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## Japan

## Citrus

## Annual

## 2007

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**Report Highlights:**

The new crop of Japanese "unshu mikan" tangerines is expected to produce good quality fruit with total output of a little over one million metric tons, up 27 percent from the previous season. A stable market price is expected throughout the season. In April 2007, the Japanese government launched the new subsidy program for "unshu mikan" growers, which focuses on a stable farm income through structural reforms. The new crop of Florida grapefruit expects total sales of 9 million cartons in Japan, recovering almost 90 percent from the prior season to pre-hurricane levels. South African grapefruit supported the Japanese market this summer when the supply was short from Florida. U.S. orange sales are quickly recovering in Japan and U.S. competitors have increased their market shares after the California freeze in 2007. The new crop U.S. lemons are expecting higher prices due to the short supplies from Arizona and Central California.

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Annual Report  
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### 2007 Japanese “Unshu Mikan” Tangerines Expect Good Crop

The Japanese production of 2007 “unshu mikan” tangerines is estimated at 1,070,000 metric tons based on the field conditions of September 1, 2007, up approximately 27 percent from the previous season, according to Japan’s fruit growers’ association.

The 2007 Japanese citrus crop is in an “on-year” production cycle, which commonly bears more fruit per tree compared to the previous season. Many fruit trees including “unshu mikan” trees repeat “on-year” and “off-year” production cycle in alternate years and trees bear more fruit in “on-years” and less fruit in “off-years”, as a part of the tree’s natural production cycle.

In May 2007, the National Fruit Grower’s Shipment Stabilization Committee set up guidelines for adequate production volume of “unshu mikan” tangerines by considering both supply and demand conditions for the 2007 crop. This process is essential to stabilize the Japanese market price. The production adjustment is commonly carried out by means of culling fruit from the trees. The committee outlined the level of adequate production and commercial shipments in 2007 for “unshu mikan” tangerines as follows:

Estimated Production (in May 2007)	1,100,000 – 1,130,000 MT
Adequate Production	1,070,000 MT
Adequate Commercial Shipments	950,000 MT
(of that, Shipments to Fresh Markets)	830,000 MT
(of that, Shipments to the processing sector)	120,000 MT
(of that, for juice processing)	90,000 MT
(of that, for canning process)	30,000 MT

Japan experienced record-high temperatures in the summer of 2007 including Japan’s major citrus producing regions Wakayama, Ehime and Saga prefectures. With high temperatures and drought it is expected that there will be a great deal of small sized fruit production in this season and Japan’s citrus industry expects that the final production volume will decline to approximately 1 million metric tons. It is also important to note that many farmers participated in the “culling fruit” process in order to achieve the production goal. This process also increases the quality of the fruit and improves the market price situation.

Although high temperatures and drought created many small sized fruits in 2007 crops, the quality of the fruit was reportedly excellent with high sugar content and good flavor, according to Tokyo citrus traders. Brix levels (sugar content) are approximately 0.5 to 1.0 degree higher than the level of average years and acid levels are approximately 0.2 to 0.4 degrees lower this year. Well balanced sugar and acid levels create a good tasty fruit.

### New Crop “Unshu Mikan” Expects Fair Market Price

The quality of the 2007 crop “unshu mikan” tangerines has been reportedly good with good flavor, sweet taste, and good fruit appearance. Marketing early-crop fruit started in mid-September in Tokyo. Although fruit sizes are smaller than the average year, commercial shipments in October are approximately 30 percent higher than the previous season. The average wholesale price in October was \$1.67 (195 yen) per kilogram, which was approximately 16 percent lower than the price of the last season. In the previous season,

"*unshu mikan*" tangerines were trading at record-high prices due to the significantly short supply situation. Early-crop "*unshu mikan*" tangerines will be sold in the market until the regular-crop varieties become available in December.

In mid October, Tokyo supermarkets sold early-crop "*unshu mikan*" for \$4.27 (498 yen) per bag of 10 small sized fruit, and \$4.98 (580 yen) per bag of 8 medium sized fruit.

\* The exchange rate of 116.38 yen per dollar is based on the Nikkei News quote on October 5, 2007.

