



### Announcements

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### Job offers

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- Buyer greenhouse crops - Almeria, Spain
- Fleet Manager Growing of a trucking company - Azerbaijan
- Fresh Produce Traders Required for a Leading Dutch/UK Fresh Produce Business
- Key Accountmanager Horticulture Glass
- Product & Applicatie Specialist Opkweek
- Assistant Grower - Canada
- Experienced International Buyer/Seller Germany
- Project and Sales Manager - Russia/Caucasian Region
- Quality Coordinator EU in Supply Chain Management Dep.
- Regional Sales Director - United States

## Italy: Increased pear yields will improve competitiveness

According to OI Pera Vicepresident Albano Bergami, production costs must be lowered in order to be able to compete with strong pear producers such as Belgium and the Netherlands. This can only be done by increasing yields.



"Italian production costs are high. We produce an average of 25 tons per hectare, while other competitors produce 40. We need to produce more while maintaining high quality. We also need to reach other markets and get closer to the performances of the Belgians and the Dutch with new nursery material, for example."

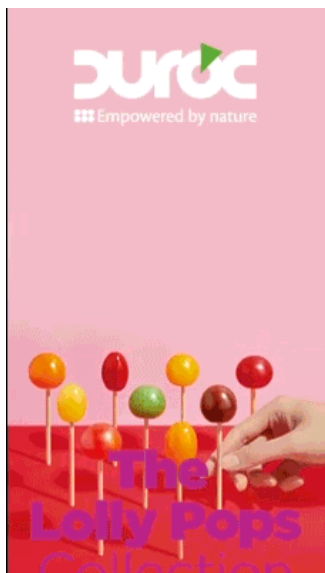


*Albano Bergami*

The Arab Emirates could be a new market for Italian pears: a report from expert James Varghese will focus precisely on this matter during Futurpera.

"We managed to identify and follow a direction. Futurpera was created thanks to OI Pera and we pushed for aggregation. OI Pera gathers 27% and Origine 12%. Average payments have increased since the setting up of the two organisations. The convention organised as part of Futurpera will help us move forward and will describe ongoing innovations. On 16th November 2017, the convention on the increase in Abate pear yields will take place. We have a specification that is one of the most advanced and complicated to follow."





The World Pear Forum has been organised in collaboration with CSO Italy for 16th-17th November. The first day ("*Abate Fetel: aumentare le rese per una maggiore redditività. Operatori mondiali a confronto sulla top cultivar italiana*") will be entirely dedicated to techniques that improve yields of the most important variety grown in Italy.

## Specials

[more »](#)

- Year Overview
- Exotic/Tropical Fruit
- Avocados
- Citrus
- PMA Fresh Summit
- Top Fruit
- Potatoes / Onions
- Fresh-Cut
- Machinery / Packing / Labeling
- Soft/Stonefruit

## Top 5 - yesterday

No news was published yesterday.

## Top 5 - last week

- Spain is the number one exporter of fresh fruit and vegetables globally
- Maersk to build network of inland container depots in India
- Software developed by the end user, for the end user
- Colombia exports 63% more cape gooseberries and gulupas
- California growers turning to robots to assist production

## Top 5 - last month

- OVERVIEW GLOBAL PINEAPPLE MARKET
- Shiitake great alternative for pickled herring in Sweden
- China: Miss Fresh invests in development
- "Many markets prefer Fuerte avocados over the Ettinger"
- New grape season begins as China protocol is revised

## Exchange rates

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- USD: 1.1885
- JPY: 133.70
- GBP: 0.88115
- AUD: 1.5693



On 17th November, the forum will focus on new consumption trends ("*Mercato e consumi: i nuovi trend e le sfide future*"). It will be the perfect occasion to find out more about export trends, analyse forecasts for the 2017/18 campaign and talk about new markets. Consumption and promotion will also be addressed.

The convention will end with a round table featuring Italian, Dutch and French experts as well as representatives from leading retail chains. There will also be an event on 15th November at Fondazione Navarra Ferrara featuring experts and technicians discussing pruning.



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*Futurpera is organised by Oi Pera and Ferrara Fiere e Congressi with the support of Regione Emilia Romagna, A&A Broker assicurativi, Bper Banca and the Ferrara Chamber of Commerce. Free entry. Open from 9 am to 6.30 pm. Please register on [www.futurpera.com](http://www.futurpera.com)*

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Publication date: 11/14/2017