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Horticultural Crops Development Authority

Serving the Horticulture Industry

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VISION:

A globally competitive horticulture sector in Kenya.

MISSION:

To develop, promote, facilitate and co-ordinate growth of a commercially oriented horticulture industry through appropriate policies and technologies to enhance and sustain socio-economic development.

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Small Kenyan Growers at the International Market

Not only have the well-known big Kenyan farms had an access to the world's cut flowers market. Also the products of thousands small-scale household farms find their way to consumers in Europe and elsewhere. The Kenyan company Wilmar Agro Ltd. takes care for this path. The original concept was not planned, but just happened in cause of time. In 1995 Kamami Wilmar exported the first flowers from his own nursery to Europe; a big adventure that took a lot of courage from a small Kenyan grower.

A year later, twenty growers approached Wilmar and asked him to export for them their flowers. They brought their flowers to Wilmar Agro Ltd. There the flowers were controlled, graded, bunched and exported to the flower auctions in the Netherlands. This collective thought was new for Kenya, but it has been developed to a big success, with the support of the Dutch agency CBI, and the USAID.

In 2011 already 4,000 growers participate, and grow flowers as e.g. Asclepias, Ornithogalum, Papyrus, Crocosmia, Statice, Eryngium and Molucella. The individual grower sells his flowers to Wilmar Agro and receives his money within seven days. Wilmar Agro helps the growers with knowledge and supplies

good basic material such as seeds or bulbs. The large amount of growers is organized in product groups. Each group contains the 15 to 30 growers who grow one specific product. These growers get to know each other, which guarantee a good organised structure. Once or twice a week the flowers are collected at the collecting points that are set up close to the growers. Seven trucks drive distances of up to 250 kilometers from the different collecting points to the company's central packing house in Thika, some 40 km northeast to Nairobi.

The production is mutually planned with growers, through a staff of specialists. Each specialist coordinates some 200 small growers. This way Wilmar Agro keeps good balance of the supplied quantities and as long as possible supply period of each flower type. The company plays also the role of representing the collective interests of its growers toward the authorities. It takes care also to provide training to growers, in growing and quality issues. Wilmar Agro Ltd. is a member of Flora Holland, and delivers the flowers to the cooperative's auctions.

Sources: Flora Holland Magazine 35-2011 + CBI 2009



Flamingos at lake Naivasha

Kenya: Ban Farming Near Lake Naivasha

The Kenyan Ministry of Water, through the Water Resources Management Authority, has proposed that flower farmers be barred from growing crops near the lake or on catchment's area that feed water to the ailing lake. The water resources authority regional manager Musau Kimeu said the authority has proposed the changes to save the lake. But he added stakeholders would discuss the new proposals before they are adopted and made into law. Kimeu said the new plans will bar flower farmers from cultivating riparian land, which is currently ongoing trend. "No person shall excavate soil, plant exotic species or irrigate within Lake Naivasha and riparian land without prior written approval from the authority," he said. The move could see some major farms around the troubled lake lose millions of shillings as they farm riparian land. These, according to him, were some of the steps taken to conserve the lake, which in the recent few months has faced challenges.

However, flower farmers in the region say they are aware of this initiative, and most of them support these steps, in order to preserve the lake. Eddy Verbeek of Florensis Kenya said: "The survival of the lake guarantees the survival of horticulture in Naivasha." He explained that the impact of a possible ban on existing farms is minor, since only a few are currently cultivating on the riparian lands.

Sources: Nairobi Star 10/06/2011 + Vakblad v d Bloemisterij Weblog June 2011

USA to Help Promote African Small-Scale Farming

US Agriculture Secretary Tom Vilsack signed a memorandum of understanding with the Alliance for a Green Revolution in Africa (AGRA) aimed at boosting productivity on smallholder farms in Africa.

Under the memorandum, the US Department of Agriculture and AGRA, which provides help to small-scale farmers who produce most of the continent's food, will work together to develop seeds, enrich African soil, cut crop loss and manage water resources. They will also develop programs to train farmers, create market information systems, and improve infrastructure.

"Agricultural development is the key to unlocking increased incomes and combating poverty for millions of people and many nations," Vilsack said at the signing in Washington.

