



# Washington Apple Commission

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Prognosfruit 2017

Lleida, Spain

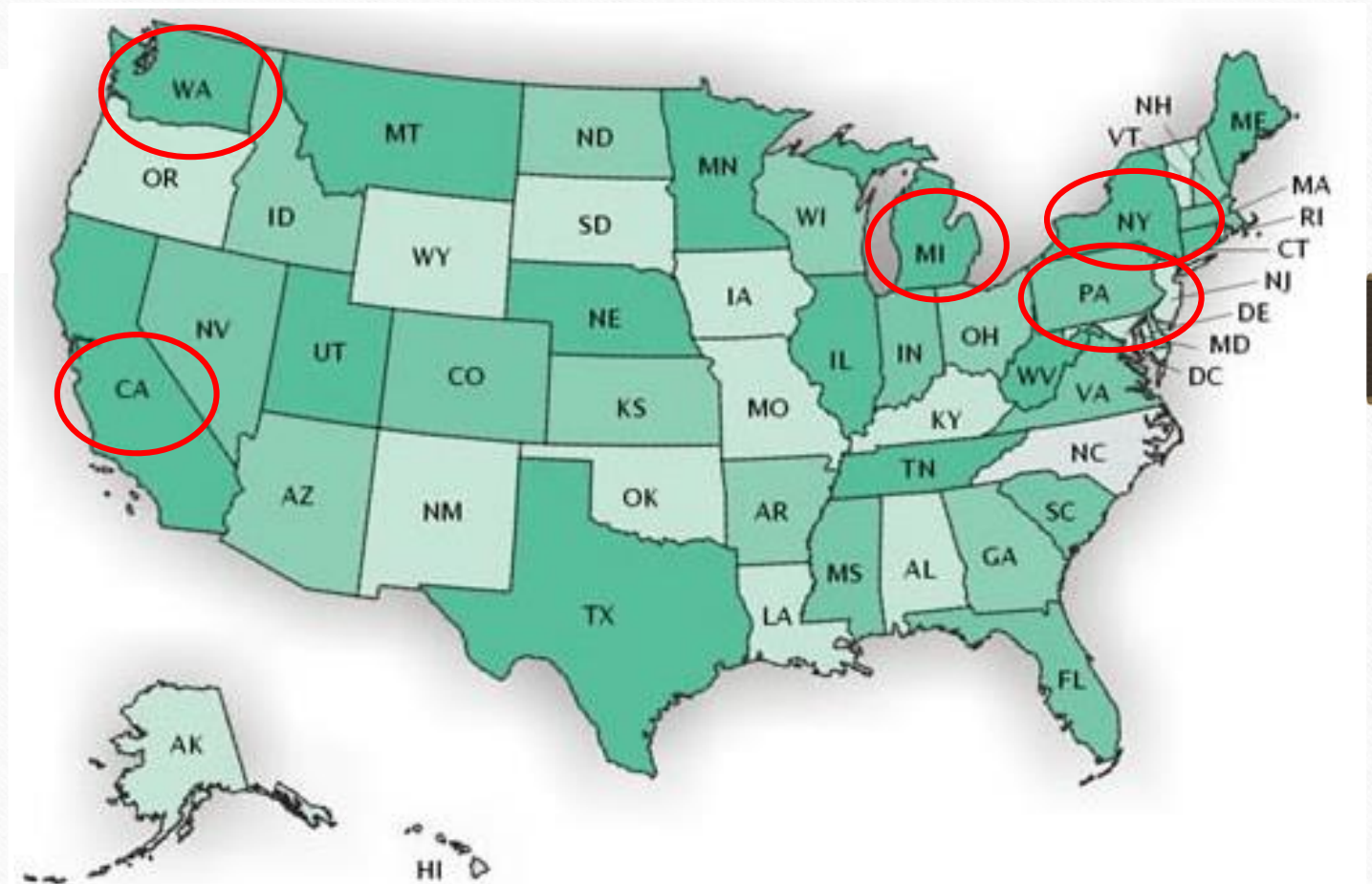


# U.S. Production

Washington State accounts for 65% of total U.S. production and 95% of U.S. exports.

## Production Breakdown:

- Washington: 65%
- New York: 11%
- Michigan: 8%
- Pennsylvania: 4%
- California: 2%







# U.S. Historical Crop Volume

U.S. Total	2007	2012	2013	2014	2015	2016	2017F	2007 vs 2016
Red Delicious	58,250	53,132	56,950	62,262	50,360	53,152		-9%
Gala	25,179	36,279	36,951	45,323	37,498	43,978		75%
Granny Smith	21,567	22,808	21,140	24,523	22,923	21,949		2%
Fuji	18,062	24,209	22,378	27,402	20,155	22,823		26%
Golden Delicious	22,940	23,305	27,292	26,871	22,149	20,697		-10%
Honeycrisp	0	7,636	9,631	13,591	13,217	15,296		
McIntosh	10,434	6,286	11,577	10,703	11,201	10,008		-4%
Rome	7,526	5,335	9,435	8,217	8,194	7,815		4%
Cripps Pink	2,515	4,587	4,236	5,688	6,942	6,862		173%
Empire	6,449	3,228	6,938	6,221	6,447	6,002		-7%
York	3,981	4,214	3,910	4,040	4,200	3,876		-3%
Idared	4,649	1,520	4,974	4,318	4,234	4,322		-7%
Others	34,862	21,563	32,959	33,012	30,669	31,244		-10%
<b>TOTAL</b>	<b>216,414</b>	<b>214,102</b>	<b>248,371</b>	<b>272,171</b>	<b>238,189</b>	<b>248,024</b>	<b>254,886</b>	15%
<i>METRIC TONNES</i>	<i>4,124</i>	<i>4,080</i>	<i>4,733</i>	<i>5,187</i>	<i>4,539</i>	<i>4,726</i>	<i>4,857</i>	



