

# Pear Shipments

## Markets: Far East, Middle East, Africa & Indian Ocean Islands

This Newsletter is supported by



National Agricultural  
Marketing Council

Strategic positioning of South African Agriculture  
in dynamic global markets

### Information supplied:

**Latest Industry Crop estimates  
Industry Shipments up to Week 35**

#### Please note:

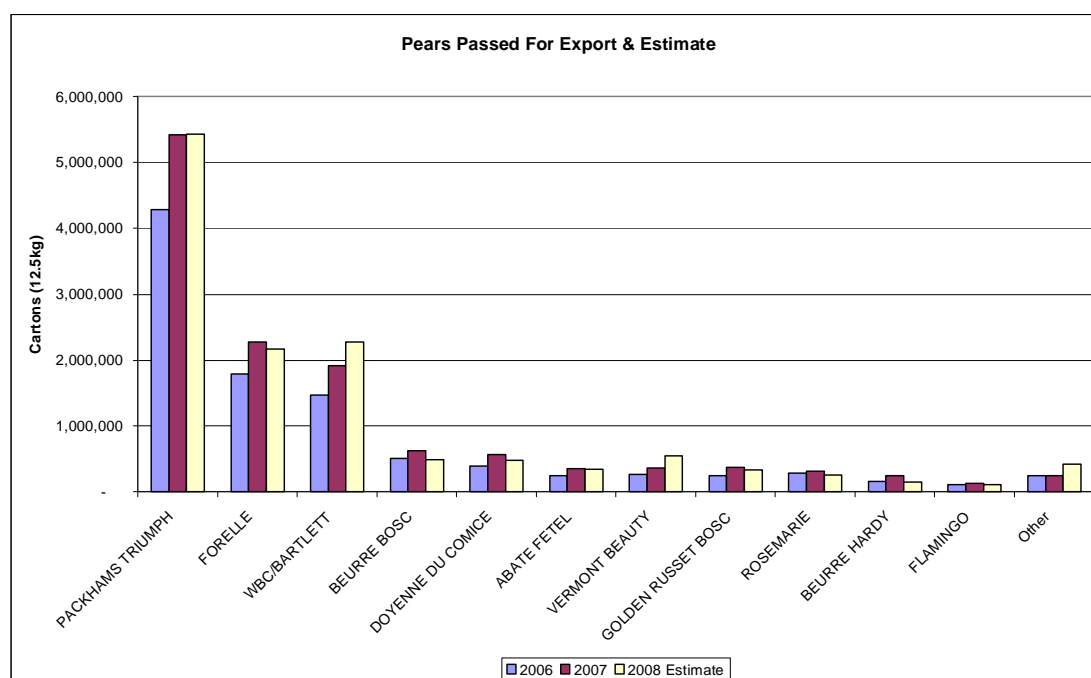
1. Cumulative shipment volume is indicated on the right hand axis.
2. Weekly shipment volume is indicated on the left hand axis.

**Issued by Pome Joint Marketing Forum  
(Stefan Conradie Office: 021-870 2923 or Cell: 083 264 7101)  
Compiled by Optimal Agricultural Business Systems (OABS)  
(Jacques du Preez Tel: 021-870 2900)  
In co-operation with PPECB, Paltrack, Farsoft, MJIT, Dipar, RBR,  
Fruitways**

# Total Pear Export Estimate to All Markets

|              | 2006              | 2007              | 2 yr Avg          | 2008 Estimate     | Estimate vs 2007 |                  |
|--------------|-------------------|-------------------|-------------------|-------------------|------------------|------------------|
| Apples       | 21,712,471        | 23,742,087        | 22,727,279        | 25,030,703        | 5%               | 1,288,616        |
| Pears        | 10,001,187        | 12,912,087        | 11,456,637        | 13,023,635        | 1%               | 111,548          |
| <b>Total</b> | <b>31,713,657</b> | <b>36,654,174</b> | <b>34,183,916</b> | <b>38,054,338</b> | <b>4%</b>        | <b>1,400,164</b> |