### Post Estimates Total Tangerines/Mandarines Production at 1,115,000 MT in 2007

A great deal of Japanese tangerine/mandarin production is attributed by "*unshu mikan*" tangerines, but the production of "*iyokan*" and "*hassaku*" is not negligible. Both "*iyokan*" and "*hassaku*" are late varieties and their harvesting and marketing take place in late January and February when the sales of "*unshu mikan*" tangerines end. Fruit weight of "*iyokan*" is approximately 200 grams and the fruit has very sweet flavor and is juicy. The cultivar of "*iyokan*" is believed to be a natural tango. While, fruit weight of "*hassaku*" is approximately 400 grams and the cultivar of "*hassaku*" is believed to be a natural tangelo derived from pommelo. Post estimates the 2007 production of "*iyokan*" and "*hassaku*" to be 66,000 and 49,000 metric tons, respectively. In the PS&D table, the 2007 production estimate of tangerines/mandarins shows 1,115,000 metric tons, which includes "*unshu mikan*", "*iyokan*" and "*hassaku*" varieties.

### Government's New Subsidy Program Started in April 2007

The old direct payment price-subsidy program ended in March 2007. The new subsidy program focuses on the stabilization of farm business and farm income through structural reform in the fruit-producing regions. As a part of structural reform program, "*unshu mikan*" tangerine farmers are eligible to receive subsidies as follows:

Reform Type	Subsidy Amount
Transplanting trees	220,000 yen/10a
Grafting trees	Up to one half of the total cost
Abandoning groves	100,000 yen/10a
<ul style="list-style-type: none"> <li>- Exchange rate is 116.38 yen per dollar on October 5, 2007 (by Nikkei News)</li> <li>- 10a equals to 0.2471 acres</li> </ul>	

(Source: MAFF)

Transplanting to better fruit cultivars is commonly carried out to reflect the current market demand and to achieve a better production yield.

Projects conducted to improve farm infrastructures such as improving farm roads, reducing hilly lands, improving the soil conditions, improving the water ways, etc. farmers are eligible to receive subsidies up to one half of the total cost.

The new program also focuses on the stabilization of the market price by controlling the shipment volume of "*unshu mikan*" tangerines to the fresh produce market. In each year, the committee, which consists of the Ministry of Agriculture, Forestry and Fisheries (MAFF),

local governments and growers coops, sets an adequate shipment volume for the season by looking at both supply and demand situations and instructs growers how to adjust their production in order to meet the goal. The production adjustment is usually carried out by means of culling fruit from the trees. Farmers who participate in this program are eligible to collect subsidies with one half of the total cost.

During harvest, if the nation's total production exceeds the target production level, the committee suggests growers divert some shipments to the processing sector such as juicing or canning processes in order to avoid over-flooding the fresh produce market. Growers who participate in this program are eligible to receive \$0.29 (34 yen) per kilogram for the products diverted to processing.

### **The Sales of Florida Grapefruit Expect 9 Million Cartons in the 2007/08**

The sales of Florida grapefruit have been recovering very quickly in the Japanese market since the hurricanes hit Florida citrus growing regions in 2004 and 2005. Japanese traders expect sales of 9 million cartons (approximately 153,000 metric tons) in the 2007/08 season, which will be recovering almost 90 percent from the prior season to pre-hurricane levels.

The first shipment of new crop grapefruit left Florida on September 24 with a load of 7,000 cartons (approximately 119 metric tons) and is expected to arrive in Japan by early November, according to Japanese citrus traders. The fruit quality of the new crop is good and the fruit is juicy. Fruit size in general this season is relatively small due largely to the short rainfalls in August and September in the growing regions. This season's first shipment to Japan also was about one month later than the previous season.

The Florida Department of Citrus schedules a trade seminar for Japanese grapefruit buyers, users and media people in early November and this event truly signifies the start of Florida grapefruit sales promotions in Japan. The sales in early season are relatively slow but early-crop fruit are largely used as a gift pack during Japan's traditional year-end gift giving season.

Florida grapefruit sales will come in full force in the New Year when the flavor of grapefruit improves with higher sugar content and balanced acid levels. It is also important to note that domestic citrus products such as *unshu mikan* tangerines dominate the Japanese citrus market until late January. Japanese citrus traders begin making their full sales pitch to market Florida grapefruit in February. The sales target is approximately 2 million cartons (metric tons) each month until May, according to traders at Tokyo Ohta Fresh Produce Market.

