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# MARKET INTELLIGENCE

FRESH APPLES

FROM

THE UNITED STATES

JANUARY TO DECEMBER 1987

Pub. No.: 88016-RR December 1988



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EXPLANATORY NOTES

Method

The data shown in this analysis is extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers is aggregated.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada  
Revenue Canada

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## IMPORT ANALYSIS

### FRESH APPLES

#### I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of an import analysis is developed in close consultation with the client, and is tailored to meet those specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This analysis of imports of fresh apples is based on a detailed examination of Revenue Canada Customs import documents from the United States only, during the period January to December, 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analysed:

071-03-10 Apples, fresh or chilled.

Within this class, shipments of only apples produced in the U.S. were examined; transshipments to Canada through the United States (i.e., shipments from other countries of origin) were excluded. These transshipments are shown separately by country of origin in Appendix K only.

Due to the large volume of shipments classified to the aforementioned C.I.T.C. import commodity code, the documents examined were selected by a sampling technique as follows:

Only those shipments having a value of \$10 000 and over were examined.

The shipments were divided into four groups (strata) on the basis of their values for Customs duty purposes. Stratum 1 consisted of shipments with values of \$24 000 and over; Stratum 2 consisted of values between \$19 000 and \$23 999. Stratum 3 consisted of values between \$17 000 and \$18 999; and Stratum 4 of shipments valued between \$10 000 and \$16 999.

All shipments from Stratum 1 were examined. Half of those from Stratum 2, a third of Stratum 3, and one fourth of Stratum 4 were selected for examination, using systematic sampling from random starts. Results in this report are based on the examined invoices: those of Stratum 2 were multiplied by two, while those of Stratum 3 and 4 were multiplied by three and four, respectively.

The resulting figures are subject to some possible statistical errors; the standard errors are given in detail in Appendix Q.

Total figures in this report do not correspond directly to those published by Statistics Canada. The differences are explained in Appendix P.

II. IMPORT TRENDS 1983-1987

As shown below, total imports of fresh apples from all countries were valued at \$100 million in 1987. These imports have been increasing steadily since 1983, both in terms of quantities and values.

Between 1983 and 1987 the value of fresh apples shipped from the United States grew significantly. Their imports increased from \$28 million to \$62 million (an average annual growth rate of 22 per cent, despite a decrease of 13 per cent from 1984 to 1985).

IMPORTS OF FRESH APPLES  
JANUARY TO DECEMBER

Country of Export	1983		1984		1985		1986		1987		% of Growth Per Annum 1983-1987	
	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value	Qty	Value
	(Mlb)	(\$M)	(Mlb)	(\$M)	(Mlb)	(\$M)	(Mlb)	(\$M)	(Mlb)	(\$M)	(%)	(%)
U.S.A.*	120	28	143	38	126	33	140	41	216	62	16	22
All Countries	188	53	218	66	219	78	236	88	298	100	12	17

\* Figures published by Statistics Canada above include transshipments (\$16.6 million in 1987): see Appendix K for detailed table by country of origin.

Nota bene: The remainder of this report refers only to imports of fresh apples produced in the United States. The results are based on a statistical sample of these U.S. shipments. Transshipments through the U.S. from other countries of origin are excluded.

III. ANALYSIS OF IMPORTS

Imports of fresh apples from the United States during the period January to December, 1987 totalled 59 million pounds for a value of \$23 million. (Note difference from figure published by Statistics Canada, as explained in Appendix P.)

Of the total imports, seventy-eight per cent of the value was divided among three varieties, namely Golden Delicious, Red Delicious and Granny Smith. McIntosh apples made up another significant variety of imports, comprising seven per cent of the total value. Eleven per cent of imports by value were not identified as to variety. Sixty five per cent of all apples were of the Extra Fancy Type and seven per cent Fancy. Further details on imports by variety and type are shown in Appendix A.

SUMMARY OF IMPORTS BY MAJOR VARIETY - 1987

<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Per cent of</u> <u>Total Quantity</u>	<u>Value</u> (\$000)	<u>Per cent of</u> <u>Total Value</u>
Golden Delicious	15 738	27	6 190	27
Red Delicious	15 895	27	6 395	27
Granny Smith	13 872	23	5 558	24
McIntosh	3 509	6	1 552	7
Other Varieties	<u>10 072</u>	<u>17</u>	<u>3 658</u>	<u>16</u>
TOTAL	59 086	100	23 353	100

As shown below, almost one third of apples was imported at over 40 to 50 cents per pound price range, and another fifty per cent in the 20 to 40 cents per pound range. Appendix B shows further details by variety and price range. These patterns are repeated for each of the main varieties, i.e., Golden, Red Delicious and Granny Smith.

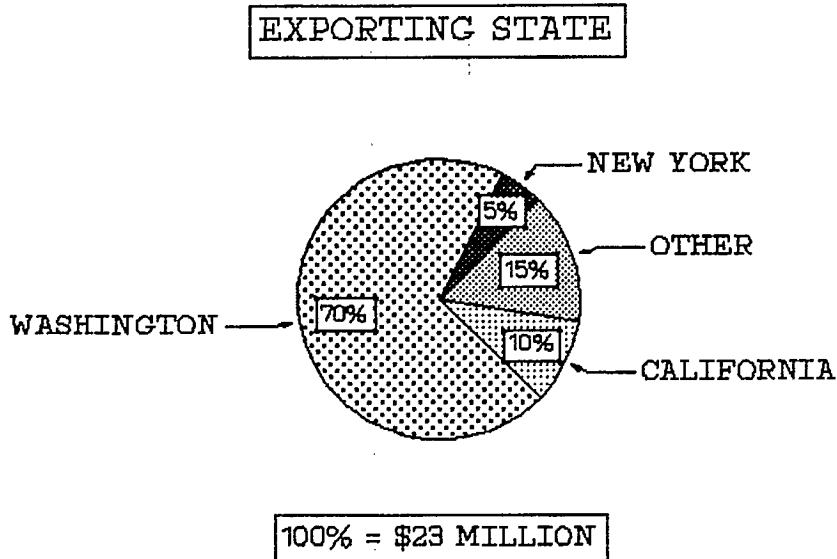
With respect to count size, almost one third of apples were imported in boxes of 100 or 113, with further large values in boxes of 88 and 125 apples (see Appendix C). These are also the major count sizes found in each variety, as shown in Appendix D.

