USDA Foreign Agricultural Service
GAIN Report
Global Agriculture Information Network
Template Version 2.09

Required Report - public distribution

Date: 9/12/2003

GAIN Report Number: UK3025

United Kingdom

Fresh Deciduous Fruit

Annual

2003

Approved by:
Valerie Brown-Jones
U.S. Embassy

Prepared by:
Phil Bicknell

Report Highlights:
Apple Production in MY2003 is forecast at 110,400 MT. With falling domestic production, the UK is increasingly reliant on imports to meet consistent consumer demand. Competition for this US$980 million market from within the EU and from southern hemisphere suppliers is strong. U.S. apples are regarded by the trade as high quality, premium fruit and the UK remains an important export market for U.S. apple producers.

Includes PSD Changes: Yes
Includes Trade Matrix: Yes
Unscheduled Report
London [UK1]
[UK]

Table of Contents

Executive Summary

UK orchard area has declined significantly over the last decade and a further 1600 hectares were taken out of apple production through the 2002 growing season. Combined with below average yields, the shrinking production base contributed to MY2002 (Jul 02 – Jun 03) apple production falling to an estimated 111,374 MT. Apple production for MY2003 is forecast at 110,400 MT, with a continued decline in orchard area expected. UK pear production in MY2002 was estimated at 35,850 MT. However, the MY2003 crop is expected to be below recent years, with an initial forecast of 28,300 MT. A prolonged spell of warm and dry weather in the UK through the summer has raised concerns about the quality and expected yields of the current top fruit crop.

Apples are second only to bananas in terms of fruit retail sales in the UK and in a mature market sector, consumer expenditure on apples has increased. Innovation in the sector, such as new varieties and packaging types, has helped to drive sales and stop the apple category developing a commodity status. As the major seller of top fruit, supermarket chains have been an important part of this process of differentiation. Acknowledging that the pear category has been overlooked in recent years, leading retailers are also beginning to turn their attentions to the marketing of pears.

The top fruit sector is reliant on imports for year round supplies. Over 493,000 MT of apples were imported in MY2002, with similar volumes expected in MY2003. Key suppliers to the UK are France, South Africa and New Zealand. U.S. shipments declined in MY2002, usurped by Italy and Chile in volume terms. U.S. pear exports also fell in MY2002, although this was as expected following the short-term blip in pear production in the Benelux countries as a result of poor weather conditions.

The competitive nature of the UK apple market cannot be understated, particularly in the Fall, when domestic, EU and third country supplies are all competing for market share. Although limited U.S. shipments will enter the UK at this time, the majority of arrivals take place in the winter months. In this competitive environment, promotional support is an essential part of the marketing mix, with domestic and international suppliers all investing time and resources to support their apples. Increasingly, young consumers are the focal point of education and communication programs, as the supply chain attempts to communicate the health benefits of fruit consumption. Washington Apple Commission and the U.S. Apple Export Council conduct marketing programs in the UK to help support U.S. apples in the face of competition from global suppliers and shifting consumer demand.

The UK marketing year runs from July 1 through June 30.

Production

Apples

The top fruit sector was once the flagship of British horticulture. However, orchard area has declined significantly over recent years, as a result of increased production from EU and third country apple suppliers. Over a 5-year period, orchard area has fallen by almost 40 percent. This trend continued in MY2002. The 2002 Orchard Fruit Survey, conducted by the UK's Department for Environment, Food and Rural Affairs (DEFRA), revealed that a further 1600 hectares were taken out of production through the 2002-growing season.

Dwindling apple area combined with below average yields in MY2002 to produce an estimated apple crop of 111,374 MT. This constituted a 34 percent fall on MY2001 production levels, when UK output was measured at 169,143 MT. Due primarily to the results of the Orchard Fruit Survey, the MY2002 estimate is a significant revision of initial production estimates released by DEFRA in October 2002.

Table 1: Planted Area by Variety (Hectares)

	Variety	MY 2000	MY 2001	MY 2002
Culinary				
	Bramley's Seedling	3561	3100	2567
	Other Culinary	234	241	178
	Total Culinary	**3795**	**3341**	**2745**
Early Dessert				
	Discovery	484	420	339
	Worcester Pearmain	283	207	196
	Other Early	248	258	201
Mid Dessert				
	Egremont Russet	334	331	268
	Fiesta	163	133	109
	Other Mid	83	86	67
Late Dessert				
	Cox	4186	3489	3016
	Gala	828	719	664
	Jonagold	353	257	201
	Other Late	701	732	568
	Total Dessert	**7663**	**6632**	**5629**
	Total Apples	**11458**	**9973**	**8374**

Source: Department for Environment, Food and Rural Affairs (DEFRA)
Figures may not tally due to rounding.