In late October 2007, South African grapefruit was the majority grapefruit marketed in Japan. South African grapefruit were trading at Tokyo Ohta Wholesale Market for \$24.05 (2,800 yen) per 17-kilogram carton for sizes 32, 35, 40, 45, 50 and 55 (the size 32 has 32 grapefruit in a 17-kilogram carton). Japanese citrus traders expect that Florida grapefruit will likely market for \$30.07 (3,500 yen) per 17-kilogram cartons when they arrive in Japan in November.

In the retail sector, South African grapefruit are selling at various prices from \$0.75 (88 yen) to \$0.85 (100 yen) per fruit during the supermarket's sales promotional period. The regular supermarket price lies from \$1.18 (138 yen) to \$1.54 (180 yen) for a large sized fruit. Smaller sized fruit are selling at \$3.41 (398 yen) for a bag of 4 fruit and \$4.27 (498 yen) for 6 fruit. Both white and ruby/red fruit are selling at the same price.

### **South African Grapefruit Enjoyed Fairly Stable Summer Market**

The marketing of South African grapefruit starts in June when Florida fruit sales end and finishes when Florida's new crop arrives in Japan in early November. In the 2006/07 season, approximately 4 million cartons (68,000 metric tons) of South African grapefruit (including Swaziland fruit) were sold in Japan from June 2007 to October 2007.

Although the pre-season estimate indicated that approximately 5.5 million cartons (93,500 metric tons) would be sold in Japan in the 2006/07 season, the final sales count was reduced significantly due to (1) the strong demand in European countries, (2) the unfavorable exchange rate for the Japanese yen, and (3) the higher ratio of smaller sized fruit, according to Japanese traders. The fruit quality in general was good through out the season and it maintained reasonably higher market prices during the season. In July 2007 when sales were at the peak, South African grapefruit were trading at \$25.77 (3,000 yen) per 17-kilogram carton for large sized fruit, \$24.05 (2,800 yen) for medium sized ones and \$21.48 (2,500 yen) for small sized ones at Tokyo Ohta Wholesale Market.

### **400,000 Cartons of Israel Sweeties Expected Arriving Japan in the 2007/08**

According to Japanese trade sources, Israel plans to export 400,000 cartons (approximately 5,600 metric tons) of Sweeties to Japan in the 2007/08 season, down approximately 20 percent from the level of the previous season. The first shipment is scheduled to arrive in Japan by reefer containers in late October with 150,000 cartons (approximately 2,100 metric tons). The rest is scheduled to be in Japan in late November by chartered boat.

In the recent years, the sales of Israel Sweeties have been declining. It was at over one million cartons (14,000 metric tons) when the sales were at the peak prior to 2000. When Sweeties were first introduced into Japan in mid 90s it created a sales boom in Japan's citrus market; however, the boom has left and the sales have declined in the past a few years.

### **U.S. Orange Sales Recovering to 5 Million Cartons in the 2007/08**

California orange groves were significantly damaged by freezing temperatures in the 2006/07 season and Japanese sales of U.S. oranges reached only 2.6 million cartons (44,500 metric tons). Post estimates the new crop U.S. orange sales to recover to the pre-freeze sales level of approximately 5 million cartons (85,000 metric tons).

According to Japanese trade sources, the new crop California Navels are arriving Japan in late November, which signifies the start of U.S. orange sales for the new season. Groves completely recovered from the last season's freeze and it has been reported that the new crop has many high quality fruits. Import prices are expected to be higher in this season since there are many high quality fruit, according to Tokyo citrus traders.

### **Diversifying Supply Sources in Japan's Orange Market**

U.S. oranges are largely sold in Japan from December to July when the new crop navel and Valencia oranges become available in the United States; however, this was not a case in the

2006/07 season due to the freeze in California in January 2007. In the spring of 2007, U.S. orange supplies were extremely short and the Japanese market prices of oranges skyrocketed. In some instances, California navel oranges were trading at \$55.85 (6,500 yen) per 17-kilogram carton at Tokyo Ohta Wholesale Market, which was almost twice as high as the price of the previous season. In this unstable market situation Japanese traders were looking for new supply sources of oranges.

