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**Report Highlights:**

**Japan's economic recession will significantly affect the sales of citrus products in 2001/02. With the decline in consumer's confidence, traders expect consumers to increasingly look for value, high quality and low prices, in their purchasing decisions. A marginal decline in imports of fresh oranges is expected in 2001/02 to approximately 130,000 metric tons. A marginal increase in imports of fresh grapefruit is expected in 2001/02 with approximately 11 million cartons (187,000 metric tons) coming from Florida. The Japanese lemon market will remain fairly stable, with annual imports to Japan of approximately 90,000 metric tons in 2001/02.**

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Includes PSD changes: Yes  
Includes Trade Matrix: Yes  
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## **Executive Summary**

Japan's economic recession will significantly affect the sales of citrus products in 2001/02, according to Tokyo traders. With the decline in consumer's confidence, traders expect consumers to increasingly look for value, high quality and low prices, in their purchasing decisions. Japanese traders forecast a marginal decline in imports of fresh oranges in 2001/02 to approximately 130,000 metric tons. A marginal increase in imports of fresh grapefruit is expected in the 2001/02 season with approximately 11 million cartons (187,000 metric tons) coming from Florida. The Japanese lemon market is fairly stable, with annual imports to Japan of approximately 90,000 metric tons in 2001/02.

### **With the Economic Slowdown Belt-tightening Begins**

Japanese consumers began belt-tightening their family food spending, carefully selecting products and looking for the best value for the price. Consumption of citrus products has been declining marginally. This trend is likely to continue in the 2001/02 season assuming the current market situation continues, according to Tokyo traders. Japanese traders commented that without continued quality products and significant price reductions, increased sales are unlikely.

### **This Season's Japanese Mikan has Good Flavor, But Over-supply and Decreased Purchases Have Pushed the Price Down**

The 2001 crop of mikans (tangerine orange) has fairly good flavor with high Brix levels, but are currently traded at 141 yen (\$1.14) per kilogram at Tokyo's Ohta Wholesale Market, down approximately 40 percent from the previous year. Japanese mikan production for the 2001/02 season is estimated at 1.29 million metric tons, slightly above a government guideline of 1.25 million. One trader explains, "The current weak market situation is not simply caused by the market over-supply, but decreased consumer demand as Japan's economic situation worsens."

Tokyo's major supermarket currently sells mikans at 398 yen (\$3.23) for a bag of 8 large ones, 350 yen (\$2.84) for a bag of 10 medium ones, and 250 yen (\$2.03) for a bag of 12 small ones.

### **Japanese Traders Import Oranges Conservatively in the 2001/02 Season**

Although Japanese domestic mikans had a good flavor this season, sales are below industry expectations. As a result, Japanese citrus importers are cautious about bringing in imports. Japanese traders anticipate Japanese imports of the 2001/02 crop orange from the United States may be marginally less than last year (110,000 metric tons.)

The 2001/02 crop of California navels are scheduled to arrive in the Japanese market in early December (approximately 3 weeks late compared to last year.) Reportedly, the 2001 crop has many large sized fruit, but less production in terms of volume compared to last year. Japanese consumers prefer large sized fruit, but the traders anticipate that this season's California's export price will be higher.

Currently, Australian Valencias are traded at Tokyo wholesale market at 3,500 yen (\$28.45) for a 17 kilogram box of large to medium sized fruit, and 2,800 yen (\$22.76) for small sized fruit. California Valencias are currently traded at wholesale market at 3,000 yen (\$24.39) for large to medium sized fruit, and 2,500 yen (\$20.32) for small sized fruit. Australian Valencia oranges are sold at Tokyo supermarket at 398 yen (\$3.23) for a bag of 6 medium sized fruit.

## **Japanese Imports of Grapefruit Projected Stable at 275,000 Metric Tons in 2001/02**

Japanese imports of grapefruit in 2001/02 are estimated at 275,000 metric tons, similar to the previous year, according to Tokyo traders. The first shipment of the 2001/02 crop of Florida grapefruit arrived in the Japanese market in early October and were traded at Tokyo's wholesale market at premium prices of 4,500 yen (\$36.58) for a 17 kilogram box of large sized fruit and 3,500 yen (\$28.45) for small sized fruit.

In November, Florida experienced unfavorable weather (long rains) and the grapefruit shipment from Florida in terms of volume is presently slightly less than normal, but shipments are expected to resume by early December, according to Tokyo's Ohta Market traders. Traders also noted that this season's Florida grapefruit is good quality although, with many small sized fruits.