SUMMARY TABLE  
IMPORTS OF FRESH APPLES BY PRICE RANGE  
JANUARY TO DECEMBER 1987

<u>Price Range</u> (\$/lb)	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Up to .20	1 270	230
Over .20 to .30	13 025	3 374
Over .30 to .40	16 641	5 928
Over .40 to .50	18 220	8 186
Over .50 to .60	7 623	4 144
Over .60	<u>2 308</u>	<u>1 490</u>
TOTAL	59 086	23 353

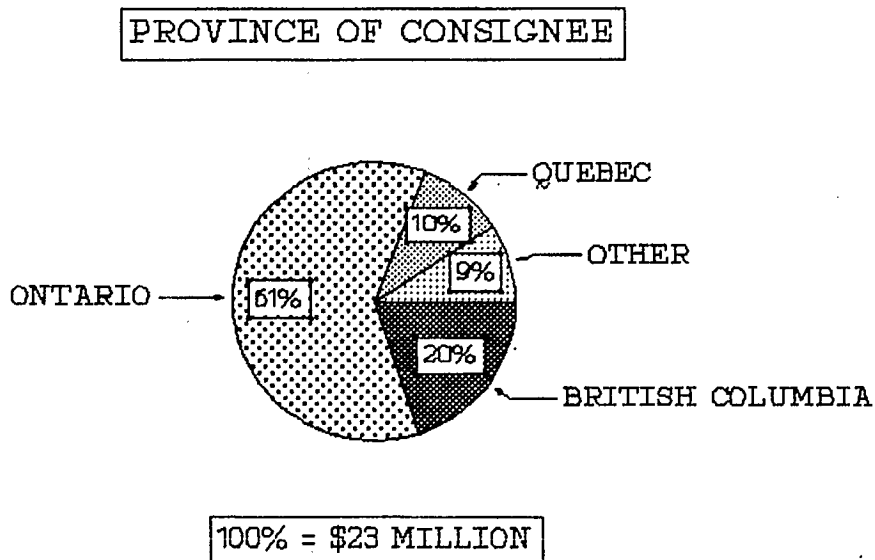
III. ANALYSIS OF IMPORTS - (Cont'd)

The State of Washington was the dominant source of exports of apples during the period analysed, accounting for \$16 million or 70 per cent of the total import value, followed by California with \$2 million. The other exporting states in alphabetical order are listed in Appendix E. A detailed list showing apples by variety for each state is listed in Appendix F. Of the major imported varieties, Golden and Red Delicious come primarily from Washington, whereas Granny Smith originate in a ratio of about two thirds Washington and one third California. McIntosh come primarily from Maine and Massachusetts.



With respect to timing of imports, about one quarter of the apples are imported in June and February and another quarter from March to May. Imports in other months are distributed fairly evenly. (See Appendices G and H for further details.)

Ontario was the major province of consignee, accounting for \$14 million or 61 per cent of the total import value, followed by British Columbia and Québec with 20 and 10 per cent, respectively. For further details on province of consignee, see Appendices I and J.





III. ANALYSIS OF IMPORTS - (Cont'd)

Transshipments to Canada via the U.S. amounting to \$16.6 million were not analysed in detail except as to country of origin. New Zealand was by far the major country of origin for these transshipments with 85% of the value (Appendix K).

There were 77 known consignees/importers of fresh apples during the calendar year 1987. Five of these importers had imports of at least \$1 million during that period. The principal 25 consignees/importers accounted for \$18 million or 79 per cent of the total dollar value. All consignees/importers are listed in alphabetical order in Appendix L.

Foreign exporters to Canada are shown in Appendix M; eight exporters from Washington accounted for 44% of total value.

IMPORT MARKET CONCENTRATION, 1987

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	5 366	23
6	8 509	36
10	11 585	50
15	14 438	62
20	16 626	71
25	18 345	79
All Consignees/ Importers (77)	23 353	100

IV. CANADIAN PRODUCTION

Statistics Canada reports commercial production and value of apples by Canadian processors as follows. (Canadian suppliers are shown in Appendix N.)

ESTIMATE OF COMMERCIAL PRODUCTION AND VALUE OF APPLES  
BY VARIETY IN CANADA, BY PROVINCE, 1986 AND 1987

<u>Apples by Variety</u>	<u>1986</u>		<u>1987</u>	
	<u>Imperial tons</u>	<u>Value (\$000)</u>	<u>Imperial tons</u>	<u>Value (\$000)</u>
<u>Delicious</u>				
CANADA	104 534	..	148 185	..
Nova Scotia	5 460	..	6 300	..
Ontario	38 376	11 676	39 041	11 530
British Columbia	60 698	16 211	102 844	..
<u>McIntosh</u>				
CANADA	..	..	199 483	..
Nova Scotia	16 380	..	21 000	..
New Brunswick	3 780	..	3 550	..
Québec	(1)	(1)	57 351	..
Ontario	62 384	16 322	58 819	14 030
British Columbia	42 107	12 109	58 763	..
<u>SpY</u>				
CANADA	37 908	..	37 813	..
Nova Scotia	5 250	..	5 040	..
Ontario	32 658	8 520	32 773	9 242
<u>Cortland</u>				
CANADA	..	..	18 768	..
Nova Scotia	6 300	..	7 350	..
New Brunswick	2 268	..	2 388	..
Quebec	(1)	(1)	9 030	..
<u>Spartan</u>				
CANADA	27 961	6 451	39 612	..
Ontario	3 870	1 175	3 834	870
British Columbia	24 091	5 276	35 778	..
<u>Other</u>				
CANADA	..	..	84 990	..
Nova Scotia	17 010	..	21 210	..
New Brunswick	1 512	..	1 632	..
Québec	(1)	(1)	17 620	..
Ontario	36 392	12 014	36 763	7 389
British Columbia	6 249	1 515	7 765	..

