

# Raisin Administrative Committee

## *Marketing Policy & Industry Statistics 2015 - 2016 Marketing Season*

As Presented to the Marketing Subcommittee  
and Approved by the RAC on October 7, 2015  
and Submitted to the Secretary

2445 Capitol Street, Suite 200  
Fresno, CA 93721  
(559) 225-0520  
FAX: (559) 225-0652  
e-mail: [info@raisins.org](mailto:info@raisins.org)  
website: [www.raisins.org](http://www.raisins.org)

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(1) **THE ESTIMATED TONNAGE HELD AT THE BEGINNING OF THE CROP YEAR.**

(A) **Tonnage held by producers.**

2,626 tons of Natural Seedless and 96 tons of Other Seedless raisins were being held on Memorandum Storage as of July 31, 2015.

(B) **Tonnage held by handlers.**

Packer inventory of raisins as of July 31, 2015, with comparative tonnages for July 31, 2014 was as follows:

	<b><i>PACKER INVENTORY *</i></b> <b><i>as of 07/31/14</i></b> <b><i>Held Locally</i></b>	<b><i>PACKER INVENTORY *</i></b> <b><i>as of 07/31/15</i></b> <b><i>Held Locally</i></b>
Natural Seedless	138,215	122,954
Dipped Seedless	1,341	2,933
Golden Seedless	7,116	5,273
Zante Currant	1,858	1,702
Sultana	8	35
Muscat	0	24
Monukka	146	139
Other Seedless	5,786	9,775
Other Seedless Sulfured	672	594
<b>TOTAL</b>	<b>155,142</b>	<b>143,429</b>

\* Includes packed and unpacked in sweatbox tons

**10 Year Natural Seedless Carry-in Inventory (Free Tonnage & Unreleased Reserve)**

	Free Tonnage	Unreleased Reserve	Total
2006-07	111,444	49,486	160,930
2007-08	105,430	20,864	126,294
2008-09	106,249	647	106,896
2009-10	126,824	12,154	138,978
2010-11	83,143	71	83,214
2011-12	110,206	2	110,208
2012-13	132,061	0	132,061
2013-14	132,407	0	132,407
2014-15	138,215	0	138,215
2015-16	122,954	0	122,954
<b>10 Year Average</b>	<b>116,893</b>	<b>8,323</b>	<b>125,216</b>

(C) **Estimated tonnage held by Committee as of August 1, 2015.**

The Committee held 0 tons of Natural Seedless reserve pool raisins.

**(2) THE EXPECTED GENERAL QUALITY AND ANY MODIFICATIONS OF THE MINIMUM GRADE STANDARDS.**

- (A) The 2015 harvest was 5 to 7 days early.
- (B) During the 2014-15 crop year, incoming substandard and quality standards were maintained at the standard level. Substandard dockage has a maximum limit of 17% and B or Better maturity dockage allowance has a minimum limit of 35%.
- (C) Although raisins produced from grapes grown outside of the State of California are not subject to volume regulations or grade and condition standards established under the marketing order, the surveillance and reporting provisions for any such raisins received by raisin handlers will continue for the 2015-2016 crop year. Arizona declared fruit must be validated as produced in Arizona or will be subjected to all requirements of California grown fruit.

**(3) THE ESTIMATED TONNAGE OF STANDARD AND OFF-GRADE RAISINS WHICH WILL BE PRODUCED.**

- (A) The Committee met on October 7, 2015 to establish the estimated production for the 2015/16 crop year.

Varietal Type	Estimated Production
Natural Seedless +	326,000
Dipped Seedless	3,800
Golden Seedless	20,400
Zante Currant	2,800
Sultana	50
Muscat	10
Monukka	80
Other Seedless	12,600
Other Seedless Sulf.	500

+ Beginning with the 2003-04 Crop Year, the Natural Seedless varietal type was modified through informal rule making to include Oleate Seedless (68 FR 42943: July 21, 2003).

The 2015 August 1 grape estimate and the 2014 and 2013 final grape crops (in green tons) are as follows:

Varietal Type	2015 est.	Final	
		2014	2013
Wine	4,000,000	3,893,000	4,245,000
Table	1,200,000	1,166,000	1,226,000
Raisin	2,000,000	1,763,000	2,246,000
Total	7,200,000	6,822,000	7,717,000

Source: USDA California Fruit & Nut Review, August 20, 2015

**(B) Estimate of Tunnel Dehydrated Raisin Production.**

Production of Golden Seedless raisins in the 2014-2015 crop year was 19,128 swb tons. The carry-over from that year was 5,273 tons. Dipped Seedless production in 2014-2015 was 3,947 tons with a carry-over of 2,933 tons. The Committee will determine a 2015-16 crop estimate for Golden Seedless and Dipped Seedless raisins. (See chart on page 2)

**(C) Estimated Tonnage of Off Grade Raisins to be Produced.**

Higher yields per acre are expected for the 2015 crop. However, there is a potential for an increase in substandard raisins, resulting from high average temperatures and continued drought conditions. Minimal or zero surface water deliveries were made to some areas, and many farms dealt with irrigation issues caused by the lowering of underground water table.

**(4) THE ESTIMATED TRADE DEMAND FOR RAISINS IN FREE TONNAGE OUTLETS.**

**(A)** The tonnage of raisins marketed in recent crop years in domestic and Canadian markets, including government purchases, on a packed tonnage basis is shown in the following table:

<i>Domestic &amp; Canadian Markets</i>					
Packed Tons					
Varietal Type	2010-11	2011-12	2012-13	2013-14	<b>2014-15</b>
Natural Seedless	180,344	183,703	184,417	202,809	189,725
Dipped Seedless	4,803	1,618	2,847	3,056	1,547
Golden Seedless	12,614	11,986	12,486	11,928	13,263
Zante Currants	1,090	1,205	1,501	1,439	1,394
Sultanas	37	58	57	53	23
Muscats	2	0	0	0	0
Monukkas	101	142	71	94	54
Other Seedless	7,237	5,750	7,114	6,353	7,210
Other Seedless Sulf.	396	450	328	401	212
Total	206,624	204,912	208,821	226,133	213,428
Five-Yr. Average					211,984

**(B)** Free tonnage marketed in foreign markets during the past five years:

<i>Export Markets</i>					
Packed Tons					
Varietal Type	2010-11	2011-12	2012-13	2013-14	<b>2014-15</b>
Natural Seedless	129,198	119,373	108,816	142,757	111,407
Dipped Seedless	30	158	522	499	249
Golden Seedless	5,848	5,206	4,915	5,701	5,393
Zante Currants	1,003	905	1,231	1,434	1,053
Sultanas	0	0	0	0	0
Muscats	0	0	0	0	0
Monukkas	0	0	0	0	0
Other Seedless	1,144	2,434	1,409	2,050	1,206
Other Seedless Sulf.	144	105	62	61	86
Total	137,367	128,181	116,955	152,502	119,394
Five-Yr. Average					130,880

**(5) AN ESTIMATED DESIRABLE CARRYOUT AT THE END OF THE CROP YEAR.**

The Committee believes there is no longer a requirement for the Desirable Carryout.

**(6) THE ESTIMATED MARKET REQUIREMENTS FOR RAISINS, CONSIDERING THE ESTIMATED WORLD RAISIN SUPPLY AND DEMAND SITUATION.**

The export of California Natural Seedless raisins decreased by 31,350 packed tons to 111,407 packed tons during 2014-2015 from 142,757 packed tons in 2013-14.

The following table shows the shipments of raisins on a packed weight basis for the 2014-2015 crop year.

Countries of Destination	Natural Seedless	Golden Seedless	Other
Australia	2,690	95	312
Belgium	266	15	0
China*	8,304	38	368
Denmark	3,419	0	0
Finland	1,613	0	0
France	150	0	0
Germany	8,029	113	0
Hong Kong	1,669	144	18
Indonesia	1,441	51	16
Israel	710	1,270	29
Japan	24,964	31	844
Malaysia	3,071	707	60
Mexico	4,095	83	614
Netherlands	3,019	45	21
New Zealand	1,349	45	45
Norway	2,895	0	0
Philippines	3,115	12	9
Singapore	1,568	320	39
Ireland	620	0	0
South Korea	4,704	3	12
Sweden	4,701	0	6
Taiwan	4,671	46	34
Thailand	3,001	126	45
United Kingdom	12,674	98	53
Russia	0	0	0
Latin America	4,383	100	59
All Other Markets	4,286	2,051	10
<b>TOTAL</b>	<b>111,407</b>	<b>5,393</b>	<b>2,594</b>

\*Historically a large volume of China exports are transhipped directly to Japan.

The RAC will be sending a delegation to the International Conference of Dried Grape Producing Countries and will return with up to date statistics.

(7) **CURRENT PRICES BEING RECEIVED AND THE PROBABLE GENERAL LEVEL OF PRICES TO BE RECEIVED FOR RAISINS BY PRODUCERS AND HANDLERS.**

(A) Negotiations between packers and the RBA are being held pursuant to the terms of their contract.

