

Indicators

The main fruits	In shares by total volume and expenditure on fruits for the month in France		
	%	Volumes	Expenditure
	Apple	24	20
	Easy peelers	21	22
	Orange	13	10

	Pages
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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Apple	<p>The market has remained well balanced. Stocks were 17% smaller than last year's at the beginning of the month, encouraging operators to keep prices very firm and still markedly higher than those of 2005. Demand has been normal for the season, with a noticeably brisk flow of exports (exports to distant destinations, Russia and above all the United Kingdom).</p>	Nov. 2006 / Nov. 2005			
		Price	↗	Vol.	=↘
Easy peelers	<p>October was already difficult and the situation subsequently worsened. Rainy, very warm weather in Spain during the first half of the month led to the appearance of serious quality problems in mid-month. With balance already delicate as a result of the large crop, the market collapsed. Poor economic return has caused a serious slump in the production sector.</p>	Nov. 2006 / Nov. 2005			
		Price	=	Vol.	↘
Orange	<p>The market was fairly satisfactory once again. The slump in easy peelers and warm weather had a negative effect on demand. However, Spain was practically the only supplier as the southern hemisphere season finished early.</p>	Nov. 2006 / Nov. 2005			
		Price	↘	Vol.	=↗
Sea freight	<p>A quick glance at the reefer charter market Time Charter Equivalent (TCE) rate graph reveals that 2006 will come to be judged as an exceptional year for the specialised reefer business: not because of what happened in the first 10 months of the year, but because of the unprecedented surge in rates towards the end of the year that has left owners, operators and charterers alike gasping for breath and scratching around for explanations.</p>				

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 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 are provided solely as a guide and CIRAD accepts no responsibility for their accuracy.



Banana

NOVEMBER 2006

Market performance was fairly satisfactory once again. The monthly prices was 20% down on that of 2005 but still markedly higher than that observed from 2000 to 2004.

Supply was relatively well contained. Cumulated shipments from Africa and the West Indies were average. The recurrent deficit in fruits from the West Indies was compensated by a slight increase in supplies from Africa, resulting mainly from the increase in shipments from Ghana. Furthermore, analysis of exports from Ecuador and Colombia to all destinations leads to considering that the volumes delivered to the EU from these two producer countries have been average or slightly down (respectively 3% and 20% lower than the three-year average).

In parallel, demand has been comparatively satisfactory. Local sales have been fairly smooth. The markedly warmer than average weather during the last two-thirds of the month had a positive impact on consumption. Furthermore, although there were fewer promotion operations than in previous years, prices were attractive as distributors' margins were smaller than average (see graph). Export sales were also healthy to northern and eastern Europe and also to Spain where there was a deficit in Canary Island bananas.

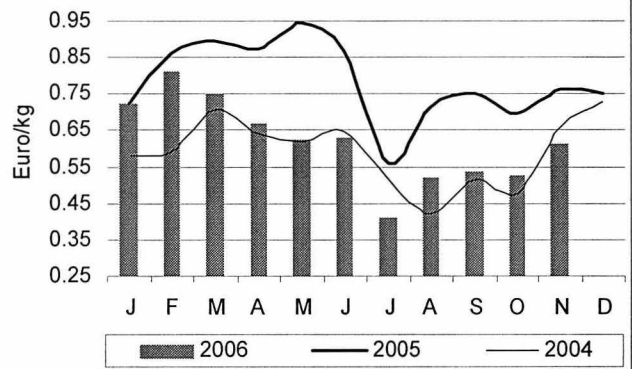
Monthly and annual comparisons

Volumes*	Price
November 2006 / October 2006	
0%	↗ + 17%
November 2006 / November 2005	
0%	↘ - 19%

