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## **Japan**

### **Fresh Deciduous Fruit**

## **Fresh Deciduous Fruit Annual Report 1998**

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#### **Report Highlights:**

The 1998 apple crop in Japan is expected to reach 964,000 tons, down 3 percent from last year, but up 6 percent from 1996. While Fujis and Tsugarus account for the great majority of sales, Jonagold is the fastest growing variety with production expected to reach 85,000 tons, up from 72,000 tons in 1996. Japanese table grape production is expected to be roughly unchanged at 247,000 tons. Japanese pear production is expected to rise 6,000 tons to just over 433,000 tons. Production of western-style pears, while a small share of the total, is rising rapidly and will account for most of the growth in the pear crop in 1998.

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Includes PSD changes: Yes  
Includes Trade Matrix: Yes  
Annual Report  
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## Production

### Apples:

Japanese apple production in 1998 is estimated at 964,100 metric tons, down 3 percent from last year, according to a preliminary report released by the Ministry of Agriculture, Forestry and Fisheries (MAFF). This report is based on growing conditions as of August 1. The 1998 harvested area dropped by 2 percent to 45,600 hectares, due to a transition in production to new varieties and retirement of old trees. Some apple orchards have had to close their operations, partly due to a continuing labor shortage on the farm. In addition, some apple growing regions experienced poor pollination and less fruit set than normal years, caused by heavy rain fall during the blossoming season.

Fuji and Tsugaru varieties, which are known for their juicy and sweet taste, are Japan's favorites and continue to lead Japanese apple varieties. Fuji accounts for over 52 percent of Japan's apple production. Jonagold is the fastest growing new variety, with acreage up by 5 percent over 1997. By contrast, Red Delicious, Senshu and Jonathan continue to decline in importance as orchards become old and less productive and the area planted to these varieties declines. Area planted to Red Delicious declined by 16 percent from the previous year, and the production is estimated at 13,600 metric tons in this season.

Aomori and Nagano Prefectures are Japan's leading apple-producing regions, providing approximately 70 percent of Japan's total apple production.

### Pears:

Post estimates Japan's pear production for the 1997 season at 433,600 metric tons, a marginal increase over the previous season, based on preliminary MAFF estimates for "Nashi" Japanese sand pear production. "Nashi" production accounts for approximately 94 percent of Japan's total pear production. Western style pear production is estimated at 28,500 metric tons in the 1998/99 season, accounting for 6 percent of Japan's pear production and growing rapidly. At 23.55 MT/ha, average pear yield is estimated to be 2 percent higher than last year, due to good pollination and excellent fruit set in the major pear production regions (Tottori and Chiba Prefectures). Some young trees with new varieties have become mature and set to full production.

Kosui, Hosui and Twentieth-Century orchards produce approximately 80 percent of Japan's total pear production. Production acreage for popular varieties, Shinko and Hosui increased marginally by 1 percent over the previous year. Meanwhile, acreage for old varieties, Shinsui, Chojuro and Twentieth-Century declined by 16 percent, 14 percent and 8 percent, respectively, from last year.

### Table Grapes:

A preliminary MAFF estimate (based on growing conditions as of July 1) indicates that Japanese table grape production in 1998 will be 246,700 metric tons, down 2 percent from the previous year.

The 1998 area harvested to table grapes declined by 3 percent from last year, due largely to retiring orchards caused by aging farm populations and transplanting to other fruit varieties. Reportedly, Japan's major table grape growing regions experienced mild weather in the spring of 1998 when blossoming, pollination and fruiting took place . Relatively good weather has continued until the harvesting season.

Harvested areas for Pione variety (a large grape variety) continues to grow, with an increase of 6 percent annually. Japan's popular variety, Kyoho (a large, deep purple, sweet grape developed in Japan) has also increased its production area by 1 percent, over the previous year. Harvested areas for other varieties have in turn declined, with Neo Muscat, Delaware, Campbell's Early, Koshu and Muscat Berry A acreage falling by 13 percent, 8 percent, 8 percent, 6 percent and 3 percent, respectively, over the previous year. Yamanashi Prefecture is Japan's leading grape producing region, followed by Nagano and Yamagata. These three prefectures supply approximately 50 percent of Japan's table grape production.

