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## Report Name: Fresh Deciduous Fruit Annual

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## Report Highlights:

The same problems that beset apple production in 2020/2021, especially harvest labor shortages, could persist into 2021/2022. This is expected to constrain production increases, with 2021/22 production forecast at 578,000 metric tons (MT). Although this is five percent up on the 2020/2021 crop, primarily because of expanded harvested area, it still remains substantially below the record crop harvested in 2019/20. Exports are also forecast to increase to 380,000 MT (up seven percent), but this would still be below the levels reached pre-COVID-19.

## Executive Summary

The same problems that beset apple production in 2020/21, especially labor shortages, could persist into $2021 / 2022$. This is expected to constrain production increases, with $2021 / 22$ production forecast at 578,000 metric tons (MT). Although this is five percent up on the 2020/2021 crop, primarily because of the increased harvested area, it still remains substantially below the record crop harvested in 2019/20. Exports are also forecast to increase to 380,000 MT (up seven percent), but this would still be below the levels reached pre-COVID-19. It is likely labor shortages at harvest will remain for the 2021/2021 harvest. Increased shipping costs and unreliability of shipping schedules also look set to continue. This, combined with increased post-harvest grading and packing costs, will put pressure on orchard-gate returns. As the apple sector in New Zealand is primarily orientated to production of apples for export, any blocks of apples with older varieties such as Braeburn (with forecast weak in-market pricing) may be voluntarily reduced at harvest or not harvested at all. New planting is continuing but is now centered on Maori tribal groups investing in land-use change for the long term.

Although early indications were for a near-record New Zealand apple crop in 2020/2021, a number of factors tempered expectations, and production is now estimated to have slumped six percent from the previous year to $553,000 \mathrm{MT}$. Hailstorms caused widespread damage in key apple areas, but even more important was the impact on production and exports caused by severe staffing shortages during the harvest. The shortages were a result of New Zealand's international border closures because of COVID19 , limiting the number of short-term Pacific Islands' workers able to enter New Zealand. This meant that orchardists had to limit the number of harvest picks in each orchard block, which in turn reduced the volume of export-quality fruit. Consequently, while some apples were eventually harvested for processing, others were left unharvested. Reportedly, around eight percent of the apples grown were not harvested as a direct consequence of the labor shortage. This reduced export volumes, which are estimated to reach 355,000 MT in MY 2020/2021, down 12 percent from the prior year. This situation also boosted processing, and total domestic consumption, which includes apples for processing, is estimated at 198,500 MT, four percent greater than 2019/2020. The component of domestic consumption that is consumed fresh in New Zealand is estimated to be relatively stable year to year.

Apple harvested area in New Zealand for 2020/2021 is revised down to 10,200 hectares (ha), only 20 ha greater than 2019/2020. There have been reports that some poorer performing blocks were pulled out prior to harvest and some blocks left completely unharvested.

For pears, total production in New Zealand in 2021/2022 is forecast at 11,950 MT, a 12 percent improvement on the 2020/2021 volume now estimated at 10,650 MT. The harvested area is expected to be 351 ha for 2021/2022, up six percent on the revised area for 2020/2021 of 330 ha. Yields suffered in 2020/2021 for the same reasons as the reduction in apples. While there is likely to be some production improvement in 2021/2022, labor shortages are still likely to constrain production. Pear exports are forecast at 2,750 MT for 2021/2022, 28 percent above 2020/2021. Imports are expected to drop to 3,800

MT in 2021/2022, from the estimated 4,500 MT for 2020/2021 because domestic fruit would be in more plentiful supply.

Note: The Marketing Year is from Jan 1 to Dec 31, so MY 2021/2022 will be shown as 2021/2022and refers to Jan 1, 2022 to Dec 31, 2022 in the text to conform to Northern Hemisphere country marketing years.