Dr Namanga Ngongi, who signed the memorandum for AGRA, said investing in African agriculture was "the surest path to help reduce poverty, accelerate wider economic and social development, boost women's influence within their societies, and provide new opportunities for business." Women make up the majority of smallholder farmers in Africa.

Source: Capital News 27/05/2011

Kenya Exports to EU Might Face Taxation

Europe has issued a fresh warning of possible revenue losses for Kenya should the East African Community (EAC) fails to reach a trade deal soon. "Kenya risks taxation on its exports to Europe by virtue of economic strength if the trade talks stall", Mr. Bernard Rey, head of the European Delegation told players in the horticulture sector. "EAC should realise the risks of the current situation of uncertainty. Burundi, Rwanda, Tanzania and Uganda, all are least-developed countries, will enjoy duty-free quota access to the EU markets even if the EPA (economic partnership agreement) is not signed," Mr. Rey said. "But Kenya will risk seeing tariffs imposed on a good number of exports to Europe including horticulture products".

The EU said it was concerned that negotiators from the East African team are yet to respond to its latest move to relax their position over the terms that need to be met for a new trade pact with East Africa to be concluded, frustrating the talks.

The region under the EAC bloc has been negotiating the contents of EPAs with European Commission since 2007 the deadline that World Trade Organization gave its members to scrap all the non-reciprocal preferential trade agreements such as the ones Europe used to extend to its former colonies.

For Kenyan exporters, this legal void has created lot of uncertainty. They cannot tell for how long the European Commission will continue to extend the preferential trade relations. And even as those preferential terms last, exporters are well aware of the enormous risk they are exposing themselves to since there is no treaty to turn to in case of a dispute. "Growers are looking to the EU being an important destination for the Kenyan products to hasten the negotiations and provide assurance that whatever happens, Kenya, under special circumstances, will not be worse off," said Kenya Flower Council in a statement.

Source: Business Daily 28-06-2011

The Flowers' Sea Transport Dilemma

The fear that Kenya's naturally grown flowers could lose sheen



while on transit has held back plans to switch to sea transport, dashing exporters' hopes of reducing exposure to the cost of aviation fuel. Growers at the floriculture hub of Naivasha - though beset by high airfreight cost - said the immediate concern of the export trade is how fast Kenya's freshly cut blooms can get to consumers in key markets in Europe, US and Asia. "Preferably, flowers should reach the end-user within 48 hours of harvesting and thus sea freight to other continents is not feasible at the

moment," said Mr. Joseph Kariuki, executive officer of the Lake Naivasha Growers Group, a lobby for 48 farms that grow flowers and other horticultural crops in Naivasha. One of the dangers of over-reliance on air transport was highlighted early last year when local exporters reported losses running into billions of shillings when the Icelandic volcano disrupted air transport for only three days.

The plan to switch to sea transport has been on the cards of the local horticultural industry since campaigns against climate change gained momentum in 2007, forcing players to seek alternatives to air transport, a top emitter of harmful carbon. From last year, the Kenya Horticultural Crops Authority has raised fresh hopes when it started to undertake some trials to switch to sea transport in partnership with some local fresh produce exporters but these are yet to get off the ground.

"We have been undertaking these trials for close to one year each with different degree of success - but we are not ready to go public about them until we get to the point where we feel we are confident enough," said a general manager at one of the firms involved in the trials. It takes at least two weeks to get fresh produce from Kenya to Europe by sea, says Jane Ngige, CEO of Kenya Flower Council. "While trials with carnation flowers have shown we can successfully export by sea under controlled conditions, roses, which represent 60 per cent of the country's flower production have proved too sensitive to be transported over a long period of time," Mrs. Ngige told the Business Daily Tuesday. But the spike in international crude oil prices has seen financially muscled farms investing in specialized equipment to facilitate the switch to sea transport. Industry insiders estimate that sea transport will bring cargo costs down by at least 60 per cent, significantly cutting costs in an industry where freight accounts for at least 40 percent of firms' annual operation costs.

The new thinking is that by using special refrigerated containers where conditions such as temperature and humidity can be monitored, flowers can be transported by sea for several days without getting spoil.