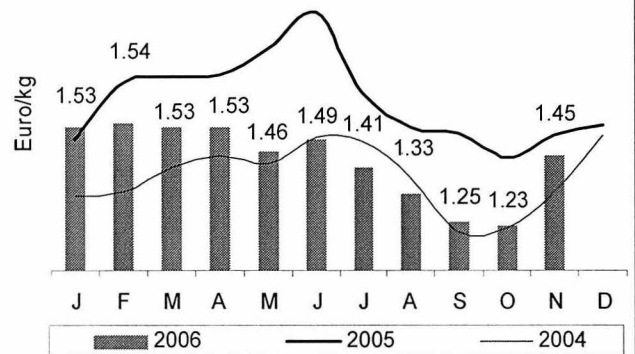
* Arrivals from Africa/West Indies

French banana market — Indicators

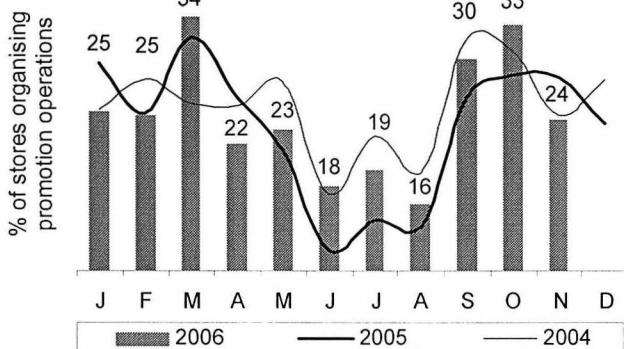
Price at import stage



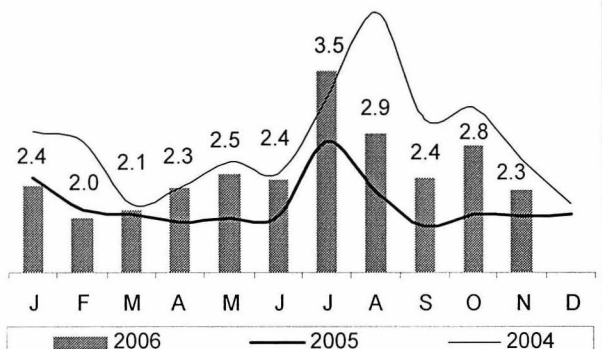
France - Retail price



Promotion operations



Ratio of retail price : green price

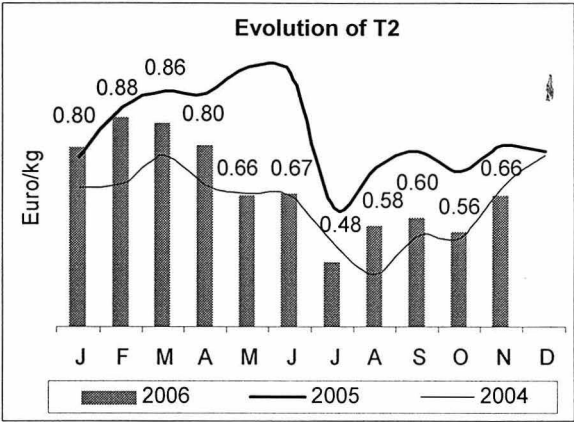
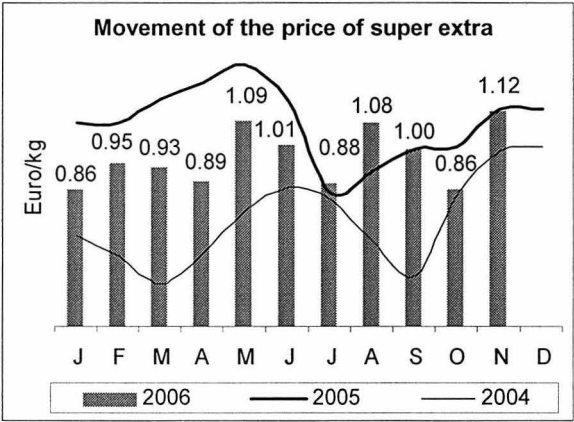


European banana market — Indicators

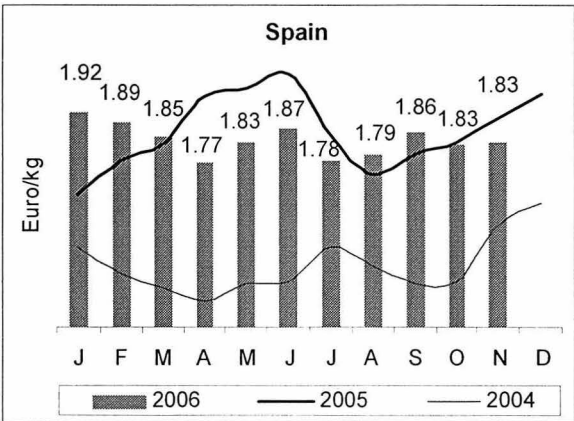
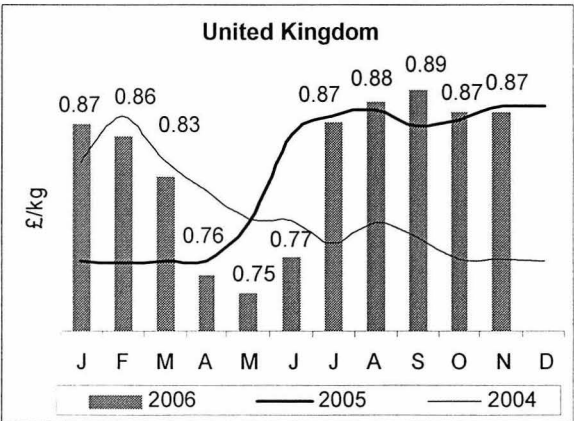
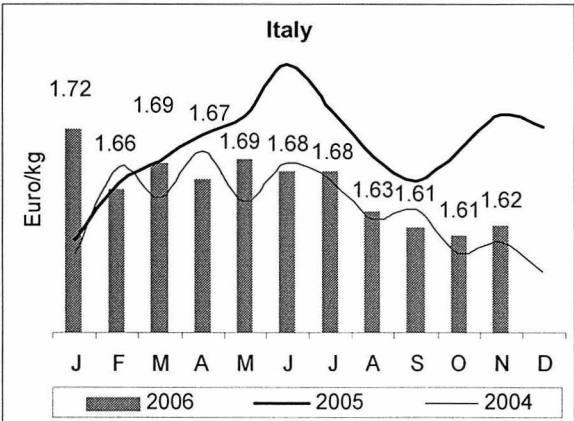
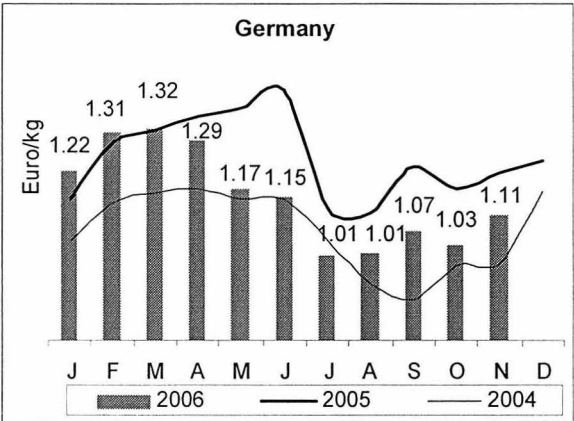
Main origins in Europe

Tonnes	November 2006	Comparisons (%)		Total season 2006	Season comparisons (%)	
		2006/2005	2006/2004		2006/2005	2006/2004
Martinique	18 857	- 14	- 14	183 944	- 10	- 21
Guadeloupe	4 276	- 30	+ 36	42 491	- 13	- 34
Canaries	22 390	- 100	- 25	283 585	- 92	- 19
Côte d'Ivoire	18 652	- 10	+ 2	189 619	0	- 2
Cameroon	25 839	+ 17	- 5	232 135	0	- 8
Ghana	3 325	-	-	16 458	-	-