## Apples

## Planted and Harvested Area

## 2021/2022

While pre-COVID-19 there had been strong confidence in the apple sector to proceed with new plantings, as well as re-planting existing blocks, that confidence is no longer universally held. However, Maori tribal groups, who are taking a long term view of land-use change, are making significant investments into horticulture and have recently started planting apples at a significant scale for New Zealand. Their planting aspirations look set to continue at least for the medium term if not into the long term, and will comprise a major proportion of the net planted area increase that is forecast at 250 to 350 ha per year. These increases are in spite of more older less profitable apple blocks being pulled out at the moment. The total planted area is now forecast to reach an estimated 11,300 hectares (ha) in 2021/22, nearly three percent up on the previous year.

Harvested area is expected to be up four percent on 2020/2021 at 10,650 ha. While there is always the risk of bad weather such as hailstorms affecting the area harvested, the key factors both positive and negative influencing area include:
> Perceptions of labor supply constraints are expected to influence the 2021/2022 harvest and beyond and are already influencing some growers' decisions. This is leading to some growers removing trees from certain blocks such as the Braeburn variety to reduce their labor demand, even if they have no fixed plans for replanting at this stage.
$>$ On the other hand, some growers are continuing to purchase trees from nurseries and continue planting either new blocks or re-developing existing blocks with new in-demand varieties using modern planting systems such as "2-D".
> New plantings from previous years continue to mature and are starting to be harvested, which is likely to more than outweigh the area being removed from production annually.

With regard to the mix of varieties, six of the top ten export varieties are New Zealand-bred and this group comprised 75 percent of the total export volume in 2019/2020. Since 2013, the area planted to new varieties now accounts for 33 percent of the total planted area.

## 2020/2021

Based on new data from Apples and Pears NZ, it is now estimated that the total planted area in 2020/21 is 11,000 ha, nearly three percent greater than 2019/2020, reflecting the general appetite back in 2019 for area expansion before COVID-19. However, the harvested area for 2020/2021 is now estimated at 10,200 ha, only 20 ha greater than 2019/2020. The harvested area was expected to have been closer to 10,490 ha as a result of new plantings becoming ready to harvest, however the combination of a hailstorm in Nelson and the labor shortages meant a significant area was not harvested at all, and some trees were even removed prior to harvest from blocks not calculated to be profitable.

| Deciduous Fruit Plantings in New Zealand by Variety ( in Hectares) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Calendar Year of Harvest | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
| Braeburn | 1589 | 1504 | 1381 | 1352 | 1303 | 1239 | 1199 | 1111 | 964 | 851 |
| Cox | 203 | 178 | 150 | 134 | 121 | 111 | 101 | 81 |  |  |
| Cripps Pink/Pink Lady | 446 | 459 | 443 | 461 | 523 | 562 | 606 | 655 | 717 | 766 |
| Dazzle |  |  |  |  |  |  |  |  | 280 | 452 |
| Envy | 272 | 285 | 315 | 346 | 416 | 544 | 610 | 733 | 856 | 933 |
| Fuji | 934 | 906 | 832 | 837 | 858 | 831 | 854 | 848 | 822 | 793 |
| Granny Smith | 256 | 246 | 240 | 219 | 233 | 231 | 247 | 230 | 250 | 256 |
| Honey Crisp |  |  |  |  |  | 141 | 152 | 140 | 139 | 147 |
| Jazz | 943 | 905 | 869 | 855 | 825 | 821 | 807 | 844 | 868 | 817 |
| Koru |  |  |  |  |  | 120 | 150 | 160 | 150 | 167 |
| Pacific Beauty | 120 | 113 | 92 | 84 | 83 | 71 | 56 | 49 |  |  |
| Pacific Queen | 351 | 456 | 622 | 730 | 827 | 878 | 880 | 862 | 859 | 856 |
| Pacific Rose | 396 | 390 | 379 | 364 | 365 | 342 | 321 | 260 | 227 | 172 |
| Pacific series Sub-Total | 867 | 959 | 1,093 | 1,178 | 1,275 | 1,291 | 1,257 | 1,171 | 1,086 | 1,028 |
| Rockit |  |  |  |  |  |  |  |  | 272 | 322 |
| Royal Gala \& sports | 2369 | 2386 | 2337 | 2410 | 2549 | 2604 | 2708 | 2859 | 2853 | 2974 |
| Other Varieties | 385 | 484 | 709 | 790 | 707 | 643 | 759 | 972 | 817 | 883 |
| Total Apple Area | 8,264 | 8,312 | 8,369 | 8,582 | 8,810 | 9,138 | 9,450 | 9,804 | 10,074 | 10,389 |
| Total Pear Area | 441 | 448 | 403 | 407 | 403 | 371 | 361 | 375 | 322 | 332 |
| Unregistered |  |  | 383 | 320 | 384 | 395 | 409 | 425 | 442 | 447 |
| Total | 8,705 | 8,760 | 9,155 | 9,309 | 9,597 | 9,904 | 10,220 | 10,604 | 10,838 | 11,168 |
| Braeburn as \% of Apple Area | 19.2\% | 18.1\% | 16.5\% | 15.8\% | 14.8\% | 13.6\% | 12.7\% | 11.3\% | 9.6\% | 8.2\% |
| Royal Gala as \% of Apple Area | 28.7\% | 28.7\% | 27.9\% | 28.1\% | 28.9\% | 28.5\% | 28.7\% | 29.2\% | 28.3\% | 28.6\% |