**Japanese Production of Apples by Variety  
(Metric Tones)**

<b>VARIETY</b>	<b>1996</b>	<b>1997</b>	<b>1998 1/</b>
Fuji	463,500	533,100	508,200
Tsugaru	121,400	137,400	133,700
Ohrin	81,900	86,900	84,400
Jonagold	72,400	79,200	85,800
Red Delicious 2/	18,200	15,200	13,600
Senshu	22,300	22,000	21,200
Mutsu	26,300	27,400	26,800
Hokuto	26,000	22,400	23,700
Jonathan	12,000	12,300	12,400
Others 3/	55,300	57,200	54,300
<b>TOTAL</b>	<b>899,200</b>	<b>993,100</b>	<b>964,100</b>

1/ Preliminary

2/ Includes Star King Delicious

3/ Includes Golden Delicious and other minor varieties

Source: Ministry of Agriculture, Forestry and Fisheries (MAFF)

**Japanese Production of Table Grapes by Variety  
(Metric Tons)**

<b>VARIETY</b>	<b>1996</b>	<b>1997</b>	<b>1998 1/</b>
Kyoho	73,000	77,600	76,500
Delaware	59,100	58,900	55,100
Campbell's Early	20,900	21,000	21,300
Muscat Berry A	17,600	17,200	17,200
Koshu	11,200	10,700	10,100
Neo Muscat	6,310	6,020	5,320
Pione	14,200	14,900	15,900
Others 2/	42,380	44,520	45,280
<b>TOTAL</b>	<b>244,400</b>	<b>250,900</b>	<b>246,700</b>

1/ Preliminary

2/ Includes hothouse grown grapes, wine varieties and others

Source: Ministry of Agriculture, Forestry and Fisheries (MAFF)

## Consumption & Marketing

### Apples:

According to the Family Income and Expenditure Survey of the Government of Japan's Management and Coordination Agency, per capita annual consumption of fresh apples was 4.82 kilograms in 1997. As over 99.9 percent of local consumption is filled by domestic production, Japan's consumption of fresh apples track fairly closely with output.

**Japanese Production and Utilization of Apples**  
(1,000 Metric Tons)

Crop Year 1/	Total Harvest	Fresh Imports	Fresh Consump tion	Fresh Exports	Processing		
					Juice	Jam	Canned
1996/97	899.2	0.3	760.9	3.6	118.2	7.9	9.2
1997/98 2/	993.1	0.1	817.5	3.6	153.0	9.0	10.0
1998/99 3/	964.1	0.1	794.2	4.0	148.5	8.0	9.5

1/ Crop Year is July - June.

2/ Utilization of fresh apples at the processing sector for the 1997/98 year is estimated on the utilization of apples in Aomori Prefecture.

3/ Agricultural Affairs Office estimate.

Source: Compiled by Agricultural Affairs Office based on information from the Ministry of Agriculture, Forestry and Fisheries (MAFF).

### Apples (Prices):

Japan's average wholesale prices of apples in the 1997/98 season received relatively low prices at the auction market, due to an increased output of domestic production over the previous season. Japan's popular varieties, Fuji, Jonagold, Ohri and Tsugaru continued to receive high prices at the auction market. By contrast, Gold and Red Delicious have been losing popularity at the Japanese market, which is reflected in lower prices.

Nagano's Tsugaru apples are typically marketed first, in August and September, followed by Aomori's fuji apples, which arrive in mid-September. The current price in Tokyo's supermarket for Nagano's Tsugaru apples is 118 yen for a medium sized apple and 350 yen for a plastic bag of 3 medium sized apples. A large sized Tsugaru is sold at 178 yen. Aomori's Fuji apples are currently marketed at 168 yen for a small sized apple in Tokyo supermarkets, 228 yen for a medium sized apple. Aomori's Ohri is marketed at 178 yen for a medium sized apple, and 238 yen for a large sized Mutsu apple.

### Pears and Table Grapes:

Over 99 percent of fresh pears and nearly 90 percent of fresh table grapes are consumed in the fresh market. Like apples, Japan's consumption of fresh pears and fresh table grapes depend largely on the level of Japanese production for the year, since imports are relatively small.



According to the Family Income and Expenditure Survey of the Government of Japan's Management and Coordination Agency, per capita consumption of fresh pears is approximately 2.0 kilograms annually, and the consumption of fresh table grapes is approximately 1.0 kilograms.