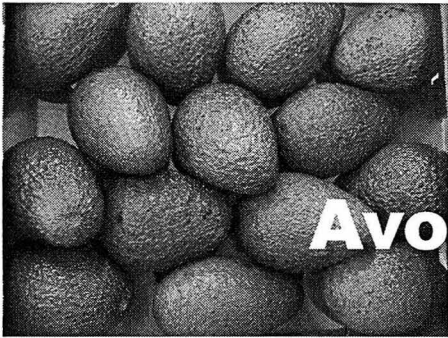
Green price in Europe



Retail price in Europe



Sources: Cirad, SNM, TW Marketing Consulting



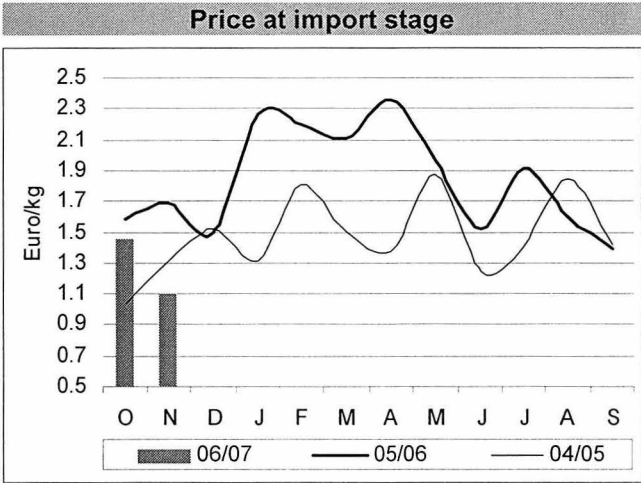
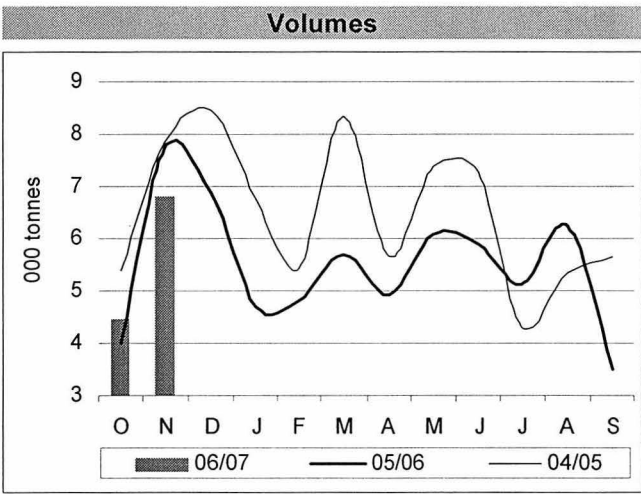
Avocado

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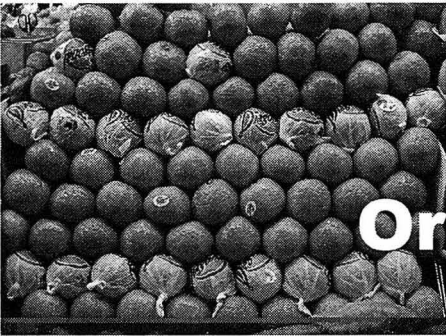
Performance was even worse than in preceding months, especially on the French market. Supplies of 'Hass' have been particularly ample and much larger than average even though arrivals from Mexico were still small and in the hands of a limited number of operators. Substantial supplies continued to arrive from Chile as the crop has been large and the US market difficult as a result of substantial production in California. Prices stabilised at the beginning of the month but at a particularly low level and below cost price. The market was just as difficult for green varieties. Firstly, large supplies of 'Ettinger' from Israel were available during the first half of the month (production is very large this season). Secondly, competition from 'Hass' weighed on demand. Prices fell steadily throughout the month to a very low level, especially in France. However, the fall in total exports in mid-month and the shipping of a larger proportion of volumes to northern Europe relieved stock levels in France at the end of the month. Shipments of Spanish 'Fuerte' were limited in this context. Supplies were completed by a few shipments of small fruits from Kenya.

Monthly and annual comparisons	
Volumes	Price
November 2006 / October 2006	
↗ + 53%	↘ - 24%
November 2006 / November 2005	
↘ - 12%	↘ - 35%

Estimated market releases in France



Estimated market releases in France by origin						
Tonnes	November 2006	Comparisons (%)		Total season 2006/2007	Season comparisons (%)	
		2006/2005	2006/2004		06-07/05-06	06-07/04-05
Chile	1 552	+ 114	+ 148	3 994	+ 50	+ 7
Mexico	1 091	- 49	- 13	2 686	- 46	- 57
Israel	3 088	+ 12	- 22	3 798	+ 17	- 18
Spain	1 095	- 48	- 46	2 001	- 33	- 53
Total	6 826	- 12	- 13	12 479	- 10	- 34