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## Apple Production <br> 2021/2022

Apple production in 2021/2022 is expected to bounce back from the disappointing volume produced in 2020/2021. FAS/Wellington is forecasting production at 578,000 MT, five percent up on the previous year. However, this amount would still be significantly below the record levels in 2019/20. While there had been a clear medium-term trend of increasing production as a result of industry optimism for the future and increased planted area every year since 2013, this trend has now been tempered by the impact of COVID-19 measures and labor shortages. Given normal circumstances in the sector, with the larger harvested area $(10,650)$ expectations would be for a crop well north of $600,000 \mathrm{MT}$.

Primarily, the effect of the Government's COVID-19 response of largely closing the international borders and limiting or stopping immigration of either people on short-term working visas or short stay workers from the Pacific Islands (generally as part of the Recognized Seasonal Employer (RSE) scheme) has had the biggest impact on the sector. This has significantly increased the cost of labor but more importantly, drastically affected the supply of labor available, especially at harvest. The Government has limited the RSE scheme numbers to 14,000 to 15,000 workers, about the same as 2019 . Additionally, international backpackers and seasonally employed New Zealanders make up a large proportion of total harvest labor. With essentially only New Zealand citizens allowed entry into New Zealand at present, the number of back packers left in New Zealand is now minimal. In addition, it is also becoming increasingly difficult to attract back packers as well as New Zealanders to do harvest work, especially as may other sectors are also short staffed and have plentiful job vacancies. Because of this, there is the expectation that during the next harvest second and third picks in some blocks will again be foregone to ease the demand for staffing, and some blocks may not be harvested at all.

Orchard gate revenue per tray carton equivalent (TCE) had been rising steadily since 2012/2013 while costs were relatively stable, which meant orchards were profitable, and in some years highly profitable. However, since 2019/2020 costs for nearly all inputs, especially labor and post-harvest costs, have risen sharply. This has come at a time when it appears that orchard gate revenue per TCE is reduced and production is down. As a result, orchard profitability is expected to suffer, which is likely to mean some future sector development will be called into question. There are also reports that banks are already taking a tougher line on lending to some apple growers.