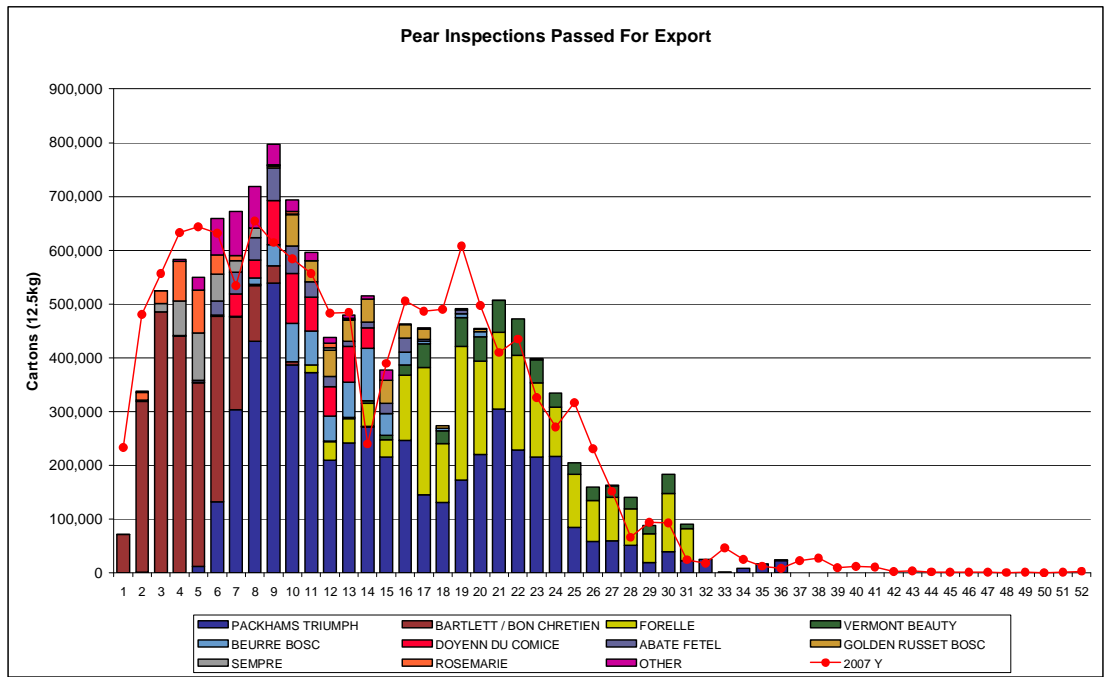
All volumes = 12.5kg carton equivalent



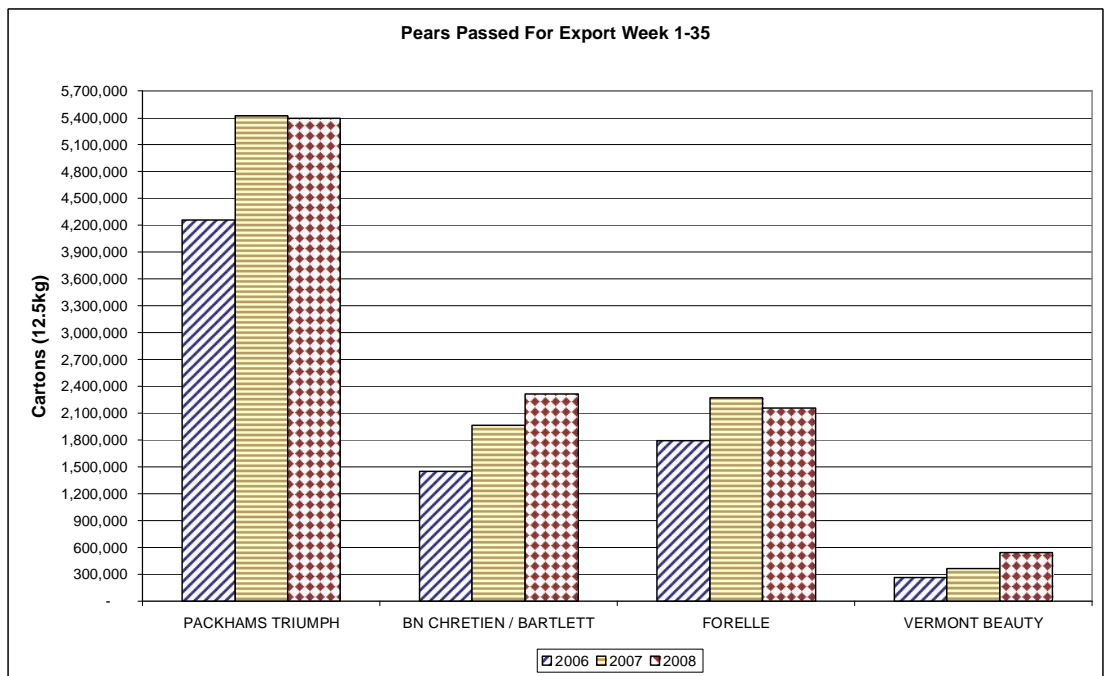
| Variety            | 2006              | 2007              | 2 yr Average      | 2008 Estimate     | Estimate vs 2007 |                |
|--------------------|-------------------|-------------------|-------------------|-------------------|------------------|----------------|
| PACKHAMS TRIUMPH   | 4,286,721         | 5,422,078         | 4,854,400         | 5,434,672         | 0%               | 12,594         |
| FORELLE            | 1,789,697         | 2,271,454         | 2,030,575         | 2,173,279         | -4%              | -98,175        |
| WBC/BARTLETT       | 1,464,852         | 1,920,236         | 1,692,544         | 2,282,001         | 19%              | 361,765        |
| BEURRE BOSC        | 507,217           | 623,759           | 565,488           | 484,714           | -22%             | -139,045       |
| DOYENNE DU COMICE  | 391,637           | 568,443           | 480,040           | 477,833           | -16%             | -90,610        |
| ABATE FETEL        | 250,581           | 355,601           | 303,091           | 348,189           | -2%              | -7,413         |
| VERMONT BEAUTY     | 262,592           | 361,352           | 311,972           | 553,109           | 53%              | 191,758        |
| GOLDEN RUSSET BOSC | 246,561           | 369,621           | 345,256           | 332,799           | -10%             | -36,822        |
| ROSEMARIE          | 287,821           | 313,105           | 300,463           | 255,634           | -18%             | -57,471        |
| BEURRE HARDY       | 160,369           | 243,817           | 202,093           | 149,788           | -39%             | -94,029        |
| FLAMINGO           | 107,505           | 129,020           | 118,262           | 111,953           | -13%             | -17,067        |
| Other              | 252,095           | 242,810           | 247,452           | 419,662           | 73%              | 176,853        |
| <b>Grand Total</b> | <b>10,001,187</b> | <b>12,912,087</b> | <b>11,451,636</b> | <b>13,023,635</b> | <b>1%</b>        | <b>111,548</b> |