(1) Due to changes in methodology, production figures are not available for Québec apples by variety in 1986.

.. figures not available

Source: Statistics Canada

Catalogue 22-003 Vol. 57, No. 2

IMPORTS OF FRESH APPLES BY VARIETY AND TYPE  
JANUARY TO DECEMBER 1987

Variety	Total Imports		T Y P E					
	Quantity	Value	Fancy		Extra Fancy		Not Shown	
	(000 lb)	(\$000)	Quantity	Value	Quantity	Value	Quantity	Value
			(000 lb)	(\$000)	(000 lb)	(\$000)	(000 lb)	(\$000)
Canepa	118	51	-	-	-	-	118	51
Cortland	50	18	50	18	-	-	-	-
Golden Delicious	15 738	6 190	1 142	316	12 093	5 014	2 503	860
Red Delicious	15 895	6 395	1 162	374	13 022	5 484	1 711	537
Empire	600	234	386	146	-	-	214	88
Granny Smith	13 872	5 558	899	306	9 960	3 997	3 013	1 255
Ida Red	80	18	-	-	-	-	80	18
Jonathan	164	61	-	-	-	-	164	61
Law Rome	125	60	-	-	125	60	-	-
Lobo	112	25	-	-	-	-	112	25
McIntosh	3 509	1 552	829	332	930	438	1 750	782
McIntosh Early	39	10	39	10	-	-	-	-
Mutsu	179	51	-	-	-	-	179	51
Newton	178	41	178	41	-	-	-	-
Paula Red	609	167	201	40	160	53	249	74
Rainbow-Delicious	62	18	-	-	62	18	-	-
Rome	820	249	-	-	8	5	812	244
Tydeman	13	4	-	-	13	4	-	-
Tydeman Red	114	29	114	29	-	-	-	-
Not Shown	<u>6 811</u>	<u>2 621</u>	-	-	<u>578</u>	<u>201</u>	<u>6 233</u>	<u>2 430</u>
TOTAL*	59 086	23 353	5 000	1 612	36 951	15 274	17 138	6 466

The following notes refer to all tables contained in this report. Differences occurring in quantity (lb): Wherever possible, this report indicates pounds in net weight of the apples plus the weight of the container. When the documents did not indicate net weight, a standard weight of 42 pounds per carton was used.

\* Figures may not add due to rounding

IMPORTS OF FRESH APPLES BY VARIETY AND PRICE RANGE  
JANUARY TO DECEMBER 1987

Variety	Price Range (\$/lb)											
	Up to .20		Over .20 to .30		Over .30 to .40		Over .40 to .50		Over .50 to .60		Over .60	
	(000 lb)	(\$000)	(000 lb)	(\$000)	(000 lb)	(\$000)	(000 lb)	(\$000)	(000 lb)	(\$000)	(000 lb)	(\$000)
Canepa	-	-	-	-	-	-	118	51	-	-	-	-
Cortland	-	-	-	-	50	18	-	-	-	-	-	-
Golden Delicious	22	4	3 707	967	4 946	1 730	4 681	2 062	1 446	813	935	614
Red Delicious	627	113	3 520	936	3 526	1 273	4 988	2 259	2 621	1 424	613	389
Empire	-	-	96	28	386	146	-	-	118	59	-	-
Granny Smith	23	5	2 885	721	3 860	1 368	4 564	2 059	2 099	1 119	441	286
Ida Red	-	-	80	18	-	-	-	-	-	-	-	-
Jonathan	-	-	-	-	164	61	-	-	-	-	-	-
Law Rome	-	-	-	-	-	-	125	60	-	-	-	-
Lobo	-	-	112	25	-	-	-	-	-	-	-	-
McIntosh	-	-	203	54	595	215	2 186	992	446	241	78	50
McIntosh Early	-	-	39	10	-	-	-	-	-	-	-	-
Mutsu	-	-	179	51	-	-	-	-	-	-	-	-
Newton	-	-	178	41	-	-	-	-	-	-	-	-
Paula Red	201	40	101	27	308	101	-	-	-	-	-	-
Rainbow-Delicious	-	-	62	18	-	-	-	-	-	-	-	-
Rome	240	41	144	43	429	160	-	-	8	5	-	-
Tydeman	-	-	-	-	13	4	-	-	-	-	-	-
Tydeman Red	-	-	114	29	-	-	-	-	-	-	-	-
Not Shown	<u>157</u>	<u>27</u>	<u>1 607</u>	<u>405</u>	<u>2 364</u>	<u>852</u>	<u>1 558</u>	<u>703</u>	<u>885</u>	<u>483</u>	<u>241</u>	<u>151</u>
TOTAL	1 270	230	13 025	3 374	16 641	5 928	18 220	8 186	7 623	4 144	2 308	1 490