## 2020/2021

Total apple production for 2020/2021 has been revised to 553,000 MT, nearly seven percent less than the record crop in 2019/2020. Early indications at the beginning of the growing season were for a nearrecord New Zealand apple crop in 2020/2021. Initially bud break and flowering was late, but temperatures warmed up quickly and there was a heavy and compressed bloom period. A number of key factors changed the situation, however, resulting in the decline in production. These include:
> Most importantly, the severely reduced labor supply for harvesting stopped many orchardists from completing three to five picks, which maximizes fruit size and quality. Instead, many growers were only able to achieve one or two picks focused on export-quality fruit, and then either collecting all the remaining apples at a later stage and sending them direct to processing, or leaving them to fall to the ground. Reportedly, about eight percent of the crop was not harvested because of the labor shortages. Not only has this reduction in the number of picks severely constrained the export volume, but has also had some impact on fruit quality later in the shipping season.
$>$ Hailstorms in the Nelson and Otago regions during December 2020 caused severe damage to many horticultural crops in those regions including the apple and pear crop.
$>$ In general, the apple size has been estimated to be similar to the previous year. This is different than expectations prior to harvest, when there were concerns fruit size would be smaller this year due to the slightly cooler summer period not providing quite enough heat units to maximize the average size.

It was estimated that the horticultural sector had a harvesting and packing staffing shortfall of 20-25 percent as a result of the international border closures. This impacted three major sources of harvest labor:
$>$ Recognized Seasonal Employer (RSE) scheme workers from the Pacific Islands were restricted by limited positions in the Managed Isolation \& Quarantine system being made available to them by the Government.
$>$ There were reduced numbers of short-term backpacker visitors because of COVID-19 travel restrictions.
$>$ Despite incentivized offers to New Zealand nationals for short-term picking or packing work, not enough local workers took up these offers to make up for the shortfall in international workers.

The effects were varied across apple growing businesses. The large integrated fruit businesses were able to cope with labor shortages better by having more sophisticated networks to attract seasonal staff and getting administrative staff to work part-time shifts in the packing sheds. Some orchardists were fortunate that the RSE workers they had employed in 2020 were not able to return to their home Islands and stayed right through to the 2021 harvest. In addition to the impact at harvest, the labor shortages also had an impact during the growing season. Chemical thinning was used more aggressively this year to reduce the amount of hand thinning needed and orchard management was adapted to the staffing available, which may have meant some orchard blocks have not been managed optimally for an exportquality crop.

In regard to the hail damage, Braeburn and Jazz varieties were the most affected. In addition, Braeburn is a later-harvested variety and has been at the bottom of the pricing ladder for many years. The latest Apples and Pears NZ data estimates that Braeburn export-quality production was reduced by 36 percent both from hail damage and being left unharvested, far greater than the 12 percent planted area reduction would have caused. Other export volume reduction estimates are: Royal Gala varieties down by eight percent, Cripps Pink down 12 percent, and Fuji down six percent. In contrast, the newer varieties such as Envy, Dazzle, Honeycrisp, and Rockit continued to show strong volume growth as new plantings came into production.

## Consumption

FAS/Wellington forecasts total apple domestic consumption in 2021/2022 to be 198,500 MT, the same as 2020/2021. Fresh consumption is expected to remain steady at 73,500 and the processing volume is also forecast to be stable at 125,000 MT. However, with a larger expected crop, if harvest labor supply is worse than anticipated this would likely boost the processing volume.

FAS/Wellington estimates total apple domestic consumption in 2020/2021 at 198,500 MT, four percent greater than 2019/2020. Of this total, 73,500 MT would be for fresh consumption in New Zealand, which is relatively stable and accounts for approximately 12 to 13 percent of the total crop produced. The balance of domestic consumption is for processing, which is estimated at $125,000 \mathrm{MT}$ for 2020/2021, seven percent up on the previous year. The pressure on harvest staffing has meant a reduced proportion of the total crop will have been able to be picked at a time to that maximized their quality for export and will instead have been harvested later for processing. In addition, the haildamaged fruit that was not thinned out earlier is anticipated to have bolstered the processing volume.

A range of apple products are produced in New Zealand such as juice, juice concentrates, diced and sliced apples, apple puree, and apple paste. Most of these products are for export, and the major product is apple juice, with approximately six to seven million liters being exported annually. Australia and the United States are the largest markets for New Zealand apple juice. Approximately 1.2 million liters are imported annually, two-thirds of which comes from China.