All volumes = 12.5kg carton equivalent

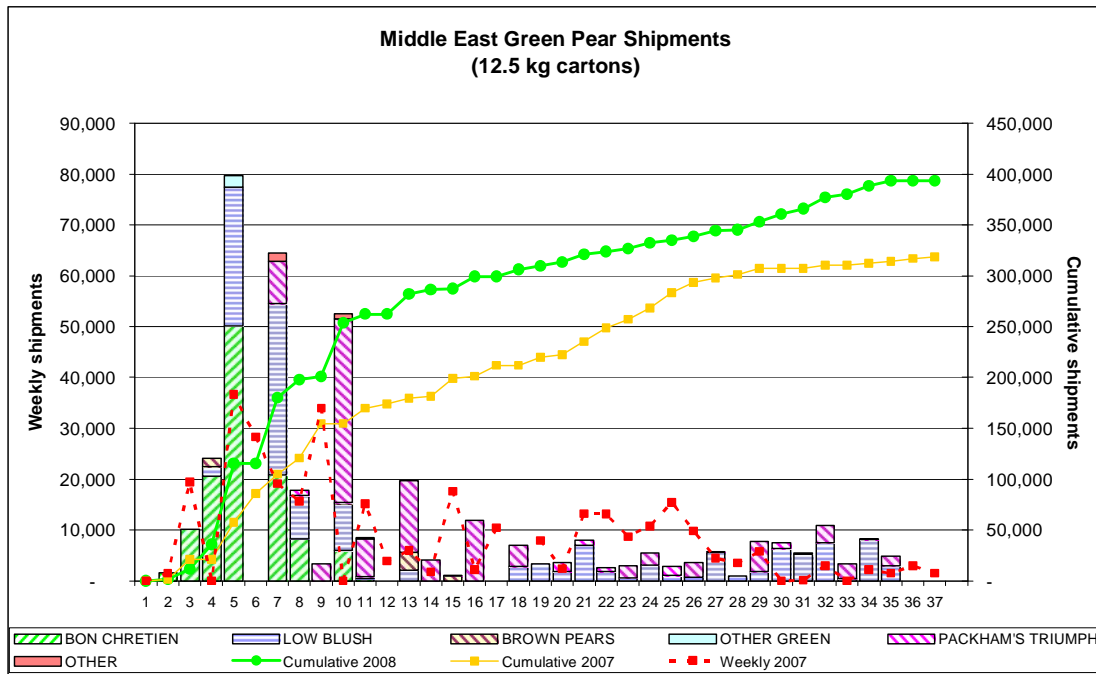
# Pears Passed For Export



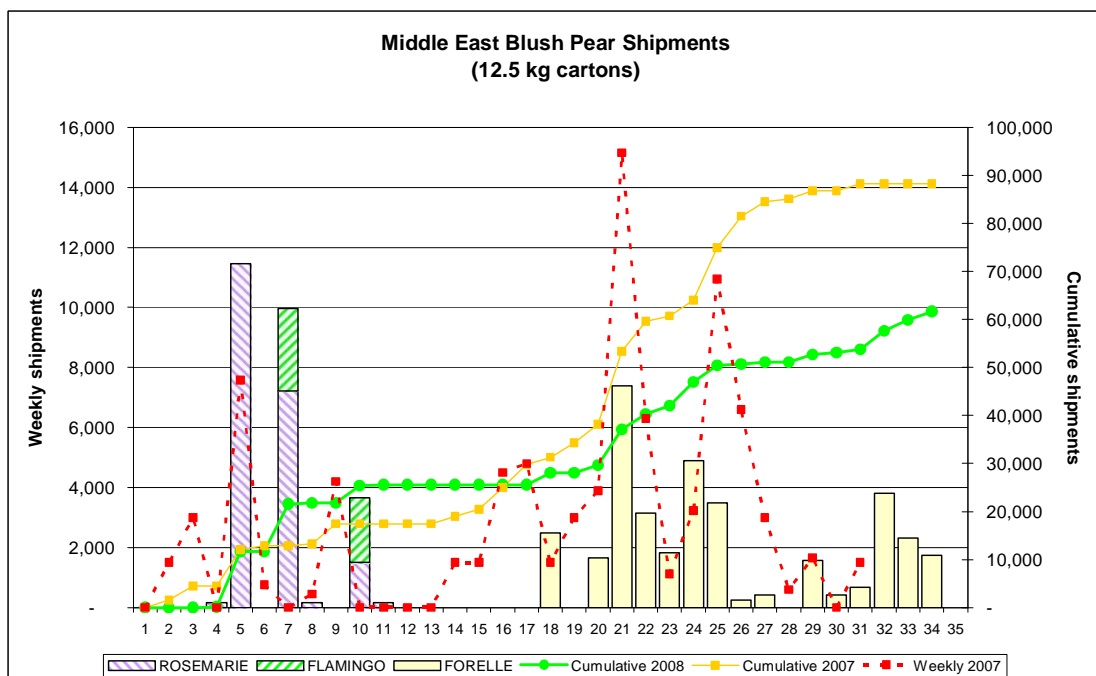
# Pears Passed For Export per cultivar Week 1-35