Currently, Florida grapefruit is traded at Tokyo's wholesale market at 3,200 yen (\$26.01) for a 17 kilogram box of large sized fruit and 2,600 - 3,000 yen (\$21.13 - \$24.39) for medium to small sized fruit. New crop Florida grapefruit is largely sold in gift packs at premium prices in the year-end gift giving season. Tokyo's supermarket currently sells Florida grapefruit at 100 yen (\$0.81) for a medium sized fruit.

## **Israel Plans to Supply 1 Million Cartons of Sweeties to Japan in 2001/02**

Israel plans to ship 1 million cartons (17,000 metric tons) of Sweeties to Japan in 2001/02, down approximately 30 percent from the previous season. However, marketing more than 800,000 cartons (13,600 metric tons) annually is expected to weaken market prices, according to Japanese traders. Increasing sales volume of Sweeties in Japan without softening the sales prices has become difficult as competition in Japan's winter season citrus sales has grown. Israel used to sell Sweeties in large quantity in Japan in December and January before the taste for Florida grapefruit developed. This has changed since Florida began supplying good tasting "ruby " grapefruit in the fall and early winter. California has also extended their grapefruit sales until the late fall.

## **The Japanese Market Experienced a Serious Lemon Shortage in the Summer of 2001**

Japanese lemon consumption hits the peak in summer. However, the Japanese lemon market experienced an extremely short supply in the summer of 2001 due to hot weather and drought in major supplying countries such as the United States, Chile, South Africa and Australia. In July 2001, the nation's fresh lemon stock level dropped to 17,000 cartons (289 metric tons), only 20 percent of the level of last year. Due to the supply shortage in the market, fresh lemon wholesale price surged in July to 8,000 yen (\$65.04) for a 17 kilogram box (140 lemons per box) in Tokyo and 9,000 yen (\$73.17) in Osaka, up approximately 70 percent from last year. The tight market continued until early September when the shipment of fresh lemons began to recover.

Currently, Japan's fresh lemon market is fairly stable, with the nation's lemon stock at 200,000 cartons (3,400 metric tons). Today, Arizona lemons are traded at Tokyo's Ohta Wholesale Market at 5,000 yen (\$40.65) for a 17 kilogram box of large sized lemons, 3,500 - 4,000 yen (\$28.45 - \$32.52) for medium sized lemons and 2,500 yen (\$20.32) for small sized lemons. Chilean lemons are also traded at similar prices. Sunkist lemons are presently sold at Tokyo's supermarket at 100 yen (\$0.81) for a medium sized fruit and 198 yen (\$1.60) for a bag of three medium sized lemons.

## **High Japanese Import Duties are Still Imposed on Citrus Products**

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,<br>Imports during the December - May period                          | 32 %          |
|                  | Fresh Orange,<br>Imports during the June - November period                         | 16 %          |
| 0805.40-000      | Fresh Grapefruit   | 10 %          |
| 0805.30-010      | Fresh Lemon  | Free          |
| 2009.11-210      | Orange Juice, Frozen, Not more than 10% by weight of sucrose (single-strength)     | 21.3 %        |
| 2009.11-290      | Orange Juice, Frozen, More than 10% by weight of sucrose (concentrated)            | 25.5 %        |
| 2009.19-210      | Orange Juice, Not frozen, Not more than 10% by weight of sucrose (single-strength) | 21.3 %        |
| 2009.19-290      | Orange Juice, Not frozen, More than 10% by weight of sucrose (concentrated)        | 25.5 %        |
| 2009.20-210      | Grapefruit Juice, Not more than 10% by weight of sucrose (single-strength)         | 19.1 %        |
| 2009.20-290      | Grapefruit Juice, More than 10% by weight of sucrose (concentrated)                | 25.5 %        |
| 2009.30-211      | Lemon Juice  | 6 %           |

All duties are charged on a CIF basis.

## PS&D Tables and Trade Matrices

### Fresh Orange PS&D Table

| PSD Table              |               |         |             |         |                                    |         |
|------------------------|---------------|---------|-------------|---------|------------------------------------|---------|
| Country                | Japan         |         |             |         |                                    |         |
| Commodity              | Fresh Oranges |         |             |         | (HECTARES)(1000<br>TREES)(1000 MT) |         |
|                        | Revised       | 1999    | Preliminary | 2000    | Forecast                           | 2001    |
|                        | Old           | New     | Old         | New     | Old                                | New     |
| Market Year Begin      |               | 10/1999 |             | 10/2000 |                                    | 10/2001 |
| Area Planted           | 1570          | 1570    | 1440        | 1450    | 0                                  | 1350    |
| Area Harvested         | 1560          | 1560    | 1430        | 1450    | 0                                  | 1350    |
| Bearing Trees          | 936           | 936     | 858         | 870     | 0                                  | 810     |
| Non-Bearing Trees      | 18            | 18      | 18          | 0       | 0                                  | 0       |
| TOTAL No. Of Trees     | 954           | 954     | 876         | 870     | 0                                  | 810     |
| Production             | 21            | 21      | 21          | 19      | 0                                  | 19      |
| Imports                | 129           | 129     | 140         | 132     | 0                                  | 130     |
| TOTAL SUPPLY           | 150           | 150     | 161         | 151     | 0                                  | 149     |
| Exports                | 0             | 0       | 0           | 0       | 0                                  | 0       |
| Fresh Dom. Consumption | 148           | 148     | 159         | 149     | 0                                  | 147     |
| Processing             | 2             | 2       | 2           | 2       | 0                                  | 2       |
| TOTAL DISTRIBUTION     | 150           | 150     | 161         | 151     | 0                                  | 149     |

