TABLE 1
PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
NORTHERN HEMISPHERE COUNTRIES							
EUROPEAN UNION (EU)							
Austria							
1995/96	46,500	15,000	61,500	500	61,000	0	0
1996/97	41,400	24,000	65,400	0	45,000	15,400	5,000
1997/98	39,300	28,000	67,300	0	46,000	20,000	1,300
1998/99 F	42,500	25,000	67,500	0	46,000	20,000	1,500
Belgium-Luxembourg							
1995/96	157,285	48,741	206,026	98,957	92,600	12,000	2,469
1996/97	138,500	67,117	205,617	134,921	58,282	10,000	2,414
1997/98	131,060	70,000	201,060	130,000	59,986	10,000	1,074
1998/99 F	138,870	65,000	203,870	130,000	60,570	12,000	1,300
Denmark							
1995/96	7,400	9,134	16,534	112	16,372	0	50
1996/97	6,300	13,328	19,628	243	19,385	0	0
1997/98	6,300	14,831	21,131	144	20,987	0	0
1998/99 F	6,300	15,000	21,300	200	21,100	0	0
France							
1995/96	320,900	65,000	385,900	77,500	240,400	45,000	23,000
1996/97	354,300	84,100	438,400	82,000	256,400	45,000	55,000
1997/98	258,800	80,000	338,800	75,000	213,800	45,000	5,000
1998/99 F	256,000	90,000	346,000	65,000	221,000	45,000	15,000
Germany							
1995/96	39,600	208,224	247,824	11,000	236,019	750	55
1996/97	37,000	218,347	255,347	7,567	247,188	500	92
1997/98	24,000	210,000	234,000	10,000	223,000	1,000	0
1998/99 F	37,000	220,000	257,000	10,000	246,000	1,000	0
Greece							
1995/96	55,500	11,789	67,289	804	58,285	7,700	500
1996/97	70,000	11,871	81,871	1,458	74,042	5,000	1,371
1997/98	60,000	15,000	75,000	1,256	67,774	5,800	170
1998/99 F	65,000	12,000	77,000	1,000	70,500	5,000	500
Italy							
1995/96	958,000	93,800	1,051,800	149,200	792,600	110,000	0
1996/97	1,074,000	43,200	1,117,200	168,300	813,386	110,000	25,514
1997/98	659,000	96,000	755,000	93,000	582,000	80,000	0
1998/99 F	1,100,000	50,000	1,150,000	170,000	870,000	110,000	0
Netherlands							
1995/96	165,000	104,822	269,822	180,623	83,933	4,266	1,000
1996/97	135,000	106,429	241,429	140,376	95,153	4,900	1,000
1997/98	145,000	100,000	245,000	150,000	90,600	4,200	200
1998/99 F	130,000	110,000	240,000	145,000	90,000	4,800	200
Spain							
1995/96	469,000	41,000	510,000	65,500	415,700	20,800	8,000
1996/97	656,500	22,300	678,800	90,800	454,000	34,050	99,950
1997/98	650,000	23,000	673,000	170,000	440,000	34,000	29,000
1998/99 F	555,600	30,000	585,600	90,000	440,600	35,000	20,000
Sweden							
1995/96	8,000	28,291	36,291	176	36,115	0	0
1996/97	12,281	33,661	45,942	89	45,853	0	0
1997/98	11,076	34,503	45,579	114	45,465	0	0
1998/99 F	15,500	31,000	46,500	100	46,400	0	0