**Pears and Table Grapes (Prices):**

Japanese supermarkets and retailers started marketing Kosui variety in early August, and Hosui variety in late August. Kosuis and Hosuis are marketed until mid September and early October, respectively. At Tokyo's supermarket, Kosuis and Hosuis are currently sold at 158 yen for a size 4L (extra large-size) fruit. During retailer's sales promotion week, Kosuis were marketed at 118 yen for a size 3L (large-size) pear or 348 yen for a plastic bag of 3 size 3L fruit. Kosuis were also promoted at 450 yen for a plastic bag of 6 medium sized fruit and 498 yen for a bag of 10 small sized fruit.

The marketing season for Japanese table grapes began in early August. Current retail prices for Kyoho grapes (dark purple color with extra large berry size) are 128 yen for 100 grams and 480 - 580 yen for a cluster of Kyoho grapes. Berry A grapes (a similar variety to Kyoho with slightly smaller berry size) are marketed at 78 yen for 100 grams and 400 - 500 yen for a cluster of Berry A grapes. Delaware (light purple color with small berry size) grapes are currently retailing for 598 yen for a plastic container of 4 clusters at Tokyo's supermarket, 880 yen for 6 clusters or 158 yen for one cluster. One cluster of Neo Muscat grapes is currently retailing at 498 yen, while Muscat grapes are priced at 700 yen/cluster.

**Japanese Average Wholesale Prices for Apples by Variety 1/**  
**(Yen per Kilogram)**

<b>VARIETY</b>	<b>1995</b>	<b>1996</b>	<b>1997</b>
Jonathan	235	229	190
Golden Delicious	172	198	140
Red Delicious	191	209	179
Jonagold	290	287	247
Fuji	293	292	245
Ohrin	229	222	216
Tsugaru	244	264	211
<b>AVERAGE for All Varieties</b>	272	271	235

1/ Represents average wholesale prices of fruits and vegetables at wholesale markets located in cities with a population of more than 200,000. Average exchange rates were 96.45 yen to one U.S. dollar in 1995, 112.65 yen in 1996, and 122.70 yen in 1997.

Source: The Ministry of Agriculture, Forestry and Fisheries (MAFF)

**Japanese Average Wholesale Prices for Table Grapes by Variety 1/  
(Yen per Kilogram)**

VARIETY	1995	1996	1997
Kyoho	807	795	719
Delaware	754	759	680
Campbell's Early	364	324	297
Muscat Berry A	424	432	400
AVERAGE for All Varieties	722	720	666

1/ Represents average wholesale prices of fruits and vegetables at wholesale markets located in cities with a population of more than 200,000. Average exchange rates were 96.45 yen to one U.S. dollar in 1995, 112.65 yen in 1996, and 122.70 yen in 1997.

Source: The Ministry of Agriculture, Forestry and Fisheries (MAFF)

**Apples (Marketing):**

In past seasons, U.S. apple exporters as well as Japanese retailers and wholesalers have tried a number of marketing strategies to build demand for U.S. apples in Japan, including promotions aimed at table consumption, as well as cooking and food service uses. However, with little success since the market opening in 1995, Japanese buyers have concluded the quality characteristics of U.S. Red and Golden Delicious are not well-suited for Japanese market. Japanese fresh produce industry and U.S. apple industry hope for a turnaround in the market with import approval of additional apple varieties.

While accounting for a tiny share of the total market, imports from other foreign suppliers (Korea, New Zealand, France) are expected to rise slightly next season. Recently, MAFF decided to proceed with the liberalization of fuji apples from Tasmania. Shipments are expected to begin with the 1999 crop.

**Table Grapes (Marketing):**

The marketing season for domestic table grapes is relatively short, beginning in early August and ending in late September. Japanese retailers and wholesalers begin marketing California table grapes as soon as domestic grape marketings end and continue until late January, with peak shipments occurring in November and December. Some California table grapes are marketed in June before the season for Japanese table grapes starts. Chilean grapes are marketed in Japan from late December through late May.

The Japanese table grape market is extremely quality-oriented and the majority of Japanese table grapes are sold within a few days after being harvested. Freshness, sweet taste and appearance of the fruit are important factors for marketing table grapes in Japan. Grapes with Brix levels of 14 degrees and over are considered to have good marketing potential. California Red Globes have normally Brix levels of 17-18 degrees. Japanese consumers prefer large-size table grapes like Japanese Kyohos, Muscat and Pione. California Red Globes have been successfully marketed in Japan due largely to its large berry size. Currently, Red Globes account for over 90 percent of California grape sales in Japan. California Red Globes also have a good reputation among Japanese traders, with its long lasting firm berries. California Thompson Seedless is also marketed in Japan's food service and retail sectors.