## Orange Juice PS&amp;D Table

|                      |                  |         |             |         |                 |         |
|----------------------|------------------|---------|-------------|---------|-----------------|---------|
| PSD Table            |                  |         |             |         |                 |         |
| Country              | Japan            |         |             | 65      | Degrees<br>Brix |         |
| Commodity            | Juice,<br>Orange |         |             |         | (MT)            |         |
|                      | Revised          | 1999    | Preliminary | 2000    | Forecast        | 2001    |
|                      | Old              | New     | Old         | New     | Old             | New     |
| Market Year Begin    |                  | 10/1999 |             | 10/2000 |                 | 10/2001 |
| Deliv. To Processors | 2                | 2       | 2           | 2       | 0               | 2       |
| Beginning Stocks     | 5000             | 5000    | 10000       | 10000   | 15000           | 15000   |
| Production           | 200              | 200     | 200         | 200     | 0               | 200     |
| Imports              | 101181           | 101183  | 105000      | 116245  | 0               | 110000  |
| TOTAL SUPPLY         | 106381           | 106383  | 115200      | 126445  | 15000           | 125200  |
| Exports              | 0                | 0       | 0           | 0       | 0               | 0       |
| Domestic Consumption | 96381            | 96383   | 100200      | 111445  | 0               | 105200  |
| Ending Stocks        | 10000            | 10000   | 15000       | 15000   | 0               | 20000   |
| TOTAL DISTRIBUTION   | 106381           | 106383  | 115200      | 126445  | 0               | 125200  |

## Fresh Orange Import Trade Matrix

| Import Trade Matrix |               |              |             |
|---------------------|---------------|--------------|-------------|
| Country             | Japan         |              |             |
| Commodity           | Fresh Oranges |              |             |
| Time period         | Oct. - Sept.  | Units:       | Metric Tons |
| Imports for:        | 1999          |              | 2000        |
| U.S.                | 110374        | U.S.         | 110789      |
| Others              |               | Others       |             |
| South Africa        | 8257          | South Africa | 9375        |
| Australia           | 6604          | Australia    | 6867        |
| Spain               | 2946          | Chile        | 3007        |
| Chile               | 782           | Spain        | 1216        |
| New Zealand         | 162           | Mexico       | 417         |
| Mexico              | 67            | New Zealand  | 142         |
| South Korea         | 35            | Swaziland    | 103         |
| Taiwan              | 18            |              |             |
| China               | 17            |              |             |
| Swaziland           | 13            |              |             |
| Total for Others    | 18901         |              | 21127       |
| Others not Listed   | 7             |              | 3           |
| Grand Total         | 129282        |              | 131919      |



**Orange Juice Import Trade Matrix**

| Import Trade Matrix |               |             |             |
|---------------------|---------------|-------------|-------------|
| Country             | Japan         |             |             |
| Commodity           | Juice, Orange |             |             |
| Time period         | Oct. - Sept.  | Units:      | Metric Tons |
| Imports for:        | 1999          |             | 2000        |
| U.S.                | 14326         | U.S.        | 12952       |
| Others              |               | Others      |             |
| Brazil              | 82900         | Brazil      | 95477       |
| Belize              | 1591          | Belize      | 4713        |
| Netherlands         | 842           | Italy       | 1190        |
| Australia           | 476           | Australia   | 608         |
| Italy               | 429           | Mexico      | 442         |
| Mexico              | 302           | Israel      | 344         |
| Pakistan            | 144           | Canada      | 178         |
| Israel              | 116           | Netherlands | 134         |
| Spain               | 19            | Pakistan    | 49          |
| Austria             | 7             | Austria     | 45          |
| Total for Others    | 86826         |             | 103180      |
| Others not Listed   | 31            |             | 113         |
| Grand Total         | 101183        |             | 116245      |