IMPORTS OF FRESH APPLES BY COUNT SIZE  
JANUARY TO DECEMBER 1987

<u>Count Size</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
56	85	26
64	230	92
72	384	154
80	468	203
88	4 344	2 047
96	1 143	611
100	10 591	4 296
113	8 126	3 079
120	1 849	799
125	3 826	1 442
138	1 042	328
140	454	196
150	219	83
160	55	23
Assorted sizes	2 360	879
Size not reported	<u>23 910</u>	<u>9 096</u>
TOTAL	59 086	23 353

IMPORTS OF FRESH APPLES BY VARIETY AND COUNT SIZE  
JANUARY TO DECEMBER 1987

<u>Variety</u>	<u>Count Size</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Canepa	Not Shown	118	51
Cortland	Combination	50	18
Golden Delicious	64	*	*
	72	25	9
	80	191	84
	88	812	330
	96	1 042	564
	100	3 873	1 508
	113	3 779	1 437
	120	304	95
	125	1 414	535
	138	232	67
	Combination	169	74
Not Shown	<u>3 897</u>	<u>1 487</u>	
Total - Golden Delicious		15 738	6 190
Red Delicious	56	58	13
	64	221	86
	72	325	128
	80	243	103
	88	3 066	1 503
	100	4 571	1 818
	113	1 824	672
	125	592	239
	138	187	54
	Combination	271	91
	Not Shown	<u>4 537</u>	<u>1 688</u>
Total - Red Delicious		15 895	6 395
Empire	113	2	1
	120	117	59
	125	119	45
	138	56	21
	150	209	79
	Not Shown	<u>96</u>	<u>28</u>
Total - Empire		600	234

\* Less than 1,000

IMPORTS OF FRESH APPLES BY VARIETY AND COUNT SIZE (Cont'd)  
JANUARY TO DECEMBER 1987

<u>Variety</u>	<u>Count Size</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Granny Smith	56	28	12
	64	8	6
	88	317	154
	100	1 222	578
	113	2 094	831
	120	43	22
	125	1 543	559
	138	534	173
	Combination	847	291
	Not Shown	<u>7 235</u>	<u>2 931</u>
Total - Granny Smith		13 872	5 557
Ida Red	Not Shown	80	18
Jonathan	Not Shown	164	61
Law Rome	72	34	16
	80	34	16
	Combination	<u>57</u>	<u>29</u>
Total - Law Rome		125	60
Lobo	Not Shown	112	25
McIntosh	96	62	35
	100	154	72
	113	48	25
	120	1 384	622
	125	18	9
	138	24	10
	140	442	191
	150	10	3
	160	55	23
	Combination	712	309
		Not Shown	<u>600</u>
Total - McIntosh		3 509	1 552

IMPORTS OF FRESH APPLES BY VARIETY AND COUNT SIZE (Cont'd)  
JANUARY TO DECEMBER 1987

<u>Variety</u>	<u>Count Size</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
McIntosh Early	Combination	39	10
Mutsu	Not Shown	179	51
Newton	Not Shown	178	41
Paula Red	96	39	13
	125	100	30
	138	8	3
	Combination	101	29
	Not Shown	<u>361</u>	<u>93</u>
Total - Paula Red		609	167
Rainbow-Delicious	113	62	18
Rome	88	8	5
	100	429	160
	Not Shown	<u>384</u>	<u>84</u>
Total - Rome		820	249
Tydeman	140	13	4
Tydeman Red	Combination	114	29
Variety Not Shown	88	141	55
	100	343	161
	113	318	96
	125	40	26
	Not Shown	<u>5 970</u>	<u>2 284</u>
Total - Not Shown		6 811	2 621



IMPORTS OF FRESH APPLES BY EXPORTING STATE  
JANUARY TO DECEMBER 1987

<u>Exporting State</u>	<u>Quantity</u> <u>(000 lb)</u>	<u>Value</u> <u>(\$000)</u>
Arizona	261	118
California	6 686	2 323
Delaware	123	63
Florida	371	160
Illinois	164	61
Maine	1 566	731
Maryland	42	25
Massachusetts	1 841	736
Michigan	1 956	590
Minnesota	130	46
Montana	168	45
New Jersey	339	180
New York	3 116	1 168
Oregon	1 643	518
Pennsylvania	362	183
Washington	40 208	16 335
Wisconsin	<u>117</u>	<u>69</u>
TOTAL	59 086	23 353

IMPORTS OF FRESH APPLES BY EXPORTING STATE AND VARIETY  
JANUARY TO DECEMBER 1987

<u>Exporting State</u>	<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Arizona	Red Delicious	132	63
	Not Shown	<u>129</u>	<u>56</u>
Total - Arizona		261	118
California	Golden Delicious	183	38
	Red Delicious	92	41
	Granny Smith	4 086	1 385
	McIntosh	228	111
	Not Shown	<u>2 096</u>	<u>749</u>
Total - California		6 686	2 323
Delaware	Granny Smith	123	63
Florida	Granny Smith	371	160
Illinois	Jonathan	164	61
Maine	Golden Delicious	9	4
	Red Delicious	32	17
	Granny Smith	4	2
	McIntosh	1 275	586
	Not Shown	<u>246</u>	<u>123</u>
Total - Maine		1 566	731
Maryland	Not Shown	42	25
Massachusetts	Cortland	50	18
	Golden Delicious	83	30
	Red Delicious	330	105
	McIntosh	<u>1 378</u>	<u>584</u>
Total - Massachusetts		1 841	736
Michigan	Golden Delicious	56	14
	Empire	386	146
	McIntosh	67	21
	Paula Red	609	167
	Rome	240	41
	Law Rome	125	60
	Not Shown	<u>473</u>	<u>140</u>
Total - Michigan		1 956	590