Orange

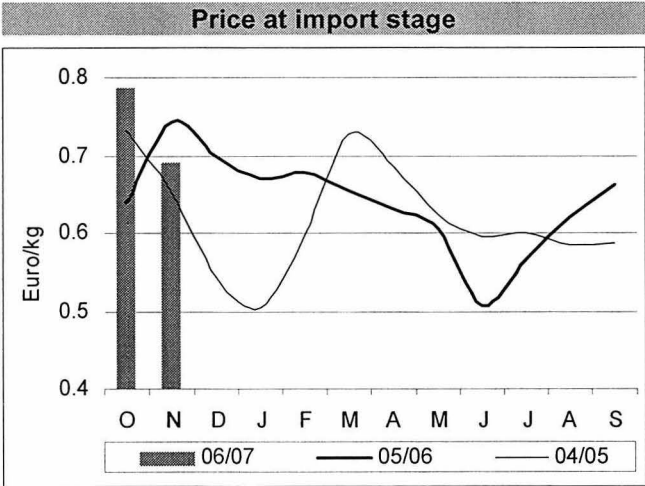
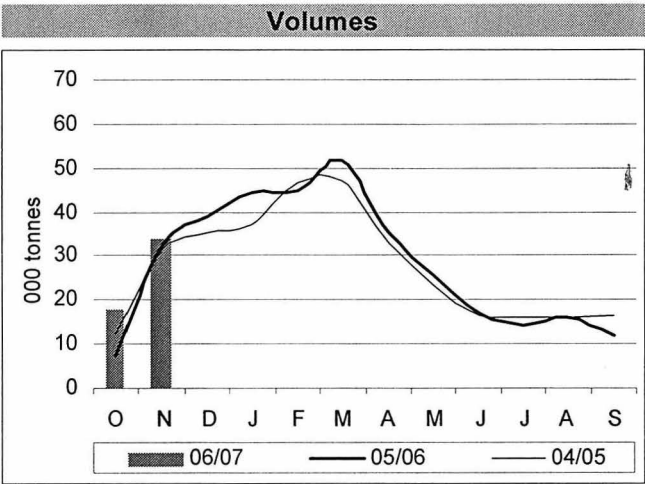
NOVEMBER 2006

Market performance was fairly satisfactory once again in spite of the warm weather and a particularly difficult situation for easy peelers in the second half of the month.

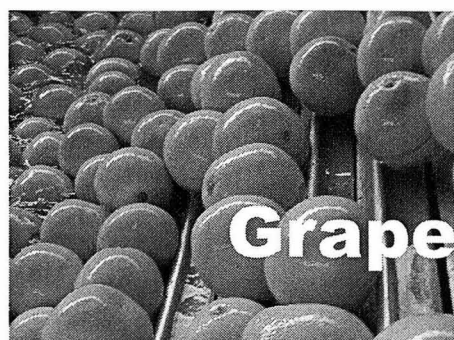
Sales of 'Naveline' from Spain were slightly above average. Practically the whole of demand was concentrated on Spanish fruits because of the early end of the 'Valencia' season in the southern hemisphere. Prices were firm until mid-month and then slipped noticeably at the beginning of the second half of the month with the appearance of quality problems in certain brands after rain followed by warm weather for the season in the Valencia region. However, the average price for the month was also slightly above average. In spite of this, the situation was still critical at production as the harvest is large.

Monthly and annual comparisons	
Volumes	Price
November 2006 / October 2006	
↗ + 91%	↘ - 12%
November 2006 / November 2005	
=↗ + 3%	↘ - 7%

Estimated market releases in France



Estimated market releases in France by origin						
Tonnes	November 2006	Comparisons (%)		Total season 2006/2007	Season comparisons (%)	
		2006/2005	2006/2004		06-07/05-06	06-07/04-05
Spain	33 718	+ 3	+ 7	41 883	+ 21	+ 15
Total	33 718	+ 3	+ 7	41 883	+ 21	+ 15



Grapefruit

NOVEMBER 2006

The performance of the fruits from the different origins represented varied considerably on a market marked as every year by a strong decrease in business from mid-month onwards when the large retail chains switch to a festive range. The results have been fairly positive for Florida. The supply deficit was less marked than in the two preceding seasons. Sales have been fairly fluid—especially for the best brands—and the average price for the month reached a fairly satisfactory level.

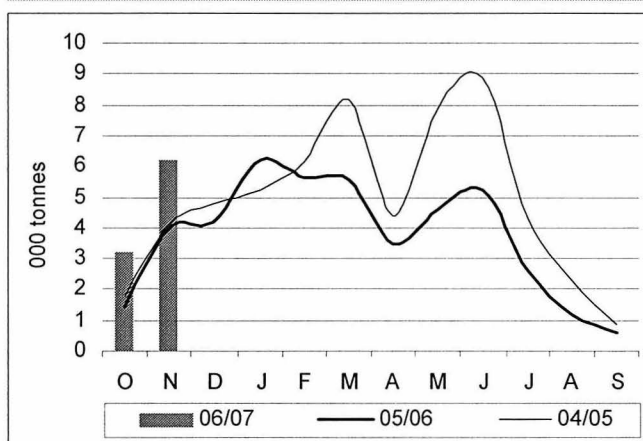
The situation has been much more difficult for the other supplier countries. Competition was particularly fierce between inter-season origins that still held large stocks and the Mediterranean countries. Sales of fruits from Israel and Turkey decreased by more than 10% in comparison with average even though prices had slipped by 15 and 26% respectively! The situation was still more difficult for Mexico and above all Cuba and Honduras, whose stocks were very difficult to shift even though prices were very competitive.

Monthly and annual comparisons

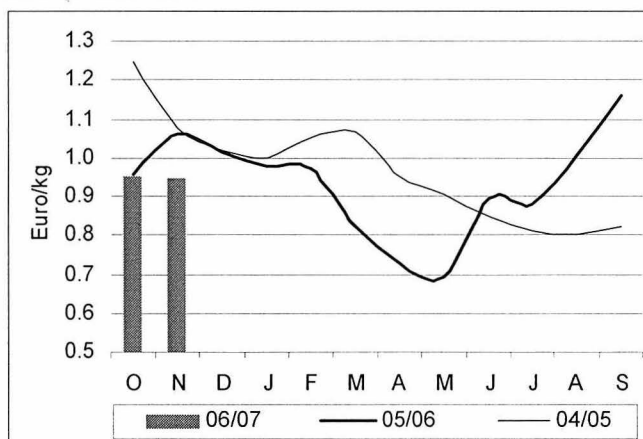
Volumes	Price
November 2006 / October 2006	
↗ + 94%	0%
November 2006 / November 2005	
↗ + 56%	↘ - 11%