**Probable Prices to be Received by Producers for the 2015-2016 Crop**

Natural Seedless	\$	<i>Per Ton</i>
Dipped Seedless	\$	<i>Per Ton</i>
Golden Seedless	\$	<i>Per Ton</i>
Zante Currants	\$	<i>Per Ton</i>
Sultanas	\$	<i>Per Ton</i>
Muscats	\$	<i>Per Ton</i>
Monukkas	\$	<i>Per Ton</i>
Other Seedless	\$	<i>Per Ton</i>
Other Seedless Sulf.	\$	<i>Per Ton</i>

(B) **Current Prices Being Quoted by Handlers as of September, FOB**

Natural Seedless	\$	<i>Per Ton</i>
Dipped Seedless	\$	<i>Per Ton</i>
Golden Seedless	\$	<i>Per Ton</i>
Zante Currants	\$	<i>Per Ton</i>
Other Seedless	\$	<i>Per Ton</i>

(8) **THE TREND AND LEVEL OF CONSUMER INCOME.**

Given the revisions to previous published real GDP data, the trend in growth has settled into the 2.0-2.5 percent range commensurate with low inflation and nominal interest rates. In addition, with nominal GDP set to again come in below 5 percent, the burden of proof falls on decision makers and forecasters who project a pickup to economic growth this late in the cycle. Moreover, the trends in policy, especially monetary policy, are working against the cycle.

Economic gains continue in the U.S. domestic economy while the outlook for trade remains weak following a downshift in the global outlook. For U.S. growth, better consumer spending, housing, equipment and government spending provide the good news. Interestingly, real final sales, the benchmark for the underlying demand in the economy, have remained remarkably stable the past four years. Meanwhile, the outlook for the 10-year Treasury rate remains in the low 2 percent range—disappointing the one-percenters and the inflation/foreign demand three-percenters. This will mark the third year in a row of the



benchmark rate falling between 2 percent and 2.5 percent on an annual average. It is certainly not a story to catch headlines but the reality facing investors.

*Source: Wells Fargo Monthly Outlook, US Overview;  
September 9, 2015.*

Historically, California raisins maintain good market demand regardless of economic conditions.

**(9) ANY OTHER PERTINENT FACTORS BEARING ON THE MARKETING OF SUCH RAISINS INCLUDING THE ESTIMATED SUPPLY AND DEMAND FOR OTHER VARIETAL TYPES AND REGULATIONS APPLICABLE THERETO.**

The California port slow down had a significant impact on the raisin industry as our shipments of raisins were temporarily slowed significantly. While it is difficult to correlate precisely the number of raisin sales affected, export sales decreased 53% in the month of January and 30% in the month of February.

On September 12, 2015, the USDA updated their disaster designations. In California, 51 of California's 58 counties were given a disaster designation due to the effects of the drought. The raisin producing counties of Fresno, Tulare, Madera, Kings and Kern were all included in these designations.

This year had 6.61 inches of precipitation in the Fresno area, compared to an average of 11.43 inches. The ongoing drought continues to have an effect on sources of water needed to irrigate vineyards. These sources include both surface water deliveries and underground water. Many growers are drilling new wells.

## **General Information: Shrink**

In the processing of raisins, a shrinkage occurs. Annually, the "shrinkage" varies due to growing conditions. Shrinkage is computed by determining the disappearance between the total available natural condition supply and the quantity reported as processed. This "Shrinkage" or loss is reflected as a conversion factor throughout this report to account for the difference between natural condition "sweatbox" and processed "packed" weights.

The table on this page shows the annual conversion factors used to convert packed tonnage figures to a sweatbox basis.

Conversion Factors are applied to reported packed weight to determine the sweatbox equivalent. Packed tons are divided by the conversion factor to obtain the equivalent sweatbox weight.

Conversion of sweatbox weight to a packed weight basis is accomplished by multiplying the sweatbox weight by the conversion factor.

	10-11	11-12	12-13	13-14	14-15
Natural Seedless	0.943	0.934	0.946	0.952	0.943
Dipped Seedless	0.890	0.862	0.891	0.688	0.763
Golden Seedless	0.897	0.893	0.912	0.918	0.873
Zante Currants	0.834	0.832	0.845	0.854	0.744
Sultanas	0.647	0.969	0.898	0.691	0.705
Muscats	1.000	1.000	0.021	1.000	1.000
Monukkas	0.930	1.124	0.660	0.806	0.641
Other Seedless	0.772	0.915	0.904	0.958	0.845
Other Seedless Sulf.	0.867	1.047	1.056	0.964	0.532

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**Table 1**

**California Bearing Grape Acreage  
By Varietal Type, Production and Yield Per Acre**

Year	BEARING ACREAGE				Fresh Grape Production (tons)	Yield Per Acre (tons)
	Total	Wine	Table	Raisins		
2006	797,000	480,000	83,000	234,000	5,726,000	7.18
2007	789,000	480,000	82,000	227,000	6,230,000	7.90
2008	786,000	482,000	83,000	221,000	6,532,000	8.31
2009	789,000	489,000	84,000	216,000	6,548,000	8.30
2010	789,000	489,000	84,000	209,076	6,544,000	8.29
2011	792,000	497,000	85,000	210,000	6,700,000	8.46
2012	796,000	506,000	85,000	205,000	6,488,000	8.15
2013	793,000	508,000	85,000	200,000	6,678,000	8.42
2014	820,000	525,000	95,000	200,000	7,717,000	9.41
2015	865,000	565,000	110,000	190,000	6,822,000	7.89
<b>TEN YEAR AVERAGE</b>						
	801,600	502,100	87,600	211,208	6,598,500	8.23

Source: Agricultural Statistics Board NASS, USDA - July 2015

The total production of grapes in California continues to be influenced more by the change in production per acre than by any change in bearing acreage. The ten year average grape production per acre was 5.2 tons - 1940-49; 6.2 tons - 1950-59; 7.1 tons - 1960-69; 7.0 tons - 1970-79; 7.92 tons - 1980-89 and 8.02 tons for the ten years 1990-99. The increased production per acre has been significant in the increase in total grape production. The 10 year average bearing acreage for 1940-49 was 501,785 acres, the 10 year average for 1980-89 was 643,329 acres and 673,270 acres for the ten years 1990-99.

**Table 1A**

**California Non-Bearing Grape Acreage  
By Varietal Type**

<b>NON-BEARING ACREAGE</b>				
<b>Year</b>	<b>Total</b>	<b>Wine</b>	<b>Table</b>	<b>Raisins</b>
2005	38,281	25,856	7,531	4,894
2006	39,977	27,280	8,268	4,429
2007	59,000	43,000	10,000	6,000
2008	58,000	44,000	10,000	4,000
2009	54,000	42,000	9,000	3,000
2010	50,000	38,000	9,000	3,000
2011	52,000	37,000	11,000	4,000
2012	54,000	38,000	13,000	3,000
2013	58,000	45,000	10,000	3,000
2014	63,000	50,000	11,000	2,000
<b>TEN YEAR AVERAGE</b>				
	52,626	39,014	9,880	3,732

Source: CA Grape Acreage Report, April 2015

**Table 2**

**California Total Annual Grape Production  
By Varietal Type and Utilization  
2010-2014  
(Fresh Tons)**

Varietal Type	2010-2011 Crop		2011-2012 Crop		2012-2013 Crop		2013-2014 Crop		2014-2015 Crop	
	Tons	%	Tons	%	Tons	%	Tons	%	Tons	%
<b>Raisins</b>										
Dried	1,665,000	80.09	1,541,000	75.06	1,508,000	77.10	1,831,000	81.41	1,544,000	87.58
Crushed	274,000	13.18	373,000	18.17	300,000	15.34	328,000	14.58	155,000	8.79
Canned	25,000	1.20	25,000	1.22	25,000	1.28	25,000	1.11	21,000	1.19
Fresh Sales	115,000	5.53	114,000	5.55	123,000	6.29	65,000	2.89	43,000	2.44
<b>Total Production</b>	<b>2,079,000</b>	<b>30.96</b>	<b>2,053,000</b>	<b>31.64</b>	<b>1,956,000</b>	<b>29.27</b>	<b>2,249,000</b>	<b>28.93</b>	<b>1,763,000</b>	<b>25.95</b>
<b>Wine</b>										
Crushed	3,589,000	98.90	3,343,000	98.82	3,700,000	98.93	4,245,000	100.00	3,893,000	100.00
Fresh Sales	40,000	1.10	40,000	1.18	40,000	1.07	N/A	N/A	N/A	N/A
<b>Total Production</b>	<b>3,629,000</b>	<b>54.04</b>	<b>3,383,000</b>	<b>52.14</b>	<b>3,740,000</b>	<b>55.96</b>	<b>4,245,000</b>	<b>54.61</b>	<b>3,893,000</b>	<b>57.29</b>
<b>Table</b>										
Dried	55,000	5.46	55,000	5.04	56,000	5.67	53,000	4.14	68,000	5.83
Crushed	124,000	12.30	210,000	19.23	100,000	10.13	180,000	14.07	95,000	8.15
Fresh Sales	829,000	82.24	827,000	75.73	831,000	84.19	1,046,000	81.78	1,003,000	86.02
<b>Total Production</b>	<b>1,008,000</b>	<b>15.01</b>	<b>1,092,000</b>	<b>16.83</b>	<b>987,000</b>	<b>14.77</b>	<b>1,279,000</b>	<b>16.45</b>	<b>1,166,000</b>	<b>17.16</b>
<b>Total Grape</b>										
Dried	1,720,000	25.61	1,596,000	24.60	1,564,000	23.40	1,884,000	24.24	1,612,000	23.72
Crushed	3,987,000	59.37	3,926,000	60.51	4,100,000	61.35	4,753,000	61.15	4,116,000	60.57
Canned	25,000	0.37	25,000	0.39	25,000	0.37	25,000	0.32	21,000	0.31
Fresh Sales	984,000	14.65	941,000	14.50	994,000	14.87	1,111,000	14.29	1,046,000	15.39
<b>Total Production</b>	<b>6,716,000</b>	<b>100.00</b>	<b>6,488,000</b>	<b>100.00</b>	<b>6,683,000</b>	<b>100.00</b>	<b>7,773,000</b>	<b>100.00</b>	<b>6,795,000</b>	<b>100.00</b>

Percentages in Relation to Total Annual Production and Type of Production

Source: Agricultural Statistics Board NASS, USDA, Noncitrus Fruits and Nuts - July 2015. Percentages computed by the RAC.