IMPORTS OF FRESH APPLES BY EXPORTING STATE AND VARIETY (Cont'd)  
JANUARY TO DECEMBER 1987

<u>Exporting State</u>	<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Minnesota	Golden Delicious	130	46
Montana	Golden Delicious	72	23
	Red Delicious	<u>96</u>	<u>22</u>
Total - Montana		168	45
New Jersey	Granny Smith	339	180
New York	Canepa	118	51
	Golden Delicious	184	46
	Red Delicious	247	66
	Empire	214	88
	Granny Smith	294	163
	Ida Red	80	18
	Lobo	112	25
	McIntosh	473	210
	McIntosh Early	39	10
	Mutsu	179	51
	Rome	572	203
	Tydeman	13	4
	Tydeman Red	114	29
Not Shown	<u>478</u>	<u>203</u>	
Total - New York		3 116	1 168
Oregon	Granny Smith	1 643	518
Pennsylvania	Granny Smith	362	183
Washington	Golden Delicious	14 979	5 964
	Red Delicious	14 891	6 038
	Granny Smith	6 651	2 903
	McIntosh	88	40
	Newton	178	41
	Rome	8	5
	Rainbow Delicious	62	18
	Not Shown	<u>3 346</u>	<u>1 325</u>
Total - Washington		40 202	16 335
Wisconsin	Golden Delicious	42	25
	Red Delicious	<u>75</u>	<u>43</u>
Total - Wisconsin		<u>117</u>	<u>69</u>
TOTAL - ALL STATES		59 086	23 353

IMPORTS OF FRESH APPLES BY MONTH OF ENTRY  
JANUARY TO DECEMBER 1987

<u>Month of Entry</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
January	4 041	1 573
February	7 684	2 993
March	5 762	2 457
April	5 099	2 044
May	5 624	2 253
June	7 059	3 261
July	3 308	1 670
August	2 598	1 151
September	4 332	1 761
October	5 458	1 905
November	3 527	1 058
December	<u>4 596</u>	<u>1 228</u>
TOTAL	59 086	23 353

IMPORTS OF FRESH APPLES BY MONTH OF ENTRY AND VARIETY  
JANUARY TO DECEMBER 1987

<u>Month of Entry</u>	<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
January	Golden Delicious	1 056	428
	Red Delicious	1 263	421
	Granny Smith	1 235	549
	McIntosh	256	84
	Not Shown	<u>232</u>	<u>91</u>
Total - January		4 041	1 573
February	Golden Delicious	2 102	737
	Red Delicious	2 147	758
	Granny Smith	2 673	1 210
	McIntosh	23	7
	Rome	101	39
	Law Rome	125	60
	Not Shown	<u>514</u>	<u>183</u>
Total - February		7 685	2 993
March	Canepa	118	51
	Golden Delicious	1 475	633
	Red Delicious	1 579	682
	Granny Smith	2 052	913
	Newton	178	41
	Rome	215	81
	Not Shown	<u>146</u>	<u>56</u>
Total - March		5 762	2 457
April	Golden Delicious	1 413	535
	Red Delicious	1 123	483
	Empire	96	28
	Granny Smith	724	360
	McIntosh	422	193
	Mutsu	179	51
	Rome	265	88
	Not Shown	<u>876</u>	<u>304</u>
Total - April		5 099	2 044
May	Cortland	50	18
	Golden Delicious	2 713	937
	Red Delicious	1 087	516
	Granny Smith	445	218
	McIntosh	850	356
	Not Shown	<u>478</u>	<u>209</u>
Total - May		5 624	2 253

IMPORTS OF FRESH APPLES BY MONTH OF ENTRY AND VARIETY (Cont'd)  
JANUARY TO DECEMBER 1987

<u>Month of Entry</u>	<u>Variety</u>	<u>Quantity</u> <u>(000 lb)</u>	<u>Value</u> <u>(\$000)</u>
June	Golden Delicious	1 949	888
	Red Delicious	2 342	1 203
	Empire	118	59
	Granny Smith	408	182
	McIntosh	1 132	498
	Not Shown	<u>1 110</u>	<u>430</u>
Total - June		7 059	3 261
July	Golden Delicious	1 214	677
	Red Delicious	1 654	781
	Granny Smith	138	51
	McIntosh	172	95
	Not Shown	<u>130</u>	<u>67</u>
	Total - July		3 308
August	Golden Delicious	519	313
	Red Delicious	540	200
	Granny Smith	86	41
	McIntosh	228	111
	McIntosh Early	39	10
	Paula Red	348	87
	Tydemán	13	4
	Tydemán Red	114	29
	Not Shown	<u>711</u>	<u>357</u>
Total - August		2 598	1 151
September	Golden Delicious	807	339
	Red Delicious	1 333	535
	Granny Smith	1 620	679
	McIntosh	67	21
	Paula Red	261	80
	Rainbow Delicious	62	18
	Not Shown	<u>182</u>	<u>89</u>
	Total - September		4 332
October	Golden Delicious	784	253
	Red Delicious	1 510	523
	Granny Smith	1 599	592
	Jonathan	164	61
	McIntosh	128	69
	Rome	240	41
	Not Shown	<u>1 034</u>	<u>367</u>
Total - October		5 458	1 905

IMPORTS OF FRESH APPLES BY MONTH OF ENTRY AND VARIETY (Cont'd)  
JANUARY TO DECEMBER 1987

<u>Month of Entry</u>	<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
November	Golden Delicious	637	165
	Red Delicious	389	96
	Empire	127	48
	Granny Smith	1 413	377
	McIntosh	162	82
	Not Shown	<u>800</u>	<u>290</u>
Total - November		3 527	1 058
December	Golden Delicious	1 070	285
	Red Delicious	928	199
	Empire	259	98
	Granny Smith	1 479	387
	Ida Red	80	18
	Lobo	112	25
	McIntosh	69	36
	Not Shown	<u>598</u>	<u>178</u>
Total - December		4 596	1 228