Estimated market releases in France

Volumes

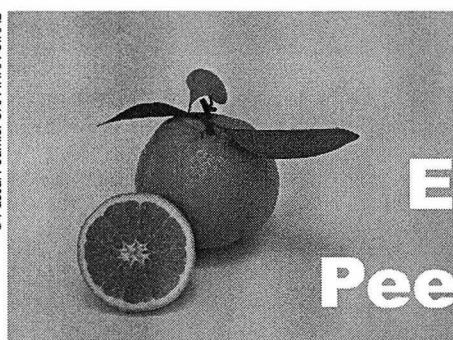


Price at import stage



Estimated market releases in France by origin

Tonnes	November 2006	Comparisons (%)		Total season 2006/2007	Season comparisons (%)	
		2006/2005	2006/2004		06-07/05-06	06-07/04-05
Turkey	956	- 54	+ 10	2 444	- 7	+ 29
Florida	4 519	+ 272	+ 95	5 295	+ 278	+ 126
Israel	739	+ 7	- 21	1 382	- 4	- 15
Total	6 214	+ 56	+ 51	9 121	+ 67	+ 55



Easy Peelers

NOVEMBER 2006

After a difficult start to the season in October, the situation worsened distinctly even if there was a brief quiet period in the first part of the month. The rainfall that hit Spain during the first half of the month and the warm weather that followed had an extremely negative effect on the keeping qualities of fruits while market balance was already on a knife-edge as a result of the abundant crop. The price of 'Nules' plunged in mid-month, especially for ordinary grades. The poor financial returns resulted in a serious slump at production and costs were often not covered.

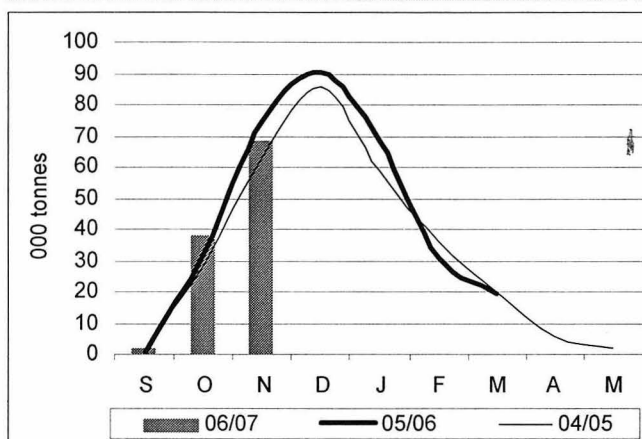
In this context, Moroccan exports concentrated their exports of 'Fine' on the Russian market, Canada and Scandinavia. After a fairly slow start, the Corsican 'Fine' season really got under way in mid-month. In spite of the morosity, sales were comparatively fluid in particular as a result of the good keeping quality of the fruits sold.

Monthly and annual comparisons

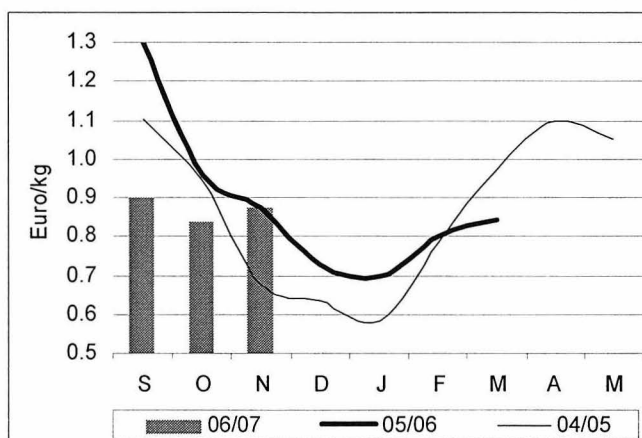
Volumes	Price
November 2006 / October 2006	
↗ + 79%	↗ + 4%
November 2006 / November 2005	
↘ - 9%	0%

Estimated market releases in France

Volumes



Price at import stage



Estimated market releases in France by origin

Tonnes	November 2006	Comparisons (%)		Total season 2006/2007	Season comparisons (%)	
		2006/2005	2006/2004		06-07/05-06	06-07/04-05
Spain	56 510	- 12	+ 5	95 834	- 2	+ 15
Corsica	6 836	+ 47	+ 15	6 964	+ 41	+ 18
Morocco	4 781	- 16	+ 30	5 184	- 11	+ 35
Total	68 127	- 9	+ 8	107 982	- 12	+ 3



Litchi

NOVEMBER	Litchi - Arrival estimates				
	Weeks 2006	45	46	47	48
	By sea - Tonnes				
	Mauritius	-	4	33	36
	South Africa	15	70	80	80
Madagascar	-	-	40	100	
Réunion	-	-	6	10-15	

After a gap of more than five weeks, litchis reappeared in Europe in the second week of November. Shipments from the Indian Ocean started two weeks later than in preceding years as a result of poor weather conditions during flowering and fruiting. Sales started under difficult conditions. Poor demand and lack-lustre markets soon drew prices down while quality was satisfactory as a whole. The 'early fruit' effect of the first litchis was short-lived and prices continued to weaken until the end of the month.

The marketing season for litchi from the Indian Ocean was unusually late in 2006/2007. The lastingly low temperatures and heavy rainfall that had affected the entire zone since July not only delayed harvesting dates but also reduced production. Mauritius, traditionally the first country to ship 'early' fruits, was pipped at the post by South Africa, where litchi was less affected by natural conditions this season. The first batches of South African litchi reached the European market in Week 45. The volumes available increased rapidly although they remained minor at the scale of Europe. However, the increase in the tonnage received was accompanied by crumbling prices from the second week of the season onwards, as exports ran up against shortage of demand. The fall in prices worsened in the second half of the month. South African fruits dominated the market and the price of litchi from other origins matched those of the former. Litchi on the branch from Mauritius and Réunion fetched higher prices but these also fell after ten days of marketing. The warm weather in Europe in

November seems to have affected consumer demand for tropical and out-of-season produce. High retail prices may be another possible factor to account for the poor demand for most fruits throughout the month.