**Table 3**

**Raisin Deliveries By Varietal Types  
2005-2014  
(Sweatbox Tons)**

<b>Varietal Type</b>	<b>2005-06</b>	<b>2006-07</b>	<b>2007-08</b>	<b>2008-09</b>	<b>2009-10</b>	<b>2010-11</b>	<b>2011-12</b>	<b>2012-13</b>	<b>2013-14</b>	<b>2014-15</b>
Natural Seedless	319,126	282,999	329,288	364,268	298,532	354,878	346,132	311,090	364,794	303,890
Dipped Seedless	8,044	2,456	3,225	4,845	3,827	4,440	2,352	3,644	4,925	3,947
Golden Seedless	15,474	13,833	17,626	19,782	17,008	21,827	21,960	17,340	21,402	19,128
Zante Currants	3,800	2,968	3,347	2,912	2,708	3,468	3,167	2,976	2,885	3,084
Sultanas	75	216	93	67	63	66	76	68	58	59
Muscat	2	7	3	5	8	5	3	0	0	24
Monukka	156	364	280	287	155	140	130	111	85	73
Other Seedless	8,353	5,170	5,231	6,529	7,304	11,351	9,035	9,655	10,469	13,865
Other Seedless, Sulf.	412	963	687	521	413	808	471	381	530	424
<b>TOTALS</b>	<b>355,442</b>	<b>308,976</b>	<b>359,780</b>	<b>399,217</b>	<b>330,018</b>	<b>396,983</b>	<b>383,326</b>	<b>345,265</b>	<b>405,148</b>	<b>344,494</b>

RAC - September 2015



**Table 3A**

**Top 20 Destinations for Crop Year 2014-2015  
Natural Seedless  
(Packed Tons)**

<b>YTD Rank</b>	<b>Destination</b>	<b>YTD Tonnage 8/01/14-7/31/15</b>	<b>Previous YTD tonnage 8/01/13-7/31/14</b>
1	United States	180,627	191,998
2	Japan	24,964	22,009
3	United Kingdom	12,674	22,925
4	Canada	9,098	10,811
5	China*	8,304	9,544
6	Germany	8,029	16,223
7	South Korea	4,704	5,415
8	Sweden	4,701	6,466
9	Taiwan	4,671	4,403
10	Mexico	4,095	3,923
11	Denmark	3,419	3,785
12	Philippines	3,115	2,643
13	Malaysia	3,071	4,370
14	Netherlands	3,019	5,764
15	Thailand	3,001	1,543
16	Norway	2,895	3,124
17	Australia	2,690	5,875
18	Hong Kong	1,669	1,694
19	Finland	1,613	1,249
20	Singapore	1,568	1,889

\*Historically a large volume of China exports are transshipped directly to Japan.

**Table 4**

**Shipments By Country of Destination  
Natural Seedless Raisins  
August 1 - July 31  
(Packed Tons)**

<i>Country of Destination</i>	2013-2014	2014-2015	Percent Gain/Loss (2013-2014=100%)
<b><i>European Countries</i></b>			
Austria	237	169	-28.53%
Belgium	2,574	266	-89.66%
Denmark	3,785	3,419	-9.67%
Ireland	993	620	-37.55%
Finland	1,249	1,613	29.14%
France	764	150	-80.39%
Germany	16,223	8,029	-50.51%
Israel	658	710	7.89%
Italy	193	0	-100.00%
Netherlands	5,764	3,019	-47.62%
Norway	3,124	2,895	-7.33%
Spain	534	286	-46.49%
Sweden	6,466	4,701	-27.30%
Switzerland	44	0	-100.00%
United Kingdom	22,925	12,674	-44.72%
<b>Total European Countries</b>	<b>65,533</b>	<b>38,551</b>	<b>-41.17%</b>
<b><i>Latin American Republics</i></b>			
Brazil	486	412	-15.20%
Colombia	311	378	21.40%
Costa Rica	379	622	64.23%
Dominican Republic	1,055	1,215	15.20%
Ecuador	9	5	-40.69%
Mexico	3,923	4,095	4.39%
Panama	469	512	9.10%
Puerto Rico	0	21	100.00%
Venezuela	254	22	-91.32%
Others	1,324	1,194	-9.82%
<b>Total Latin American Republics</b>	<b>8,210</b>	<b>8,476</b>	<b>3.24%</b>
<b><i>Other Countries</i></b>			
Australia	5,875	2,690	-54.20%
China	9,544	8,304	-12.99%
Hong Kong	1,694	1,669	-1.53%
Iceland	277	294	6.32%
Indonesia	1,164	1,441	23.76%
Japan	22,009	24,964	13.42%
South Korea	5,415	4,704	-13.12%
Malaysia	4,370	3,071	-29.73%
New Zealand	1,961	1,349	-31.22%
USSR - Russia	59	0	-100.00%
Philippines	2,643	3,115	17.87%
Singapore	1,889	1,568	-17.00%
Taiwan	4,403	4,671	6.09%
Thailand	1,543	3,001	94.52%
Others	6,168	3,539	-42.62%
<b>Total Other Countries</b>	<b>69,014</b>	<b>64,380</b>	<b>-6.71%</b>
<b>GRAND TOTAL</b>	<b>142,757</b>	<b>111,407</b>	<b>-21.96%</b>

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**Table 4 ZC**

**Shipments By Country of Destination  
Zante Currant Raisins  
August 1 - July 31  
(Packed Tons)**

<i>Country of Destination</i>	2013-2014	2014-2015	Percent Gain/Loss (2013-2014=100%)
<b><i>European Countries</i></b>			
Austria	0	0	0.00%
Belgium	0	0	0.00%
Denmark	0	0	0.00%
Ireland	0	0	0.00%
Finland	0	0	0.00%
France	0	0	0.00%
Germany	0	0	0.00%
Israel	20	0	-100.00%
Italy	0	0	0.00%
Netherlands	193	21	-88.89%
Norway	0	0	0.00%
Spain	0	0	0.00%
Sweden	6	6	0.00%
Switzerland	0	0	0.00%
United Kingdom	21	0	-100.00%
<b>Total European Countries</b>	<b>240</b>	<b>27</b>	<b>-88.68%</b>
<b><i>Latin American Republics</i></b>			
Brazil	0	0	0.00%
Colombia	0	0	0.00%
Costa Rica	0	0	0.00%
Dominican Republic	0	0	0.00%
Ecuador	0	0	0.00%
Mexico	0	1	100.00%
Panama	0	0	0.00%
Puerto Rico	0	0	0.00%
Venezuela	0	0	0.00%
Others	7	4	-37.54%
<b>Total Latin American Republics</b>	<b>7</b>	<b>5</b>	<b>-28.28%</b>
<b><i>Other Countries</i></b>			
Australia	71	40	-42.57%
China	420	329	-21.56%
Hong Kong	2	1	-50.67%
Iceland	0	0	0.00%
Indonesia	5	7	31.87%
Japan	507	522	3.05%
South Korea	21	12	-42.80%
Malaysia	59	33	-44.19%
New Zealand	7	0	-100.00%
USSR - Russia	0	0	0.00%
Philippines	9	9	0.00%
Singapore	43	39	-10.35%
Taiwan	32	29	-11.32%
Thailand	8	0	-100.00%
Others	3	0	-100.00%
<b>Total Other Countries</b>	<b>1,187</b>	<b>1,021</b>	<b>-14.00%</b>
<b>GRAND TOTAL</b>	<b>1,434</b>	<b>1,053</b>	<b>-26.59%</b>

**Table 4A**

***Export Shipments***  
***(Excluding Canada)***  
***Natural Seedless Raisins***  
***2010 - 2014***  
***(Packed Tons)***

	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
<b>August</b>	15,156	12,636	11,805	9,980	11,560
<b>September</b>	10,434	11,561	11,309	10,547	10,480
<b>October</b>	4,828	10,006	9,939	12,084	10,314
<b>November</b>	8,428	10,790	7,569	10,462	7,051
<b>December</b>	10,275	9,574	7,773	12,396	9,935
<b>January</b>	11,313	9,325	8,803	12,088	5,712
<b>February</b>	9,317	8,625	8,714	12,174	8,542
<b>March</b>	11,661	9,066	9,217	13,113	11,883
<b>April</b>	11,706	8,867	8,737	13,119	10,625
<b>May</b>	11,425	10,164	8,566	13,051	8,174
<b>June</b>	12,030	10,005	7,421	12,426	7,840
<b>July</b>	12,625	8,754	8,963	11,317	9,291
<b>TOTAL YEAR</b>	129,198	119,373	108,816	142,757	111,407

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**Table 4B**

***Export Shipments***  
***(Excluding Canada)***  
***Zante Currant Raisins***  
***2010 - 2014***  
***(Packed Tons)***