In March 2007, the first shipment of Israel sweet oranges arrived in Japan and oranges were sold at 10 to 20 percent cheaper than the price of California navel oranges. Israel sweet orange was a seedless type. Israel sold approximately 450,000 cartons (7,683 metric tons) of sweet oranges from March to June 2007. There were no sales of Israel oranges in the previous season.

In February 2007, Tarocco oranges from Sicily, Italy were introduced to the Japanese market. Tarocco had red-color flesh, a similar variety to U.S. Moro orange and was easily peeled by hands. Tarocco oranges were trading at \$34.37 (4,000 yen) per 7-kilogram carton at Tokyo Ohta Wholesale Market. Tarocco oranges were sold nationwide at department stores and supermarkets. Italy sold approximately 100,000 cartons (700 metric tons) of Tarocco oranges from February to May 2007.

In May 2007, a large volume of Valencia oranges from Spain arrived in Japan. Spanish Valencia oranges were trading at \$36.94 (4,300 yen) per 14-kilogram carton at Tokyo Ohta Wholesale Market. The total imports of Spanish Valencia were approximately 36,000 cartons (508 metric tons) from April to June 2007. There were no orange imports from Spain in the previous season.

Mexico also supplied Valencia oranges from March to June 2007 with the total volume of approximately 50,000 cartons (835 metric tons). Mexican Valencia oranges were trading at \$42.96 (5,000 yen) per 17-kilogram carton, a similar price to California Valencias at Tokyo Ohta Wholesale Market. There were no orange imports from Mexico in the previous season.

### **New Crop US Lemons Expecting Higher Market Prices**

According to Japanese traders, new crop lemons from the United States are trading at significantly higher prices this season since the fresh lemon output from Arizona and Central California are expecting to decline significantly.

New crop products from Arizona and California arrived in the Japanese market in late October and the U.S. products were slowly replacing the products from Chile and South Africa in the retail stores, which were largely sold during the summer season. In early November, new crop lemons (from Arizona) were trading at \$47.25 (5,500 yen) per 17-kilogram carton at Tokyo Ohta Wholesale Market, which was almost twice as high as the price of the previous season. Chile lemons were trading at a similar price to U.S. lemons

In early November, Tokyo supermarket sold Chile lemons at \$0.84 (98 yen) for a large sized fruit and \$1.70 (199 yen) for a bag of 3 medium sized lemons.

### Import Duties on Citrus Products

All duties are charged on a CIF basis. These duties are not subject to further reductions outside the next round of WTO negotiations. The applicable import duties for citrus products are as follows:

TARIFF CODE (HS)	DESCRIPTION	DUTY RATE (%)
0805.10-000	Fresh Orange, Imports during the December-May period	32 %
	Fresh Orange, Imports during the June-November period	16 %
0805.40-000	Fresh Grapefruit	10 %
0805.30-010	Fresh Lemon	Free
2009.11-110	Orange Juice, Frozen, Containing added sugar, Not more than 10% by weight of sucrose, naturally and artificially contained	25.5 %
2009.11-190	Orange Juice, Frozen, Containing added sugar, Other	29.8% or 23 yen/kg, whichever is the greater
2009.11-210	Orange Juice, Frozen, Not containing added sugar, Not more than 10% by weight of sucrose	21.3 %
2009.11-290	Orange Juice, Frozen, Not containing added sugar, Other	25.5 %
2009.12-110	Orange Juice, Not frozen, of a Brix value not exceeding 20, Containing added sugar, Not more than 10% by weight of sucrose, naturally and artificially contained	25.5 %
2009.12-190	Orange Juice, Not frozen, of a Brix value not exceeding 20, Containing added sugar, Other	29.8% or 23 yen/kg, whichever is the greater
2009.12-210	Orange Juice, Not frozen, of a Brix value not exceeding 20, Not containing added sugar, Not more than 10% by weight of sucrose	21.3 %
2009.12-290	Orange Juice, Not frozen, of a Brix value not exceeding 20, Not containing added sugar, Other	25.5 %
2009.19-110	Orange Juice, Other, Containing added sugar, Not more than 10% by weight of sucrose,	25.5 %