Table 2: Harvested Production by Variety (Metric Tonnes)

	Variety	MY 2000	MY 2001	MY 2002
Culinary				
	Bramley's Seedling	60325	57951	44208
	Other Culinary	2336	1926	1336
	Total Culinary	62661	59877	45544
Early Dessert				
	Discovery	4619	3754	2966
	Worcester Pearmain	3578	2565	2489
	Other Early	1238	1291	1003
Mid Dessert				
	Egremont Russet	4972	5289	4585
	Fiesta	3098	1541	1531
	Other Mid	413	431	335
Late Dessert				
	Cox	46102	64331	30121
	Gala	16334	14385	12469
	Jonagold	10764	8364	4649
	Other Late	8416	7315	5683
	Total Dessert	**99534**	**109266**	**65831**
	Total Apples	**162195**	**169143**	**111375**

Source: Department for Environment, Food and Rural Affairs (DEFRA)
Figures may not tally due to rounding.

England's traditional top fruit producing regions are likely to experience continued decline in orchard area. However, expected yield increases for the MY2003 crop should offset this diminishing production base and Post forecasts total production at 110,400 MT for MY2003.

Overall, early indications for the 2003 crop vary depending on region and variety. Producers have had to contend with a hot and dry summer in the UK, raising concerns about sun scorch. For many varieties, this is likely to have an impact on the volume of the final marketable crop, particularly where fruit was fully exposed. Where possible, crops were irrigated. However, the top fruit sector has remained upbeat, with EU competitors also likely to suffer from production and marketing problems as a result of the prolonged hot weather across Europe.

Early dessert varieties have found their way onto the market up to two weeks earlier than normal. Discovery is reported to have good color, but fruit size has been questionable. By contrast, Worcester Pearmain has sized well in most orchards, although some skin finish problems are reported and regional variations in yield are anticipated.

Of the mid-desserts, the crop potential for Egremeont Russet is reported to be good, with fruit sizing well and positive indications regarding skin finish. But variability across regions and orchards is again a characteristic. Canker continues to be a problem in Fiesta orchards, causing branch loss, and variable cropping is anticipated.

Crop levels for Cox, the key dessert variety, are variable in all production areas. In some regions, frost damage at flowering effectively limited yield potential early in the season. Russet, hail and frost damage have all impacted on fruit quality, although thinning has helped to remove very poor quality fruit. Of the other dessert varieties, Jonagold crops are reported to be good in all areas with large fruit size expected in most orchards. Gala apples are expected to achieve the required fruit size for retail market requirements. Russet is showing in some orchards and scab is also reported. Total yields are being restricted in many older orchards by branch and tree loss due to canker.

Culinary apples have been hit by fruit drop in many orchards, which is likely to reduce fruit potential. Quality is reported as good in most orchards, although size is very variable. Large fruits have been harvested for the fresh market where demand for new season crop has been strong. Similar strong demand from the processing sector has meant prices have been considerably higher than in recent years.

Pears

MY2002 production was revised upwards by DEFRA's Orchard Fruit Survey to 35,850 MT. Fruit size was generally good, but heavy russeting of fruit in some regions was reported. The quality of fruit entering storage was generally good and wastage from the crop was very low.

The current pear crop is expected to be significantly down this year. Post forecast for MY2003 is 28,300MT. Comice pear production is likely to be reduced with many trees only carrying a light crop. The Conference pear crop is likely to account for the bulk of the reduction in total pear output. Difficult weather conditions during blossoming and the warm weather during the summer look set to impact on yield. Fruit size is reported as lacking and quality is variable – russeting, cracking and misshaped fruit are common on many sites.

Table 3: Planted Area by Variety (Hectares)

Variety	MY2000	MY2001	MY2002
Comice	283	253	232
Concorde	158	123	121
Conference	1862	1903	1648
Williams	39	39	31
Other Pears	12	12	10
Total Pears	**2354**	**2330**	**2042**

Source: Department for Environment, Food and Rural Affairs (DEFRA)
Figures may not tally due to rounding.