## Fresh Orange Wholesale Prices Table

|               |               |                      |          |
|---------------|---------------|----------------------|----------|
| Prices Table  |               |                      |          |
| Country       | Japan         |                      |          |
| Commodity     | Fresh Oranges |                      |          |
| Prices in     | Yen           | per uom              | KG       |
|               |               |                      |          |
| Year          | 2000          | 2001                 | % Change |
| Jan           | 155           | 167                  | 7.74%    |
| Feb           | 135           | 168                  | 24.44%   |
| Mar           | 128           | 174                  | 35.94%   |
| Apr           | 141           | 198                  | 40.43%   |
| May           | 151           | 197                  | 30.46%   |
| Jun           | 149           | 175                  | 17.45%   |
| Jul           | 147           | 173                  | 17.69%   |
| Aug           | 146           | 186                  | 27.40%   |
| Sep           | 147           | 149                  | 1.36%    |
| Oct           | 158           |                      | -100.00% |
| Nov           | 173           |                      | -100.00% |
| Dec           | 176           |                      | -100.00% |
|               |               |                      |          |
| Exchange Rate | 121.63        | Local currency/US \$ |          |

## Fresh Grapefruit PS&amp;D Table

| PSD Table              |                  |         |             |         |                                    |         |
|------------------------|------------------|---------|-------------|---------|------------------------------------|---------|
| Country                | Japan            |         |             |         |                                    |         |
| Commodity              | Fresh Grapefruit |         |             |         | (HECTARES)(1000<br>TREES)(1000 MT) |         |
|                        | Revised          | 1999    | Preliminary | 2000    | Forecast                           | 2001    |
|                        | Old              | New     | Old         | New     | Old                                | New     |
| Market Year Begin      |                  | 10/1999 |             | 10/2000 |                                    | 10/2001 |
| Area Planted           | 0                | 0       | 0           | 0       | 0                                  | 0       |
| Area Harvested         | 0                | 0       | 0           | 0       | 0                                  | 0       |
| Bearing Trees          | 0                | 0       | 0           | 0       | 0                                  | 0       |
| Non-Bearing Trees      | 0                | 0       | 0           | 0       | 0                                  | 0       |
| TOTAL No. Of Trees     | 0                | 0       | 0           | 0       | 0                                  | 0       |
| Production             | 0                | 0       | 0           | 0       | 0                                  | 0       |
| Imports                | 270              | 270     | 265         | 274     | 0                                  | 275     |
| TOTAL SUPPLY           | 270              | 270     | 265         | 274     | 0                                  | 275     |
| Exports                | 0                | 0       | 0           | 0       | 0                                  | 0       |
| Fresh Dom. Consumption | 270              | 270     | 265         | 274     | 0                                  | 275     |
| Processing             | 0                | 0       | 0           | 0       | 0                                  | 0       |
| TOTAL DISTRIBUTION     | 270              | 270     | 265         | 274     | 0                                  | 275     |

## Grapefruit Juice PS&amp;D Table

| PSD Table            |                      |         |             |         |          |         |
|----------------------|----------------------|---------|-------------|---------|----------|---------|
| Country              | Japan                |         |             |         |          |         |
| Commodity            | Juice,<br>Grapefruit |         |             |         | (MT)     |         |
|                      | Revised              | 1999    | Preliminary | 2000    | Forecast | 2001    |
|                      | Old                  | New     | Old         | New     | Old      | New     |
| Market Year Begin    |                      | 10/1999 |             | 10/2000 |          | 10/2001 |
| Deliv. To Processors | 0                    | 0       | 0           | 0       | 0        | 0       |
| Beginning Stocks     | 2000                 | 2000    | 2000        | 2000    | 2000     | 2000    |
| Production           | 0                    | 0       | 0           | 0       | 0        | 0       |
| Imports              | 20592                | 20769   | 22000       | 24794   | 0        | 25000   |
| TOTAL SUPPLY         | 22592                | 22769   | 24000       | 26794   | 2000     | 27000   |
| Exports              | 0                    | 0       | 0           | 0       | 0        | 0       |
| Domestic Consumption | 20592                | 20769   | 22000       | 24794   | 0        | 25000   |
| Ending Stocks        | 2000                 | 2000    | 2000        | 2000    | 0        | 2000    |
| TOTAL DISTRIBUTION   | 22592                | 22769   | 24000       | 26794   | 0        | 27000   |

## Fresh Grapefruit Import Trade Matrix

|                     |                  |              |             |
|---------------------|------------------|--------------|-------------|
| Import Trade Matrix |                  |              |             |
| Country             | Japan            |              |             |
| Commodity           | Fresh Grapefruit |              |             |
| Time period         | Oct. - Sept.     | Units:       | Metric Tons |
| Imports for:        | 1999             |              | 2000        |
| U.S.                | 213560           | U.S.         | 203287      |
| Others              |                  | Others       |             |
| South Africa        | 32215            | South Africa | 48483       |
| Israel              | 18386            | Israel       | 15946       |
| Swaziland           | 5709             | Swaziland    | 6143        |
| Cuba                | 429              | China        | 39          |
| China               | 22               | Cuba         | 38          |
| Taiwan              | 16               | Taiwan       | 16          |
| New Zealand         | 4                |              |             |
|                     |                  |              |             |
|                     |                  |              |             |
|                     |                  |              |             |
| Total for Others    | 56781            |              | 70665       |
| Others not Listed   | 4                |              | 4           |
| Grand Total         | 270345           |              | 273956      |