# Current & Forecast Washington Holdings

CURRENT WA HOLDINGS (in 1,000 bushels)				
	Shipped STD	Bal on Hand	% Shipped	2017 vs. 2016
Red Delicious	33,277	4,972	87%	-19%
Gold Delicious	6,427	158	98%	5%
Granny Smith	14,343	627	96%	11%
Fuji	16,283	645	96%	8%
Gala	30,820	399	99%	-6%
Braeburn	1,471	0	100%	-20%
Jonagold	577	0	100%	
Cameo	302	0	100%	
Cripps Pink	5,569	527	91%	7%
Honeycrisp	8,392	1	100%	25%
Other	7,722	0	100%	26%
<b>Total:</b>	<b>125,183</b>	<b>7,329</b>	<b>94%</b>	<b>-1%</b>

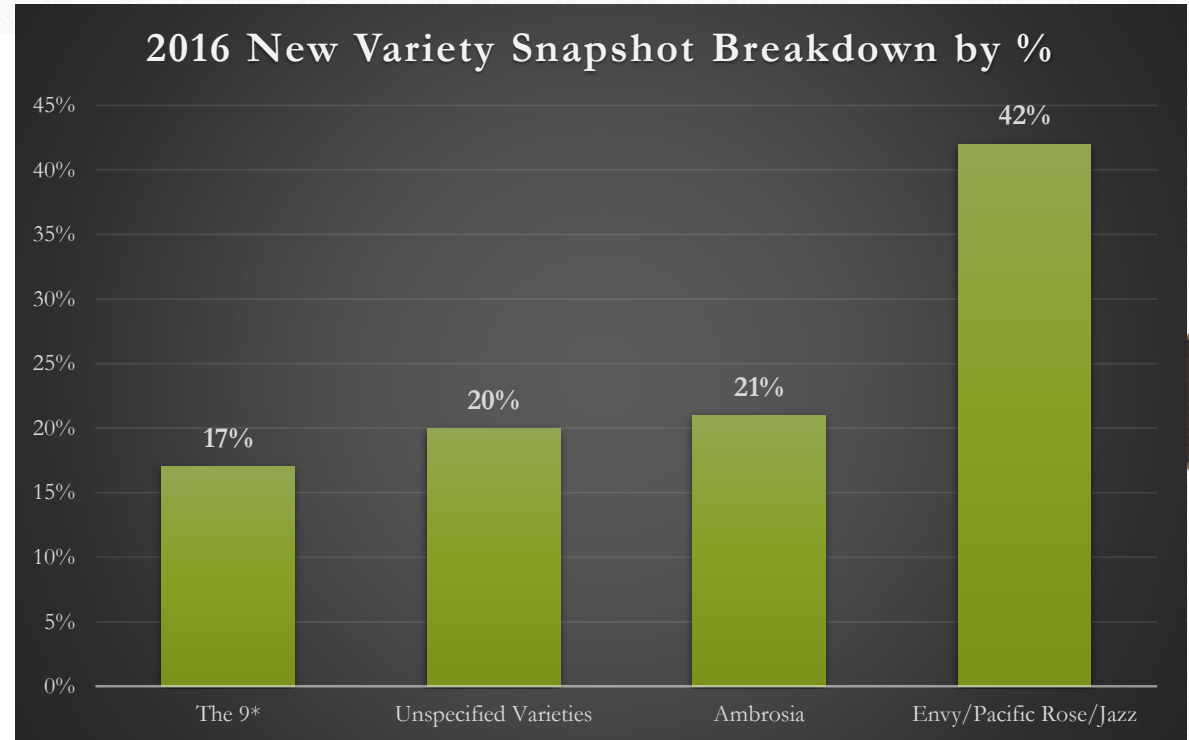
- Current supplies expected to be sold prior to new harvest.
- Expecting good initial domestic demand.
- Gala harvest anticipated to begin August 21<sup>st</sup>.





# WA New Varietal Revolution

- For 2017, anticipate 70% growth in New Varieties
- U.S. Domestic Market = Target Market
- Capital Investment driving high FOB needs for growers
- International Opportunity Price Sensitivity
- New varieties pushing mainstream internationally.
  - Red Delicious
  - Gala



“The 9” is comprised of Lady Alice, Kanzi, Junami, Autumn Glory, Sweetie, Sonya, Rockit, Pinova, & Opal

“Unspecified” is comprised of Sweetango, Koru, Breeze, SugarBee, Smitten, Aurora, Juici, Rave, Kiku, Crimson Delight, & Sunrise Magic



Thank You!