Table 4: Harvested Production by Variety (Metric Tonnes)

Variety	MY2000	MY2001	MY2002
Comice	3343	1456	3795
Concorde	947	491	665
Conference	29588	32884	31280
Williams	118	116	92
Other Pears	37	24	19
Total Pears	**34033**	**34971**	**35851**

Source: Department for Environment, Food and Rural Affairs (DEFRA)
Figures may not tally due to rounding.

Consumption

Apples

The UK fresh produce sector is a mature market, showing marginal growth and high levels of household penetration. That said, the fruit sector has been relatively dynamic, able to adapt to changing eating habits and lifestyle patterns. Apples maintain a strong position in the fruit sector, accounting for 20 percent of UK fruit retail sales in 2002. Market research company, Mintel, equates this to a sales value of US$ 980 million. Apple consumption is relatively stable at 9.5 kg per capita per annum, making it the second most popular fruit behind bananas.

Fresh produce is a solid category in retail outlets and remains a key destination for supermarket shoppers. However, some sectors of the produce category have arguably taken on a commodity status over recent years. Despite being a widely consumed fruit, apples have largely avoided this threat, due to the introduction of new varieties and innovative packaging variants. This differentiation has helped to maintain market share despite increasing availability, variety and quality of alternative fruits. For example, smaller apple varieties have been targeted towards children's lunchbox occasions.

The multiple supermarkets dominate retail distribution of most foodstuffs, including fresh produce. The table below shows that they have further increased their share of the apple market. The multiple grocers are proactive in the fresh produce sector, introducing new varieties and pack types, developing niche market opportunities and regularly promoting their range. Through this segmentation of the market, they have been able to expand the market in value terms, and their market share, even though apple consumption is relatively static. Apples are increasingly sold in multi-packs, adding value to the fruit and providing the consumer with consistent quality, flavor and appearance. The buying power of the leading retailers means they are able to source supplies of premium varieties and high-grade produce, both of which generate further price premiums. Following criticism from UK growers in 2001/02, the major supermarkets have seemingly increased their support of domestic apple varieties within the fresh fruit portfolio.

Table 5: UK Retail Sales of Apples by Outlet Type

Outlet Type	Market Share by Value	
	CY 2001	CY 2002
Multiple Retailers	85.6	86.6
Independents	1.7	1.5
Greengrocers	6.4	5.1
Market Stalls	2.8	2.5
Farm Shops	0.5	0.4
Other (snackbars, box schemes, etc)	3	3.9

Source: TNS

The health benefits of fresh produce are widely promoted in the UK, to the obvious benefit of apples. However, despite widespread recognition that health benefits are associated with fruit and vegetable consumption, as little as one in four of the UK population eats the target of 5 portions per day. For low income and young consumers, the figures are even lower. It is this research which has been the driving factor behind the introduction of the UK Government's "5 A DAY" program. This program aims to increase fruit and vegetable consumption by raising awareness of the health benefits and improving local access to fresh produce through targeted action and has five major elements:

- cooperation with industry - producers, caterers, retailers
- development of a consumer communications program including the use of a “5 A DAY” logo
- work with national/local partners - Government Health Consumer Groups
- local “5 A DAY” initiatives, which involve stakeholder cooperation on a regional basis
- rollout of the National School Fruit Scheme (NSFS)

In addition, some retailers have developed their own “5 A DAY” logos and point of sale material to help communicate the health benefits. The role of the NSFS is pivotal to the “5 A DAY” program. It aims to provide one free piece of fruit every day to each child in nursery and infant schools and there are natural opportunities to educate and communicate the health messages of fresh produce. The scheme will be fully rolled out by 2004. It is currently expanding on a region-by-region basis at the rate of one region per school term. The apple industry also recognizes the need to target tomorrow’s consumers and in-school communication has been a feature of recent apple promotions by Capespan and English Apples and Pears.

Bramley apples have always been promoted as the best variety for cooking, although a shrinking volume of fresh apples are used for meal preparation inside the home. Instead, the cash rich/time poor consumer is switching towards pre-prepared convenience foods, opting for chilled and frozen apple pies, pastries, tarts and other products. Processed Bramley apples represent an estimated 65 percent of total Bramley volumes, reflecting the growing demand from food manufacturers. Other varieties, including some low-grade apples for juicing, constitute the remainder of the processing sector.