Chileans also supply Red Globes and Thompson Seedless to the Japanese market. Lately, the quality of Chilean grapes has improved significantly due largely to improvements in temperature controlled distribution and storage.

In the 1997 season, Japanese importers sold California Red Globes to Japanese wholesalers at 2,800 - 3,000 yen for a 18-pound case, while Chilean Red Globes were sold at approximately 2,500 yen for a 7.7-kilogram case. California table grapes are packaged in styrafoam boxes, while Chilean grapes are packed in wood cases.

California and Chilean table grapes are marketed in a similar manner as domestic table grapes through national and regional supermarket chains. One or two clusters of table grapes are packaged in a plastic tray and are sold at retailer's fresh produce section. California table grapes are often marketed along with other U.S. foods in events such as "American Fair" promotions,

which are popular among Japanese supermarkets. Chilean grapes are rarely promoted by either retailers or food service operators.

## **Trade**

### **Apples:**

As a result of poor consumer demand for U.S. Red and Golden Delicious varieties, there were no shipments of U.S. apples in the 1997/98 season, down from 100 tons in 1996/97 (and 8,500 tons in 1995/96).

Imports from New Zealand continue to fall. New Zealand supplied 112 metric tons of fresh apples in 1997/98 season, reduced 43 percent from the previous season. An average import price was \$0.69 per kilogram (CIF) in 1997/98, dramatically reduced from the previous season's price of \$2.48 per kilogram. Korea supplied 7 metric tons of Fuji apples to Japan in the 1997/98 season. An average price was \$1.57 per kilogram (CIF), unchanged from last year. France supplied, as very first time, 12 metric tons of Golden Delicious apples to Japan in the 1997/98 season, after the government of Japan had lifted an import ban of fresh apples from France in the summer of 1997. An average price was \$1.50 per kilogram (CIF).

### **Pears:**

Japan imports a very small quantity of pears from Korea. Japan does not import Western style pears from the United States due to phytosanitary restrictions. Japan exports small quantities of Japanese sand pears (6,200 metric tons in the 1997/98 season) to neighboring Asian countries and the U.S.

### **Table Grapes:**

Japan's imports of fresh table grapes for the 1997 season were up by approximately 8.9 percent from last year's levels. The U.S. and Chile are the two major suppliers, accounting for over 99% of imports. In the 1997 marketing season, Japan imported 2,488 metric tons of fresh table grapes from the United States, valued at \$5.9 million (C.I.F.) while Chile supplied 4,805 MT worth \$11 million (C.I.F.). Chile increased shipment volume of table grapes by 21 percent in the 1997 season. The Chilean table grape season for this year has already ended (December/97 through May/98), with imports down 22 percent over last year.

There will likely be no major changes in imports of table grapes from California this season, due largely to current Japan's sluggish economy, according to trade sources. The weakened yen has also discouraged Japanese importers from increasing import volume. Average import prices of U.S. and Chilean table grapes for the 1997 season were \$2.36 and \$2.28 per kilogram (C.I.F.), respectively. In 1998, the average import price of Chilean grapes was \$1.90 per kilogram (C.I.F.)

## Policy

The current import duty on fresh apples (HS code: 0808.10-000) is 18.0 percent, CIF basis.

Presently, only two varieties of U.S. fresh apples (Red and Golden Delicious varieties) may be imported into Japan, with all other varieties subject to a phytosanitary ban. The United States conducted the confirmation tests of fumigation effectiveness for five additional varieties of U.S. apples (Fuji, Jonagold, Braeburn, Granny Smith, Gala) in the summer of 1997. However, there has been no progress in gaining approval despite the successful completion of the fumigation effectiveness tests.

Meanwhile, the U.S. government continues to seek systemic reform in MAFF's variety-by-variety approval policy. This issue had been discussed at the WTO and the consultations with the panel completed this summer. An interim report has been drafted and will be officially released in October.

The government of Japan lifted an import ban on French Golden Delicious apples in the summer of 1997, and will likely open the market for Australian Fuji apples (fruit from Tasmania) in this fall.

The import duty on fresh table grapes (HS code: 0806.10-000) is 18.0 percent during March 1 to October 31, and 9.5 percent during November 1 to the last day of February. All duties are charged on a CIF basis.