continued-

TABLE 1
PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
United Kingdom							
1995/96	34,846	112,379	147,225	3,738	142,537	697	253
1996/97	40,100	117,953	158,053	4,825	152,000	850	378
1997/98	24,400	119,871	144,271	5,589	138,182	400	100
1998/99 F	25,500	120,000	145,500	5,000	140,000	400	100
SUBTOTAL EU							
1995/96	2,262,031	738,180	3,000,211	588,110	2,175,561	201,213	35,327
1996/97	2,565,381	742,306	3,307,687	630,579	2,260,689	225,700	190,719
1997/98	2,008,936	791,205	2,800,141	635,103	1,927,794	200,400	36,844
1998/99 F	2,372,270	768,000	3,140,270	616,300	2,252,170	233,200	38,600
OTHER NORTHERN HEMISPHERE COUNTRIES							
Bulgaria							
1995/96	21,500	150	21,650	30	7,602	11,868	2,150
1996/97	21,000	100	21,100	25	7,800	11,175	2,100
1997/98	20,900	100	21,000	25	7,800	11,175	2,000
1998/99 F	20,500	150	20,650	30	7,790	11,150	1,680
Canada							
1995/96	11,325	58,639	69,964	809	64,155	5,000	0
1996/97	17,423	56,786	74,209	658	68,451	5,100	0
1997/98	15,611	69,551	85,162	958	78,904	5,300	0
1998/99 F	16,760	72,000	88,760	900	82,960	4,900	0
China							
1995/96	4,940,000	419	4,940,419	82,027	4,364,392	494,000	0
1996/97	5,806,632	603	5,807,235	96,278	5,420,595	290,362	0
1997/98	6,400,000	600	6,400,600	97,000	5,983,570	320,030	0
1998/99 F	6,930,000	800	6,930,800	130,000	6,454,300	346,500	0
Japan							
1995/96	400,300	17	400,317	6,121	393,696	500	0
1996/97	396,800	14	396,814	4,652	391,662	500	0
1997/98	427,800	48	427,848	6,202	421,146	500	0
1998/99 F	433,600	50	433,650	6,300	426,850	500	0
Mexico							
1995/96	27,700	28,600	56,300	0	55,300	1,000	0
1996/97	36,490	32,650	69,140	0	67,140	2,000	0
1997/98	37,000	49,000	86,000	0	84,000	2,000	0
1998/99 F	37,100	40,000	77,100	0	75,100	2,000	0
Norway							
1995/96	3,263	15,096	18,359	0	16,825	105	1,429
1996/97	2,551	16,067	18,618	0	17,900	80	638
1997/98	3,556	12,793	16,349	0	15,206	165	978
1998/99 F	3,266	14,000	17,266	0	16,187	88	991
Russian Federation							
1995/96	189,000	133,750	322,750	20	275,000	45,000	2,730
1996/97	246,400	96,300	342,700	30	275,000	61,100	6,570
1997/98	213,400	186,000	399,400	30	315,000	75,000	9,370
1998/99 F	240,000	100,000	340,000	50	270,500	61,000	8,450
Serbia/Montenegro							
1995/96	67,000	0	67,000	0	40,000	27,000	0
1996/97	91,000	0	91,000	0	52,000	39,000	0
1997/98	73,000	0	73,000	0	39,000	34,000	0
1998/99 F	85,000	0	85,000	0	45,000	40,000	0
Turkey							
1995/96	410,000	30	410,030	12,902	376,628	20,500	0
1996/97	415,000	78	415,078	11,485	382,843	20,750	0
1997/98	400,000	100	400,100	12,000	368,100	20,000	0
1998/99 F	415,000	100	415,100	12,000	382,350	20,750	0

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PEARS: PRODUCTION, SUPPLY, AND DISTRIBUTION IN SELECTED COUNTRIES
(METRIC TONS)

Country Mktg. Year 1/	Production	Imports	Supply Utilization	Exports	Domestic Consumption	Processed	Withdrawals
United States 2/							
1995/96	860,240	57,341	917,581	143,313	408,636	365,632	0
1996/97	744,573	77,993	822,566	119,497	375,847	327,222	0
1997/98	947,193	67,864	1,015,057	164,731	424,203	426,123	0
1998/99 F	833,105	70,000	903,105	155,000	386,863	361,242	0
SUBTOTAL OTHER NORTHERN HEMISPHERE COUNTRIES							
1995/96	6,930,328	294,042	7,224,370	245,222	6,002,234	970,605	6,309
1996/97	7,777,869	280,591	8,058,460	232,625	7,059,238	757,289	9,308
1997/98	8,538,460	386,056	8,924,516	280,946	7,736,929	894,293	12,348
1998/99 F	9,014,331	297,100	9,311,431	304,280	8,147,900	848,130	11,121
TOTAL NORTHERN HEMISPHERE COUNTRIES							
1995/96	9,192,359	1,032,222	10,224,581	833,332	8,177,795	1,171,818	41,636
1996/97	10,343,250	1,022,897	11,366,147	863,204	9,319,927	982,989	200,027
1997/98	10,547,396	1,177,261	11,724,657	916,049	9,664,723	1,094,693	49,192
1998/99 F	11,386,601	1,065,100	12,451,701	920,580	10,400,070	1,081,330	49,721
SOUTHERN HEMISPHERE COUNTRIES							
Argentina							
1995/96	492,777	261	493,038	238,842	121,943	132,253	0
1996/97	490,692	1,471	492,163	237,781	117,258	137,124	0
1997/98	621,568	1,746	623,314	278,179	179,406	165,729	0
1998/99 F	NA	NA	NA	NA	NA	NA	NA
Australia							
1995/96	155,800	62	155,862	22,695	67,952	65,215	0
1996/97	148,599	88	148,687	23,573	69,500	55,614	0
1997/98	146,406	90	146,496	19,000	67,496	60,000	0
1998/99 F	NA	NA	NA	NA	NA	NA	NA
Chile							
1995/96	252,000	0	252,000	162,000	56,000	34,000	0
1996/97	257,000	0	257,000	163,060	56,500	37,440	0
1997/98	260,000	0	260,000	155,000	57,000	48,000	0
1998/99 F	NA	NA	NA	NA	NA	NA	NA
New Zealand							
1995/96	18,820	131	18,951	3,347	12,500	3,104	0
1996/97	20,200	150	20,350	4,505	12,600	3,245	0
1997/98	20,620	150	20,770	4,700	12,600	3,470	0
1998/99 F	NA	NA	NA	NA	NA	NA	NA
South Africa, Republic of							
1995/96	242,500	0	242,500	85,000	46,250	111,250	0
1996/97	276,874	0	276,874	111,509	50,374	114,991	0
1997/98	283,845	0	283,845	117,835	53,110	112,900	0
1998/99 F	NA	NA	NA	NA	NA	NA	NA
TOTAL SOUTHERN HEMISPHERE COUNTRIES							
1995/96	1,161,897	454	1,162,351	511,884	304,645	345,822	0
1996/97	1,193,365	1,709	1,195,074	540,428	306,232	348,414	0
1997/98	1,332,439	1,986	1,334,425	574,714	369,612	390,099	0
1998/99 F	NA	NA	NA	NA	NA	NA	NA
WORLD GRAND TOTAL							
1995/96	10,354,256	1,032,676	11,386,932	1,345,216	8,482,440	1,517,640	41,636
1996/97	11,536,615	1,024,606	12,561,221	1,403,632	9,626,159	1,331,403	200,027
1997/98	11,879,835	1,179,247	13,059,082	1,490,763	10,034,335	1,484,792	49,192
1998/99 F	NA	NA	NA	NA	NA	NA	NA