Pears

Household penetration of pears is not in the same league as apples, with just under 62 percent of UK households purchasing pears at least once over the 12-month period to May 2003. This is a marginal decline in penetration, although increased volume per shopping trip and improved frequency of purchase have meant a growth in the sector value. Mintel estimated the value of the UK retail market for pears in CY2002 at US$ 248 million. Like apples, supermarkets dominate retail sales and are giving the fruit greater focus and direction than in the recent years. With changing consumer tastes, imported pear varieties are positioned as premium products in UK markets and there has been a slow shift away from the established Conference variety.

Trade

Apples

As a result of the downward trend in domestic production, the UK increasingly looks overseas to meet the consumer demand for apples. Over two thirds of UK apple imports are from France, New Zealand and South Africa. French apple arrivals typically coincide with the marketing of domestic apples, from mid-August onwards. Shipments from cold storage can continue through until March/April, when southern hemisphere supplies supplant them for the summer months.

However, high summer temperatures across Europe could impact the volume of fruit available for import from EU suppliers. Analysts predicted that top fruit production in the EU could reach the lowest levels since 1997. However, only a small decline is forecast for the French apple crop. Perhaps of more significance will be the storability of the French crop after the prolonged spell of hot weather. If French crops are not suited for storage through 2004, greater volumes will be sold earlier in the marketing year, increasing scope for third country suppliers.

At 18,148 MT U.S. apple export volumes to the UK in MY2002 were 30 percent down on MY2001 levels, according to official trade data. This is partly explained by the impact of uncertainty in the market, following the European Commission's threat to place a 100 percent duty on U.S. apples as part of their response to U.S. steel policy. This effectively curtailed U.S. shipments through the summer months, and affected export data for the end of MY2001 and the early period of MY2002. Also, frost hit the WA state Pink Lady crop, effectively eliminating the export market for this variety in MY2002.

With export volumes falling in MY2002, the U.S. relinquished its traditional position of fourth largest supplier to the UK. Italy and Chile both exported more apples to the UK, with Italy in particular showing consistent growth in shipments to the UK over the last five years. The relative high unit price of Italian apple shipments indicates that a significant proportion of the apples are likely to have been organic. Although showing recent signs of a slowdown, the organic sector is firmly established in the UK and products command a significant price premium. With Chilean apples now a regular fixture in the UK supply chain, the U.S. faces strong competition in efforts to regain the number four position. However, there are greater expectations of U.S. exports to the UK in MY2003, with good crops reported in WA state and the north-eastern states. Shipments of last season's fruit have continued from the U.S. through the summer months, albeit in small volumes.

Pears

The UK is reliant on imports for its pear supplies, typically importing circa 80 percent of fresh consumption. The Netherlands, South Africa and Belgium are traditionally the key suppliers to the UK market. Shipments from EU countries recovered in MY2002 after the poor harvest in MY2001. The U.S. benefited from the poor EU crop, with volumes increasing in MY2001. However, as expected, U.S. exports fell back in MY2002 to 688 MT. Nevertheless, the category remains a profitable niche for U.S. exporters of organic pears.

Policy

Tariffs

In line with other EU countries, the UK has its import duty established under the EU Harmonized Tariff Schedule. To calculate import duties for most fruit and vegetables, including apples and pears, the Entry Price System is used. The Tariff indicates a scale of entry prices per 100 Kg net. At the highest point on the scale the Tariff indicates an ad valorem rate of duty only. As you proceed down the scale specific charges are introduced. Thus the lowest entry price generates the highest specific charge in addition to the ad valorem duty.

At the time of writing, apples remain on the Annex 2 list of the EU's products for retaliatory sanctions, following the U.S. tariff measures on imported steel (see Marketing section for more information).

Non-Tariff Barriers

Quality, Safety & Health Regulations

The UK, as a member of the European Union, conforms to the EU Quality Standards on all fresh produce for which standards have been applied. The standards provide a degree of consumer protection for a sector where most products are highly perishable and serious defects in the product can develop extremely rapidly. Also, they help build consumer and trade confidence in the quality of produce they buy. The purpose of the standard is to define the quality requirements for fresh apples and pears after preparation and packaging. Each EU standard prescribes minimum marketing requirements, in terms of quality, size, tolerances, presentation and marking. There are three quality classes: Extra Class, Class I, and Class II. EU/UK Miscellaneous Additives legislation permit the use of Beeswax White, Beeswax Yellow and Shellac, as glazing agents/waxes on apples & pears. In addition to compliance with EU/UK Quality Standards and Food Additives legislation, all fresh deciduous fruit is subject to the EU/UK Pesticides (Maximum Residue Levels in Food) regulations.