	naturally and artificially contained	
2009.19-190	Orange Juice, Other, Containing added sugar, Other	29.8% or 23 yen/kg, whichever is the greater
2009.19-210	Orange Juice, Other, Not containing added sugar, Not more than 10% by weight of sucrose	21.3 %
2009.19-290	Orange Juice, Other, Not containing added sugar, Other	25.5 %
2009.21-110	Grapefruit Juice, Of a Brix value not exceeding 20, Containing added sugar, Not more than 10% by weight of sucrose, naturally and artificially contained	23 %
2009.21-190	Grapefruit Juice, Of a Brix value not exceeding 20, Containing added sugar, Other	29.8% or 23 yen/kg, whichever is the greater
2009.21-210	Grapefruit Juice, Other, Not more than 10% by weight of sucrose	19.1 %
2009.21-290	Grapefruit Juice, Other, Other	25.5 %
2009.29-110	Grapefruit Juice, Other, Containing added sugar, Not more than 10% by weight of sucrose, naturally and artificially contained	23 %
2009.29-190	Grapefruit Juice, Other, Containing added sugar, Other	29.8% or 23 yen/kg, whichever is the greater
2009.29-210	Grapefruit Juice, Other, Other, Not more than 10% by weight of sucrose	19.1 %
2009.29-290	Grapefruit Juice, Other, Other, Other	25.5 %
2009.31-211	Lemon Juice, Of a Brix value not exceeding 20, Not containing added sugar, Not more than 10% by weight of sucrose	6 %
2009.39-211	Lemon Juice, Of a Brix value exceeding 20, Not containing added sugar, Not more than 10% by weight of sucrose	6 %

## PS&amp;D Tables and Trade Matrices

## Fresh Orange PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Oranges, Fresh</b>						(HECTARES) (1000 TREES)(1000 MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Area Planted	1060	1060	1060	960	960	960	0	0	900
Area Harvested	1050	1050	1050	940	940	951	0	0	890
Bearing Trees	630	630	630	564	564	571	0	0	534
Non-Bearing Trees	18	18	18	36	36	16	0	0	18
Total No. Of Trees	648	648	648	600	600	587	0	0	552
Production	13	13	13	12	12	10	0	0	8
Imports	115	115	115	110	110	91	0	0	115
Total Supply	128	128	128	122	122	101	0	0	123
Exports, Fresh	0	0	0	0	0	0	0	0	0
Fresh Dom. Consumption	128	128	128	122	122	101	0	0	123
For Processing	0	0	0	0	0	0	0	0	0
Total Distribution	128	128	128	122	122	101	0	0	123

Orange Juice PS&D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>			65	Degrees Brix				
<b>Commodity</b>	<b>Orange Juice</b>						(MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Deliv. To Processors	0	0	0	0	0	0	0	0	0
Beginning Stocks	18000	18000	18000	17000	17000	17000	17000	17000	17000
Production	0	0	0	0	0	0	0	0	0
Imports	90975	90975	90975	91000	91000	89741	0	0	90000
Total Supply	108975	108975	108975	108000	108000	106741	17000	17000	107000
Exports	0	0	0	0	0	0	0	0	0
Domestic Consumption	91975	91975	91975	91000	91000	89741	0	0	90000
Ending Stocks	17000	17000	17000	17000	17000	17000	0	0	17000
Total Distribution	108975	108975	108975	108000	108000	106741	0	0	107000

Fresh Orange Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Oranges, Fresh		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	86380	U.S.	44533
Others		Others	
Australia	12133	Australia	18043
Chile	9086	South Africa	10111
South Africa	7716	Chile	8820
Italy	19	Israel	7683
New Zealand	12	Mexico	835
		Italy	730
		Spain	508
Total for Others	28966		46730
Others not Listed	2		2
Grand Total	115348		91265

## Orange Juice Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Orange Juice		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	3523	U.S.	2458
Others		Others	
Brazil	81647	Brazil	81070
Mexico	2253	Mexico	1798
Australia	801	Israel	932
Netherlands	666	Australia	794
Italy	644	Italy	653
Spain	312	Belize	531
Belize	299	Spain	343
Israel	278	Netherlands	277
South Korea	128	South Africa	273
Canada	105	Egypt	176
Total for Others	87133		86847
Others not Listed	319		436
Grand Total	90975		89741