	<b>2010-2011</b>	<b>2011-2012</b>	<b>2012-2013</b>	<b>2013-2014</b>	<b>2014-2015</b>
<b>August</b>	121	84	125	106	207
<b>September</b>	96	92	84	125	52
<b>October</b>	30	102	61	128	155
<b>November</b>	109	89	100	124	72
<b>December</b>	67	29	54	68	45
<b>January</b>	91	25	46	119	69
<b>February</b>	51	58	142	150	47
<b>March</b>	35	69	172	71	132
<b>April</b>	106	64	148	184	62
<b>May</b>	108	78	146	67	91
<b>June</b>	58	97	51	179	76
<b>July</b>	131	118	102	113	45
<b>TOTAL YEAR</b>	1,003	905	1,231	1,434	1,053

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**Table 5**

**Shipments To Domestic And Canadian Markets**  
*(Including Government)*  
**Natural Seedless Raisins**  
**2010 - 2014**  
*(Packed Tons)*

	2010-2011		2011-2012		2012-2013		2013-2014		2014-2015	
	Tons	%	Tons	%	Tons	%	Tons	%	Tons	%
<b>August</b>										
Packed	5,673	37	6,445	39	5,656	34	4,900	31	4,779	26
Bulk	9,609	63	10,251	61	11,017	66	10,656	69	13,588	74
<b>TOTAL</b>	<b>15,282</b>	<b>100</b>	<b>16,696</b>	<b>100</b>	<b>16,673</b>	<b>100</b>	<b>15,556</b>	<b>100</b>	<b>18,367</b>	<b>100</b>
<b>September</b>										
Packed	6,677	39	6,091	37	5,234	36	5,204	35	5,489	32
Bulk	10,420	61	10,395	63	9,358	64	9,791	65	11,494	68
<b>TOTAL</b>	<b>17,097</b>	<b>100</b>	<b>16,486</b>	<b>100</b>	<b>14,592</b>	<b>100</b>	<b>14,995</b>	<b>100</b>	<b>16,983</b>	<b>100</b>
<b>October</b>										
Packed	6,478	38	6,577	39	6,624	37	6,871	38	7,364	39
Bulk	10,727	62	10,264	61	11,368	63	11,232	62	11,357	61
<b>TOTAL</b>	<b>17,205</b>	<b>100</b>	<b>16,841</b>	<b>100</b>	<b>17,992</b>	<b>100</b>	<b>18,103</b>	<b>100</b>	<b>18,721</b>	<b>100</b>
<b>November</b>										
Packed	6,509	41	6,665	40	6,450	41	6,469	39	5,333	39
Bulk	9,543	59	10,107	60	9,405	59	10,171	61	8,470	61
<b>TOTAL</b>	<b>16,052</b>	<b>100</b>	<b>16,772</b>	<b>100</b>	<b>15,855</b>	<b>100</b>	<b>16,640</b>	<b>100</b>	<b>13,803</b>	<b>100</b>
<b>December</b>										
Packed	6,253	39	5,612	38	5,485	41	5,353	36	5,305	34
Bulk	9,971	61	9,014	62	7,980	59	9,488	64	10,140	66
<b>TOTAL</b>	<b>16,224</b>	<b>100</b>	<b>14,626</b>	<b>100</b>	<b>13,465</b>	<b>100</b>	<b>14,841</b>	<b>100</b>	<b>15,445</b>	<b>100</b>
<b>January</b>										
Packed	5,936	39	5,197	36	5,443	35	5,126	31	4,781	33
Bulk	9,295	61	9,270	64	9,991	65	11,316	69	9,685	67
<b>TOTAL</b>	<b>15,231</b>	<b>100</b>	<b>14,467</b>	<b>100</b>	<b>15,434</b>	<b>100</b>	<b>16,442</b>	<b>100</b>	<b>14,466</b>	<b>100</b>
<b>February</b>										
Packed	5,264	38	5,097	33	4,712	33	5,290	35	5,053	35
Bulk	8,687	62	10,212	67	9,637	67	9,814	65	9,522	65
<b>TOTAL</b>	<b>13,951</b>	<b>100</b>	<b>15,309</b>	<b>100</b>	<b>14,349</b>	<b>100</b>	<b>15,104</b>	<b>100</b>	<b>14,575</b>	<b>100</b>
<b>March</b>										
Packed	6,464	38	5,990	36	5,575	36	5,747	34	6,317	36
Bulk	10,502	62	10,574	64	9,995	64	11,031	66	11,287	64
<b>TOTAL</b>	<b>16,966</b>	<b>100</b>	<b>16,564</b>	<b>100</b>	<b>15,570</b>	<b>100</b>	<b>16,778</b>	<b>100</b>	<b>17,604</b>	<b>100</b>
<b>April</b>										
Packed	5,452	39	4,824	33	4,846	30	5,367	28	4,990	31
Bulk	8,654	61	9,905	67	11,472	70	13,585	72	11,309	69
<b>TOTAL</b>	<b>14,106</b>	<b>100</b>	<b>14,729</b>	<b>100</b>	<b>16,318</b>	<b>100</b>	<b>18,952</b>	<b>100</b>	<b>16,299</b>	<b>100</b>
<b>May</b>										
Packed	4,867	37	4,188	29	4,819	30	4,580	24	4,277	29
Bulk	8,169	63	10,073	71	11,189	70	14,863	76	10,349	71
<b>TOTAL</b>	<b>13,036</b>	<b>100</b>	<b>14,261</b>	<b>100</b>	<b>16,008</b>	<b>100</b>	<b>19,443</b>	<b>100</b>	<b>14,626</b>	<b>100</b>
<b>June</b>										
Packed	4,858	37	3,953	31	4,574	38	4,579	27	3,874	27
Bulk	8,299	63	8,947	69	7,344	62	12,374	73	10,620	73
<b>TOTAL</b>	<b>13,157</b>	<b>100</b>	<b>12,900</b>	<b>100</b>	<b>11,918</b>	<b>100</b>	<b>16,953</b>	<b>100</b>	<b>14,494</b>	<b>100</b>
<b>July</b>										
Packed	4,995	41	4,475	32	4,880	30	4,862	26	4,071	28
Bulk	7,042	59	9,577	68	11,363	70	14,140	74	10,271	72
<b>TOTAL</b>	<b>12,037</b>	<b>100</b>	<b>14,052</b>	<b>100</b>	<b>16,243</b>	<b>100</b>	<b>19,002</b>	<b>100</b>	<b>14,342</b>	<b>100</b>
<b>TOTAL YEAR</b>										
Packed	69,426	38	65,114	35	64,298	35	64,348	32	61,633	32
Bulk	110,918	62	118,589	65	120,119	65	138,461	68	128,092	68
<b>TOTAL</b>	<b>180,344</b>	<b>100</b>	<b>183,703</b>	<b>100</b>	<b>184,417</b>	<b>100</b>	<b>202,809</b>	<b>100</b>	<b>189,725</b>	<b>100</b>

**Table 6**

**Shipments To All Market Outlets  
2007 - 2014  
(Sweatbox Tons)**

Variety	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
<b>Natural Seedless</b>								
Domestic & Canada	201,355	200,775	194,879	191,211	196,682	194,950	213,084	201,238
Export Free	148,243	131,587	159,363	136,982	127,808	115,031	149,989	118,167
<b>Total</b>	<b>349,598</b>	<b>332,361</b>	<b>354,242</b>	<b>328,193</b>	<b>324,490</b>	<b>309,981</b>	<b>363,073</b>	<b>319,405</b>
<b>Dipped Seedless</b>								
Domestic & Canada	4,668	3,192	4,389	5,397	1,876	3,195	4,441	2,027
Export Free	0	0	23	34	184	585	724	326
<b>Total</b>	<b>4,668</b>	<b>3,192</b>	<b>4,412</b>	<b>5,431</b>	<b>2,060</b>	<b>3,780</b>	<b>5,165</b>	<b>2,353</b>
<b>Golden Seedless</b>								
Domestic & Canada	12,620	12,899	12,632	14,066	13,419	13,697	12,988	15,194
Export Free	5,404	5,832	5,245	6,521	5,828	5,392	6,208	6,178
<b>Total</b>	<b>18,024</b>	<b>18,731</b>	<b>17,877</b>	<b>20,587</b>	<b>19,247</b>	<b>19,089</b>	<b>19,196</b>	<b>21,372</b>
<b>Zante Currants</b>								
Domestic & Canada	1,717	1,786	1,583	1,307	1,448	1,777	1,684	1,873
Export Free	3,222	2,060	895	1,205	1,089	1,458	1,680	1,415
<b>Total</b>	<b>4,939</b>	<b>3,846</b>	<b>2,478</b>	<b>2,512</b>	<b>2,537</b>	<b>3,235</b>	<b>3,364</b>	<b>3,288</b>
<b>Sultanas</b>								
Domestic & Canada	85	78	83	57	60	64	76	32
<b>Total</b>	<b>85</b>	<b>78</b>	<b>83</b>	<b>57</b>	<b>60</b>	<b>64</b>	<b>76</b>	<b>32</b>
<b>Muscats</b>								
Domestic & Canada	9	14	0	2	0	23	0	0
Export Free	0	0	0	0	0	0	0	0
<b>Total</b>	<b>9</b>	<b>14</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>23</b>	<b>0</b>	<b>0</b>
<b>Monukka Type</b>								
Domestic & Canada	338	376	153	109	126	108	117	84
Export Free	1	1	0	0	0	0	0	0
<b>Total</b>	<b>339</b>	<b>377</b>	<b>153</b>	<b>109</b>	<b>126</b>	<b>108</b>	<b>117</b>	<b>84</b>
<b>Other Seedless</b>								
Domestic & Canada	5,141	5,408	6,716	9,374	6,283	7,873	6,634	8,533
Export Free	802	942	1,367	1,482	2,659	1,559	2,140	1,427
<b>Total</b>	<b>5,943</b>	<b>6,350</b>	<b>8,083</b>	<b>10,856</b>	<b>8,942</b>	<b>9,432</b>	<b>8,774</b>	<b>9,960</b>
<b>Other Seedless Sulfured</b>								
Domestic & Canada	655	254	462	456	430	311	416	399
Export Free	0	0	23	166	100	59	64	161
<b>Total</b>	<b>655</b>	<b>254</b>	<b>485</b>	<b>622</b>	<b>530</b>	<b>370</b>	<b>479</b>	<b>560</b>
<b>TOTAL ALL VARIETIES</b>	<b>384,260</b>	<b>365,203</b>	<b>387,813</b>	<b>368,369</b>	<b>357,992</b>	<b>346,082</b>	<b>400,244</b>	<b>357,054</b>
<b>Government Reserve - Nat'ls</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Government Reserve - Zantes</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