## Trade

## Exports

## 2021/2022

FAS/Wellington is forecasting the export volume for $2021 / 2022$ at $380,000 \mathrm{MT}$, which would be nearly seven percent greater than the previous year. Although up due to higher production, this level still remains significantly below highs reached pre-COVID-19. The reason for the lower export volume is because of the likelihood of a shortage of labor at harvest and reduced picks of export-quality fruit, as mentioned earlier.

## 2020/2021

For 2020/2021, apple exports are now estimated at $355,000 \mathrm{MT}$, which would be 12 percent less than $2019 / 2020$. This is a result of the lower production estimate compounded by the labor shortages during harvest, which meant some apples were not able to be picked at the optimum maturity for export and were either harvested later for processing or left on the trees. For the year-to-date (January-September), total apple exports are $352,535 \mathrm{MT}$ and running nearly 11 percent behind last year. With many exporters reportedly having finished shipping in August and early September, it is likely that the total shipped for the year will remain significantly below 2019/2020.

New Zealand's apple exports are diversified, with strong volumes going to Asia, the European Union, the United Kingdom, the United States, and the Middle East. The reductions in exports in 2020/21 has been especially pronounced to the EU (down 26 percent), Russia (down 27 percent), and the United Kingdom (down 18 percent). However, shipments to India are up 25 percent. There is a feeling that the Indian market for apples is maturing and becoming ready to consistently pay a higher price for high quality apples.

Reportedly, in-market pricing has been firm evidenced by the 18 percent increase in average FOB price per ton in US Dollar terms for the year-to-date (September). However, the New Zealand dollar has appreciated during the year all but eating away at the in-market increase, leaving only a four percent FOB price increase in NZ Dollar terms. Once the final returns are in this may be whittled away completely as there are reports of greater fruit losses in market than previous years for the last of the fruit shipped. Together with increased packaging costs, this may mean the orchard gate returns might not be as good as 2019/2020.

Shipping delays and abrupt schedule changes initially caused by COVID-19 continue to prevail. Obtaining enough containers of the right type for the various shipping lines is an issue. At times pack houses are having to change packaging to meet a different container and shipping line specification just because that is the only service available to meet a shipping and delivery schedule. Exporters have been troubled by not being able to ensure a smooth planned supply of fruit into the markets. At times shipping delays have caused in-market distributors and retailers to run short of fruit then two shipments may arrive in close succession causing problems for inventory control and potential problems with fruit quality.

| New Zealand Export Statistics for Fresh Apples |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Destination | Annual Total Quantity (MT) by Calendar Year |  |  |  |  | January-September |  |  |
| Country | 2016 | 2017 | 2018 | 2019 | 2020 | 2020 | 2021 | $\begin{gathered} \% \Delta \\ 2021 / 20 \end{gathered}$ |
| Total for E.U. | 75,040 | 78,310 | 96,280 | 74,496 | 77,947 | 77,947 | 57,978 | -25.62 |
| United Kingdom | 42,925 | 49,237 | 44,665 | 43,299 | 39,449 | 39,449 | 32,443 | -17.76 |
| China | 17,491 | 16,586 | 22,171 | 45,015 | 38,406 | 37,938 | 35,674 | -5.97 |
| Vietnam | 8,316 | 13,311 | 18,149 | 25,874 | 31,965 | 30,645 | 32,389 | 5.69 |
| United States | 48,625 | 38,220 | 40,462 | 33,883 | 28,494 | 28,494 | 26,554 | -6.81 |
| Taiwan | 32,183 | 23,673 | 22,437 | 20,858 | 26,901 | 26,854 | 29,050 | 8.18 |
| Thailand | 24,889 | 23,605 | 18,654 | 32,890 | 23,406 | 22,688 | 19,887 | -12.35 |
| India | 13,253 | 9,667 | 25,787 | 17,068 | 22,272 | 22,025 | 27,542 | 25.05 |
| Russia | 5,757 | 8,168 | 8,152 | 8,992 | 21,443 | 21,443 | 15,611 | -27.2 |
| UAE | 17,785 | 18,178 | 15,424 | 14,198 | 19,141 | 18,275 | 15,471 | -15.34 |
| Hong Kong | 10,183 | 13,416 | 14,074 | 19,010 | 16,062 | 15,393 | 12,773 | -17.02 |
| Rest of the World | 50,466 | 52,559 | 43,134 | 55,359 | 55,702 | 52,951 | 47,163 | -10.93 |
| World Total | 346,913 | 344,930 | 369,389 | 390,942 | 401,188 | 394,102 | 352,535 | -10.55 |
| Av FOB Price USD/MT | \$1,414 | \$1,416 | \$1,449 | \$1,458 | \$1,417 | \$1,409 | \$1,666 | 18.24 |
| Av FOB Price NZD/MT | \$2,039 | \$1,998 | \$2,066 | \$2,198 | \$2,263 | \$2,253 | \$2,343 | 3.99 |
| Av FOB Price NZD/TCE | \$36.71 | \$35.96 | \$37.19 | \$39.56 | \$40.73 | \$40.55 | \$42.17 | 3.99 |