Source: Business Daily 29/06/2011



Angry response to EU proposal

Spain's fresh produce sector has reacted angrily to the European Commission's proposal for a €150m aid package targeted at vegetable producers affected by the E.coli crisis, claiming the sum offered is "insufficient and ineffective". National federation Fepex has also called on the Spanish government to take the Commission to the European Court of Justice in Luxembourg if the EU authorities do not agree to assume 100per cent of the cost of damages caused to Spanish businesses.

The organization claimed the current crisis in the Spanish fresh produce sector had been caused by the "bad management" of the Commission in terms of both its food safety alert system and its "slow and inefficient" actions to tackle the impact on the market. Fepex described the compensation package proposed following a meeting of European agricultural ministers as "inefficient and ineffective" to counter "the damage caused to the Spanish fruit and vegetable sector and to regain normality in the markets". It said the Commission's proposal would only cover the "minimum return price for a limited group of products at a level far below the cost of production". Murcia-based horticultural association Asaja Murcia joined in the criticism of the suggested aid package, calling the proposal "completely insufficient" for the losses suffered by Spanish producers.

The organization called for the immediate intervention of Spanish president José Luis Rodríguez Zapatero to "demand aid that is proportionate to the financial losses" caused by the „cucumber crisis and the damage done to the image of Spanish products. To date, Fepex said the situation for the Spanish fresh produce sector still remained "critical" and was being exacerbated by the ban imposed on a wide range of Spanish fruits and vegetables by Russia, the UAE, Qatar and Saudi Arabia.

Source: Fruitnet

E.coli: EC revises emergency deal

The European Commission has announced it has agreed a revised deal which will provide €210m in compensation funding to farmers affected by the recent E.coli crisis. With scientists now suggesting the source of the deadly outbreak, which has now led to 26 deaths, may never be identified, it is already clear that the damage done to the European fresh produce industry in both financial and reputational terms is considerable.

The revised compensation plan, unveiled by EU agriculture commissioner after he was effectively told to go back to the drawing board by European horticulture industry leaders, will see producers get 50 per cent of the market price for products they were unable to sell. It is understood that the scheme will be available to producers of a number of salad vegetables across the EU, including cucumbers, tomatoes and lettuce. The proposed deal is due to be ratified at a meeting of officials on 14 June, although it is clear that Spain - originally accused of supplying contaminated cucumbers - and other key producing countries may well veto the deal in the hope of achieving a further rise.

Reacting to new EU Commission proposals outlining emergency measures to help all EU fruit and vegetable growers survive in the wake of the e-coli crisis, producers' union Copa-Cogeca welcomed the move, but said it regretted "the low level of budget allocated", warning it would not be enough to recover what it described as "substantial losses" for those producers.

The organization's secretary-general insisted more funds must be made available to help pull the sector out of the crisis

Source: Fruitnet

Prices tumble for Spanish exports

Prices for a range of Spanish-grown fruits and vegetables tumbled in the first indication of the damage the E.coli crisis, initially linked to Spanish cucumbers, is likely to cause serious damages to all country's horticultural exports. During last month, average prices received for tomatoes and lettuce dropped by over 13 percent and 12 per cent respectively compared with the same period a year before, according to official figures from Spain's ministry of industry, tourism and trade.

Similarly, sales of green peppers fell by 12 percent during the month, while lemon export sales decreased by 10 per cent. On a monthly basis, there were also decreases in export sales recorded for green beans (9 per cent) and green peppers (10 per cent) compared with sales in April. However, the figures revealed better news for Canary Islands bananas, with sales primarily to the Iberian Peninsula up by 25 per cent from May 2010 and by over 5 per cent from April this year. Compared with last May, potato export sales also increased by 12 per cent. But while the figures do show a substantial decrease for a range of export products, the majority of sales are likely to have been made before Spanish cucumbers were publicly, and falsely, linked by the German authorities with the E.coli outbreak on 26 May.

Source: Fruitnet

UK demands compensation

UK industry association the Fresh Produce Consortium (FPC) is demanding "full and immediate compensation" for UK businesses affected by the impact of Europe's recent E.coli outbreak, which has now been confirmed as linked to the consumption of raw sprouted seeds produced locally in Germany. According to the group's chief executive the UK fresh produce industry suffered significant losses and a drop in consumption of salad products due to "unfounded and premature claims" made by the German authorities in attributing a link to fresh produce while exhaustive tests have proved that there is no link between this strain of E.coli and fresh produce.

