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Greece

Tree Nuts

Annual Report

1999

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Report Highlights:

Adverse weather dropped 1998 almond production 17% to 12,000 mt, but the 1999 harvest is expected to improve to 14,550 mt. Greece is the largest per capita tree-nut consumer in the world eating 13,000 mt of almonds and 7,500 mt of pistachios. Greece imported \$3 million of U.S. almonds in 1997.

Includes PSD changes: Yes
Includes Trade Matrix: Yes
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Almonds

General

Almond production in 1998 reached only 12,000 MT, a 17% drop from 1997, due to adverse weather conditions. The quality of the crops in 1997, 1998, as well as the anticipated 1999 harvest, is reported to be very good to excellent. The outlook for almond production over the next 3 to 5 years is estimated to not exceed 15,000 MT of almonds annually (shelled basis), provided that weather conditions will be favorable. The output for 1999 is currently estimated to reach 14,550 MT due to favorable weather conditions.

Actual planted area has decreased to approx. 40,000-41,000 Ha. without a drop in yields due to better growing methods (more trees per area unit). New varieties, including the Feragnes, have largely replaced others because it is cold weather tolerant. Yields vary with the best size and quality kernels being those of the Feragnes variety, produced in central Greece and Macedonia. Tree planting is very limited and does not significantly affect annual outputs.

Domestic annual consumption of almonds is roughly 13,000 MT and increasing slowly, with Greece being among the largest per capita tree-nut consumers in the world. Consumption has risen almost 22% since 1991 and is expected to continue growing through the Olympic Games in 2004. Almond consumption represents 24% of total nut consumption.

Prices are set by supply and demand. Traders consider grower prices (1,200-1,350 drs/kg or \$3.9-4.3 in the 1998/99 marketing period) satisfactory but farmers complain that high input costs make production uneconomical. Almond retail prices are 1,950-2,100 Drs/kg or \$ 6.3-6.8 (roasted) and 1,800-2,000 Drs or \$5.8-6.5 (non roasted).

In CY 1997, \$15.6 million of almonds were imported, mostly from the U.S. and Spain. Exports were only \$1.3 million, mostly to other EU states. Imports were primarily used by the confectionary and chocolate industries. Imports decrease when there are enough carry over and normal production to satisfy domestic consumption. Greece produces mainly to meet its domestic demand and exports only nuts that are in excess. Promotional activity is necessary to alert importers to the high quality of U.S. products and could increase the perception of nuts as "healthy" for almonds as well as other varieties. Some U.S. almonds are used also for snacking and consumers like the quality and uniformity of the product. Support to farmers and packers is provided through EU and National legislation, as described in GR8023.

Shelled almonds purchased from the U.S. are priced at \$2.8/kg (CIF Basis) which this year is a very competitive price and quality is good and consistent. The value of U.S. almonds imported in CY 1997 reached \$3.0 million.

Pistachios

General

Pistachio production in 1998 reached 4,700 MT, a good recovery after a bad year in 1997, while the 1999 output is reported to be much better, reaching 5,100 MT. Production usually meets all domestic needs and export goals in years of good output and product quality.

In CY 1997, imports of pistachios totaled 2,794 MT, valued at \$11.0 million. Most imports were from Iran or from Germany and the U.K. (probably of Iranian origin). Exports were limited to 703 MT for the same period. Consumption of pistachios fluctuates between 7,000 and 7,500 MT a year, and is likely to increase in the next several years. Demand as a snack food, mostly by the confectionary and ice cream industries, is growing. Retail prices are 1,800-2,100 Drs/kg, while grower prices this year were between 1,100-1,300 Drs/kg. Import prices from Iran fluctuate between \$3,500-4,000/MT.

The policy issues pertaining to the pistachio sector are similar to those in the almond sector. Greek policy makers seek to stimulate production (investment laws, subsidized initial capital in establishing new orchards, etc.) in order to meet the increasing consumer demand. Greek pistachio farmers have complained, however, because national protective measures are no longer available (3-4% subsidy of interest for Ag Bank loans, price subsidies on Ag inputs, free imports of similar products, etc.). Output of pistachios shows a geographical shift from the island of Egina to Northern regions, with the best quality produced in the prefecture of Fthiotis (in central Greece). The pistachio crop in the island of Egina, a traditional production region, shows a reduction in area and yields due to abandonment of the crop by owners selling the land for tourist uses. Loss of orchards are being compensated by increased nut production in central Greece.