In December, 1997, the government of Japan re-opened the market for Taiwanese table grapes (Kyoho and Italy varieties) after suspended for 4 years due to the outbreak of quarantine pests in Taiwan. Taiwanese table grapes need to be cold treated before shipping to Japan.

U.S. pears cannot be imported due to a phytosanitary ban.

## PS&D Tables and Trade Matrices

### Fresh Apples PS&D Table

PSD Table						
Country:	Japan					
Commodity:	Apples					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		07/1996		07/1997		07/1998
Area Planted	49900	49900	49180	49300	0	48680
Area Harvested	47200	47200	46600	46600	0	45600
Bearing Trees	46000	46000	45400	45400	0	44800
Non-Bearing Trees	3890	3890	3810	3900	0	3910
Total Trees	49890	49890	49210	49300	0	48710
Commercial Production	808700	808700	882200	891800	0	866100
Non-Comm. Production	90500	90500	99800	101300	0	98000
TOTAL Production	899200	899200	982000	993100	0	964100
TOTAL Imports	338	338	1000	131	0	150
TOTAL SUPPLY	899538	899538	983000	993231	0	964250
Domestic Fresh Consump	760913	760913	808000	817568	0	794250
Exports, Fresh Only	3625	3625	5000	3663	0	4000
For Processing	135000	135000	170000	172000	0	166000
Withdrawal From Market	0	0	0	0	0	0
TOTAL UTILIZATION	899538	899538	983000	993231	0	964250

**Fresh Apples Export Trade Matrix**

Export Trade Matrix			
Country:		Units:	Metric Tons
Commodity:			
Time period:	Jul.-Jun.		
Exports for	1996		1997
U.S.	39	U.S.	44
Others		Others	
Taiwan	1118	Taiwan	1754
Hong Kong	500	Hong Kong	832
Thailand	1070	Thailand	382
Singapore	450	Singapore	297
Malaysia	29	Malaysia	14
Philippines	62	Philippines	15
Indonesia	292	Indonesia	66
Russian Fed.	26	Russian Fed.	198
French Oceania	18	French Oceania	36
Guam	9	Guam	14
Total for Others	3574		3608
Others not listed	12		12
Grand Total	3625		3664





**Fresh Apples Import Trade Matrix**

Import Trade Matrix			
Country:		Units:	Metric Tons
Commodity:			
Time period:	Jul.-Jun.		
Imports for	1996		1997
U.S.	105	U.S.	0
Others		Others	
R. of Korea	36	R. of Korea	7
Nepal	3	France	12
New Zealand	195	New Zealand	112
Total for Others	234		131
Others not listed	0		0
Grand Total	339		131

**Fresh Apples Prices Table**

Prices Table			
Country:			
Commodity:			
Year:	1997		
Prices in (currency)	Yen	per (uom)	KG
Year	1996	1997	% Change
Jan	246	271	10.2%
Feb	241	257	6.6%
Mar	262	245	-6.5%
Apr	306	253	-17.3%
May	341	260	-23.8%
Jun	317	267	-15.8%
Jul	304	282	-7.2%
Aug	335	273	-18.5%
Sep	258	205	-20.5%
Oct	246	215	-12.6%
Nov	249	216	-13.3%
Dec	283	194	-31.4%
Exchange Rate	144.39	(Local currency/U S \$)	
Date of Quote	08/24/98	(MM/DD/ YY)	

**Fresh Pears PS&D Table**

PSD Table						
Country:	Japan					
Commodity:	Fresh Pears					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		07/1996		07/1997		07/1998
Area Planted	20500	20500	20260	20280	0	20090
Area Harvested	19080	19080	18900	18880	0	18780
Bearing Trees	4515	4515	4500	4488	0	4463
Non-Bearing Trees	622	622	584	601	0	580
Total Trees	5137	5137	5084	5089	0	5043
Commercial Production	365900	365900	393200	394700	0	400300
Non-Comm. Production	30900	30900	33600	33100	0	33300
TOTAL Production	396800	396800	426800	427800	0	433600
TOTAL Imports	14	14	0	48	0	50
TOTAL SUPPLY	396814	396814	426800	427848	0	433650
Domestic Fresh Consump	391662	391662	421300	421146	0	426850
Exports, Fresh Only	4652	4652	5000	6202	0	6300
For Processing	500	500	500	500	0	500
Withdrawal From Market	0	0	0	0	0	0
TOTAL UTILIZATION	396814	396814	426800	427848	0	433650