## Grapefruit Juice Import Trade Matrix

| Import Trade Matrix |                      |             |             |
|---------------------|----------------------|-------------|-------------|
| Country             | Japan                |             |             |
| Commodity           | Juice,<br>Grapefruit |             |             |
| Time period         | Oct. - Sept.         | Units:      | Metric Tons |
| Imports for:        | 1999                 |             | 2000        |
| U.S.                | 17422                | U.S.        | 21125       |
| Others              |                      | Others      |             |
| Israel              | 1556                 | Israel      | 1281        |
| Cuba                | 843                  | Belize      | 886         |
| Netherlands         | 673                  | Cuba        | 739         |
| Australia           | 199                  | Australia   | 299         |
|                     |                      | Netherlands | 148         |
|                     |                      | Italy       | 110         |
|                     |                      | Canada      | 71          |
|                     |                      | Austria     | 40          |
|                     |                      |             |             |
|                     |                      |             |             |
| Total for Others    | 3271                 |             | 3574        |
| Others not Listed   | 76                   |             | 95          |
| Grand Total         | 20769                |             | 24794       |

## Fresh Grapefruit Wholesale Prices Table

|               |                     |                            |          |
|---------------|---------------------|----------------------------|----------|
| Prices Table  |                     |                            |          |
| Country       | Japan               |                            |          |
| Commodity     | Fresh<br>Grapefruit |                            |          |
| Prices in     | Yen                 | per uom                    | KG       |
|               |                     |                            |          |
| Year          | 2000                | 2001                       | % Change |
| Jan           | 142                 | 132                        | -7.04%   |
| Feb           | 136                 | 139                        | 2.21%    |
| Mar           | 144                 | 163                        | 13.19%   |
| Apr           | 144                 | 169                        | 17.36%   |
| May           | 134                 | 167                        | 24.63%   |
| Jun           | 128                 | 157                        | 22.66%   |
| Jul           | 141                 | 146                        | 3.55%    |
| Aug           | 143                 | 142                        | -0.70%   |
| Sep           | 126                 | 128                        | 1.59%    |
| Oct           | 143                 |                            | -100.00% |
| Nov           | 171                 |                            | -100.00% |
| Dec           | 145                 |                            | -100.00% |
|               |                     |                            |          |
| Exchange Rate | 121.63              | Local<br>currency/US<br>\$ |          |

## Fresh Lemon PS&amp;D Table

| PSD Table              |              |         |             |         |                                    |         |
|------------------------|--------------|---------|-------------|---------|------------------------------------|---------|
| Country                | Japan        |         |             |         |                                    |         |
| Commodity              | Fresh Lemons |         |             |         | (HECTARES)(1000<br>TREES)(1000 MT) |         |
|                        | Revised      | 1999    | Preliminary | 2000    | Forecast                           | 2001    |
|                        | Old          | New     | Old         | New     | Old                                | New     |
| Market Year Begin      |              | 10/1999 |             | 10/2000 |                                    | 10/2001 |
| Area Planted           | 0            | 0       | 0           | 0       | 0                                  | 0       |
| Area Harvested         | 0            | 0       | 0           | 0       | 0                                  | 0       |
| Bearing Trees          | 0            | 0       | 0           | 0       | 0                                  | 0       |
| Non-Bearing Trees      | 0            | 0       | 0           | 0       | 0                                  | 0       |
| TOTAL No. Of Trees     | 0            | 0       | 0           | 0       | 0                                  | 0       |
| Production             | 2            | 2       | 2           | 2       | 0                                  | 2       |
| Imports                | 92           | 92      | 90          | 84      | 0                                  | 90      |
| TOTAL SUPPLY           | 94           | 94      | 92          | 86      | 0                                  | 92      |
| Exports                | 0            | 0       | 0           | 0       | 0                                  | 0       |
| Fresh Dom. Consumption | 94           | 94      | 92          | 86      | 0                                  | 92      |
| Processing             | 0            | 0       | 0           | 0       | 0                                  | 0       |
| TOTAL DISTRIBUTION     | 94           | 94      | 92          | 86      | 0                                  | 92      |