# Middle East Market: Pear Shipments

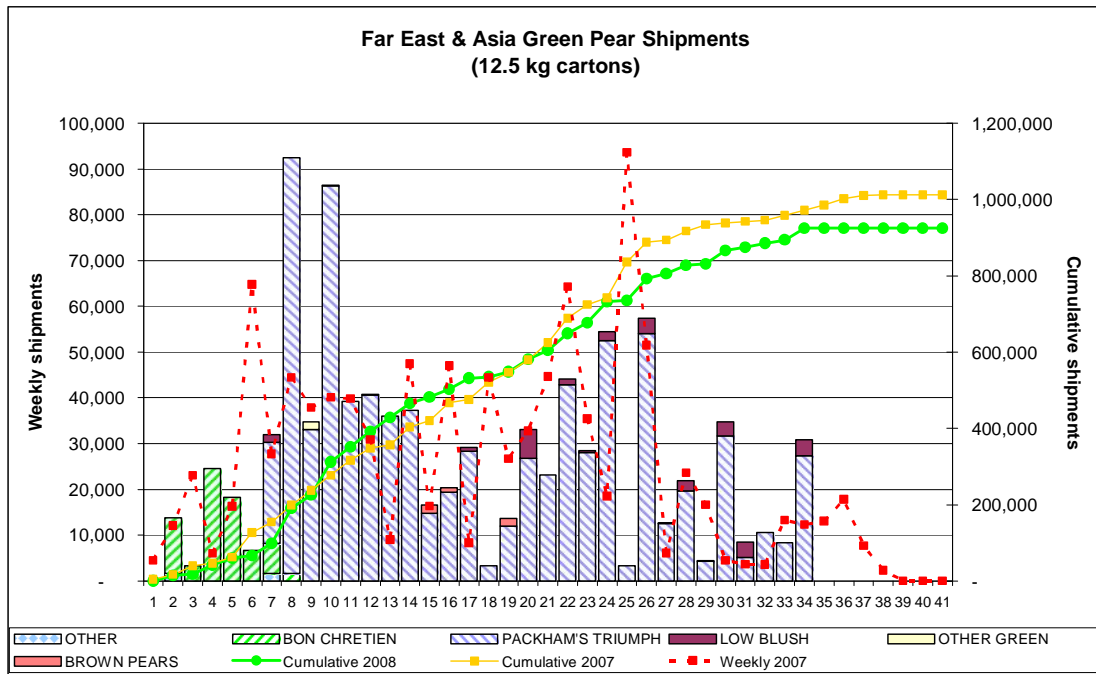


| Weekly volumes            | 2007    | 2008    | Difference |      |
|---------------------------|---------|---------|------------|------|
| Week 35                   | 1,500   | 4,814   | 3,314      | 221% |
| <b>Cumulative volumes</b> |         |         |            |      |
| Week 1 to 35              | 313,875 | 393,337 | 79,462     | 25%  |

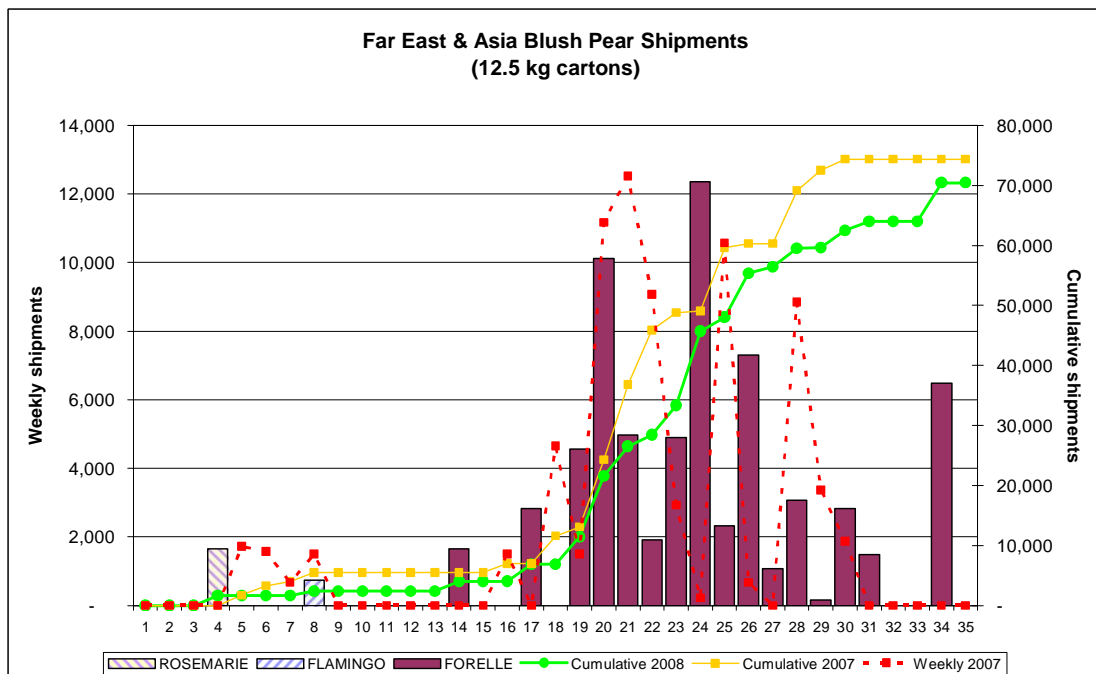


| Weekly volumes            | 2007   | 2008   | Difference |         |
|---------------------------|--------|--------|------------|---------|
| Week 35                   | -      | -      | -          | #DIV/0! |
| <b>Cumulative volumes</b> |        |        |            |         |
| Week 1 to 35              | 88,275 | 61,669 | -26,606    | -30%    |