**Table 6A**

**Shipments To All Market Outlets  
2007 - 2014  
(Packed Tons)**

Variety	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
<b>Natural Seedless</b>								
Domestic & Canada	193,609	191,929	186,176	180,344	183,703	184,417	202,809	189,725
Export Free	142,541	125,789	152,246	129,198	119,373	108,816	142,757	111,407
<b>Total</b>	<b>336,150</b>	<b>317,718</b>	<b>338,422</b>	<b>309,542</b>	<b>303,076</b>	<b>293,233</b>	<b>345,566</b>	<b>301,132</b>
<b>Dipped Seedless</b>								
Domestic & Canada	3,651	3,480	3,629	4,803	1,618	2,847	3,056	1,547
Export Free	0	0	19	30	158	522	499	249
<b>Total</b>	<b>3,651</b>	<b>3,480</b>	<b>3,648</b>	<b>4,833</b>	<b>1,776</b>	<b>3,369</b>	<b>3,555</b>	<b>1,796</b>
<b>Golden Seedless</b>								
Domestic & Canada	11,263	11,539	11,699	12,614	11,986	12,486	11,928	13,263
Export Free	4,823	5,217	4,858	5,848	5,206	4,915	5,701	5,393
<b>Total</b>	<b>16,086</b>	<b>16,756</b>	<b>16,557</b>	<b>18,462</b>	<b>17,192</b>	<b>17,401</b>	<b>17,629</b>	<b>18,656</b>
<b>Zante Currants</b>								
Domestic & Canada	1,535	1,536	1,382	1,090	1,205	1,501	1,439	1,394
Export Free	2,881	1,771	781	1,003	905	1,231	1,434	1,053
<b>Total</b>	<b>4,416</b>	<b>3,307</b>	<b>2,163</b>	<b>2,093</b>	<b>2,110</b>	<b>2,732</b>	<b>2,873</b>	<b>2,447</b>
<b>Sultanas</b>								
Domestic & Canada	42	56	52	37	58	57	53	23
<b>Total</b>	<b>42</b>	<b>56</b>	<b>52</b>	<b>37</b>	<b>58</b>	<b>57</b>	<b>53</b>	<b>23</b>
<b>Muscats</b>								
Domestic & Canada	5	2	0	2	0	0	0	0
Export Free	0	0	0	0	0	0	0	0
<b>Total</b>	<b>5</b>	<b>2</b>	<b>0</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>Monukka Type</b>								
Domestic & Canada	269	347	126	101	142	71	94	54
Export Free	1	1	0	0	0	0	0	0
<b>Total</b>	<b>270</b>	<b>348</b>	<b>126</b>	<b>101</b>	<b>142</b>	<b>71</b>	<b>94</b>	<b>54</b>
<b>Other Seedless</b>								
Domestic & Canada	4,944	4,363	5,386	7,237	5,750	7,114	6,353	7,210
Export Free	771	760	1,096	1,144	2,434	1,409	2,050	1,206
<b>Total</b>	<b>5,715</b>	<b>5,123</b>	<b>6,482</b>	<b>8,381</b>	<b>8,184</b>	<b>8,523</b>	<b>8,403</b>	<b>8,416</b>
<b>Other Seedless Sulfured</b>								
Domestic & Canada	491	406	422	396	450	328	401	212
Export Free	0	0	21	144	105	62	61	86
<b>Total</b>	<b>491</b>	<b>406</b>	<b>443</b>	<b>540</b>	<b>555</b>	<b>390</b>	<b>462</b>	<b>298</b>
<b>TOTAL ALL VARIETIES</b>	<b>366,826</b>	<b>347,196</b>	<b>367,893</b>	<b>343,991</b>	<b>333,093</b>	<b>325,776</b>	<b>378,635</b>	<b>332,822</b>
Government Reserve - Nat'ls	0	0	0	0	0	0	0	0
Government Reserve - Zantes	0	0	0	0	0	0	0	0



**Table 7**

**Shipments To Domestic And Canadian Markets  
(Including Government)  
Natural Seedless Raisins  
1999 - 2014  
(Packed Tons)**

Crop Year	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Total
1999-2000	14,081	13,757	17,721	15,389	12,668	10,260	11,082	14,355	12,299	12,963	13,975	7,775	156,325
2000-01	11,303 **	9,391 **	13,002 **	11,793 **	23,696	20,097	14,028	14,611	15,275	13,249	13,324	14,348	174,117
2001-02	17,192	13,049	18,783	15,541	11,745	15,457	12,655	13,878	14,187	13,815	12,253	16,065	174,620
2002-03	16,163	16,661	17,326	15,181	13,496	14,971	12,147	15,556	14,059	13,661	12,835	14,998	177,054
2003-04	13,761	17,209	18,345	14,976	14,326	14,663	14,965	16,557	14,086	12,819	13,742	14,636	180,085
*2004-05	17,930	17,431	17,644	16,638	16,166	15,088	14,385	17,298	17,717	14,014	15,525	13,844	193,680
2005-06	18,773	17,176	17,600	17,322	14,255	14,502	14,440	17,066	14,914	13,331	16,065	10,914	186,358
2006-07	16,991	16,214	18,942	16,066	13,685	15,136	14,589	16,853	15,759	16,448	12,451	15,810	188,944
2007-08	17,805	14,936	18,918	16,826	13,117	17,155	16,624	16,097	15,936	15,166	13,940	17,089	193,609
2008-09	15,753	15,731	18,649	15,869	15,039	16,044	14,387	16,871	15,912	15,395	16,845	15,436	191,929
2009-10	14,438	17,414	16,949	17,813	14,990	14,588	13,839	17,279	16,097	13,870	14,772	14,127	186,176
*2010-11	15,282	17,097	17,205	16,052	16,224	15,231	13,951	16,966	14,106	13,036	13,157	12,037	180,344
*2011-12	16,696	16,486	16,841	16,772	14,626	14,467	15,309	16,564	14,729	14,261	12,900	14,052	183,703
*2012-13	16,673	14,592	17,992	15,855	13,465	15,434	14,349	15,570	16,318	16,008	11,918	16,243	184,417
*2013-14	15,556	14,995	18,103	16,640	14,841	16,442	15,104	16,778	18,952	19,443	16,953	19,002	202,809
*2014-15	18,367	16,983	18,721	13,803	15,445	14,466	14,575	17,604	16,299	14,626	14,494	14,342	189,725
<b>TEN YEAR AVERAGE</b>	16,633	16,163	17,992	16,302	14,569	15,346	14,717	16,765	15,902	15,158	14,349	14,905	188,801

\* No Pool Established

\*\* Months shipments under reported and tonnage recorded Dec/Jan.

**Table 8**

**Raisins Made Available For Disposition In Commercial Trade Channels  
Natural Seedless Raisins  
2005 - 2014  
(Sweatbox Tons)**

	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15
<b>Natural Seedless Total Deliveries</b>	<b>319,126</b>	<b>282,999</b>	<b>329,288</b>	<b>364,268</b>	<b>298,532</b>	<b>354,878</b>	<b>346,132</b>	<b>311,090</b>	<b>364,794</b>	<b>303,890</b>
Free Tonnage Purchased	263,287	254,703	279,895	316,913	253,752	354,878	346,132	311,090	364,794	303,890
Reserve Tonnage Purchased (a)	31,975	52,689	69,604	35,844	56,798	64	0	0	0	0
<b>Total Tonnage Purchased</b>	<b>295,262</b>	<b>307,392</b>	<b>349,499</b>	<b>352,757</b>	<b>310,550</b>	<b>354,942</b>	<b>346,132</b>	<b>311,090</b>	<b>364,794</b>	<b>303,890</b>
Packers' August 1 Carryin (b)	114,792	111,444	105,430	106,249	126,824	83,143	110,206	132,061	132,407	138,215
<b>Total Disposable Tonnage</b>	<b>410,054</b>	<b>418,836</b>	<b>454,929</b>	<b>459,006</b>	<b>437,374</b>	<b>438,085</b>	<b>456,338</b>	<b>443,151</b>	<b>497,201</b>	<b>442,105</b>
Commercial Shipments	298,454	313,616	349,598	332,362	354,242	328,193	324,490	309,981	363,073	319,405
<b>July 31 Carryout (calculated)</b>	<b>111,600</b>	<b>105,220</b>	<b>105,331</b>	<b>126,645</b>	<b>83,132</b>	<b>109,892</b>	<b>131,848</b>	<b>133,170</b>	<b>134,128</b>	<b>122,700</b>