## Lemon Juice PS&amp;D Table

| PSD Table            |                 |         |             |         |          |         |
|----------------------|-----------------|---------|-------------|---------|----------|---------|
| Country              | Japan           |         |             |         |          |         |
| Commodity            | Juice,<br>Lemon |         |             |         | (MT)     |         |
|                      | Revised         | 1999    | Preliminary | 2000    | Forecast | 2001    |
|                      | Old             | New     | Old         | New     | Old      | New     |
| Market Year Begin    |                 | 10/1999 |             | 10/2000 |          | 10/2001 |
| Deliv. To Processors | 0               | 0       | 0           | 0       | 0        | 0       |
| Beginning Stocks     | 2000            | 2000    | 2000        | 2000    | 2000     | 2000    |
| Production           | 0               | 0       | 0           | 0       | 0        | 0       |
| Imports              | 10894           | 10894   | 11000       | 11749   | 0        | 11000   |
| TOTAL SUPPLY         | 12894           | 12894   | 13000       | 13749   | 2000     | 13000   |
| Exports              | 0               | 0       | 0           | 0       | 0        | 0       |
| Domestic Consumption | 10894           | 10894   | 11000       | 11749   | 0        | 11000   |
| Ending Stocks        | 2000            | 2000    | 2000        | 2000    | 0        | 2000    |
| TOTAL DISTRIBUTION   | 12894           | 12894   | 13000       | 13749   | 0        | 13000   |

## Fresh Lemon Import Trade Matrix

| Import Trade Matrix |              |              |             |
|---------------------|--------------|--------------|-------------|
| Country             | Japan        |              |             |
| Commodity           | Fresh Lemons |              |             |
| Time period         | Oct. - Sept. | Units:       | Metric Tons |
| Imports for:        | 1999         |              | 2000        |
| U.S.                | 74276        | U.S.         | 65054       |
| Others              |              | Others       |             |
| Chile               | 10080        | Chile        | 12799       |
| South Africa        | 4720         | South Africa | 3031        |
| Australia           | 1296         | Australia    | 1899        |
| New Zealand         | 1015         | New Zealand  | 989         |
| Spain               | 220          | Spain        | 99          |
|                     |              | South Korea  | 16          |
|                     |              |              |             |
|                     |              |              |             |
|                     |              |              |             |
| Total for Others    | 17331        |              | 18833       |
| Others not Listed   | 2            |              | 2           |
| Grand Total         | 91609        |              | 83889       |

**Lemon Juice Import Trade Matrix**

| Import Trade Matrix |              |           |             |
|---------------------|--------------|-----------|-------------|
| Country             | Japan        |           |             |
| Commodity           | Juice, Lemon |           |             |
| Time period         | Oct. - Sept. | Units:    | Metric Tons |
| Imports for:        | 1999         |           | 2000        |
| U.S.                | 1399         | U.S.      | 1064        |
| Others              |              | Others    |             |
| Israel              | 4616         | Israel    | 5405        |
| Italy               | 2359         | Italy     | 3019        |
| Argentina           | 2257         | Argentina | 1950        |
| Chile               | 221          | Chile     | 248         |
| France              | 23           | France    | 43          |
| Spain               | 12           | Spain     | 11          |
|                     |              |           |             |
|                     |              |           |             |
|                     |              |           |             |
|                     |              |           |             |
| Total for Others    | 9488         |           | 10676       |
| Others not Listed   | 7            |           | 9           |
| Grand Total         | 10894        |           | 11749       |

## Fresh Lemon Wholesale Prices Table

|               |              |                            |          |
|---------------|--------------|----------------------------|----------|
| Prices Table  |              |                            |          |
| Country       | Japan        |                            |          |
| Commodity     | Fresh Lemons |                            |          |
| Prices in     | Yen          | per uom                    | KG       |
|               |              |                            |          |
| Year          | 2000         | 2001                       | % Change |
| Jan           | 258          | 166                        | -35.66%  |
| Feb           | 242          | 159                        | -34.30%  |
| Mar           | 224          | 158                        | -29.46%  |
| Apr           | 213          | 212                        | -0.47%   |
| May           | 189          | 235                        | 24.34%   |
| Jun           | 195          | 232                        | 18.97%   |
| Jul           | 280          | 339                        | 21.07%   |
| Aug           | 284          | 389                        | 36.97%   |
| Sep           | 217          | 288                        | 32.72%   |
| Oct           | 181          |                            | -100.00% |
| Nov           | 171          |                            | -100.00% |
| Dec           | 171          |                            | -100.00% |
|               |              |                            |          |
| Exchange Rate | 121.63       | Local<br>currency/US<br>\$ |          |