Sulphur-treated litchi was aimed more at supermarket channels wishing to get sales going and follow up with the massive arrival of fruits shipped by sea and available at more accessible prices. Fresh fruits on the branch were sold more through more traditional outlets such as wholesalers and specialised retailers.

Most supplies in the Netherlands were shipped from South Africa, with sales at about EUR 6.00-7.00 per kg for the first batches received, falling rapidly to EUR 5.50-6.00 per kg the following week. Prices stabilised at about EUR 4.50-5.50 per kg in the second half of the month. The colouring of the first deliveries was not very attractive but this then improved. Small batches from Mauritius were also available from Week 46, with prices falling from EUR 6.00-7.00 to EUR 5.00-5.50 per kg. South African fruits were also

dominant in Belgium in November. Selling at EUR 6.50-7.00 per kg during the first half of the month, the price then fell strongly to EUR 4.00-5.00 per kg. A few further batches from Mauritius were available in Week 47 at EUR 5.00 per kg, falling strongly at the end of the month to EUR 3.75-4.00 per kg for sulphur-treated fruits.

The United Kingdom market seems to have performed better with regard to South African litchi prices, with purchase centre selling prices at around EUR 6.60-7.40 and then EUR 6.20-6.70 per kg in the last week of November. Prices observed on the wholesale markets were distinctly lower at between EUR 4.50 and 5.20 per kg for small sales reflecting the lack of demand.

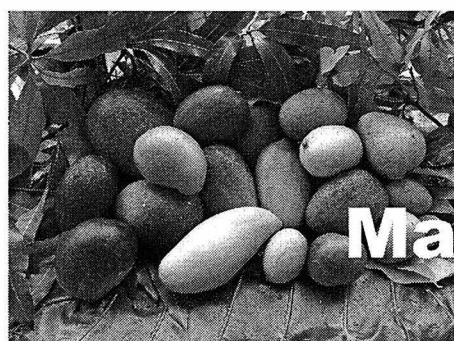
In Germany, the prices of South African litchi were more stable but lower at between EUR 4.00 and 5.00 per kg during the last three weeks of November.

Overall, it is noted that sulphur-treated litchi from Mauritius and Madagascar were the hardest hit as regards prices in comparison with those of the same period of the preceding season.

Litchi — Price on the French market at import stage — Euros/kg

Weeks 2006		44	45	46	47	48	November 2006 Average	November 2005 Average
By air								
South Africa	s	-	7.00-7.50	6.00-7.50	4.00-6.00	4.00-4.50	5.25-6.35	5.50-6.00
Mauritius	s	-	-	6.00-7.00	4.50-5.80	4.00-5.00	4.80-5.95	7.15-7.95
Mauritius	b	-	-	10.00	10.00 - 11.00	8.00 - 11.00	9.30-10.65	8.50-9.50
Madagascar	s	-	-	-	4.00-5.50	4.00-4.50	4.00-5.00	5.25-6.00
Madagascar	b	-	-	-	5.50	5.50	5.50	na
Réunion	b	-	-	-	12.00	10.00 - 12.00	11.00 - 12.00	10.00 - 12.00

s : sulphur treated b : on the branch



Mango

Mango — Weekly arrivals — Estimates in tonnes					
Weeks 2006	44	45	46	47	48
By air					
Brazil	15-20	20-30	25-35	50-80	90-100
By sea					
Brazil	2 250	3 300	3 000	4 750	4 500
Ecuador	60	100-160	160-200	200	200
Peru			40-60	100-160	100-160

The European mango market worsened steadily in November under the effect of a massive increase in shipments from Brazil that had previously been moderate. The start of the season in Ecuador and then Peru at the end of the month worsened the trend by adding to the stocks that were accumulating. With ever larger shipments from Brazil, the European market finally crashed at the end of the period as supplies were too large and demand too sluggish. Quay prices in Rotterdam started at EUR 1.50 per box for 'Tommy Atkins' from Brazil at the end of November.

The price downswing expected in October finally took place in November. The increase in arrivals of 'Tommy Atkins' from Brazil caused a gradual worsening of market conditions in Europe. The trend was first felt on the northern European markets where these fruits are unloaded. Prices had been fairly firm but now crumbled throughout the month. This was mainly the result of the excessively large deliveries from Brazil and was aggravated by irregular quality and the predominantly small size of the fruits from this origin. The quantities arriving from Brazil were nearly 30% larger than those received in November 2005! After concentrating on the North American market in October, Brazil rapidly switched in November to Europe where the average selling prices were higher. Ecuador took the place left free on the American market. The price decreases that had affected all the markets in northern Europe at the beginning of the month spread to the rest of Europe as the weeks went by

and then bottomed out lastingly at the end of the month. The French market performed better in the first half of the month as preference went to 'Kent' from Brazil, less plentiful than 'Tommy Atkins'. The entire market plummeted at the end of the month, with all varieties affected even though the prices of 'Kent' remained higher. The price falls differed, with a two-level market at the end of November—prices were still firm for good quality fruits with fine colour and sank quickly for those of poorer quality and green colour. The other origins such as Ecuador and Peru were dragged by the behaviour of Brazilian fruits and selling prices approached those of the latter little by little, although the quality of the first shipments was often inadequate (immature fruits lacking colour), tending to speed up the fall in prices.

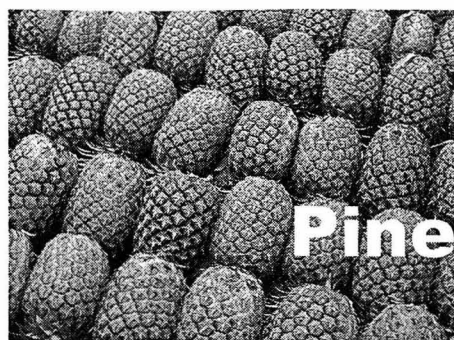
The Spanish export season finished during the first half of the month. The fruits—mainly 'Keitt'—sold at lower prices as a result of the unfavourable market context and poorer quality.