(a) Export and 10+10

(b) Packers' Carryin Inventory Report

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**Table 9**

**SUPPLY AND DISPOSITION  
NATURAL SEEDLESS RAISINS  
2005-2014  
(Sweatbox Tons)**

	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
<b>Total Disposable Free Tonnage</b>	<b>410,054</b>	<b>418,836</b>	<b>454,929</b>	<b>459,006</b>	<b>437,374</b>	<b>438,085</b>	<b>456,338</b>	<b>443,151</b>	<b>497,201</b>	<b>442,105</b>
<b>Disposition</b>										
Domestic & Canada	195,822	203,889	201,355	200,775	194,879	191,211	196,682	194,950	213,084	201,238
Export Free	102,632	109,727	148,243	131,587	159,363	136,982	127,808	115,031	149,989	118,167
Total Disposition	298,454	313,616	349,598	332,362	354,242	328,193	324,490	309,981	363,073	319,405
Carryout (Calculated)	111,600	105,220	105,331	126,644	83,132	109,892	131,848	133,170	134,128	122,700
<b>Reserve Tonnage</b>										
Total Available Supply	82,096	77,783	70,257	48,002	56,934	71	2	0	0	0
Released for Export*	0	0	0	25,438	11,604	0	0	0	0	0
Other Disposition	82,096	77,783	70,257	22,564	45,330	71	2	0	0	0
<b>Exports</b>										
Free Tonnage	102,632	109,727	148,243	131,587	159,363	136,982	127,808	115,031	149,989	118,167
Reserve Shipments	0	0	0	0	0	0	0	0	0	0
Total Exports	102,632	109,727	148,243	131,587	159,363	136,982	127,808	115,031	149,989	118,167

\* Raisin-Back

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**Table 10**

**Supply And Disposition Of Reserve Pool Tonnage  
Natural Seedless Raisins  
2007-2014  
(Sweatbox Tons)**

	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
	Crop Year	Crop Year	Crop Year	Crop Year	Crop Year	Crop Year	Crop Year	Crop Year
<b>SUPPLY</b>								
Reserve Tonnage	49,393	47,355	44,780	0	0	0	0	0
Carry In From Previous Year	20,864	647	12,154	71	2	0	0	0
<b>Total Reserve Supply</b>	<b>70,257</b>	<b>48,002</b>	<b>56,934</b>	<b>71</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>
<b>DISPOSITION</b>								
10 & 10**	69,604	10,406	45,194	64	0	0	0	0
Export*	0	25,438	11,604	0	0	0	0	0
Raisin Diversion Program	0	0	0	0	0	0	0	0
Government	0	0	0	0	0	0	0	0
Non-Normal Outlets	0	0	0	0	0	0	0	0
Distillation	0	0	0	0	0	0	0	0
Donations	6	4	15	3	2	0	0	0
Miscellaneous	0	0	50	2	0	0	0	0
Carry Out To Subsequent Year	647	12,154	71	2	0	0	0	0
<b>Total Disposition</b>	<b>70,257</b>	<b>48,002</b>	<b>56,934</b>	<b>71</b>	<b>2</b>	<b>0</b>	<b>0</b>	<b>0</b>

\*\* Includes all Reserve for Free Usage Sales

\* Raisin-Back

**Table 11**

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**Supply And Disposition Of Reserve Pool Tonnage  
Natural Seedless Raisins  
2014-2015 Crop Year  
(Sweatbox Tons)**

**Per committee action on October 7, 2015 this table will no longer be  
included as of the 2014-2015 crop year**

**Because there is no reserve this chart now consists of only zeros**

**Table 12**

**Reserve Pool Percentages  
Natural Seedless Raisins  
2000-2014**

Crop Year	Preliminary Percentages		Secretary Established		Date Established	Basis for Pool Payments	
	Free	Reserve	Free	Reserve		Free	Reserve
2000-01	35	65	53	47	08/01/01	53	47
2001-02	56	44	63	37	07/19/02	63	37
2002-03	41	59	53	47	04/03/03	53	47
2003-04	65	35	70	30	08/10/04	70	30
2004-05	100	0	100	0	10/05/04	100	0
2005-06	74	26	82.5	17.5	05/23/06	82.5	17.5
2006-07	89.75	10.25	90	10	04/10/07	90	10
2007-08	84.75	15.25	85	15	02/20/08	85	15
2008-09	86.75	13.25	87	13	03/10/09	87	13
2009-10	84.75	15.25	85	15	06/25/10	85	15
2010-11	100	0	100	0	10/05/10	100	0
2011-12	100	0	100	0	08/15/12	100	0
2012-13	100	0	100	0	08/15/13	100	0
2013-14	100	0	100	0	08/14/14	100	0
2014-15	100	0	100	0	08/20/14	100	0

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**Table 13**

**Comparison Of Packer Acquisitions By Week  
Natural Seedless Raisins  
2010-2014  
(Sweatbox Tons)**

Page 1 of 2

Week of Delivery	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
1	7,041	172	64	8	1,423
2	1,362	15	130	29	0
3	1,350	303	1,181	50	562
4	752	2,383	1,000	11	730
<b>Comparative 4 Week Total</b>	<b>10,505</b>	<b>2,873</b>	<b>2,375</b>	<b>98</b>	<b>2,715</b>
5	1,376	22	119	420	438
6	1,053	97	1,510	3,986	3,625
7	1,423	492	2,826	8,785	10,997
8	4,459	3,364	10,782	16,960	15,321
9	10,394	9,596	18,663	20,481	20,005
<b>Comparative 5 Week Total</b>	<b>18,705</b>	<b>13,571</b>	<b>33,900</b>	<b>50,632</b>	<b>50,386</b>
10	22,669	12,455	26,281	21,172	20,469
11	30,781	19,225	34,830	26,995	26,703
12	33,332	21,203	31,458	27,254	22,334
13	27,798	22,864	28,078	22,268	17,301
<b>Comparative 4 Week Total</b>	<b>114,580</b>	<b>75,747</b>	<b>120,647</b>	<b>97,689</b>	<b>86,807</b>
14	34,013	23,197	24,869	23,259	17,464
15	28,483	24,999	15,751	15,568	31,879
16	23,320	21,531	10,453	15,611	10,670
17	8,681	10,181	4,163	36,395	17,157
<b>Comparative 4 Week Total</b>	<b>94,497</b>	<b>79,908</b>	<b>55,236</b>	<b>90,833</b>	<b>77,170</b>
18	12,488	16,239	17,688	17,898	4,238
19	10,716	13,478	7,932	7,788	10,207
20	14,013	11,433	5,428	6,693	9,115
21	6,419	10,394	10,622	2,146	1,850
22	5,402	5,485	1,093	2,132	1,850
<b>Comparative 5 Week Total</b>	<b>49,038</b>	<b>57,029</b>	<b>42,763</b>	<b>36,657</b>	<b>27,260</b>
23	4,888	7,273	2,865	4,690	4,888
24	4,461	13,813	3,449	21,407	2,796
25	3,691	5,995	9,370	3,273	3,532
26	4,027	5,645	3,679	2,993	1,537
<b>Comparative 4 Week Total</b>	<b>17,067</b>	<b>32,726</b>	<b>19,363</b>	<b>32,363</b>	<b>12,753</b>
27	2,436	5,055	5,035	3,615	10,417
28	3,384	4,895	2,424	5,203	1,706
29	3,237	6,905	1,447	2,176	2,056
30	4,784	8,647	1,489	2,957	2,642
<b>Comparative 4 Week Total</b>	<b>13,841</b>	<b>25,502</b>	<b>10,395</b>	<b>13,951</b>	<b>16,821</b>

**Table 13**

**Comparison Of Packer Acquisitions By Week  
Natural Seedless Raisins  
2010-2014  
(Sweatbox Tons)**

Page 2 of 2

Week of Delivery	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015
31	3,695	5,111	1,520	3,739	1,459
32	2,219	11,187	1,718	3,453	7,546
33	3,062	1,302	1,469	3,963	655
34	2,428	2,431	1,960	2,342	1,587
<b>Comparative 4 Week Total</b>	<b>11,404</b>	<b>20,031</b>	<b>6,667</b>	<b>13,497</b>	<b>11,247</b>
35	1,843	1,892	1,366	7,809	788
36	2,033	4,010	519	705	427
37	1,348	2,084	760	1,453	2,990
38	1,495	2,961	629	2,438	2,961
39	1,081	1,433	884	1,043	2,344
<b>Comparative 5 Week Total</b>	<b>7,800</b>	<b>12,380</b>	<b>4,158</b>	<b>13,448</b>	<b>9,510</b>
40	1,826	1,882	1,162	1,889	1,428
41	1,549	1,919	835	1,488	1,922
42	1,238	1,493	1,509	1,452	1,887
43	1,536	1,738	1,397	1,841	(1,971)
<b>Comparative 4 Week Total</b>	<b>6,149</b>	<b>7,032</b>	<b>4,903</b>	<b>6,670</b>	<b>3,266</b>
44	1,058	1,758	1,241	1,666	109
45	1,223	1,833	1,044	1,168	988
46	428	1,291	740	1,395	1,320
47	439	1,486	186	1,248	1,287
<b>Comparative 4 Week Total</b>	<b>3,148</b>	<b>6,368</b>	<b>3,211</b>	<b>5,477</b>	<b>3,704</b>
48	1,776	2,826	22	538	44
49	3,358	3,650	19	744	699
50	1,445	137	567	777	1,160
51	1,353	535	682	218	53
52	212	5,817	6,182	1,202	295
<b>Comparative 5 Week Total</b>	<b>8,144</b>	<b>12,965</b>	<b>7,472</b>	<b>3,479</b>	<b>2,251</b>
<b>YEARLY TOTAL</b>	<b>354,878</b>	<b>346,132</b>	<b>311,090</b>	<b>364,794</b>	<b>303,890</b>