Source: TDM LLB. Note the FOB (Free-On-Board) price is only indicative as a significant proportion of the fruit is sold on consignment without a fixed price when shipped and the customs document re value is a best estimate at the time of shipping.


## Imports

New Zealand only imports very limited quantities of apples, especially with the development of sufficient controlled atmosphere coolstores to keep local fruit within a couple of months of the next harvest. For 2020/2021 through September, imports have been 100 MT below the level during the same time last year. Consequently, for 2020/2021 the estimated total is reduced to 500 MT and for 2021/2022 it is forecast that imports will again be 500 MT.

| New Zealand Import Statistics for Fresh Apples |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Origin Country | Annual Quantity (MT) by Calendar Year |  |  |  |  | JanuarySeptember QTY (MT) |  |
|  | 2016 | 2017 | 2018 | 2019 | 2020 | 2020 | 2021 |
| United States | 281 | 414 | 152 | 467 | 489 | 183 | 134 |
| New Zealand | 42 | 43 | 0 | 150 | 149 | 149 | 86 |
| Poland | 0 | 0 | 12 | 0 | 0 | 0 | 0 |
| Italy | 0 | 25 | 0 | 0 | 0 | 0 | 0 |
| World Total | 323 | 482 | 164 | 617 | 638 | 332 | 220 |

## Production, Supply, and Distribution Table - Apples

| Apples, Fresh <br> Market Year Begins <br> New Zealand | 2019/2020 |  | 2020/2021 |  | 2021/2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan 2020 |  | Jan 2021 |  | Jan 2022 |  |
|  | USDA Official | New Post | USDA Official | New Post | USDA Official | New Post |
| Area Planted (HA) | 10725 | 10725 | 11050 | 11000 | 0 | 11300 |
| Area Harvested (HA) | 10180 | 10180 | 10300 | 10200 | 0 | 10650 |
| Bearing Trees (1000 TREES) | 0 | 0 | 0 | 0 | 0 | 0 |
| Non-Bearing Trees (1000 TREES) | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Trees (1000 TREES) | 0 | 0 | 0 | 0 | 0 | 0 |
| Commercial Production (MT) | 588200 | 588200 | 540000 | 550000 | 0 | 575000 |
| Non-Comm. Production (MT) | 3000 | 3000 | 3000 | 3000 | 0 | 3000 |
| Production (MT) | 591200 | 591200 | 543000 | 553000 | 0 | 578000 |
| Imports (MT) | 600 | 638 | 600 | 500 | 0 | 500 |
| Total Supply (MT) | 591800 | 591838 | 543600 | 553500 | 0 | 578500 |
| Domestic Consumption (MT) | 190600 | 190638 | 198600 | 198500 | 0 | 198500 |
| Exports (MT) | 401200 | 401200 | 345000 | 355000 | 0 | 380000 |
| Withdrawal From Market (mT) | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Distribution (MT) | 591800 | 591838 | 543600 | 553500 | 0 | 578500 |
|  |  |  |  |  |  |  |
| (HA) ,(1000 TREES) ,(MT) |  |  |  |  |  |  |
| Note: Data included in this report is not official USDA data. Official data can be found at http://www.fas.usda.gov/psd |  |  |  |  |  |  |