The Spanish season was good overall, benefiting from under-supply in October and the exploitation of a trade niche between air mango quality and sea mango. Spain is thus consolidating its position as a supplier of the European market, and especially France, during the transition period between Israel, Senegal and Brazil.

The air mango market behaved better but also acquired a downward trend from the third week of the month onwards. It was also clearly dominated by Brazil, which shipped 'Kent' and smaller quantities of 'Palmer' and 'Haden'. Prices fell under pressure from arrivals from Brazil, with very ripe produce obliging operators to make price concessions so that they could be cleared as quickly as possible. Lack of demand also slowed sales. The poor situation for mango also affected the small quantities of 'R2E2' from Australia delivered to the European market. It was difficult for these top-of-the-range fruits to hold their price.

Mango — Import prices on the French market — Euros

Weeks 2006		44	45	46	47	48	Nov. 2006 average	Nov. 2005 average
By air (kg)								
Brazil	Haden/Palmer	3.50-4.00	3.50-4.00	-	-	2.80-3.20	3.25-3.70	nc
Brazil	Kent	4.50-4.80	4.00-4.50	3.50-5.00	3.50-4.80	3.00-3.50	3.70-4.50	3.80-4.50
Australia	R2E2	7.00-7.50	6.00-7.00	6.00-7.00	6.00-8.00	7.00-8.00	6.40-7.50	6.35-6.90
By sea (box)								
Brazil	Tommy Atkins	4.00-5.00	3.00-5.00	3.00-4.00	3.00-3.80	2.00-3.00	3.00-4.15	3.75-4.75
Brazil	Kent	8.00-9.00	7.00-9.00	7.00-8.00	6.00-7.50	4.00-7.00	6.40-8.10	7.50-8.25
Ecuador	Tommy Atkins		4.00-5.00	3.00-5.50	3.00-3.50	2.00	3.00-4.00	3.80-4.35
Ecuador	Kent	5.00-7.00	5.00-6.00	4.50-5.50	4.50-5.50	4.00-4.50	4.60-5.70	nc
Peru	Kent			7.00-8.00	5.00-7.00	4.20-4.80	5.40-6.60	nc
By truck (box)								
Spain	Kent/Keitt	10-12	8.50 - 11				9.25-11.50	8.50-10.75



Pineapple

NOVEMBER 2006	Pineapple — Import price		
	Euros	Min	Max
	By air (kg)		
	Smooth Cayenne	1.30	1.85
	Victoria	2.00	3.80
	By sea (box)		
	Smooth Cayenne	4.50	8.00
	Sweet	5.00	8.00

The market was fairly special throughout the month. Supplies of 'Sweet' from Latin America were large while dwindling demand made it impossible to sell the quantities available. Only small amounts of 'Smooth Cayenne' were available but uneven quality did not make sales easy. The situation for imports by air was hardly any better. Quality problems affecting fruits of almost all origins prevented operators from making successful sales. The situation was a little better for 'Victoria' although quality and supply were fairly irregular.

The trend that started at the end of October continued in November. Supplies of 'Sweet' continued to increase, with too great a proportion of large grades. Demand and prices then decreased and operators sought the rare supplies of medium-sized fruits. Volumes accumulated and prices were lowered to avoid having to throw fruits away and also to make the market ready for the large sales forecast in December. Several promotion operations were run to gradually clear the volumes available and to prevent the market from clogging. Sales were thus observed during the first three weeks of the month at lower prices than those given below (EUR4.00 per box ex-quay). A rumour that the volumes expected from Latin America in December—especially those shipped by Del Monte and Dole—would be much smaller than expected went the rounds during the last week of the month. This resulted in a slight improvement on the 'Sweet' market, with a small but steady increase in price. Supplies of 'Smooth Cayenne'

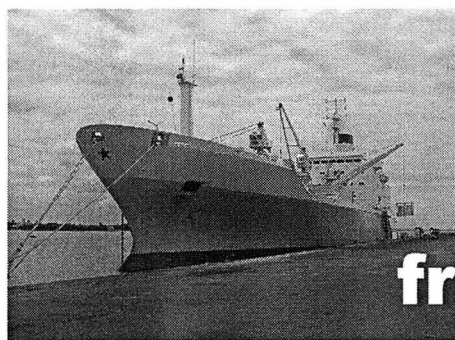
were very small during the first three weeks and above all displayed very uneven quality. The information provided below applies above all to problem-free batches, the rest being sold as best as possible (some sales were also concluded at an ex-quay price of EUR 4.00 per box). Supplies consisted mainly of large fruits for which there was little demand. The increase in the volumes of 'Smooth Cayenne' at the end of the month led to even clearer distinction between two markets according to quality. Export sales of both 'Sweet' and 'Smooth Cayenne' once again relieved the pressure exerted by the large quantities of 'Sweet'.

Operators were not very interested in air pineapple in November, mainly because of uneven fruit quality, to such an extent that some reduced or stopped their supplies to wait for quality to improve and hoping to cause a shortage that might stimulate demand. The pineapples shipped by air lacked colour and, above all, kept poorly, becoming unrecognisable two

or three days after the purchase. Numerous expert appraisals were requested. Only the batches from Ghana seem to have been problem-free but it was difficult for this origin to sell fruits on the same terms as its competitors. 'Perola' pineapples from Benin were also in view in November. With very steady quality and available in small quantities, these sold better at EUR 2.00 to 2.10 per keg throughout the month—a better performance than 'Smooth Cayenne' from the same origin. Operators feel that the future of 'Smooth Cayenne' from Benin is poor, if not compromised, as demand for 'Perola' is increasing steadily.

The market for 'Victoria' has seemed more stable, with supplies remaining varied. Batches from Côte d'Ivoire continued to be criticised for their uneven quality while those from Réunion were still appreciated. However, supplies from Réunion were substantial for a fortnight and disturbed the market to a certain degree. Batches were thus available at lower prices than usual for this origin.