The consortium is demanding that both the German authorities and the European Commission provide full and immediate compensation to UK businesses, which are suffering from their

incompetence in handling this serious outbreak. Defra, the UK ministry of agriculture, has also been called to do more to fight the cause for the UK industry and rebuild consumer confidence. The European Commission is talking about implementing a promotional campaign to support the fresh produce industry and restore public confidence but according to the FPC the Commission expects the industry to pay up to half the costs of a campaign which won't get off the ground until autumn and expecting the industry to cover the cost will just adds salt to the wound.

The campaign would be far too little, and too late. Food poisoning outbreaks linked with the contamination of fresh produce remain extremely rare in the UK: good agricultural practice, hygiene preparations and packaging minimize the potential for contamination; the fresh produce industry has stringent standards in place to ensure that consumers can enjoy safe, healthy, good quality fresh produce.

Source: Fresh Produce Journal

Turkey is Fruit Logistica partner country

It has been announced that Turkey will be the partner country at Fruit Logistica 2012, which is being held at the Berlin Exhibition Grounds in Germany on 8-10 February 2011. The 20th edition of Fruit Logistica, the world's leading trade fair for the fresh fruit and vegetable business, will see Turkey's biggest-ever presentation, building on its recent growing presence at the event that has seen it have a sponsored stand every year since 2000. With its wide range of fresh fruit and vegetables, Turkey's steadily growing presence at Fruit Logistica in recent years reflects the country's increasing importance as a producer, exporter and trading partner for the global fresh produce sector.

The country produced some 43m tones fresh produce last year, exporting 6.7 percent of that total, or 2.9m tones. Leading exports include citrus, fresh vegetables and other fresh fruits, while key trading partners are led by Russia, Germany, Bulgaria, Ukraine, Iraq and Romania. Turkey's total fruit and vegetable export value came to US\$2.1bn (£1.4bn) last year, a figure the country is aiming to increase to US\$10bn (£6.8bn) by 2023.

Source: Fruitnet



Romaine lettuce infected by E. coli

Characterisation of the French market

"In France 69% of the traded flowers are dedicated for gifts and only 31% for self-use. In The Netherlands the proportion is about fifty-fifty". Joost Naber, market specialist in FloraHolland, characterises and analyses the French flower market. French consumers love flowers and plants, but they are not used to buy them for own use at home. In the past one could say that the retailing structure was the main barrier: the French florist had the conception of "low turnover, high margin".

Nowadays the market is dominated by franchise organizations like Monceau and Jardins des Fleurs. They established good shops at good locations, with a wide and qualitative assortment, with outdoor presentation. However, these chains are also focused on the gifts market. Therefore, the French flower market is not growing fast. It is indeed a stable market, but unlike the British market with only moderate expansion. Also the supermarket chains did not manage to change the trend. They did improve their presentation, but never became a dominant player, "because you don't buy gift flowers in a supermarket," says J. Naber. The low level of buying flowers for your own home is "something in the French genes", believes Naber. "They live more outdoors, and give less priority to house decoration than the Germans or the Dutch". However the French gift market segment is excellent. The retail sector has higher margins than in neighboring markets. From all the mixed bouquets sold in France, 53% are priced at more than 15 Euros.

In The Netherlands only 28% are sold at this price level. "The Dutch flower exporters play an important role mainly in the cut flowers segment. They use the Dutch exclusive status in high quality products to serve the gift market segment. They could look for the right opportunity to change the French tradition toward flowers for own use", summarizes Joost Naber.

Source: Flora Holland Magazine #5 2011

Notes

Cut flowers all countries

Total supplied cut flower quantities during the first half year 2010 increased with 217 million stems (+ 3.3 %), compared to the same period in 2010. The major increase was realized by import supply, with 205 million stems (+ 9.7 %) stems during the first 6 months. Local Dutch supply increased by 12 million stems (+ 0.3 %). Biggest growth was realised with products such as: spray carnations (+75%), delphinium (+14%), gladiolus (+33%), helianthus (+21%), limonium (+25%), big roses (+ 8 %), small and medium roses (+12 %, and spray roses (+ 42 %). Other increased supplies of smaller products such as: ammi majus, eustoma, oriental lilies, tulips and veronica while quantities of other products decreased; like: alstroemeria, anemones, anthurium, asters, carnations, carthamus, large gerberas, gypsophila, leucadendron, lilies asiatic, LA and longiflorum, ornithogalum, proteas, solidago and wax flowers.