**Fresh Pears Export Trade Matrix**

Export Trade Matrix			
Country:		Units:	Metric Tons
Commodity:			
Time period:	Jul.-Jun.		
Exports for	1996		1997
U.S.	354	U.S.	307
Others		Others	
Hong Kong	3301	Taiwan	400
Thailand	146	Hong Kong	4310
Singapore	368	Thailand	92
Malaysia	54	Singapore	549
Philippines	29	Malaysia	84
Indonesia	35	Indonesia	58
United Kingdom	21	United Kingdom	21
Netherlands	106	Netherlands	109
Canada	110	Canada	83
Australia	62	Australia	84
Total for Others	4232		5790
Others not listed	66		103
Grand Total	4652		6200

**Fresh Pears Import Trade Matrix**

Import Trade Matrix			
Country:		Units:	Metric Tons
Commodity:			
Time period:	Jul.-Jun.		
Imports for	1996		1997
U.S.	0	U.S.	0
Others		Others	
R. of Korea	14	R. of Korea	48
Total for Others	14		48
Others not listed	0		0
Grand Total	14		48

**Fresh Pears Prices Table**

Prices Table			
Country:			
Commodity:			
Year:	1997		
Prices in (currency)	Yen	per (uom)	KG
Year	1996	1997	% Change
Jan	292	327	12.0%
Feb	268	337	25.7%
Mar	268	289	7.8%
Apr	261	316	21.1%
May	270	206	-23.7%
Jun	1133	1199	5.8%
Jul	652	547	-16.1%
Aug	402	303	-24.6%
Sep	272	270	-0.7%
Oct	246	274	11.4%
Nov	306	303	-1.0%
Dec	420	356	-15.2%
Exchange Rate	144.39	(Local currency/U S \$)	
Date of Quote	08/24/98	(MM/DD/ YY)	

**Fresh Table Grapes PS&D**

PSD Table						
Country:	Japan					
Commodity:	Fresh Table Grapes					
		1996		1997		1998
	Old	New	Old	New	Old	New
Market Year Begin		01/1996		01/1997		01/1998
Area Planted	23400	23400	22800	22800	0	22200
Area Harvested	21900	21900	21400	21400	0	20900
Commercial Production	224700	224700	232400	230200	0	226200
Non-Comm. Production	19700	19700	20700	20700	0	20500
TOTAL Production	244400	244400	253100	250900	0	246700
TOTAL Imports	6750	6750	8000	7350	0	6800
TOTAL SUPPLY	251150	251150	261100	258250	0	253500
Domestic Fresh Consump	225144	227244	233090	233739	0	228490
Exports, Fresh Only	6	6	10	11	0	10
For Processing	26000	23900	28000	24500	0	25000
Withdrawal From Market	0	0	0	0	0	0
TOTAL UTILIZATION	251150	251150	261100	258250	0	253500



**Fresh Table Grapes Export Trade Matrix**

Export Trade Matrix			
Country:		Units:	Metric Tons
Commodity:			
Time period:	Jan.-Dec.		
Exports for	1996		1997
U.S.	0	U.S.	0
Others		Others	
Hong Kong	5	Hong Kong	9
Singapore	1	Singapore	1
		Malaysia	1
Total for Others	6		11
Others not listed	0		0
Grand Total	6		11

**Fresh Table Grapes Import Trade Matrix**

Import Trade Matrix			
Country:		Units:	Metric Tons
Commodity:			
Time period:	Jan.-Dec.		
Imports for	1996		1997
U.S.	2750	U.S.	2488
Others		Others	
Chile	3958	Chile	4805
New Zealand	42	New Zealand	57
Total for Others	4000		4862
Others not listed	0		0
Grand Total	6750		7350

**Fresh Table Grapes Prices Table**

Prices Table			
Country:			
Commodity:			
Year:	1997		
Prices in (currency)	Yen	per (uom)	KG
Year	1996	1997	% Change
Jan	717	828	15.5%
Feb	511	763	49.3%
Mar	671	1118	66.6%
Apr	3004	3037	1.1%
May	1952	1819	-6.8%
Jun	1322	1190	-10.0%
Jul	1075	937	-12.8%
Aug	652	613	-6.0%
Sep	568	544	-4.2%
Oct	598	485	-18.9%
Nov	757	578	-23.6%
Dec	772	616	-20.2%
Exchange Rate	144.39	(Local currency/U S \$)	
Date of Quote	08/24/98	(MM/DD/ YY)	