## Trade Policy

## New Zealand - United Kingdom Free trade Agreement

On October 21, 2021 the New Zealand and United Kingdom Governments announced an "agreement in principle" for a free trade agreement. As part of the agreement, apple exports from New Zealand would move from an eight percent tariff to duty free access for exports from January 1 to July 31. In addition, there would be a tariff free quota of 20,000 MT for exports from August 1 to December 31. These changes would commence once the FTA enters in force and remain for the first three years of the agreement. From the fourth year onwards, all apples would be duty free and quota free year-round.

## Pears

## Planted and Harvested Area

The forecast for the pear harvested area in $2021 / 22$ is 351 ha, up six percent from 2020/21. While Apples \& Pears NZ statistics data shows a small uptick in potential harvested area in 2020/2021, it was reported that the pear orchards mostly in the Nelson area suffered significant damage in the hail storm which left some blocks unharvested. As a result, the harvested area for 2020/2021 was revised down to 330 ha with the uptick in harvested area, resulting from the plantings of new varieties such as Piqa Boo, now expected to show up in the 2021/2022 year. The Apples \& Pears NZ statistics data also revised the 2019/2020 harvest area down and FAS/Wellington now estimates it at 341 ha.

## Production

Total pear production for $2021 / 2022$ is forecast at $11,950 \mathrm{MT}$, a 12 percent improvement on the 10,650 MT now estimated for the 2020/2021 year. However, if realized this would still be around six percent less than production in the 2019/2020 year, despite increased harvested area. This is a result of the anticipated labor shortages at harvest which could mean some blocks will not be fully harvested. The low estimate for total pear production for 2020/2021 is the result of the hail damage, a reduced harvested area, and labor shortages.

## Consumption

Total pear domestic consumption is forecast to remain stable at 13,000 MT for both 2021/2022 and for 2020/2021. Consumption of fresh pears is estimated at 11,000 MT for both years. Pear processing is forecast at 2,000 MT for both years, down from an estimated processing volume of 3,323 MT in 2019/2020.

## Trade

## Exports

A bigger pear crop in 2021/2022 should stimulate exports to reach 2,750 MT, 28 percent above the previous year. A greater volume of higher value new varieties such as Piqa Boo should also support increased exports. Based on the lower year-to-date volume of pear shipments in 2020/21 (through

September), the export estimate is revised down to 2,150 MT, 20 percent less than 2019/2020. The lower exports are a result the smaller production which was impacted by the hail damage and harvest labor shortage.

| New Zealand Export Statistics For Fresh Pears |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Destination Country | Annual Total Quantity (MT) by Calendar Year |  |  |  |  | January-September (MT) |  |  |
|  | 2016 | 2017 | 2018 | 2019 | 2020 | 2020 | 2021 | $\begin{gathered} \% \Delta \\ 2021 / 20 \end{gathered}$ |
| Taiwan | 1,662 | 1,226 | 1,865 | 1,540 | 969 | 969 | 1,165 | 20.23 |
| United States | 1,121 | 1,072 | 1,264 | 673 | 503 | 503 | 81 | -83.9 |
| China | 45 | 326 | 497 | 647 | 206 | 206 | 261 | 26.7 |
| United Kingdom | 280 | 282 | 236 | 193 | 157 | 157 | 0 | -100 |
| Total for E.U. | 239 | 184 | 231 | 75 | 138 | 138 | 32 | -76.81 |
| Tonga | 84 | 122 | 106 | 98 | 128 | 95 | 116 | 22.11 |
| Fiji | 251 | 101 | 137 | 199 | 126 | 126 | 73 | -42.06 |
| French Polynesia | 93 | 83 | 68 | 90 | 97 | 92 | 50 | -45.65 |
| Canada | 112 | 105 | 122 | 137 | 97 | 97 | 0 | -100 |
| Singapore | 103 | 117 | 50 | 72 | 69 | 69 | 85 | 23.19 |
| Rest of World | 622 | 167 | 236 | 210 | 210 | 186 | 232 | 24.73 |
| World Total | 4,612 | 3,785 | 4,812 | 3,934 | 2,700 | 2,638 | 2,095 | -20.58 |

## Imports

Higher expected production in 2021/2022 is likely to displace some imports for the domestic market as consumption is reasonably stable. The import forecast for $2021 / 2022$ is 3,800 MT, down nearly 16 percent from 2020/2021.