Pineapple — Import prices on the French market — Main origins — Euros						
Weeks 2006		44	45	46	47	48
By air (kg)						
Smooth Cayenne	Benin	1.60-1.70	1.70-1.80	1.75-1.80	1.75-1.80	1.75-1.80
	Cameroon	1.70-1.80	1.70-1.80	1.75-1.85	1.70-1.80	1.70-1.80
	Côte d'Ivoire		1.30-1.70	1.30-1.50	1.50	1.40-1.50
	Ghana	1.60-1.70	1.60-1.70	1.55-1.65	1.50-1.70	1.70-1.75
Victoria	Côte d'Ivoire	2.00-2.20	2.50	2.20-2.50	2.20-2.50	2.50-2.80
	Ghana	2.80-3.00	3.00	2.80-3.00	2.80-3.00	3.00-3.20
	Réunion	3.30-3.50	3.50-3.80	3.20-3.50	3.20-3.50	3.40-3.80
	Mauritius	2.80-3.00	3.00	3.00-3.30	3.00-3.30	3.00-3.30
	South Africa	3.00		3.00	3.00	3.00
By sea (box)						
Smooth Cayenne	Côte d'Ivoire	5.00-8.00	5.00-8.00	5.00-7.50	4.50-7.50	5.00-8.00
Sweet	Côte d'Ivoire	5.50-6.50	5.50-7.00	5.50-7.00	6.00-7.50	7.00-8.00
	Cameroon	5.50-6.50	5.50-7.00	5.50-7.00	6.00-7.50	7.00-8.00
	Ghana	5.50-6.50	5.50-7.00	5.50-7.00	6.00-7.50	7.00-8.00
	Costa Rica	5.00-6.00	5.00-6.50	5.00-7.50	6.00-7.00	7.00-8.00



Sea freight

NOVEMBER 2006

A quick glance at the reefer charter market Time Charter Equivalent (TCE) rate graph reveals that 2006 will come to be judged as an exceptional year for the specialised reefer business: not because of what happened in the first 10 months of the year, but because of the unprecedented surge in rates towards the end of the year that has left owners, operators and charterers alike gasping for breath and scratching around for explanations.

The reasons for the drama bear thorough analysis: as ever it was a combination of macro and micro influences on the market, which impacted on both supply and demand for tonnage. The strategic withdrawal of between 15-20 vessels into lay-up and the demolition of 3.5m cbft of capacity has underpinned a market in equilibrium since June. Towards the end of October a number of vessels were marooned in St Petersburg as the market price for imported beef dropped 30% 'overnight', stranding vessels with high-cost Brazilian meat on board. The reduction in number of operators of Spot tonnage, caused principally by the exit of two Greek owners of vintage tonnage, made it more difficult for charterers to find competitive cargoes – especially as unlike in previous years, the remaining operators were able to convince charterers that they were not prepared

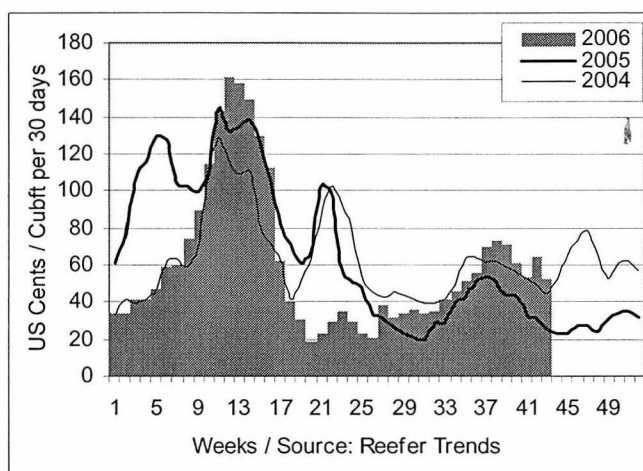
to trade unless voyage costs could be covered. From a demand perspective, the absence of an Atlantic hurricane season meant that more bananas were traded from Latin America and the Caribbean. The combination of the resumption of Brazilian and Argentinean beef exports, heavy volumes of seed potatoes shipped from Holland into the Eastern Mediterranean, the early start to the Moroccan citrus season, a strong Pacific fish trade, regular poultry fixtures, the strong start to the S Hemisphere fruit season and a late and dramatic fall in the exit price for Ecuadorian bananas conspired to keep the market fluid and moving gradually northwards. The 15% reduction in bunker costs was an unexpected bonus. The spike in charter market rates in the last week of November was the compound result of all the above.

Monthly spot averages

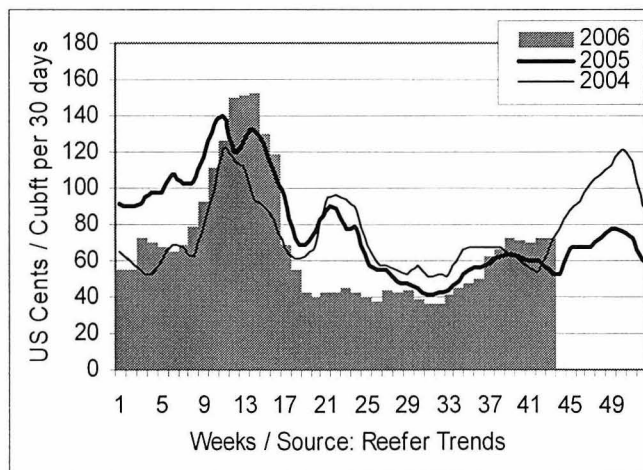
US\$/cents/cubic foot x 30 days	Large reefers	Small reefers
November 2006	59	84
November 2005	23	56
November 2004	67	92

Weekly market movement

Large reefers (450 000 cuft)



Small reefers (330 000 cuft)



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reefer trends

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