# Far East & Asia Market: Pear Shipments

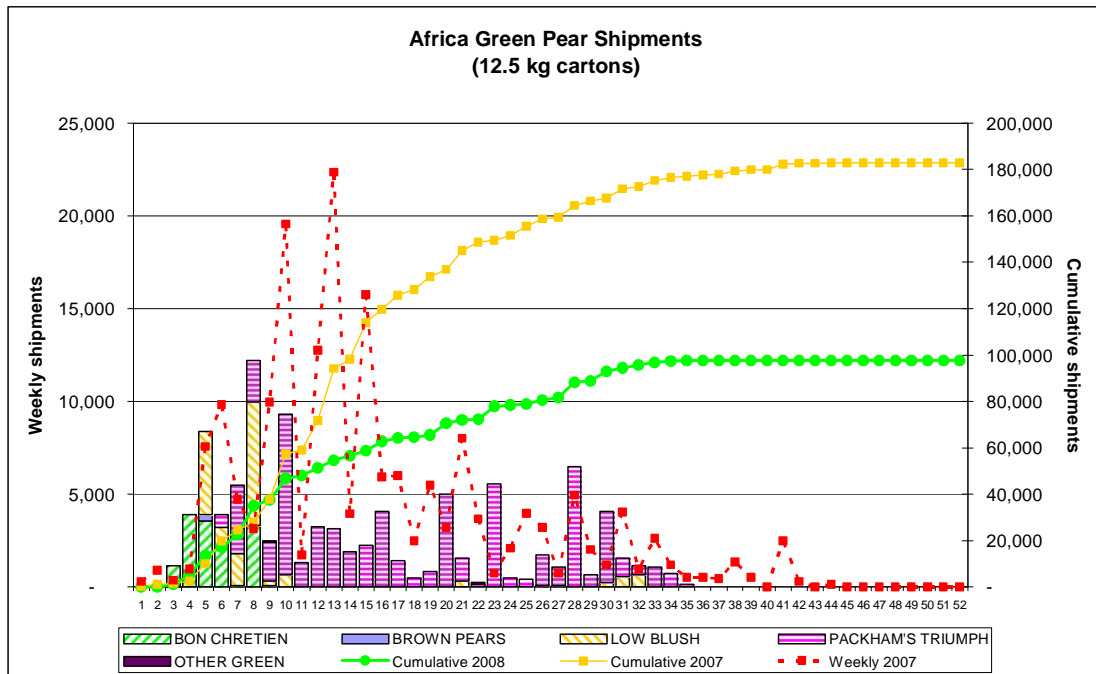


| Weekly volumes            | 2007    | 2008    | Difference |       |
|---------------------------|---------|---------|------------|-------|
| Week 35                   | 13,050  | -       | -13,050    | -100% |
| <b>Cumulative volumes</b> |         |         |            |       |
| Week 1 to 35              | 984,300 | 924,590 | -59,710    | -6%   |