Almonds, Shelled Basis PS&D Table

PSD Table						
Country	Greece					
Commodity	Almonds, Shelled Basis				(HA)(1000 TREES)(MT)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		08/1997		08/1998		08/1999
Area Planted	40000	40000	40100	40100	0	40100
Area Harvested	39800	39800	39900	39900	0	40000
Bearing Trees	14150	14150	14170	14170	0	14200
Non-Bearing Trees	30	30	40	40	0	20
Total Trees	14180	14180	14210	14210	0	14220
Beginning Stocks	1673	1673	2573	4523	2450	3823
Production	14500	14500	13100	12000	0	14550
Imports	500	3200	700	2600	0	2000
TOTAL SUPPLY	16673	19373	16373	19123	2450	20373
Exports	1500	1200	1373	1500	0	1600
Domestic Consumption	12600	13650	12550	13800	0	13850
Ending Stocks	2573	4523	2450	3823	0	4923
TOTAL DISTRIBUTION	16673	19373	16373	19123	0	20373

Almonds, Shelled Basis, Import Trade Matrix

Import Trade Matrix			
Country	Greece		
Commodity	Almonds, Shelled Basis		
Time period		Units:	Metric Tons
Imports for:	1997		1998
U.S.	2174	U.S.	
Others		Others	
>EU Total	839		
Spain	654		
Other EU	92		
France	93		
Bulgaria	153		
Total for Others	992		0
Others not Listed			
Grand Total	3166		0

Almonds, Shelled Basis, Export Trade Matrix

Export Trade Matrix			
Country	Greece		
Commodity	Almonds, Shelled Basis		
Time period		Units:	Metric Tons
Exports for:	1997		1998
U.S.		U.S.	
Others		Others	
>EU Total	656		
Sweden	216		
Germany	131		
Italy	186		
Other EU	123		
Cyprus	140		
Serbia	34		
Bulgaria	5		
Total for Others	835		0
Others not Listed	41		
Grand Total	876		0

Pistachios, Inshell Basis, PS&D Table

PSD Table						
Country	Greece					
Commodity	Pistachios, Inshell Basis				(HA)(1000 TREES)(MT)	
	Revised	1997	Preliminary	1998	Forecast	1999
	Old	New	Old	New	Old	New
Market Year Begin		08/1997		08/1998		08/1999
Area Planted	5200	5200	5230	5230	0	5238
Area Harvested	5050	5050	5100	5100	0	5110
Bearing Trees	1450	1450	1460	1460	0	1470
Non-Bearing Trees	60	60	60	60	0	55
Total Trees	1510	1510	1520	1520	0	1525
Beginning Stocks	2039	2039	1709	1039	2559	989
Production	3600	3600	5000	4700	0	5100
Imports	3850	3400	3650	3200	0	3200
TOTAL SUPPLY	9489	9039	10359	8939	2559	9289
Exports	480	700	500	650	0	700
Domestic Consumption	7300	7300	7300	7300	0	7350
Ending Stocks	1709	1039	2559	989	0	1239
TOTAL DISTRIBUTION	9489	9039	10359	8939	0	9289

Pistachios, Inshell Basis, Import Trade Matrix

Import Trade Matrix			
Country	Greece		
Commodity	Pistachios, Inshell Basis		
Time period		Units:	Metric Tons
Imports for:	1997		1998
U.S.		U.S.	
Others		Others	
>EU Total	933		
Germany	786		
U.K.	93		
Other EU	54		
Iran	1847		
Total for Others	2780		0
Others not Listed	14		
Grand Total	2794		0

Pistachios, Inshell Basis, Export Trade Matrix

Export Trade Matrix			
Country	Greece		
Commodity	Pistachios, Inshell Basis		
Time period		Units:	Metric Tons
Exports for:	1997		1998
U.S.		U.S.	
Others		Others	
>EU Total	351		
Italy	144		
France	96		
Other EU	111		
Israel	98		
Cyprus	71		
Serbia	68		
Total for Others	588		0
Others not Listed	115		
Grand Total	703		0