## Fresh Tangerine PS&amp;D Table

| PSD Table              |                  |         |             |         |                                    |         |
|------------------------|------------------|---------|-------------|---------|------------------------------------|---------|
| Country                | Japan            |         |             |         |                                    |         |
| Commodity              | Fresh Tangerines |         |             |         | (HECTARES)(1000<br>TREES)(1000 MT) |         |
|                        | Revised          | 1999    | Preliminary | 2000    | Forecast                           | 2001    |
|                        | Old              | New     | Old         | New     | Old                                | New     |
| Market Year Begin      |                  | 10/1999 |             | 10/2000 |                                    | 10/2001 |
| Area Planted           | 76150            | 76150   | 74620       | 74130   | 0                                  | 71210   |
| Area Harvested         | 72610            | 72610   | 71080       | 70640   | 0                                  | 67930   |
| Bearing Trees          | 43566            | 43566   | 42648       | 42384   | 0                                  | 40758   |
| Non-Bearing Trees      | 6372             | 6372    | 6372        | 6282    | 0                                  | 5904    |
| TOTAL No. Of Trees     | 49938            | 49938   | 49020       | 48666   | 0                                  | 46662   |
| Production             | 1704             | 1704    | 1383        | 1398    | 0                                  | 1532    |
| Imports                | 9                | 9       | 8           | 13      | 0                                  | 13      |
| TOTAL SUPPLY           | 1713             | 1713    | 1391        | 1411    | 0                                  | 1545    |
| Exports                | 5                | 5       | 5           | 5       | 0                                  | 5       |
| Fresh Dom. Consumption | 1428             | 1428    | 1285        | 1285    | 0                                  | 1410    |
| Processing             | 280              | 280     | 101         | 121     | 0                                  | 130     |
| TOTAL DISTRIBUTION     | 1713             | 1713    | 1391        | 1411    | 0                                  | 1545    |

## Tangerine Juice PS&amp;D Table

| PSD Table            |                     |         |             |         |          |         |
|----------------------|---------------------|---------|-------------|---------|----------|---------|
| Country              | Japan               |         |             |         |          |         |
| Commodity            | Juice,<br>Tangerine |         |             |         | (MT)     |         |
|                      | Revised             | 1999    | Preliminary | 2000    | Forecast | 2001    |
|                      | Old                 | New     | Old         | New     | Old      | New     |
| Market Year Begin    |                     | 10/1999 |             | 10/2000 |          | 10/2001 |
| Deliv. To Processors | 280000              | 232000  | 101000      | 86000   | 0        | 90000   |
| Beginning Stocks     | 4000                | 4000    | 14000       | 10000   | 5000     | 4000    |
| Production           | 28000               | 23200   | 10000       | 8600    | 0        | 9000    |
| Imports              | 0                   | 0       | 0           | 0       | 0        | 0       |
| TOTAL SUPPLY         | 32000               | 27200   | 24000       | 18600   | 5000     | 13000   |
| Exports              | 0                   | 0       | 0           | 0       | 0        | 0       |
| Domestic Consumption | 18000               | 17200   | 19000       | 14600   | 0        | 11000   |
| Ending Stocks        | 14000               | 10000   | 5000        | 4000    | 0        | 2000    |
| TOTAL DISTRIBUTION   | 32000               | 27200   | 24000       | 18600   | 0        | 13000   |

**Fresh Tangerine Export Trade Matrix**

|                     |                  |                 |             |
|---------------------|------------------|-----------------|-------------|
| Export Trade Matrix |                  |                 |             |
| Country             | Japan            |                 |             |
| Commodity           | Fresh Tangerines |                 |             |
| Time period         | Oct. - Sept.     | Units:          | Metric Tons |
| Exports for:        | 1999             |                 | 2000        |
| U.S.                | 342              | U.S.            | 106         |
| Others              |                  | Others          |             |
| Canada              | 4042             | Canada          | 4346        |
| North Korea         | 113              | North Korea     | 130         |
| Hong Kong           | 92               | New Zealand     | 87          |
| Singapore           | 27               | Hong Kong       | 43          |
| Guam                | 22               | South Korea     | 28          |
| Northen Mariana     | 21               | Northen Mariana | 26          |
|                     |                  | Singapore       | 14          |
|                     |                  | Guam            | 12          |
|                     |                  |                 |             |
|                     |                  |                 |             |
| Total for Others    | 4317             |                 | 4686        |
| Others not Listed   | 17               |                 | 8           |
| Grand Total         | 4676             |                 | 4800        |