Import Requirements

EU Regulation 1148/01 controls the import of fresh fruit and vegetables from third countries outside the EC for consumption fresh or for subsequent processing. All imports of products subject to the EC Marketing Standards are required under to have a valid certificate of conformity or Certificate of Industrial Use prior to release into free circulation in the European Union. The UK's Horticultultural Marketing Inspectorate (HMI) has introduced a system called the Procedure for Electronic Application for Certificates HMI. This online system is be used to issue certificates for produce that complies with EC marketing regulations.

More information about HMI and the import system is available online at:
http://www.defra.gov.uk/hort/hmi.htm

Marketing

Domestic supplies are typically sold in the Fall because UK varieties are largely unsuited to storage and growers have limited storage capacity. With the bulk of domestic supplies entering the market in the Fall, together with EU fruit and southern hemisphere produce still available, the UK market is very competitive early in the marketing year. As a result, the majority of U.S. apples are marketed from December onwards. The U.S. is regarded by the trade as a supplier of high quality produce and U.S. apples do command a relatively high price, with UK consumers willing to pay a premium for the red and red bi-color apples. Also, organic fruits continue to attract a premium price in the UK.

The Washington Apple Commission, the U.S. Apple Export Council and Pear Bureau Northwest all conduct marketing campaigns to coincide with the arrival of U.S. fruit. Market Access Program (MAP) and producer funding allows the U.S. top fruit industry to carry out these activities in the UK market. Consumer and trade activities include tastings, competitions, advertising, point-of-sale material and on-pack promotions.

Many other organizations also carry out marketing initiatives to promote variety and country specific apples in the UK. For example, the Chilean Fresh Fruit Association (CFFA) ran a cinema campaign to highlight its fresh produce range, which was supported at point of sale (PoS) in the major retailers. Meanwhile, French apples will conduct a generic promotion through MY2003, with half the budget focused on PoS material. Twenty weeks of promotion are planned in 5,500 supermarket outlets, tailored for each retailer group. Meanwhile, the 'Le Crunch Crew' program will target primary schools. These are apple-based characters that encourage children to eat more healthily and exercise more frequently. As well as in school visits, a playtime kit will be distributed to around 5,000 schools to support the campaign. However, nothing is planned for the UK wholesale trade due to budget restrictions.

English Apples and Pears conduct PR and advertising activity to support the domestic crop, but the most active campaign is for Bramley apples. Bramley Apple Week and the 'Brammy' Awards feature heavily in the promotional calendar. These events generate high profile PR activity in consumer media, with the aim of encouraging consumers to either cook from scratch or purchase some of the pre-prepared products made with Bramley apples. Campaigns are increasingly targeted at the consumers of tomorrow, with current activities focusing on schools and catering colleges. The annual awards ceremony provides recognition to the trade for its role in promoting UK culinary apples.

Several challenges face U.S. apples in the UK marketplace. They include increasing competition from southern hemisphere suppliers, US/EU trade relationships and shifting demand towards new varieties and smaller apples. This competitive environment, together with the increasing dominance of multiple retailers in the fresh produce market, means the quality aspects (firmness, juiciness, flavor) of American apples must be regularly communicated to trade buyers and the price-focused retail trade in the UK.

Statistical Tables

Apples

PSD Table							
Country	**United Kingdom**						
Commodity	**Fresh Apples**				(HA)(1000 TREES)(MT)		
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin		07/2001		07/2002		07/2003	MM/YYYY
Area Planted	9970	9970	9350	8370	0	7790	(HA)
Area Harvested	9970	9970	9350	8370	0	7790	(HA)
Bearing Trees	9970	9970	9350	8370	0	7790	(1000 TREES)
Non-Bearing Trees	400	400	400	400	0	400	(1000 TREES)
Total Trees	10370	10370	9750	8770	0	8190	(1000 TREES)
Commercial Production	169140	169140	134200	111380	0	110400	(MT)
Non-Comm. Production	0	0	0	0	0	0	(MT)
TOTAL Production	169140	169140	134200	111380	0	110400	(MT)
TOTAL Imports	429500	432320	470000	493030	0	485000	(MT)
TOTAL SUPPLY	598640	601460	604200	604410	0	595400	(MT)
Domestic Fresh Consump	541640	541220	559200	558620	0	554400	(MT)
Exports, Fresh Only	13000	16240	13000	13290	0	13000	(MT)
For Processing	44000	44000	32000	32500	0	28000	(MT)
Withdrawal From Market	0	0	0	0	0	0	(MT)
TOTAL UTILIZATION	598640	601460	604200	604410	0	595400	(MT)