The total average price for all flowers together ended up at 20 cents per stem, which was 1 cent (-4.1%) lower than in the same period in 2010. Products with higher price in 2011 (when compared to 2010) were: asters, carthamus, gerberas large, Asiatic and longiflorum lilies, proteas and ornithogalum. Considerably lower prices for: helianthus, hypericum, oriental lilies, limonium, large roses, spray roses, rudbeckia, solidago, trachelium, veronica and wax flowers. Remarkable were the differences of results during the six respective months. The year started very good with higher prices and turnovers in January and February, but throughout all the other 4 months results were

considerably lower. The cut flowers turnover decreased by -0.9% when compared to the same 6 months of 2010, as mentioned with +3.3% stems.

Imported flowers

Products that supplied in bigger quantities were: spray carnations, lilies LA and oriental, limonium, nerine, and all types of roses. Much smaller imported quantities this year of: alstroemeria, asters, carnations, carthamus, eustoma, large gerberas, gladiolus, helianthus, leucadendron, lilies Asiatic and longiflorum, proteas, tulips, and wax flowers. It looks as if the decreased supply of small and medium roses, which was noticed during the past few years, has stopped. To the contrary it has increased again quite considerably this year. At the same time the increase of supply of large and spray roses did further continue as well. The total average price per stem was 16 cents, one cent lower than during the same period of last year, one cent more than in 2009.

Higher prices in 2011 (when compared to 2010) for some products, but mostly for: alstroemeria, ammi majus, anemones, carthamus, large headed gerberas, gladiolus, lilies LA and longiflorum, proteas, and tulips. Lower prices for: delphinium, eustoma, helianthus, hypericum, limonium, and large and spray roses. Remarkable was that till the end of February the prices were higher, but later on they went down quiet considerably.





Netherlands Flower Auctions' Notes

The May 2011 cut-flowers auction figures were as follows. The May 2011 cut-flowers turnover has decreased by 9.5% when compared to the same month of last year, realized by a supply increase of 9.9%, resulting in a total average price for all cut-flowers products of 22 Eurocents per stem (last year 27 cents). The biggest price decrease was for peonies, which fetched 32 Eurocent per stem (last year 67 cents). Lower prices were also for products such as: roses, chrysanthemums - both for the sprays as for the single headed ones, gerberas, lilies, cymbidium orchids, freesias and tulips.

Some of the few products with higher prices were: eustoma, leucadendron and proteas. The last week of May was a very good and positive week, mainly due to very good demand and sales to countries like Sweden and France, where Mother's Day took place on Sunday the 29th of May. Big quantities were exported to those two countries. Prices were higher at the beginning of the actual Mother's Day week, but further throughout the week it slowed down considerably. During the first two weeks of June prices remained low, even lower than normally during that period of the year. Even though supplied quantities were not particularly high and much lower when compared to the past two years, prices for most of the products were not high at all.

On the contrary, they could be called low, especially for products like: asters, carnations -both the standards as the sprays, chrysanthemums, mini gerberas, helianthus, gypsophila, hypericum, all lilies, limonium, small and medium roses, solidago and tulips. Still very reasonable or good prices were for products such as: ammi majus, delphinium, eustoma, gladiolus, leucadendron, proteas, ornithogalum and trachelium. Throughout the third and the fourth week of June the cut-flowers market improved quite considerably. First of all, supplied quantities were not particularly high, and secondly - there has been good demand, especially from the Scandinavian countries, where two important cut flowers consumption events took place, namely, the Students Days and the Mid summer Celebrations. However, towards the very end of the month the market slowed down considerably and prices became much lower.

