



# **SPANISH LEMON**

## **2006 CLAM GENERAL ASSEMBLY**

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**Director**





## SPANISH LEMON 2005/2006 SEASON

<b>EXPORT</b>	496,8
<b>PROCESSING</b>	215,8
<b>LOCAL MARKET</b>	150,0
<b>WITHDRAWALS / LOSSES</b>	232,3
<b>TOTAL</b>	<b>1.094,9</b>

Th. Tons

32,3 Th. Tons WEIGHT  
LOSSES

200 Th. Tons LEMONS  
ON THE TREES





## SEASON 2005/2006 SPANISH LEMON

- **Final Production according to AILIMPO has been higher than Expected: 1.094 Th. Tons**
- **Similar Production was achieved in 2001/2 and 2003/4 seasons**
- **Official data (947 Th. Tons) may try to hide the evidence that real big quantities of lemons were not collected**
- **Considering that hectares cultivated remain stabled (approx 47.000 has.), this season can be defined as “good” in terms of production with an average yield of 23.000 kilos per hectare**



## SEASON 2005/2006 SPANISH LEMON

**Modern Orchards 7-10 years old may produce up to 60.000-70.000 kilos/hectare**

- **Frosts during the previous season, far from reducing the crop stimulated the trees to have a big production**
- **Nonetheless, prices for producers have been extremely low, in many cases even below the cost of production**
- **Prices for exporters have been low too**
- **The season started late (mid November) due to the small size of the fruit, hard competition from Turkey and stocks from the Argentinean season**



## SEASON 2005/2006 SPANISH LEMON

- Exports achieved normal volumes from the end of December
- Exports to Russia started too late (in February) once Turkey left the market achieving good volumes
- Macrophylla Fino lemons supposed to be collected before the end of January could not be exported and remained on the trees
- This fact allowed Spanish Verna lemons to be present on the markets till the end of august



## SEASON 2005/2006 SPANISH LEMON

**20% of the production (approx 200 Th. Tons) remained on the trees mainly due to lack of export markets and size and quality problems**

- **These lemons could not be sent to processing due to the low price paid by the industry (below the collecting costs) and administrative/legal problems according to UE legislation**
- **Few orchards have been abandoned up to now, although new plantations stopped 2-3 years ago. Plantations made 5-7 years ago are reaching now good yields**