Import Trade Matrix			
Country	United Kingdom		
Commodity	Fresh Apples		
Time Period	MY	Units:	MT
Imports for:	2001		**2002**
U.S.	25718	U.S.	18148
Others		Others	
France	151086	France	179119
South Africa	79743	South Africa	95879
New Zealand	70338	New Zealand	72317
Italy	27178	Italy	32899
Chile	22027	Chile	20245
Netherlands	13214	Germany	17740
Canada	8378	Netherlands	10573
Brazil	7564	Belgium	9394
Spain	5370	Brazil	8168
China	3950	Canada	7692
Total for Others	388848		454026
Others not Listed	43469		39003
Grand Total	432317		493029

Export Trade Matrix			
Country	United Kingdom		
Commodity	Fresh Apples		
Time Period	MY	Units:	MT
Exports for:	2001		**2002**
U.S.	0	U.S.	0
Others		Others	
Ireland	11546	Ireland	11596
Netherlands	3228	France	737
Germany	478	Belgium	505
Sweden	376	Germany	212
Belgium	375	Netherlands	135
Luxembourg	59	Sweden	68
China	54	Falkland Islands	14
France	38	Dubai	13
Norway	21	South Africa	7
Dubai	17	Macedonia	3
Total for Others	16192		13290
Others not Listed	46		2
Grand Total	16238		13292

Pears

PSD Table							
Country	United Kingdom						
Commodity	Fresh Pears				(HA)(1000 TREES)(MT)		
	2001	Revised	2002	Estimate	2003	Forecast	UOM
	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	USDA Official [Old]	Post Estimate [New]	
Market Year Begin		07/2001		07/2002		07/2003	MM/YYYY
Area Planted	2330	2330	2200	2040	0	0	(HA)
Area Harvested	2330	2330	2200	2040	0	0	(HA)
Bearing Trees	2330	2330	2200	2040	0	0	(1000 TREES)
Non-Bearing Trees	0	0	0	0	0	0	(1000 TREES)
Total Trees	2330	2330	2200	2040	0	0	(1000 TREES)
Commercial Production	34970	34970	34500	35850	0	28300	(MT)
Non-Comm. Production	0	0	0	0	0	0	(MT)
TOTAL Production	34970	34970	34500	35850	0	28300	(MT)
TOTAL Imports	99100	104030	120000	116220	0	120000	(MT)
TOTAL SUPPLY	134070	139000	154500	152070	0	148300	(MT)
Domestic Fresh Consump	129870	135810	151000	149040	0	145450	(MT)
Exports, Fresh Only	3800	2790	3000	2530	0	2500	(MT)
For Processing	400	400	500	500	0	350	(MT)
Withdrawal From Market	0	0	0	0	0	0	(MT)
TOTAL UTILIZATION	134070	139000	154500	152070	0	148300	(MT)

Import Trade Matrix			
Country	United Kingdom		
Commodity	Fresh Pears		
Time Period	MY	Units:	MT
Imports for:	2001		**2002**
U.S.	1354	U.S.	688
Others		Others	
Netherlands	30905	Netherlands	39621
South Africa	24842	South Africa	20497
Italy	11886	Portugal	14162
Portugal	10183	Belgium	13425
Belgium	7624	Italy	10806
Spain	6661	Spain	3704
France	4002	Germany	3671
New Zealand	2065	France	3461
China	1601	China	2239
Argentina	955	Argentina	2010
Total for Others	100724		113596
Others not Listed	1951		1936
Grand Total	104029		116220

Export Trade Matrix			
Country	United Kingdom		
Commodity	Fresh Pears		
Time Period	MY	Units:	MT
Exports for:	2001		**2002**
U.S.	0	U.S.	0
Others		Others	
Ireland	1534	Ireland	1443
Netherlands	558	Netherlands	868
Belgium	450	Belgium	131
France	164	France	87
Germany	59		
Switzerland	22		
Total for Others	2787		2529
Others not Listed	0		0
Grand Total	2787		2529