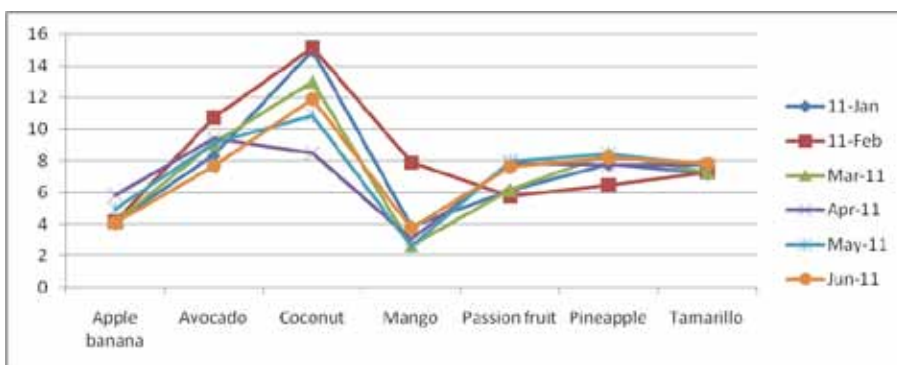
Remarkable were the decrease of domestic roses by 16%, and an increase of import roses by 15%. Dutch roses became more expensive, while import roses got cheaper. Also chrysanthemums, solidago and helianthus were very cheap. Better prices were quoted for Carnations, both for the standards and the sprays, for delphinium, all lilies and gerberas.

Analysis June 2011

Fruits

	11-Jan	11-Feb	Mar-11	Apr-11	May-11	Jun-11
Apple banana	4.142	4.125	4.125	5.835	4.94	4.1
Avocado	8.32	10.725	9.1	9.4	9.125	7.65
Coconut	14.947	15.15	13	8.48	10.85	11.885
Mango	3.83	7.875	2.625	3.04	2.565	3.725
Passion fruit	6.07	5.75	6.15	7.845	7.935	7.605
Pineapple	7.75	6.45	8.41	7.7	8.445	8.185
Tamarillo	7.16	7.25	7.26	7.705	7.705	7.805

The weight of export of product is packaging of 9*330 for apple banana, 4kg ctn by sea for avocado, 4kg ctn by sea for mango, 2kg ctn passion fruit, 2, 5 kg ctn. Avocado prices went up by 2.405 Euro i.e. 28.906%, mango prices also saw a high increase by 4.045 Euro i.e. 105.025%.

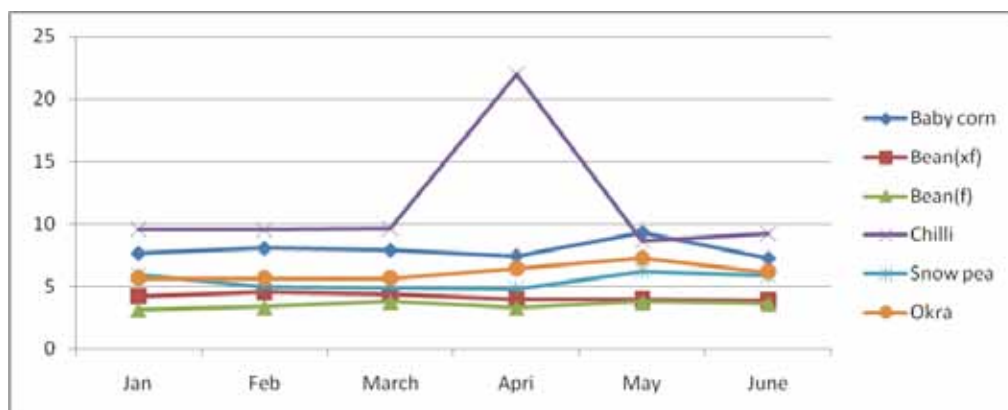


There was a slight increase and decrease in prices of fruits. Mango prices increased by 1.16Euro i.e. 45.224% while avocado prices decreased by 1.475 Euro i.e. -16.164%.