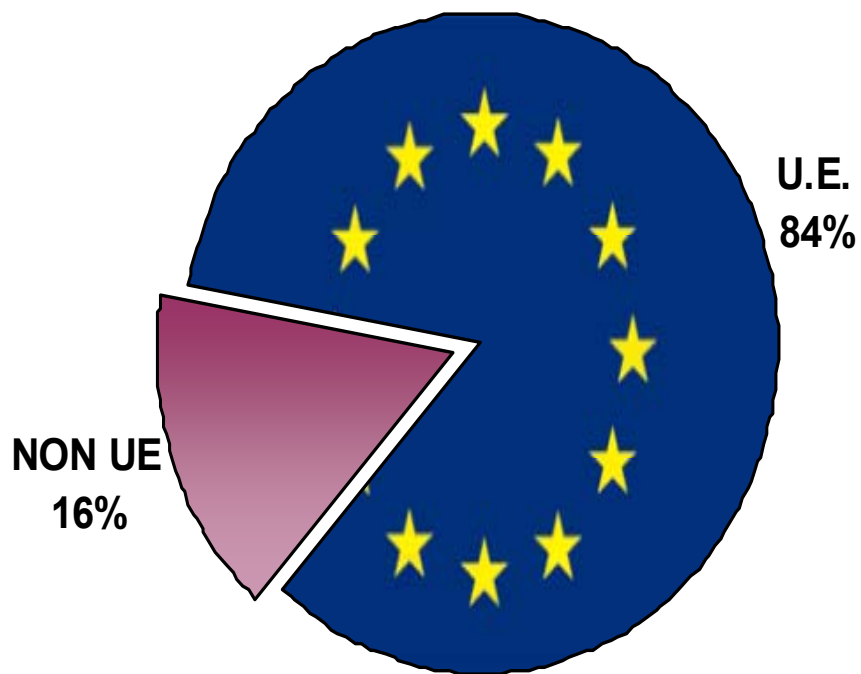


## OUR FRESH EXPORTS



## FRESH EXPORTS BY DESTINATION

SEASON 05/06

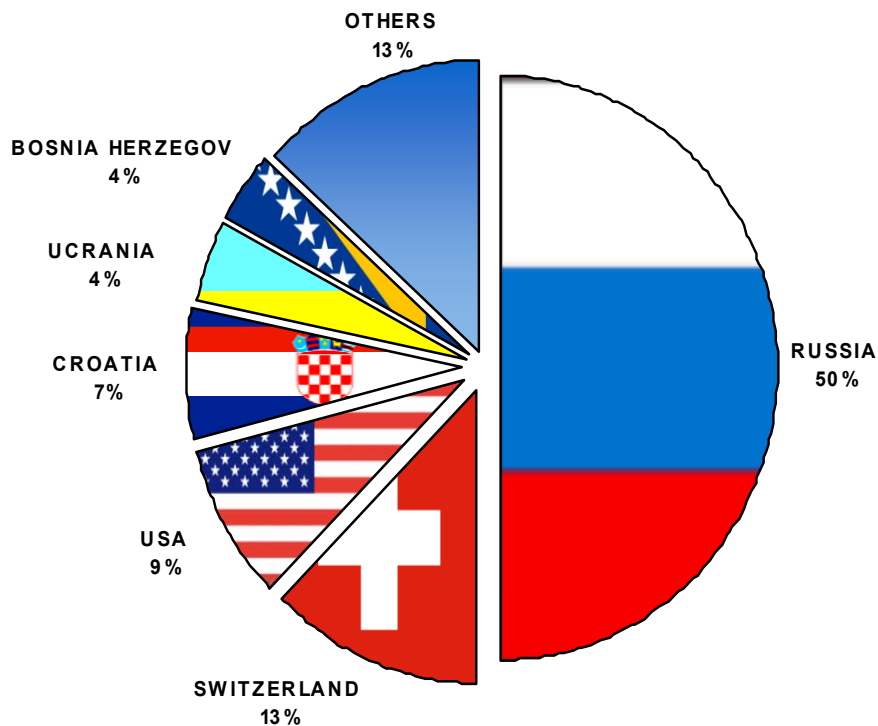


**OUR NON UE  
MARKETS**



**LEMON EXPORTS TO NON UE COUNTRIES**

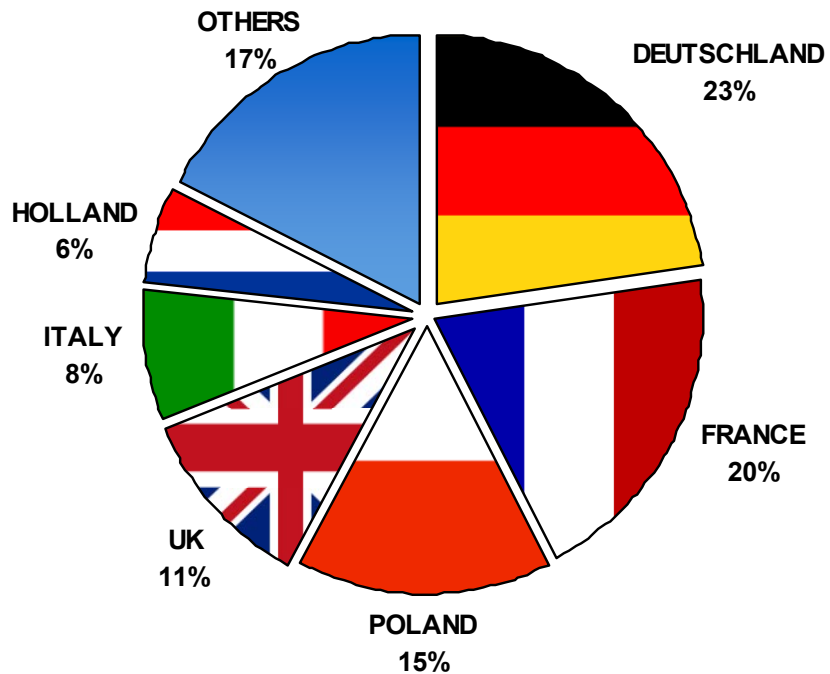
**Main Markets. Season 05/06**



## OUR UE MARKETS

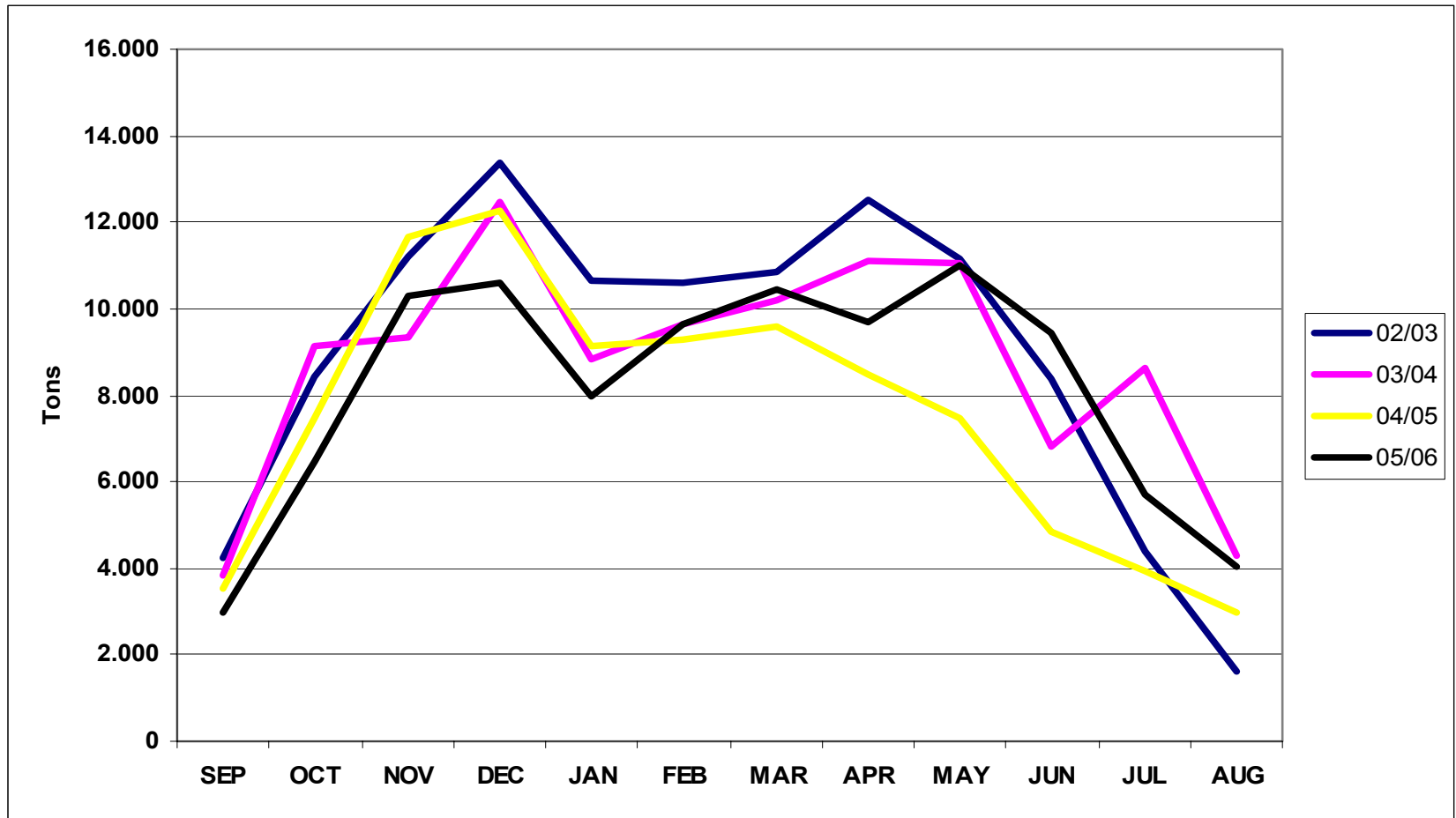


## LEMON EXPORTS TO UE COUNTIES Main Markets. Season 05/06



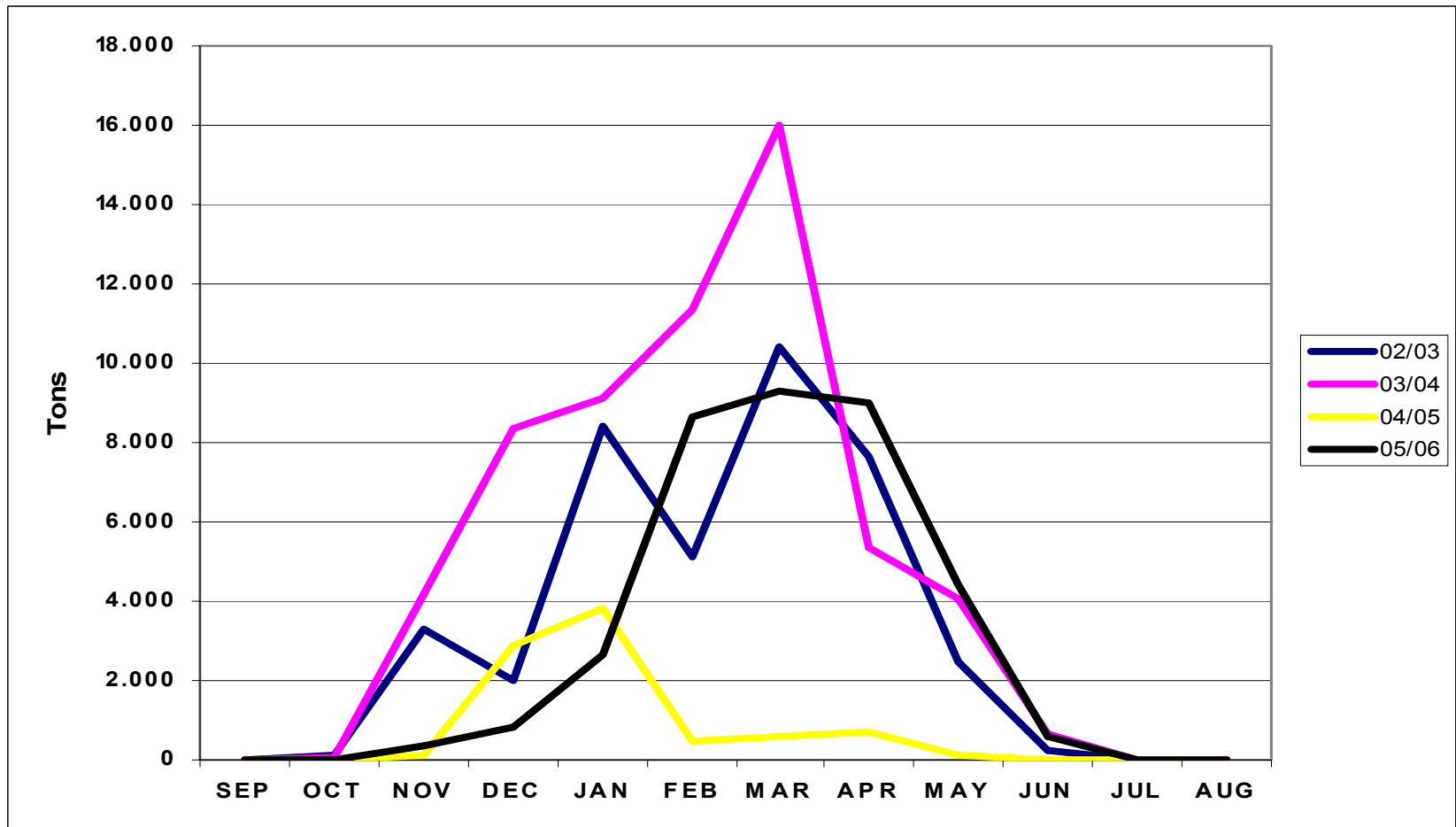


## SPANISH LEMON EXPORTS TO GERMANY. SEASONS 02/03 TO 05/06



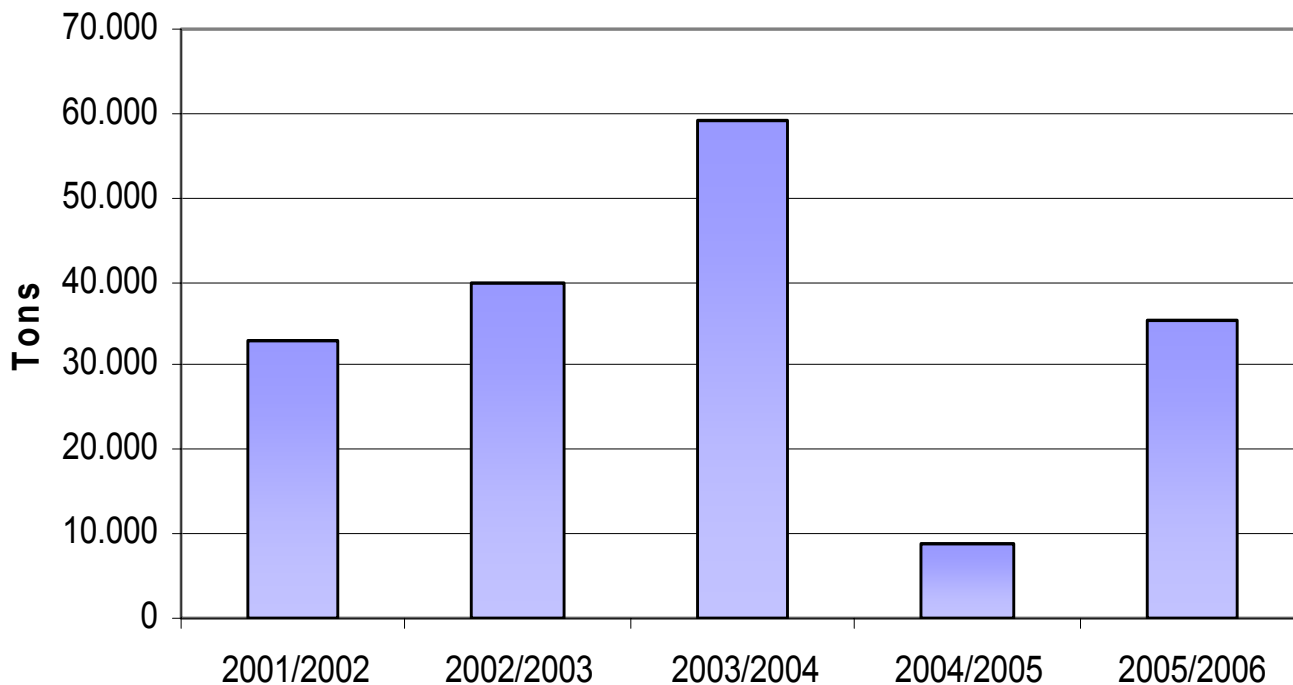


## SPANISH LEMON EXPORTS TO RUSSIA. SEASONS 02/03 TO 05/06



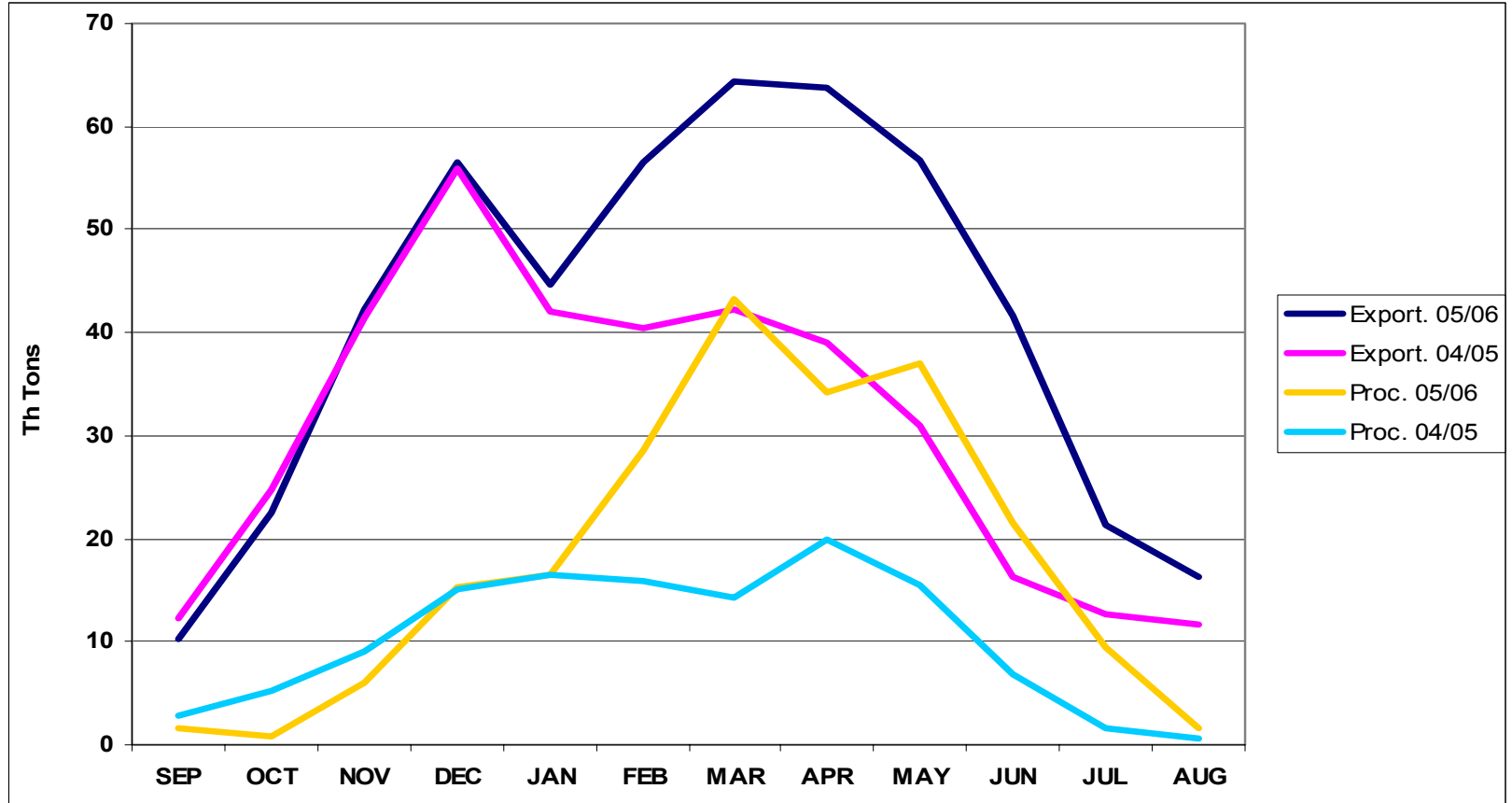