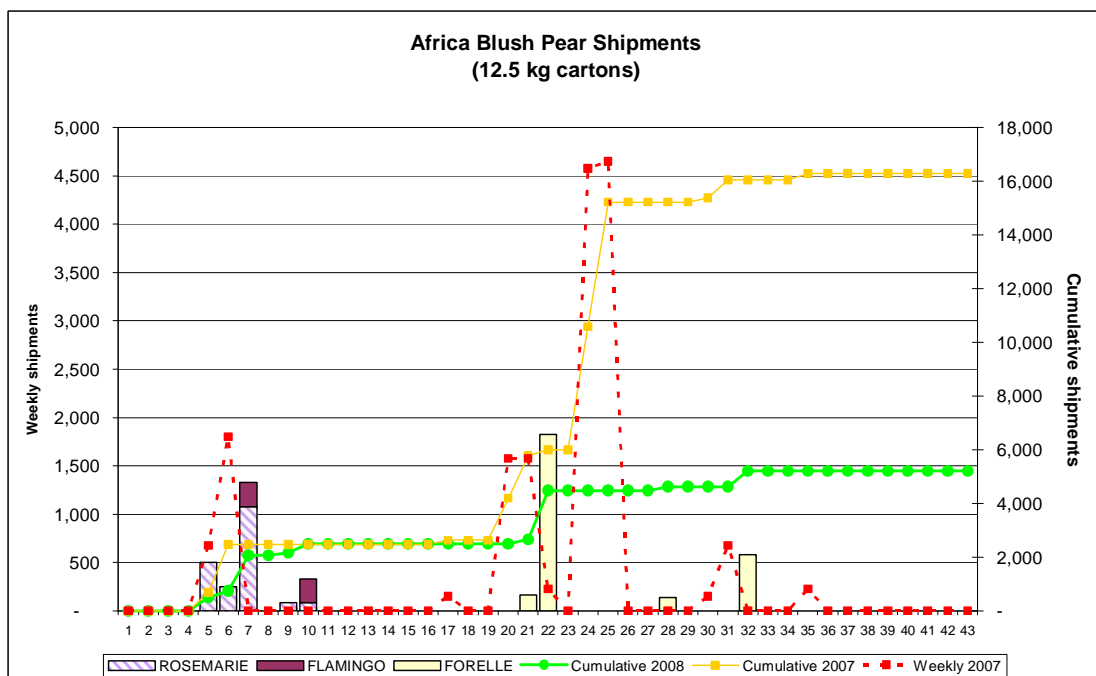


| Weekly volumes            | 2007   | 2008   | Difference |       |
|---------------------------|--------|--------|------------|-------|
| Week 35                   | 2      | -      | -2         | -100% |
| <b>Cumulative volumes</b> |        |        |            |       |
| Week 1 to 35              | 74,402 | 70,467 | -3,935     | -5%   |