IMPORTS OF FRESH APPLES BY PROVINCE OF CONSIGNEE  
JANUARY TO DECEMBER 1987

<u>Province of Consignee</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Newfoundland	446	191
Prince Edward Island	-	-
Nova Scotia	415	175
New Brunswick	1 010	408
Québec	6 863	2 245
Ontario	34 895	14 318
Manitoba	1 594	620
Saskatchewan	1 230	533
Alberta	239	111
British Columbia	<u>12 395</u>	<u>4 751</u>
TOTAL	59 086	23 353



IMPORTS OF FRESH APPLES BY PROVINCE OF CONSIGNEE AND VARIETY  
JANUARY TO DECEMBER 1987

<u>Province of Consignee</u>	<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Newfoundland	Golden Delicious	3	2
	Red Delicious	7	4
	McIntosh	158	85
	McIntosh Early	39	10
	Tydeman	13	4
	Tydeman Red	114	29
	Not Shown	<u>113</u>	<u>57</u>
Total - Newfoundland		446	191
Nova Scotia	Golden Delicious	9	5
	Red Delicious	103	55
	McIntosh	<u>303</u>	<u>115</u>
Total - Nova Scotia		415	175
New Brunswick	Cortland	50	18
	Golden Delicious	89	32
	Red Delicious	355	118
	Granny Smith	125	55
	McIntosh	257	120
	Not Shown	<u>133</u>	<u>66</u>
Total - New Brunswick		1 010	408
Québec	Canepa	118	51
	Golden Delicious	1 843	563
	Red Delicious	1 612	375
	Empire	96	28
	Granny Smith	1 738	686
	Ida Red	80	18
	Lobo	112	25
	McIntosh	477	216
	Rome	429	160
	Not Shown	<u>358</u>	<u>122</u>
Total - Québec		6 863	2 245

IMPORTS OF FRESH APPLES BY PROVINCE OF CONSIGNEE AND VARIETY (Cont'd)  
JANUARY TO DECEMBER 1987

<u>Province of Consignee</u>	<u>Variety</u>	<u>Quantity</u> (000 lb)	<u>Value</u> (\$000)
Ontario	Golden Delicious	10 293	4 347
	Red Delicious	11 015	4 724
	Empire	386	146
	Granny Smith	9 089	3 675
	Jonathan	164	61
	Mutsu	179	51
	Paula Red	361	93
	Rainbow-Delicious	62	18
	Rome	392	88
	Law Rome	125	60
	Not Shown	<u>2 831</u>	<u>1 054</u>
Total - Ontario		34 895	14 318
Manitoba	Golden Delicious	130	46
	Empire	117	59
	McIntosh	921	400
	Paula Red	249	74
	Not Shown	<u>177</u>	<u>40</u>
Total - Manitoba		1 594	620
Saskatchewan	Golden Delicious	132	66
	Red Delicious	117	43
	McIntosh	<u>981</u>	<u>424</u>
Total - Saskatchewan		1 230	533
Alberta	McIntosh	239	111
British Columbia	Golden Delicious	3 239	1 130
	Red Delicious	2 686	1 076
	Granny Smith	2 920	1 141
	McIntosh	172	80
	Newton	178	41
	Not Shown	<u>3 200</u>	<u>1 282</u>
Total - British Columbia		12 395	4 751

TRANSHIPMENTS TO CANADA VIA THE UNITED STATES BY COUNTRY OF ORIGIN  
JANUARY TO DECEMBER 1987

<u>Country of Origin</u>	<u>Quantity</u> <u>(000 lb)</u>	<u>Value</u> <u>(\$000)</u>
Argentina	418	179
Chile	2 758	1 207
Costa Rica	176	41
France	107	46
New Zealand	28 578	14 396
Spain	1 358	675
United Kingdom	<u>38</u>	<u>13</u>
TOTAL	33 433	16 557

CANADIAN IMPORTERS

Importers of fresh apples during the period January to December, 1987 as indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee, (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>
B.C. Tree Fruits Limited	Kelowna, B.C.
Baizer S & Fils Ltée	Montréal, Qué.
Barrin Produce Division Limited	Winnipeg, Man.
Beauvais Limited	Montréal, Qué.
Berger Fruit Company Limited	Montréal, Qué.
Brown & Sons Company Limited	Toronto, Ont.
C.K. Blair Franklin Center	Québec, Qué.
Canadawide Fruit Wholesalers	Montréal, Qué.
Central Canada Growers Inc.	Ottawa, Ont.
	Islington, Ont.
	Toronto, Ont.
	Weston, Ont.
Clover Produce Limited	Mont-Pearl, Nfld.
Co-Op Atlantic	Moncton, N.B.
Courchesne Larose Limited	Montréal, Qué.
Crescent Fruit Company Limited	Winnipeg, Man.
David Oppenheimer & Associates	Vancouver, B.C.
Dominion Citrus & Drugs Limited	Toronto, Ont.
Epicieris Unis Métro Richelieu Inc.	Montréal, Qué.
F.B.I. Foods Limited	Montréal, Qué.
F.G. Lister & Company Limited	Toronto, Ont.
Food Services of America	Toronto, Ont.
Food Services of Canada	Toronto, Ont.
Fortino's Supermarket	Hamilton, Ont.
Fruits Botner Limited	Montréal, Qué.
GAL Foods Inc.	Hamilton, Ont.
Glen Huron Apples & Cold Storage Limited	Glen Huron, Ont.
Global Fruits & Produce Limited	Toronto, Ont.
Global Produce Sales	Toronto, Ont.
Highland Farms Inc.	Scarborough, Ont.
Hillcrest Farms Limited	Fredericton, N.B.
Horne & Pitfield Foods Limited	Edmonton, Alta.
Importations Socodis	St-Laurent, Qué.
J.B. Laverdure Inc.	Montréal, Qué.
Jardin Mérite Div. of Métro Richelieu	Montréal, Qué.
Kelly Orchards Inc.	Toronto, Ont.
Kitchens of Sara Lee Corp. Canada	Bramalea, Ont.
Knight's Appleden Fruit Limited	Colborne, Ont.
Knobhill Farms Limited	Scarborough, Ont.
	Toronto, Ont.