**Fresh Tangerine Import Trade Matrix**

| Import Trade Matrix |                  |             |             |
|---------------------|------------------|-------------|-------------|
| Country             | Japan            |             |             |
| Commodity           | Fresh Tangerines |             |             |
| Time period         | Oct. - Sept.     | Units:      | Metric Tons |
| Imports for:        | 1999             |             | 2000        |
| U.S.                | 5042             | U.S.        | 4910        |
| Others              |                  | Others      |             |
| Australia           | 1178             | South Korea | 3570        |
| South Korea         | 1011             | Chile       | 1977        |
| Chile               | 982              | Australia   | 1611        |
| New Zealand         | 923              | New Zealand | 766         |
| Taiwan              | 87               | Taiwan      | 92          |
|                     |                  |             |             |
|                     |                  |             |             |
|                     |                  |             |             |
|                     |                  |             |             |
|                     |                  |             |             |
| Total for Others    | 4181             |             | 8016        |
| Others not Listed   | 1                |             | 2           |
| Grand Total         | 9224             |             | 12928       |



## Fresh Tangerine Wholesale Prices Table

|               |                     |                            |          |
|---------------|---------------------|----------------------------|----------|
| Prices Table  |                     |                            |          |
| Country       | Japan               |                            |          |
| Commodity     | Fresh<br>Tangerines |                            |          |
| Prices in     | Yen                 | per uom                    | KG       |
| Year          | 2000                | 2001                       | % Change |
| Jan           | 110                 | 242                        | 120.00%  |
| Feb           | 126                 | 241                        | 91.27%   |
| Mar           | 133                 | 215                        | 61.65%   |
| Apr           | 199                 | 462                        | 132.16%  |
| May           | 988                 | 1079                       | 9.21%    |
| Jun           | 789                 | 841                        | 6.59%    |
| Jul           | 697                 | 755                        | 8.32%    |
| Aug           | 677                 | 677                        | 0.00%    |
| Sep           | 391                 | 307                        | -21.48%  |
| Oct           | 162                 |                            | -100.00% |
| Nov           | 198                 |                            | -100.00% |
| Dec           | 217                 |                            | -100.00% |
| Exchange Rate | 121.63              | Local<br>currency/US<br>\$ |          |

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

| PSD Table              |                    |         |             |         |                                 |         |
|------------------------|--------------------|---------|-------------|---------|---------------------------------|---------|
| Country                | Japan              |         |             |         |                                 |         |
| Commodity              | Fresh Citrus,Other |         |             |         | (HECTARES)(1000 TREES)(1000 MT) |         |
|                        | Revised            | 1999    | Preliminary | 2000    | Forecast                        | 2001    |
|                        | Old                | New     | Old         | New     | Old                             | New     |
| Market Year Begin      |                    | 10/1999 |             | 10/2000 |                                 | 10/2001 |
| Area Planted           | 4620               | 4620    | 4390        | 4350    | 0                               | 4260    |
| Area Harvested         | 4600               | 4600    | 4370        | 4330    | 0                               | 4240    |
| Bearing Trees          | 2760               | 2760    | 2622        | 2598    | 0                               | 2544    |
| Non-Bearing Trees      | 36                 | 36      | 36          | 36      | 0                               | 36      |
| TOTAL No. Of Trees     | 2796               | 2796    | 2658        | 2634    | 0                               | 2580    |
| Production             | 90                 | 90      | 81          | 85      | 0                               | 83      |
| Imports                | 0                  | 0       | 0           | 0       | 0                               | 0       |
| TOTAL SUPPLY           | 90                 | 90      | 81          | 85      | 0                               | 83      |
| Exports                | 0                  | 0       | 0           | 0       | 0                               | 0       |
| Fresh Dom. Consumption | 87                 | 87      | 78          | 82      | 0                               | 80      |
| Processing             | 3                  | 3       | 3           | 3       | 0                               | 3       |
| TOTAL DISTRIBUTION     | 90                 | 90      | 81          | 85      | 0                               | 83      |

## Fresh Citrus, Other Wholesale Prices Table

|               |                    |                      |          |
|---------------|--------------------|----------------------|----------|
| Prices Table  |                    |                      |          |
| Country       | Japan              |                      |          |
| Commodity     | Fresh Citrus,Other |                      |          |
| Prices in     | Yen                | per uom              | KG       |
| Year          | 2000               | 2001                 | % Change |
| Jan           | 222                | 218                  | -1.80%   |
| Feb           | 186                | 191                  | 2.69%    |
| Mar           | 155                | 172                  | 10.97%   |
| Apr           | 128                | 162                  | 26.56%   |
| May           | 105                | 163                  | 55.24%   |
| Jun           | 86                 | 146                  | 69.77%   |
| Jul           | 65                 | 98                   | 50.77%   |
| Aug           | 59                 | 92                   | 55.93%   |
| Sep           | 80                 | 59                   | -26.25%  |
| Oct           | 66                 |                      | -100.00% |
| Nov           | N/A                |                      |          |
| Dec           | 277                |                      | -100.00% |
| Exchange Rate | 121.63             | Local currency/US \$ |          |