# Africa Market: Pear Shipments

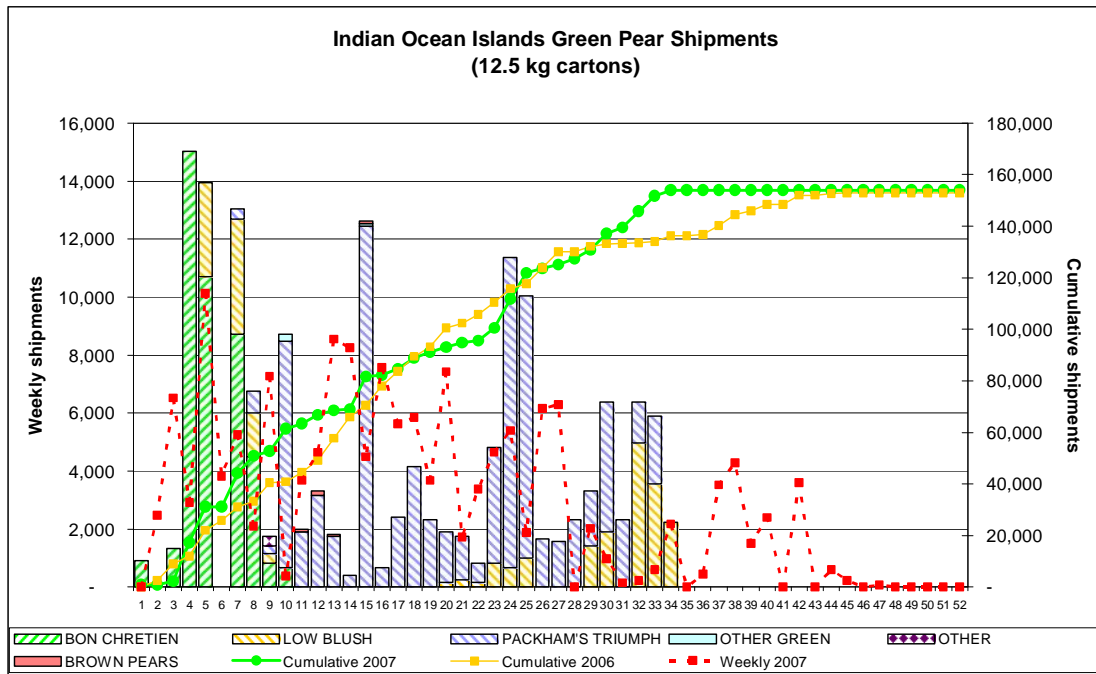


| Weekly volumes            | 2007    | 2008   | Difference |      |
|---------------------------|---------|--------|------------|------|
| Week 35                   | 525     | 166    | -359       | -68% |
| <b>Cumulative volumes</b> |         |        |            |      |
| Week 1 to 35              | 177,055 | 97,625 | -79,430    | -45% |

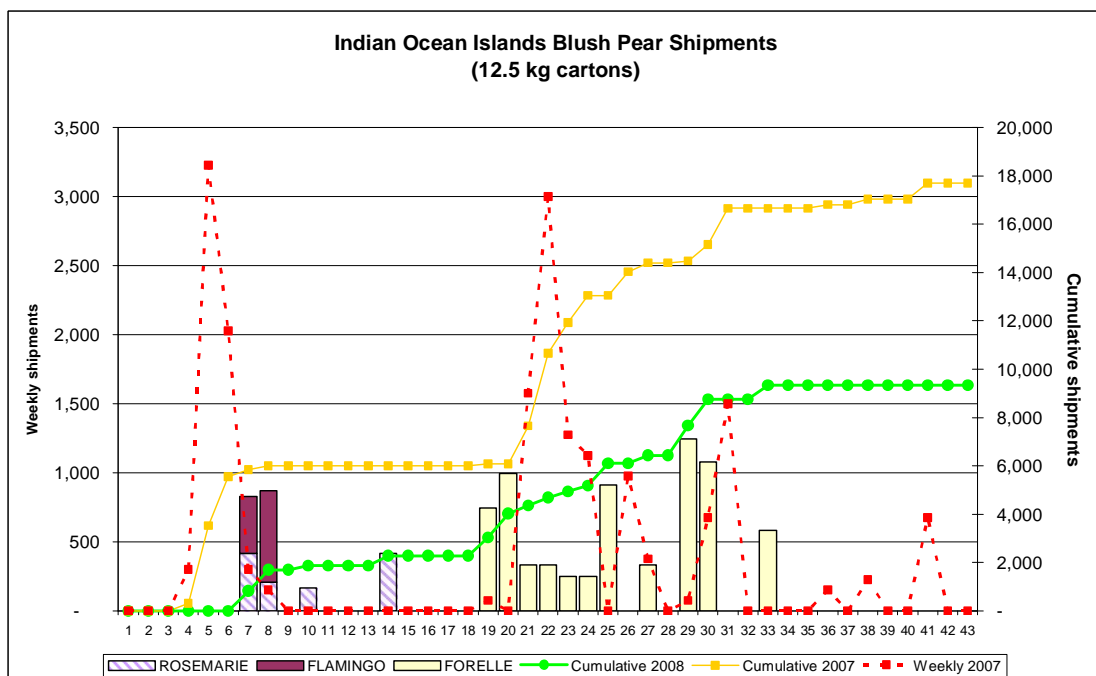


| Weekly volumes            | 2007   | 2008  | Difference |       |
|---------------------------|--------|-------|------------|-------|
| Week 35                   | 225    | -     | -225       | -100% |
| <b>Cumulative volumes</b> |        |       |            |       |
| Week 1 to 35              | 16,275 | 5,203 | -11,072    | -68%  |

# Indian Ocean Islands Market: Pear Shipments



| Weekly volumes            | 2007    | 2008    | Difference |         |
|---------------------------|---------|---------|------------|---------|
| Week 35                   | -       | -       | -          | #DIV/0! |
| <b>Cumulative volumes</b> |         |         |            |         |
| Week 1 to 35              | 136,275 | 154,007 | 17,732     | 13%     |



| Weekly volumes            | 2007   | 2008  | Difference |         |
|---------------------------|--------|-------|------------|---------|
| Week 35                   | -      | -     | -          | #DIV/0! |
| <b>Cumulative volumes</b> |        |       |            |         |
| Week 1 to 35              | 16,650 | 9,338 | -7,313     | -44%    |