## Fresh Orange Wholesale Price Table

<b>Prices Table</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Oranges, Fresh		
Prices in	Yen	per uom	KG
Year	2006	2007	% Change
Jan	190	225	18%
Feb	184	277	51%
Mar	178	275	54%
Apr	194	285	47%
May	204	274	34%
Jun	196	253	29%
Jul	193	236	22%
Aug	192		-100%
Sep	193		-100%
Oct	195		-100%
Nov	192		-100%
Dec	194		-100%
Exchange Rate	116.36	Local Currency/US \$	
Date of Quote	10/5/2007	MM/DD/YYYY	

## Fresh Grapefruit PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Grapefruit, Fresh</b>						(HECTARES)(1000 TREES)(1000 MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USD A Official	Post Estimate	Post Estimate New	USD A Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Area Planted	0	0	0	0	0	0	0	0	0
Area Harvested	0	0	0	0	0	0	0	0	0
Bearing Trees	0	0	0	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0	0	0	0
Total No. Of Trees	0	0	0	0	0	0	0	0	0
Production	0	0	0	0	0	0	0	0	0
Imports	153	153	153	234	234	223	0	0	254
Total Supply	153	153	153	234	234	223	0	0	254
Exports, Fresh	0	0	0	0	0	0	0	0	0
Fresh Dom. Consumption	153	153	153	234	234	223	0	0	254
For Processing	0	0	0	0	0	0	0	0	0
Total Distribution	153	153	153	234	234	223	0	0	254

## Grapefruit Juice PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Grapefruit Juice</b>						(MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Deliv. To Processors	0	0	0	0	0	0	0	0	0
Beginning Stocks	5000	5000	5000	1000	1000	1000	1000	1000	1000
Production	0	0	0	0	0	0	0	0	0
Imports	21733	21733	21733	25000	25000	22134	0	0	22000
Total Supply	26733	26733	26733	26000	26000	23134	1000	1000	23000
Exports	0	0	0	0	0	0	0	0	0
Domestic Consumption	25733	25733	25733	25000	25000	22134	0	0	22000
Ending Stocks	1000	1000	1000	1000	1000	1000	0	0	1000
Total Distribution	26733	26733	26733	26000	26000	23134	0	0	23000

Fresh Grapefruit Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Grapefruit, Fresh		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	93540	U.S.	145032
Others		Others	
South Africa	48404	South Africa	66100
Israel	8892	Israel	6730
Swaziland	2316	Swaziland	4179
Chile	142	Cuba	670
Argentina	42	Chile	599
		Argentina	46
		Switzerland	100
		Taiwan	14
Total for Others	59796		78438
Others not Listed	2		2
Grand Total	153338		223472

## Grapefruit Juice Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Grapefruit Juice		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	3829	U.S.	6978
Others		Others	
Israel	13238	Israel	9606
South Africa	1353	South Africa	2558
Belize	858	Mexico	1046
Italy	690	Belize	762
Mexico	659	Italy	495
Spain	367	Australia	254
Cuba	303	Cuba	132
Australia	286	Spain	110
South Korea	50	Netherlands	91
Canada	37	South Korea	23
Total for Others	17841		15077
Others not Listed	63		79
Grand Total	21733		22134

## Fresh Grapefruit Wholesale Price Table

<b>Prices Table</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Grapefruit, Fresh		
Prices in	Yen	per uom	KG
Year	2006	2007	% Change
Jan	179	144	-20%
Feb	184	161	-13%
Mar	189	163	-14%
Apr	194	162	-16%
May	191	160	-16%
Jun	175	157	-10%
Jul	163	159	-2%
Aug	162		-100%
Sep	160		-100%
Oct	156		-100%
Nov	172		-100%
Dec	151		-100%
Exchange Rate	116.36	Local Currency/US \$	
Date of Quote	10/5/2007	MM/DD/YYYY	