CANADIAN IMPORTERS (Cont'd)

<u>Name</u>	<u>Address</u>
Les Aliments Supra Inc.	Montréal, Qué.
Lewisporte Wholesale Limited	Lewisporte, Nfld.
Loblaws Limited	Weston, Ont.
	Toronto, Ont.
Loeb Inc.	Ottawa, Ont.
M&M Prepack Sales Limited	Pleasantville, Nfld.
Maraichers Van Winden Inc.	Sherrington, Qué.
Maryrand Ltée	Montréal, Qué.
McDonald's Consolidated Limited	Vancouver, B.C.
	Edmonton, Alta.
Merchants Consolidated Limited	Winnipeg, Man.
Morris Brown & Son Company Limited	Toronto, Ont.
Mérit Provincial	Ottawa, Ont.
National Grocers Limited	Mississauga, Ont.
	Ottawa, Ont.
	Toronto, Ont.
	Weston, Ont.
	Toronto, Ont.
Ontario Tree Fruits Limited	Toronto, Ont.
Overwaitea Foods Limited	Vancouver, B.C.
	Langley, B.C.
P. Culotta & Company (Ontario) Limited	Toronto, Ont.
Pacific Produce Company Limited	Vancouver, B.C.
Pioneer Portion Pak Limited	Richmond, B.C.
Provigo Distributions Inc.	Montréal, Qué.
Provincial Fruit Company Limited	Ottawa, Ont.
	Toronto, Ont.
Scott National Company Limited	Winnipeg, Man.
Seaway Distributors Limited	Dartmouth, N.S.
	Notre Dame de Stanbridge, Qué.
Shelley-Western Inc.	Saskatoon, Sask.
Squillante & Zimmerman Sales Inc.	Toronto, Ont.
St-Henri Fruits & Vegetable Company	Montréal, Qué.
Steinberg Limited	Montréal, Qué.
Stronach & Sons Inc.	Toronto, Ont.
Swartz Bros Limited	Vancouver, B.C.
The Codville Company	Winnipeg, Man.
The Great A&P Tea Company Inc.	Toronto, Ont.
The Grocery People Limited	Edmonton, Alta.
The Lid Company	Saskatoon, Sask.
The Ontario Produce Company Limited	Toronto, Ont.
Tom Yee Company Limited	Vancouver, B.C.
Twin Brand Orchards	New Castle, Ont.
Vetere B & G Wholesale Limited	Toronto, Ont.
Westcoast Produce Div. of G&H Marketing Enterprise Limited	Surrey, B.C.
Western Commodities Limited	Vancouver, B.C.
Western Grocers Limited	Edmonton, Alta.
Westfair Foods Limited	Winnipeg, Man.
White & Company Limited	Toronto, Ont.
Willett Foods Limited	Kitchener, Ont.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of fresh apples, with total shipments of \$100 000 and over are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 81 per cent of the total analysed value of \$23.4 Million.

<u>Name</u>	<u>Address - United States</u>	<u>Value of Imports</u> (\$000)
Hansen Fruit & Cold Storage Co.	Yakima, WA	2 364
Brewster Heights Packing Inc.	Brewster, WA	1 551
Skookum Inc.	Wenatchee, WA	1 244
Blue Chelan Inc.	Chelan, WA	1 211
Gwin White & Prince Inc.	Wenatchee, WA	1 104
Stemilt Growers Inc.	Wenatchee, WA	1 050
Oneonta Trading Corp.	Wenatchee, WA	976
Washington Fruit Produce Co.	Yakima, WA	818
J.P. Sullivan & Co.	Ayer, MA	692
Wenoka Sales	Wenatchee, WA	606
Richland Sales	Reedley, CA	558
Naumes Inc.	Medford, OR	518
Roche Fruit Co. Inc.	Yakima, WA	471
McDougall & Sons Inc.	Wenatchee, WA	446
L.P. Farms Inc.	Turner, ME	445
Forney Fruit Produce Co. Inc.	Yakima, WA	323
Price Gold Storage	Yakima, WA	303
Beebe Orchard Co.	Chelan, WA	284
Zirkle Fruit Co.	Selah, WA	263
Stadelman Fruit Inc.	Yakima, WA	220
Chief Wenatchee	Wenatchee, WA	216
Eakin Fruit Co.	Uniongap, WA	210
Christian Salvesen P&M Co.	Sanger, CA	208
Hudson River Fruit Dist.	Milton, NY	206
Apples Sales Inc.	Yakima, WA	201
Trout Inc.	Chelan, WA	198
Orvilla Cordell Fruit Growers	Orvilla, WA	196
Sierra Hills Packing	Stocktone, CA	192
Sun World Inc.	Reedly, CA	179
Sunniland Fruit Inc.	Stockton, CA	167
S&K Fruit	Wenatchee, WA	149
Inland Fruit Produce Co. Inc.	Wapato, WA	146
Stanley Orchards Inc.	Moena, NY	134
Witte Orchards Inc.	Wenatchee, WA	129
Steven A. Fish	North Turner, ME	122
Belding Fruit Sales Inc.	Belding, MI	121
Auvil Fruit Col.	Orondo, WA	117
Chick Orchards	Monmouth, ME	115
Ban Fruit Co.	Visalia, CA	113
Safeway Stores Inc.	Watsonville, CA	111
M&R Co.	Lodi, CA	108
R.F. Taplett Fruit Co.	Wenatchee, WA	105
United Apple Sales Inc.	Albion, NY	105

CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada (ISTC). This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information of Canadian products supplied is as given by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity code.