Vegetables

	11-Jan	11-Feb	Mar-11	Apr-11	May-11	Jun-11
Baby corn	7.62	8.04	7.89	7.425	9.3	7.23
Bean(xf)	4.17	4.52	4.38	4	3.925	3.885
Bean(f)	3.13	3.3285	3.76	3.3	3.735	3.64
Chilli	9.535	9.495	9.585	21.995	8.625	9.24
Snow pea	5.965	5.01	4.93	4.815	6.22	5.925
Okra	5.67	5.65	5.65	6.425	7.245	6.15

The weight for export are packaging of 12*125 for baby corn, 2.0-2.5kg ctn with pre packs of 12* 250 for beans (xf) and beans(f), for chili packaging is 12*100, snow pea 2kg ctn and okra is 1.8-2kg ctn. Baby corn saw an increase of prices by 0.42Euro i.e. 5.51186% while chillies saw a decrease by 0.04Euro i.e. -0.41%.



Vegetable had stable prices for the month of June. Chilli prices saw an increase of 0.615 Euro i.e. 7.13%.

Market Trends

European Markets June 2011

The month has been characterized by the appearance of the E. coli bacteria which arose at the end of May as reported in the following pages. It has been a tremendous hurt for the sector, right at the beginning of the season for local products and it affected the sales of practically all products in European markets, particularly in Germany, Benelux, Scandinavia and the United Kingdom.

Beside the huge volumes of produce sent to the waste, prices decreased dramatically not only in the case of the cucumbers initially appointed as the responsible for the infections. Demand died particularly for tomato, salads and sprouts (which have been indicated as other possible sources of the bacteria), dropped for green products in general and decreased for season fruits such as peaches and nectarines whose orders in some markets (e.g. Spain) reached only 20% of the volumes requested last year.

The authorities admitted that products and origins have been wrongly appointed but this did not diminish the entity of the damage, which refers not only to this season but also to the image built during several years with enormous efforts and which will take months to rebuild. At the sector level the market operators have been cautious: nobody has attributed the infection to a specific production area without clear proves that it occurred at the source or along the distribution processes.

At the political level some enormous mistakes seem to have occurred: first, the laboratory which conducted the analysis should have transmitted the information to the authorities on a confidential basis fact that, for some reasons, does not appear to have occurred. Secondly, the technicians at the government level should have conducted tests at the source and considered the number of steps the products pass from the origin to the market before linking the bacteria to a specific firm or industry. The researchers continue trying to identify the source reconstructing the food consumption of the people affected. Last available information reports of individuals infected in Germany after having meals in the catering sector,

which might be involved as well. Suspects are focusing also on river waters (Germany) and meat (Italy). Consumers are slowly back to the purchases of salads and tomato in Germany where sprouts are nevertheless still not allowed.

Cases of infection erupted in France at the beginning of whichever the source of the bacteria, that has not been found at the production stage, the attention to food safety, products quality and consumer servicing has now to be renewed and should attract more and more the attention of the sector in evolved markets. In this context the commercialization of horticultural products, that was very low due to the economic recession, is now steady and registering low prices for all products. Sales slowed also because of the rains that occurred in the first half of June, even though these were necessary because the spring has been considerably dry.

Asparagus: higher prices for green and which asparagus from Peru; volumes are small due to the local production season.

Avocado: the market has further



deteriorated. Supply from Peru and Rsa is peaking and strongly above average, demand is focused in season fruits and prices are about 50% below the quotations registered few weeks ago. The pressure on hass reflects also in the green segment which nevertheless remains better oriented as volumes are decreasing.

Ginger: big volumes on the market and low prices. Large price range for both Chinese and Thai products; the Brazilian season will start in the coming weeks.

Grapes: smaller volumes for Egyptian and Israeli grapes in view of the beginning of the European production season whose fir volumes are on the market.

Kiwi: Chilean and New Zealand's kiwi are now largely present on the market.

Mango:

the volumes of sea freighted mangoes from West Africa are now peaking. The price Tropical and Off-Season Fresh Fruits and Vegetables range for Brazilian fruits is big; prices of air freighted fruits are instead firm as deliveries are small.



Limes:

low prices and quality problems for some lots from Mexico by sea. Large price range for the produce from Brazil. Prices might be as low as 3 Euro/ctn.

Lychee: large price range for the fruit



from Thailand. Small volumes from Mexico are on the market.

Pineapple:

demand is absent, prices are below average and might be as low as 4,000 Euro /ctn. Prices for top branded fruits remained high.



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