## Fresh Lemon PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Lemons, Fresh</b>						(HECTARES)( 1000 TREES)(1000 MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Area Planted	0	0	0	0	0	0	0	0	0
Area Harvested	280	280	280	280	280	280	0	0	280
Bearing Trees	0	0	0	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0	0	0	0
Total No. Of Trees	0	0	0	0	0	0	0	0	0
Production	4	4	4	4	4	4	0	0	4
Imports	72	72	72	72	72	66	0	0	70
Total Supply	76	76	76	76	76	70	0	0	74
Exports, Fresh	0	0	0	0	0	0	0	0	0
Fresh Dom. Consumption	76	76	76	76	76	70	0	0	74
For Processing	0	0	0	0	0	0	0	0	0
Total Distribution	76	76	76	76	76	70	0	0	74

Lemon Juice PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Lemon Juice</b>						(MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Deliv. To Processors	0	0	0	0	0	0	0	0	0
Beginning Stocks	500	500	500	1000	1000	1000	1000	1000	2000
Production	0	0	0	0	0	0	0	0	0
Imports	12918	12918	12918	12000	12000	13799	0	0	13000
Total Supply	13418	13418	13418	13000	13000	14799	1000	1000	15000
Exports	0	0	0	0	0	0	0	0	0
Domestic Consumption	12418	12418	12418	12000	12000	12799	0	0	13000
Ending Stocks	1000	1000	1000	1000	1000	2000	0	0	2000
Total Distribution	13418	13418	13418	13000	13000	14799	0	0	15000

Fresh Lemon Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Lemons, Fresh		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	52976	U.S.	43342
Others		Others	
Chile	14486	Chile	18510
South Africa	3091	South Africa	2819
New Zealand	833	New Zealand	1117
Argentina	385	Argentina	339
Australia	15	Mexico	101
		Spain	44
		Australia	28
Total for Others	18810		22958
Others not Listed	1		6
Grand Total	71787		66306

## Lemon Juice Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Lemon Juice		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	670	U.S.	790
Others		Others	
Israel	3620	Israel	4113
Argentina	3477	Argentina	3937
Italy	3166	Italy	2971
Brazil	1643	Brazil	1684
Spain	259	Spain	268
Chile	39	Turkey	20
India	36	Chile	13
		China	1
Total for Others	12240		13007
Others not Listed	6		2
Grand Total	12916		13799

## Fresh Lemon Wholesale Price Table

<b>Prices Table</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Lemons, Fresh		
Prices in	Yen	per uom	KG
Year	2006	2007	% Change
Jan	194	231	19%
Feb	186	340	83%
Mar	201	369	84%
Apr	260	368	42%
May	258	349	35%
Jun	252	298	18%
Jul	241	262	9%
Aug	237		-100%
Sep	236		-100%
Oct	264		-100%
Nov	269		-100%
Dec	218		-100%
Exchange Rate	116.36	Local Currency/US \$	
Date of Quote	10/5/2007	MM/DD/YYYY	

## Fresh Tangerine PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Tangerines/Mandarin s, Fresh</b>						(HECT ARES) (1000 TREE S)(100 0 MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/200 5	10/200 5		10/200 6	10/200 6		10/200 7	10/200 7
Area Planted	64360	64360	64360	62490	62490	62490	0	0	59900
Area Harvested	61020	61020	61020	58820	58820	59250	0	0	56790
Bearing Trees	36612	36612	36612	35292	35292	35550	0	0	34074
Non-Bearing Trees	6012	6012	6012	6606	6606	5832	0	0	5598
Total No. Of Trees	42624	42624	42624	41898	41898	41382	0	0	39672
Production	1290	1290	1290	1096	1096	977	0	0	1115
Imports	10	10	10	10	10	4	0	0	5
Total Supply	1300	1300	1300	1106	1106	981	0	0	1120
Exports, Fresh	5	5	5	5	5	3	0	0	5
Fresh Dom. Consumption	1153	1153	1153	973	973	850	0	0	985
For Processing	142	142	142	128	128	128	0	0	130
Total Distribution	1300	1300	1300	1106	1106	981	0	0	1120

## Tangerine Juice PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Tangerine /Mandarin Juice</b>						(MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Deliv. To Processors	95000	95000	95000	85000	85000	85000	0	0	90000
Beginning Stocks	2000	2000	2000	1500	1500	1500	1000	1000	1000
Production	9500	9500	9500	8500	8500	8500	0	0	9000
Imports	0	0	0	0	0	0	0	0	0
Total Supply	11500	11500	11500	10000	10000	10000	1000	1000	10000
Exports	0	0	0	0	0	0	0	0	0
Domestic Consumption	10000	10000	10000	9000	9000	9000	0	0	9000
Ending Stocks	1500	1500	1500	1000	1000	1000	0	0	1000
Total Distribution	11500	11500	11500	10000	10000	10000	0	0	10000