1/ Data for Northern Hemisphere countries are for a July/June marketing year, except for Mexico and France, which are August/July. In the Southern Hemisphere the marketing year begins on January 1 of the second year indicated, except for Chile where the year starts on February 1 of the second year indicated, and New Zealand where the year starts on October 1 of the first year indicated.

2/ U.S. import/export estimates based on U.S. Census of the Bureau data, through August 1998, and trade contacts. F= Forecast

TABLE 2
U.S. PEAR EXPORTS
MARKETING YEARS 1995/96-1997/98
(JULY-JUNE)
METRIC TONS

COUNTRIES OF DESTINATION	1997/98 RANK	1995/96	1996/97	1997/98	% CHANGE 1996/97-1997/98
Canada	1	44,348	38,954	50,168	28.79
Mexico	2	28,430	31,547	48,220	52.85
Brazil	3	21,747	17,969	17,506	-2.57
Netherlands	4	4,390	1,073	9,340	770.11
Sweden	5	4,836	4,306	7,796	81.05
Taiwan	6	11,438	5,066	4,323	-14.67
Russian Federation	7	2,337	3,109	4,230	36.06
Saudi Arabia	8	1,710	2,487	3,494	40.49
Venezuela	9	1,850	1,294	3,439	165.72
Israel	10	4,978	1,032	2,529	145.01
Hong Kong	11	3,186	1,573	2,191	39.30
United Arab Emirates	12	1,837	1,468	1,868	27.30
Colombia	13	2,711	2,174	1,506	-30.71
United Kingdom	14	682	328	1,271	287.67
Singapore	15	1,096	500	1,186	137.43
Costa Rica	16	474	728	713	-2.13
Panama	17	1,449	775	610	-21.33
Germany	18	445	785	476	-39.38
Guatemala	19	150	390	470	20.55
Indonesia	20	1,173	1,175	341	-70.98
Denmark	21	0	0	308	N/A
Finland	22	610	203	296	46.23
Switzerland	23	0	0	263	N/A
Iceland	24	133	539	262	-51.30
Japan	25	57	30	200	569.00
Bahrain	26	40	60	192	220.29
Ireland	27	220	503	185	-63.14
Ecuador	28	438	89	165	84.77
Kuwait	29	234	167	151	-9.60
Greece	30	0	0	148	N/A
Malaysia	31	491	290	141	-51.34
Bahamas, The	32	0	0	125	N/A
Peru	33	765	46	99	117.54
Honduras	34	174	201	93	-53.57
Dominican Republic	35	130	262	77	-70.50
Trinidad and Tobago	36	61	45	60	33.08
Norway	37	0	137	55	-59.59
New Zealand	38	0	0	50	N/A
Thailand	39	18	0	44	N/A
French Pacific Island	40	99	65	43	-33.54
El Salvador	41	13	7	33	359.23
Egypt	42	0	0	23	N/A
France	43	0	0	20	N/A
Brunei	44	0	0	17	N/A
Guyana	45	20	0	2	N/A
Netherlands Antilles	46	0	0	1	N/A
Belgium-Luxembourg	47	359	0	0	N/A
Bermuda	48	3	0	0	N/A
China, Peoples Republic	49	37	0	0	N/A
Haiti	50	20	0	0	N/A
Italy	51	0	15	0	-100.00
Malta & Gozo	52	13	0	0	N/A
Nicaragua	53	0	0	0	N/A
Other Pacific Island	54	0	0	0	N/A

Pakistan	55	0	46	0	-100.00
Philippines	56	33	46	0	-100.00
Spain	57	40	0	0	N/A
Vietnam	58	39	16	0	-100.00
Grand Total		**143,313**	**119,497**	**164,731**	**37.85**