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**Table 14**

**Free Tonnage Supply And Demand Situation  
Natural Seedless Raisins  
2000-2014  
(Sweatbox Tons)**

Crop Year	S U P P L Y						S H I P M E N T S			
	Acquired	Percent Free	Free Tonnage	Carryin	Purchased From Reserve	Total Free Supply	Canada and Domestic	Export (Free)	Total Disposition	Computed Carryout
2000-01	432,616	53.0	229,287	97,109	84,867	411,263	185,429	109,598	295,027	116,236
2001-02	377,328	63.0	237,716	116,131	76,827	430,674	186,361	112,272	298,633	132,041
2002-03	388,010	53.0	205,668 **	132,135	76,146	413,949	189,160	108,480	297,640	116,309
2003-04	296,864	70.0	207,818 **	129,345	61,186	398,349	191,376	112,860	304,236	94,113
2004-05	265,262	100.0	265,262	95,003	72,789	433,054	205,002	112,996	317,998	115,056
2005-06	319,126	82.5	263,287 **	114,792	31,975	410,054	195,822	102,632	298,454	111,600
2006-07	282,999	90.0	254,703 **	111,444	52,689	418,836	203,889 ***	109,727	313,616	105,220
2007-08	329,288	85.0	279,895	105,430	69,604	454,929	201,355 ***	148,243	349,598	105,331
2008-09	364,268	87.0	316,913	106,249	35,844	459,006	200,775 ***	131,587	332,362	126,644
2009-10	298,532	85.0	253,752	126,824	56,798	437,374	194,879 ***	159,363	354,242	83,132
2010-11	354,878	100.0	354,878	83,143	64	438,085	191,211 ***	136,982	328,193	109,892
2011-12	346,132	100.0	346,132	110,206	0	456,338	196,682 ***	127,808	324,490	131,848
2012-13	311,090	100.0	311,090	132,061	0	443,151	194,950 ***	115,031	309,981	133,170
2013-14	364,794	100.0	364,794	132,407	0	497,201	213,084 ***	149,989	363,073	134,128
2014-15	303,890	100.0	303,890	138,215	0	442,105	201,238 ***	118,167	319,405	122,700

**TEN YEAR AVERAGE**

327,500	93 *	304,934	116,077	24,697	445,708	199,388	129,953	329,341	116,367
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\* Percentage is a weighted average

\*\* Adjusted for exempt tonnage

\*\*\*Includes Government Free

**Table 15**

**Calculated Free Tonnage Disappearance  
Natural Seedless Raisins  
2005-2014  
(Sweatbox Tons)**

<b>Crop Year</b>	<b>Reported Beginning Physical Inventory</b>	<b>Free Tonnage</b>	<b>Reported Ending Physical Inventory</b>	<b>Free Tonnage Disappearance</b>	<b>Handler Reported Shipments (Packed Tons)</b>	<b>Calculated Shrink (a)</b>
2005-06	114,792	295,262	111,444	298,610	284,030	4.88%
2006-07	111,444	307,392	105,430	313,406	290,628	7.27%
2007-08	105,430	349,499	106,249	348,680	336,150	3.59%
2008-09	106,249	352,757	126,824	332,182	317,718	4.35%
2009-10	126,824	310,550	83,143	354,232	338,422	4.46%
2010-11	83,143	354,942	110,206	327,878	309,542	5.59%
2011-12	110,206	346,132	132,061	324,277	303,076	6.54%
2012-13	132,061	311,090	132,407	310,744	293,233	5.64%
2013-14	132,407	364,794	138,215	358,986	345,566	3.74%
2014-15	138,215	303,890	122,954	319,151	301,132	5.65%

(a) The calculated shrinkage was determined by dividing Handler Reported Shipments by Free Tonnage Disappearance and deducting the result from 100%.

**Table 16**

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**Natural Seedless Raisins Diversion Program  
Historical Data  
2004-2014**

**Per committee action on October 7, 2015 this table will no longer  
be included as of the 2014-2015 crop year**

**Because there is no reserve this chart now consists of only zeros**

# RAISIN ADMINISTRATIVE COMMITTEE

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Monte Schutz  
*Chairperson*

Jon Marthedal  
*Vice Chairperson*

Michael Mikaelian  
*Secretary*

Robert Epperson  
*Treasurer*

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## COMMITTEE MEMBERS

**2014/2016**

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Mitch Bagdasarian  
Kalem Barserian  
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Nindy Sandhu  
Mitch Sangha  
Monte Schutz  
David Shapazian  
Harvey Singh  
Steve Spate  
Rick Stark  
Sonet, Van Zyl

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## COMMITTEE ALTERNATES

**2014/2016**

Jane Asmar  
Gagandip Batth  
Paul Bedrosian  
Braden Bender  
Jim Berekoff  
David Blayney  
Kuldip Chatha  
Courtney Chooljian  
Michael Chooljian  
Russel Efird  
David Estermann  
Ed Fanucchi

Bruce Ferri Jr.  
Chris Frame  
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E.G. Huter III  
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Willy Ludtke  
Jerry Lung  
Kathy Merlo  
Dan Milinovich  
Michael Moriyama  
Mike Nielsen

Brad Olson  
Pete Penner  
Michael Perry  
Jerry Rai  
Randy Rocca  
Tim Rodrigues  
Kristina Sahatjian  
Ken Shinkawa  
Carsten Tietjen  
Vacant (14)

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## STAFF

**Debbie Powell**

Interim President/General Manager

Noelle Sprinkman – **Statistical Reports**  
Gerti Adair – **H.R. Assistant**  
Anna Valdivia – **Grower Records**  
Murphy Jones – **Exec. Admin Assistant**  
Julie Gray – **Export Programs**  
Rickey Lynch Jr. – **Mailroom Coord.**

Hector Omapas  
**Dir. of Compliance**  
Dori Rothweiler – **Field Rep.**  
Kelvin Ashford – **Sr. Acct.**

Larry Blagg  
**Senior VP of Marketing**  
Deanna Fernandez – **Int'l Prog.**  
Melinda McAllister – **Mrk. Spec.**

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RAISIN ADMINISTRATIVE COMMITTEE.



# Raisins: World Markets and Trade

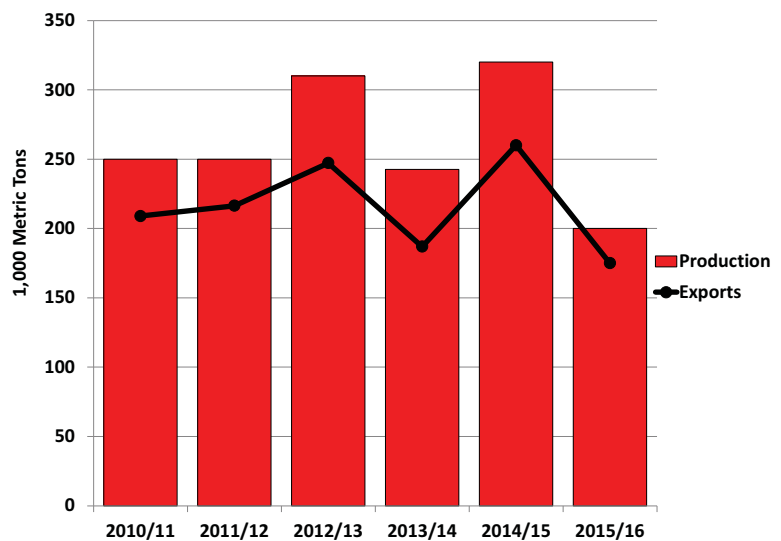
## Global Raisin Production to Drop

Global raisin production for 2015/16 is forecast to decline 6 percent to 1.14 million metric tons (tons) as losses in Turkey more than offset gains in the United States and Iran. World consumption is expected to be nearly unchanged at 1.13 million tons, drawing stocks lower in the United States and Turkey. Global exports are forecast 4 percent lower to 708,000 tons, primarily due to lower shipments from Turkey.

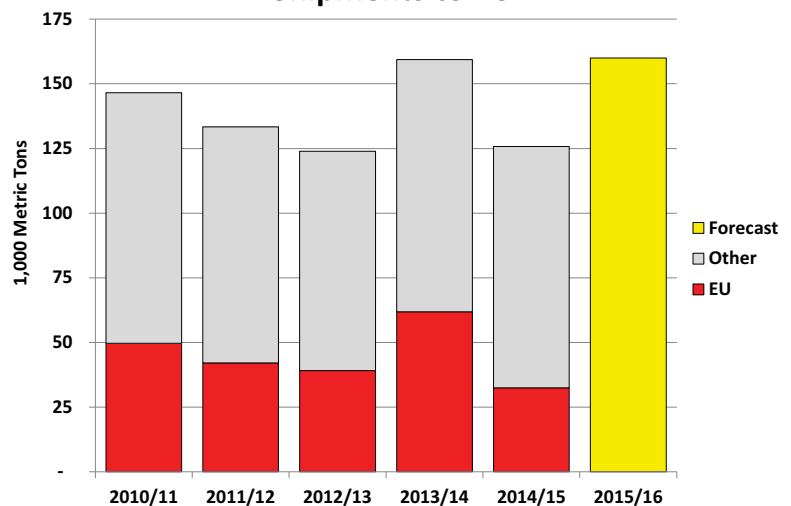
**Turkey's** production is forecast to decline 38 percent to 200,000 tons due to reduced yields following the April freeze in the Aegean Region where the vast majority of raisins are grown. With lower available supplies, exports are expected to fall 33 percent to 175,000 tons, slowing shipments to its primary market, the EU. Ending stocks are forecast nearly 80 percent lower from recent highs to just 6,200 tons.