## Fresh Tangerine Export Trade Matrix

<b>Export Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Tangerines/Mandarins, Fresh		
Time Period	Oct.-Sept.	Units:	Metric Tons
Exports for:	2005		2006
U.S.	256	U.S.	156
Others		Others	
Canada	4364	Canada	2267
Hong Kong	160	Taiwan	106
Taiwan	146	Hong Kong	91
Singapore	40	Singapore	34
Guam	15	Guam	18
Northern Mariana Islands	4	Northern Mariana Islands	9
North Korea	3		
Total for Others	4732		2525
Others not Listed	0		2
Grand Total	4988		2683

## Fresh Tangerine Import Trade Matrix

<b>Import Trade Matrix</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Tangerines/Mandarins, Fresh		
Time Period	Oct.-Sept.	Units:	Metric Tons
Imports for:	2005		2006
U.S.	8738	U.S.	1977
Others		Others	
Australia	962	Australia	1039
Chile	442	Chile	896
New Zealand	358	New Zealand	457
Taiwan	75	Taiwan	91
South Korea	12	South Korea	21
Total for Others	1849		2504
Others not Listed	1		2
Grand Total	10588		4483

## Fresh Tangerine Wholesale Price Table

<b>Prices Table</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Tangerines/Mandarins, Fresh		
Prices in	Yen	per uom	KG
Year	2006	2007	% Change
Jan	149	280	88%
Feb	161	271	68%
Mar	149	344	131%
Apr	242	1218	403%
May	1101	1185	8%
Jun	851	958	13%
Jul	741	844	14%
Aug	685		-100%
Sep	374		-100%
Oct	211		-100%
Nov	256		-100%
Dec	271		-100%
Exchange Rate	116.36	Local Currency/US \$	
Date of Quote	10/5/2007	MM/DD/YYYY	

## Fresh Citrus, Others PS&amp;D Table

<b>PSD Table</b>									
<b>Country</b>	<b>Japan</b>								
<b>Commodity</b>	<b>Citrus, Other, Fresh</b>						(HECTARES)(1000 TREES)(1000 MT)		
	2005	Revised		2006	Estimate		2007	Forecast	
	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New	USDA Official	Post Estimate	Post Estimate New
<b>Market Year Begin</b>		10/2005	10/2005		10/2006	10/2006		10/2007	10/2007
Area Planted	3570	3570	3570	3380	3380	3380	0	0	3210
Area Harvested	3540	3540	3540	3340	3340	3350	0	0	3180
Bearing Trees	2124	2124	2124	2004	2004	2010	0	0	1908
Non-Bearing Trees	54	54	54	72	72	54	0	0	54
Total No. Of Trees	2178	2178	2178	2076	2076	2064	0	0	1962
Production	61	61	61	51	51	58	0	0	55
Imports	0	0	0	0	0	0	0	0	0
Total Supply	61	61	61	51	51	58	0	0	55
Exports, Fresh	0	0	0	0	0	0	0	0	0
Fresh Dom. Consumption	55	55	55	47	47	53	0	0	50
For Processing	6	6	6	4	4	5	0	0	5
Total Distribution	61	61	61	51	51	58	0	0	55

## Fresh Citrus, Other Wholesale Price Table

<b>Prices Table</b>			
<b>Country</b>	Japan		
<b>Commodity</b>	Citrus, Other, Fresh		
Prices in	Yen	per uom	KG
Year	2006	2007	% Change
Jan	205	239	17%
Feb	186	207	11%
Mar	159	199	25%
Apr	145	197	36%
May	147	186	27%
Jun	132	168	27%
Jul	93	148	59%
Aug	117		-100%
Sep	59		-100%
Oct	151		-100%
Nov			
Dec	266		-100%
Exchange Rate	116.36	Local Currency/US \$	
Date of Quote	10/5/2007	MM/DD/YYYY	