**SPANISH LEMON EXPORTS TO RUSSIA.  
PREVIOUS DATA AND POTENTIAL MARKET**





## LEMON FRESH EXPORTS AND PROCESSING RELATIONSHIP SEASONS 04/05 AND 05/06





# FORECAST SEASON 2006/2007







## LEMON PRODUCTION FORECAST FOR 2006/2007 SEASON

<b>EXPORT</b>	550,0
<b>PROCESSING</b>	225,0
<b>LOCAL MARKET</b>	150,0
<b>WITHDRAWS / LOSSES</b>	115,0
<b>TOTAL</b>	<b>1.040,0</b>

Th Tons

35 Th. Tons WEIGHT  
LOSSES

80 Th. Tons LEMONS  
ON THE TREES





## FORECAST 2006/2007 SPANISH LEMON

- **Business sources (AILIMPO) forecast a total production of 1.040 Th Tons, similar figure than previous year**
- **Even for verna lemons is expected a similar crop**
- **The forecast is made visiting witness orchards and pointing out the number of pieces on the trees and their size**
- **Official data (863 Th. Tons) may try to hide the risk that big quantities of lemons may not be collected. On the other hand publishing low figures try to increase artificially the price for the grower during the beginning of the season. CROP REDUCTION CAN NOT BE ACCEPTED BY THE INDUSTRY**



## FORECAST 2006/2007 SPANISH LEMON

- **Quantity and Quality allows to guaranty the sales all over the season**
- **We expect starting the season early this year as the size is slightly bigger**
- **Some 100 Th. tons are expected not to be collected again this season**
- **Solution: Increasing Exports (not so easy: record figure: 554 Th. Tons) and/or increasing Processing (Up to 300 Th. Tons according to real capacity already installed), not easy too as price+subsidies < cost of production (without considering collecting costs)**



## FORECAST 2006/2007 SPANISH LEMON

- The Future Ideal Production figure is around 900 Th. tons which allows to pick the whole production to be sold to both fresh and processing markets trying to make this activity profitable paying the grower the cost of production + benefit
- New plantations stopped 2-3 years ago, but during the period 1995-2001) nurseries sold around 3.200.000 plants, equivalent to replacing and modernising 11.500 hectares.



## FORECAST 2006/2007 SPANISH LEMON

### FUTURE:

- Differentiate Spanish lemons from other origins: We sell really fresh fruit to EUR and provide Service
- Promoting Consumption: Expensive, slow and difficult
- Reducing plantations: According to an official plan (or not)
- Improving quality (specially for verna but also for early finos)
- Turkey and Argentina ???????



THANKS