**U.S.** production is forecast to rise 9 percent to 340,000 tons based on higher yields as reported in the [California Raisin Grape Objective Measurement Report](#). These gains are driven by a 19-percent increase in the number of bunches per vine, offset slightly as bearing acreage slips 2.6 percent to 185,000 acres. Growers continued to face drought conditions and lack of water availability. Despite the drought, many growers reported they were managing their water allocations this year more efficiently than in previous years. Exports are forecast to gain 26 percent to reach 160,000 tons following opportunities created by Turkey's reduced exportable supplies. Ending stocks are expected to decline a second consecutive year to total 88,000 tons.

### Turkey's Exports Forecast Lower on Smaller Crop



### U.S. Raisin Exports Forecast to Rebound on Higher Shipments to EU



**China's** production is forecast to increase 6 percent to 190,000 tons on higher yields following favorable weather in Xingjiang, the largest producing region. Green raisins account for 60 percent of total

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production and are mostly consumed as snack foods, while dark raisins account for 40 percent of output and are primarily used by low-end bakery shops. Since domestic consumption accounts for a vast majority of the harvest, exports are forecast only slightly higher at 25,000 tons.

**Chile's** production is forecast up 2 percent to 65,000 tons on moderately higher yields, with exports gaining a similar amount. Most raisins are produced from discarded table grapes unsuitable for fresh consumption. Nearly all the harvest is destined for export markets such as Europe, the United States, and Mexico.

**South Africa's** production is forecast 5 percent lower to 55,000 tons as output returns to normal following last year's record, which included a large quantity of wine grapes that had been diverted to raisins. Exports are expected unchanged at 45,000 tons, with the majority shipped to the EU.

**Argentina's** production is forecast nearly unchanged at 32,000 tons on favorable weather conditions. About ninety-five percent of Argentine raisins are produced in the Province of San Juan, which is located alongside the Andes Mountains in western Argentina. Area planted is unchanged from the previous two years and no significant land investment is expected in the near future since farm-gate prices have been relatively low. The industry's primary challenge during the past few years has been the dramatic increase of production costs combined with high inflation, which has decreased their competitiveness in export markets.

EU imports are forecast to slip 1 percent to 330,000 tons on lower shipments from Turkey's frost damaged harvest, which is expected to be mostly offset by increased supplies from the United States.

## Revised 2014/15

World **production** is revised up from the September 2014 estimate by 13,000 tons to 1.22 million.

- Uzbekistan is raised 31,000 tons to 51,000 due to better-than-anticipated yields.
- Turkey is increased 10,000 tons to 320,000 on higher yields.
- Iran is slashed 30,000 tons to 130,000 on lower yields.

World **exports** are revised up 26,000 tons to 741,000.

- Uzbekistan is raised 31,000 tons to 49,000 on higher exportable supplies.
- Turkey is increased 25,000 tons to 260,000 on higher-than-anticipated shipments to Europe.
- Iran is lowered 23,000 tons to 102,000 on smaller exportable supplies.

World **imports** are revised lower 2,000 tons to 695,000.

- Australia is reduced 8,000 tons to 22,000 as consumption drops to lowest level in years.
- Iraq is lowered 8,000 tons to 14,000.
- EU is reduced 8,000 tons to 332,000 on lower shipments from the United States.
- Kazakhstan is raised 22,000 tons to 37,000 on increased shipments from Uzbekistan.

For additional information, please contact Tony Halstead at 202-720-4620, or [Tony.Halstead@fas.usda.gov](mailto:Tony.Halstead@fas.usda.gov)

**To download additional data tables**, go to Production, Supply and Distribution Database (PSD Online): (<http://apps.fas.usda.gov/psdonline/psdHome.aspx>), scroll down to Reports, and Click the plus sign [+] next to Fruits and Vegetables

**FAS Reports and Databases:**

Current *World Market and Trade* Reports:

<http://apps.fas.usda.gov/psdonline/psdDataPublications.aspx>

Archives *World Market and Trade* Reports:

<http://usda.mannlib.cornell.edu/MannUsda/viewTaxonomy.do?taxonomyID=7>

Production, Supply and Distribution Database (PSD Online):

<http://apps.fas.usda.gov/psdonline/psdHome.aspx>

Global Agricultural Information Network (Agricultural Attaché Reports):

<http://gain.fas.usda.gov/Pages/Default.aspx>

Global Agricultural Trade System (U.S. Exports and Imports):

<http://apps.fas.usda.gov/gats/default.aspx>



## Raisin Production, Supply and Distribution for Select Countries

Metric Tons (Dry Weight Basis)

	2010/11	2011/12	2012/13	2013/14	2014/15	Sep 2015/16
<b>Production</b>						
United States	358,157	348,631	313,795	368,408	311,255	340,000
Turkey	250,000	250,000	310,000	242,635	320,000	200,000
China	135,000	100,000	150,000	165,000	180,000	190,000
Iran	147,000	150,000	180,000	160,000	130,000	150,000
Chile	72,500	74,000	68,500	69,200	64,000	65,000
South Africa	23,475	37,900	46,000	46,000	58,000	55,000
Afghanistan	34,000	32,000	26,800	34,300	40,000	42,000
Uzbekistan	26,000	35,000	22,000	18,000	51,000	35,000
Argentina	34,000	31,500	32,000	20,500	33,000	32,000
Australia	7,400	13,400	12,500	10,000	10,000	10,000
Other	19,300	22,000	21,000	20,000	20,000	20,000
<b>Total</b>	<b>1,106,832</b>	<b>1,094,431</b>	<b>1,182,595</b>	<b>1,154,043</b>	<b>1,217,255</b>	<b>1,139,000</b>
<b>Domestic Consumption</b>						
European Union	339,400	325,800	344,000	330,900	333,300	330,000
United States	208,646	215,579	203,905	221,603	211,305	215,000
China	101,800	91,000	138,200	144,400	186,939	185,000
Turkey	43,200	35,900	47,133	58,100	55,000	50,000
Japan	29,300	29,500	29,800	30,000	31,000	31,000
Australia	36,100	36,900	33,600	32,175	28,700	27,500
Canada	33,600	27,500	27,500	28,800	26,000	27,000
Iran	24,500	28,200	30,300	29,300	27,800	25,000
Mexico	19,700	27,000	24,300	25,300	25,400	25,000
Brazil	23,000	22,900	26,000	25,400	23,000	21,000
Other	206,375	211,400	220,150	207,100	222,600	195,200
<b>Total</b>	<b>1,065,621</b>	<b>1,051,679</b>	<b>1,124,888</b>	<b>1,133,078</b>	<b>1,171,044</b>	<b>1,131,700</b>
<b>Ending Stocks</b>						
United States	93,952	111,714	114,294	115,677	106,251	88,251
Turkey	4,500	3,500	21,167	20,602	28,177	6,177
Argentina	0	0	0	0	2,000	3,000
Chile	400	400	375	300	500	500
Afghanistan	0	0	0	0	0	0
Other	0	0	0	0	0	0
<b>Total</b>	<b>98,852</b>	<b>115,614</b>	<b>135,836</b>	<b>136,579</b>	<b>136,928</b>	<b>97,928</b>
<b>Exports</b>						
Turkey	209,000	216,400	247,200	186,900	260,200	175,000
United States	146,538	133,302	123,904	159,401	126,717	160,000
Iran	122,600	121,800	149,700	130,700	102,200	125,000
Chile	70,200	73,600	67,150	66,000	61,000	62,000
South Africa	16,800	24,800	31,900	35,050	45,000	45,000
Afghanistan	30,300	28,900	22,600	30,100	35,000	37,000
Uzbekistan	22,700	32,900	20,000	15,700	48,700	33,000
Other	91,700	73,200	74,750	67,800	62,000	71,000
<b>Total</b>	<b>709,838</b>	<b>704,902</b>	<b>737,204</b>	<b>691,651</b>	<b>740,817</b>	<b>708,000</b>
<b>Imports</b>						
European Union	337,100	322,200	340,200	328,900	332,300	330,000
Japan	29,300	29,500	29,800	30,000	31,000	31,000
Canada	33,600	27,500	27,500	28,800	26,000	27,000
China	16,200	22,500	20,900	18,700	29,339	25,000
Australia	29,500	24,600	23,800	24,375	22,000	21,000
Brazil	23,000	22,900	26,000	25,400	23,000	21,000
Kazakhstan	7,000	15,000	6,300	13,200	36,500	20,000
Russia	51,300	44,700	47,500	32,100	24,400	20,000
United Arab Emirates	19,000	20,200	22,100	23,300	19,700	20,000
Mexico	15,000	20,100	17,400	17,300	17,200	17,000
Other	129,301	129,712	138,219	129,354	133,516	129,700
<b>Total</b>	<b>690,301</b>	<b>678,912</b>	<b>699,719</b>	<b>671,429</b>	<b>694,955</b>	<b>661,700</b>

Split Marketing Year (example: 2013/14) For Northern Hemisphere countries, the marketing year begins in August of the first year (2013/14). For Southern Hemisphere countries, the marketing year begins in January of the second year (2013/14).