Year-to-date (through September) imports for 2020/2021 are running nearly 16 percent above previous year, and the import estimated is revised up to $4,500 \mathrm{MT}$, two percent above the prior year level. For New Zealand, imports provide fresh pear supplies to consumers out of season during the period of the year when domestic supplies have essentially run out.

| New Zealand Import Statistics for Pears |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Quantity (MT) by Calendar Year |  |  |  |  | January-September QTY (MT) |  |  |
| Origin Country | 2016 | 2017 | 2018 | 2019 | 2020 | 2020 | 2021 | $\begin{gathered} \text { \% } \Delta \\ 2021 / 20 \end{gathered}$ |
| Australia | 2,108 | 3,171 | 2,707 | 2,822 | 2,947 | 1,725 | 2,158 | 25.10 |
| China | 505 | 718 | 500 | 576 | 864 | 442 | 415 | -6.11 |
| United States | 513 | 572 | 359 | 455 | 464 | 39 | 0 | -100.00 |
| South Korea | 106 | 93 | 84 | 97 | 73 | 37 | 20 | -45.95 |
| Ecuador | 0 | 0 | 0 | 0 | 24 | 0 | 0 | 0.00 |
| Italy | 0 | 4 | 0 | 0 | 0 | 0 | 0 | 0.00 |
| World Total | 3,231 | 4,559 | 3,650 | 3,949 | 4,373 | 2,243 | 2,593 | 15.60 |

Source: Trade Data Monitor LLB

## Production, Supply, and Distribution Table - Pears

| Pears, Fresh Market Year Begins New Zealand | 2019/2020 |  | 2020/2021 |  | 2021/2022 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Jan 2020 |  | Jan 2021 |  | Jan 2022 |  |
|  | USDA Official | New Post | USDA Official | New Post | USDA Official | New Post |
| Area Planted (HA) | 375 | 375 | 375 | 375 | 0 | 375 |
| Area Harvested (HA) | 350 | 341 | 350 | 330 | 0 | 351 |
| Bearing Trees (1000 TRees) | 0 | 0 | 0 | 0 | 0 | 0 |
| Non-Bearing Trees (1000 TREES) | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Trees (1000 TREES) | 0 | 0 | 0 | 0 | 0 | 0 |
| Commercial Production (MT) | 12500 | 12500 | 11500 | 10550 | 0 | 11750 |
| Non-Comm. Production (MT) | 200 | 200 | 200 | 100 | 0 | 200 |
| Production (MT) | 12700 | 12700 | 11700 | 10650 | 0 | 11950 |
| Imports (MT) | 4400 | 4400 | 4000 | 4500 | 0 | 3800 |
| Total Supply (MT) | 17100 | 17100 | 15700 | 15150 | 0 | 15750 |
| Domestic Consumption (MT) | 14400 | 14400 | 12700 | 13000 | 0 | 13000 |
| Exports (MT) | 2700 | 2700 | 3000 | 2150 | 0 | 2750 |
| Withdrawal From Market (mT) | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Distribution (MT) | 17100 | 17100 | 15700 | 15150 | 0 | 15750 |
|  |  |  |  |  |  |  |

Note: Data included in this report is not official USDA data. Official data can be found at http://www.fas.usda.gov/psd

## Attachments:

No Attachments


[^0]:    Note: The unregistered area includes planted area not currently producing fruit for export. Also the PSD harvested area includes an estimated non-commercial area.