071-03-10 Apples, Fresh or Chilled

<u>Name</u>	<u>Address</u>
*British Columbia Tree Fruits Ltd.	Kelowna, B.C.
Glen Huron Apples & Cold Storage Ltd.	Glen Huron, Ont.
Mayfield Farms Ltd.	Brampton, Ont.
*R.W. Dewolfe Ltd.	Wolfville, N.S.
Reinhart Foods Div. of Reinhart Vinegars	Agincourt, Ont.
Scotian Gold Co-Operative Ltd.	Kentville, N.S.
*Twin Brand Orchards Inc.	Newcastle, Ont.

\* Company engaged in export trade

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN AND FOREIGN TARIFFS

Fresh apples included in this analysis were dutiable under the following most commonly applied tariff item.

Tariff Item	Description	Tariff Treatment				
		British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
9201-1	Fruits, fresh, in their natural state, the weight of the packages to be included in the weight for duty: Apples .....per pound	Free	Free	\$.01/lb	-	Free

Tariff Arrangements and Foreign Countries of Export:

Exporting country which qualifies for the Most Favoured Nation tariff treatment:  
United States

Enquiries concerning tariffs should be directed to the nearest Customs and Excise office or to:  
TARIFF PROGRAMS  
REVENUE CANADA  
CUSTOMS AND EXCISE  
OTTAWA, ONTARIO  
K1A 0L5  
TEL: (613) 954-6903

Foreign Countries

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:  
INFO EXPORT  
EXTERNAL AFFAIRS  
OTTAWA, ONTARIO  
K1A 0G2  
TEL: (613) 993-6435 OR 1-800-267-8376



RECONCILIATION

The value reported in this import analysis does not correspond to official Statistics Canada figures for various reasons. Imports of apples originating in the United States during the calendar year 1987, as reported on documents analysed in this report, amounted to \$23 352 769.

Reconciliation of the two total figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents referring to products which should have been classified elsewhere	141
Values reported by Statistics Canada but not included in this report (e.g., missing documents)	820
Documents not included in this analysis:	
a. individual shipments from USA valued at less than \$10 000	21 207
b. transshipments to Canada via the United States (country of origin not USA)	16 557
Total values reported in this import analysis	<u>23 353</u>
Total values accounted for as above	62 078
Total values published by Statistics Canada (USA only)	61 639

The difference between the last two values is less than one standard error of the sample result, so it can be ignored.

ACCURACY OF RESULTS DUE TO SAMPLING

Since some of the documents were selected using random sampling, figures in the tables do not correspond exactly to the results which would have been obtained if all documents had been examined.

The following summary shows the probable range of error for various values shown in this report. In most cases (approximately two thirds or more), the true results will be within plus or minus one relative standard error of the values shown in this summary. Only in rare cases (about one in twenty), will the true value be more than two relative standard errors from the value in this report.

<u>Item</u>	<u>Value Shown in Table</u> (\$000)	<u>Approx. Standard Error</u> (\$000)	<u>Approx. Relative Std. Error (CV)</u> %
Total Imports	23 353	127.0	.54
<u>Apples by Major Variety</u>			
Red Delicious	6 395	330.2	5.2
Golden Delicious	6 190	315.2	5.1
Granny Smith	5 558	356.2	6.4
McIntosh	1 552	199.0	12.8
<u>Apples by Major Exporting State</u>			
Washington	16 335	411.4	2.5
California	2 323	255.5	11.0
New York	1 168	179.0	15.3
<u>Apples by Major Province of Consignee</u>			
Ontario	14 318	425.3	2.9
British Columbia	4 751	351.5	7.4
Quebec	2 245	230.2	10.2
<u>Apples by Major Price Range</u> (\$/lb)			
over .40 to .50	8 186	335.0	4.09
over .30 to .40	5 298	355.1	5.98
over .50 to .60	4 144	248.7	6.00
over .20 to .30	3 374	266.2	7.89

ACCURACY OF RESULTS DUE TO SAMPLING - (Cont'd)

For these and other values in this report:

<u>Value Range (\$)</u>	<u>No. of Values in this range</u>	<u>Coefficients of Variation (CV's) %</u>				
		<u>Smallest CV</u>	<u>Lower Quartile</u>	<u>Median</u>	<u>Upper Quartile</u>	<u>Largest CV</u>
20 000 001 to 50 million	1	-	-	.5	-	-
10 000 001 to 20 million	2	2.5	-	-	-	3.0
5 000 001 to 10 million	7	4.0	5.0	5.2	6.0	6.4
2 000 001 to 5 million	18	6.0	7.9	9.0	10.6	11.8
1 000 001 to 2 million	24	9.6	9.2	14.0	16.0	18.1
500 001 to 1 million	35	12.6	16.6	19.8	22.0	25.4
200 001 to 500 000	36	19.8	24.6	28.4	34.3	41.6
100 001 to 200 000	29	32.0	39.2	43.1	52.0	61.2
50 001 to 100 000	37	33.6	56.5	62.7	81.6	86.6
20 001 to 50 000	30	.0	70.7	86.6	86.6	86.6
10 001 to 20 000	5	39.0	86.6	86.6	86.7	86.6