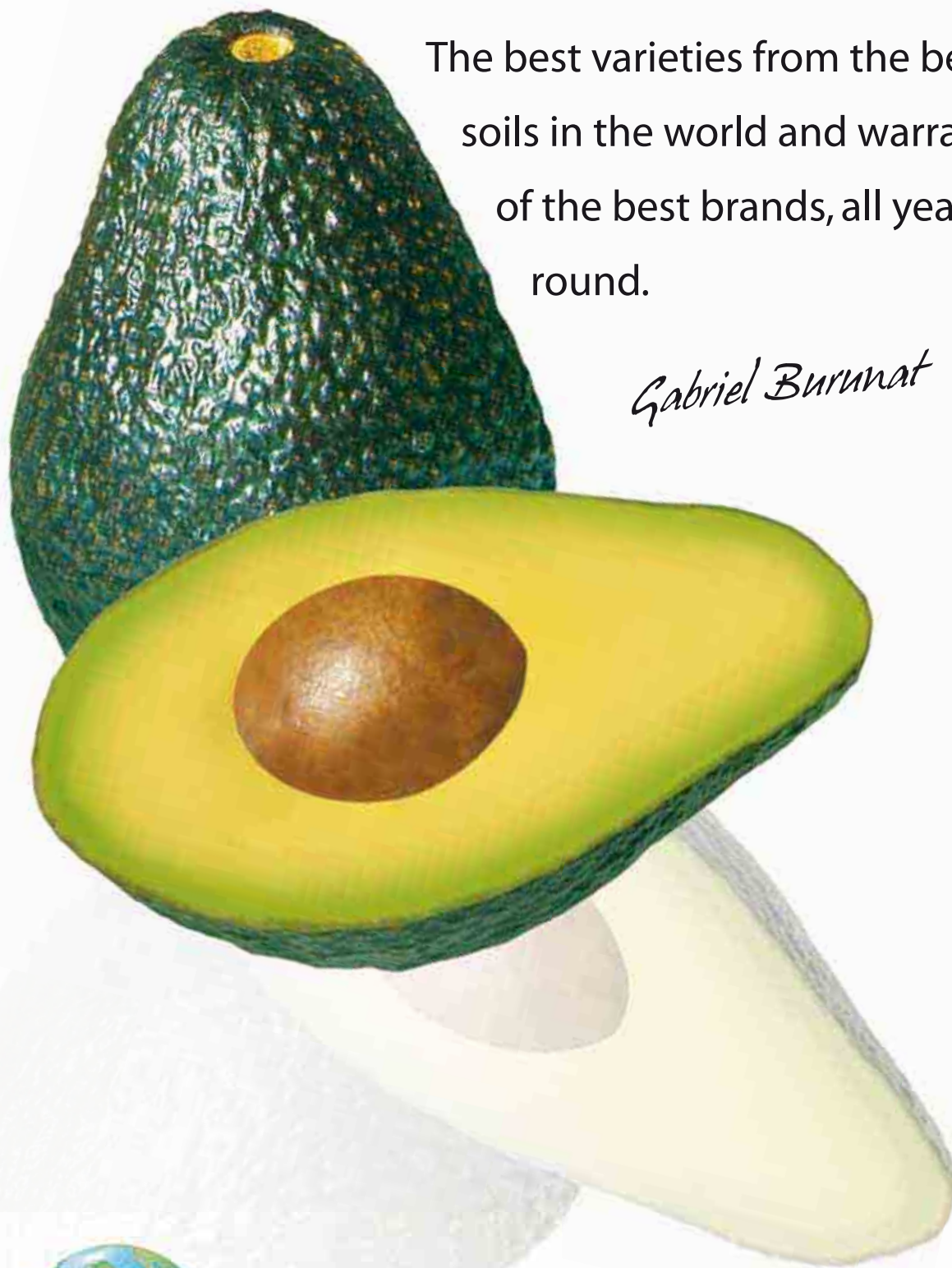
J	F	M	A	M	J	J	A	S	O	N	D

Hass

# THE BEST OF AVOCADO

The best varieties from the best  
soils in the world and warranty  
of the best brands, all year  
round.

*Gabriel Burunat*

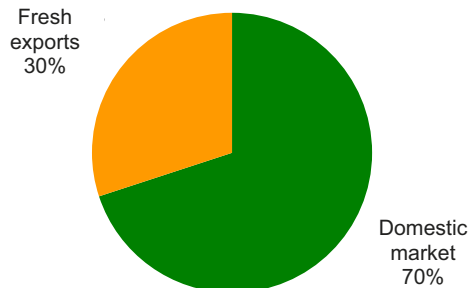




## Outlets

Outlets are extremely segmented according to the variety. The domestic market, taking over 80% of the volumes produced, is supplied mainly with native varieties, Guatemala x West Indian hybrids and 'Fuerte'. Consumption per person is about 3 kg per year. Some 30% of production is exported, but the proportion is tending to increase with the development of 'Hass' production. The proportion of production sent for processing is still limited although several oil mills have been established recently.

Peru - Avocado - Outlets



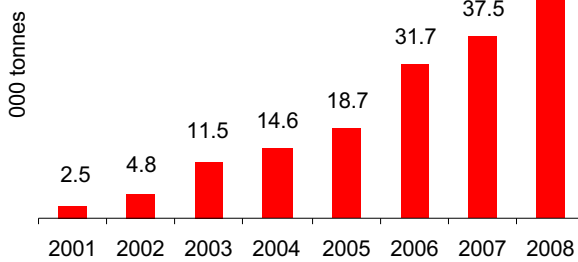
Sources: MINAG, PROMPERU



## Total exports

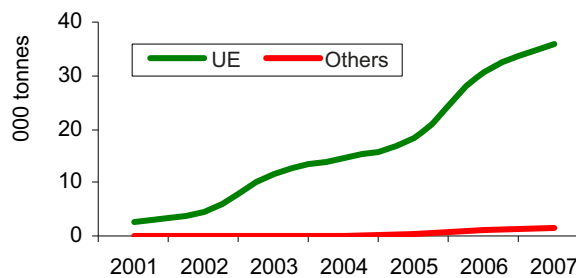
The export sector did not develop until the end of the 1990s but growth has been extremely rapid. Some 1 000 t was concerned in 1999 and the figure exceeded 36 000 t in 2007. Most of the fruits consist of 'Hass'. Smooth varieties such as 'Ettinger', 'Fuerte' and, to a lesser degree, 'Nabal', form about 15% of shipments. Practically the entire volume is taken by the European Union with the main entry points being Spain and France and then Great Britain, also a large market, at a more modest level. Chile opened its frontiers to Peruvian avocado in 2007 and the two other main destinations are Canada and Guatemala but they take only modest quantities (the total excluding shipments to the EU was some 1 500 t in 2007). As the cultivation zones are not recognised as being free of fruitfly, Peruvian avocados cannot enter Japan or the United States, but ongoing negotiations with the US could be completed soon (2009). The sector has been represented by the association ProHass since 1998. Two enterprises handle nearly half of all exports.

Peru - Avocado - Exports



\* estimate / Source: MINAG

Peru - Avocado - Exports by destination



Source: PROMPEX

## Logistics

The fruits are shipped in containers by sea, partly on a door-to-door basis. The transport time requires the systematic use of controlled atmosphere. Most fruits transit via the port of Callao.

Peru — Avocado — Sea freight

Market	Main shipping lines		Shipping time	Observations
	Port of departure	Port of arrival		
EU	Callao	Rotterdam Algeciras	21 to 24 days 18 days	duty free
	Paita	Rotterdam Algeciras	19 days 16 days	