

PRICE DIFFERENTIALS BETWEEN POLYETHYLENE AND STANDARD PACK ANJOU PEARS /1H. M. Hutchings and G. B. Davis /2

Polyethylene liners were used commercially in packing winter pears for the first time in 1953. Their ability to maintain quality and increase storage and shelf life of the fruit has resulted in a tremendous increase since then. About two out of three boxes of the 1956 winter pear crop from the Pacific Coast states was packed in the lined boxes. In Oregon over three-fourths was packed in this manner. The increase by states for other years is shown below.

Winter Pears Packed in Polyethylene

	Crop Year	
	1954	1955
	(percent of pack)	
Oregon	24	44
Washington	32	61
California	4	15
All three states	23	46



Use of the liner has made it possible for the pear industry to offer a better product to consumers. Consumer and trade acceptance of the new product has caused a substantial premium to be paid for the liner-packed fruit. The charts on the following pages show this fact.

During March of the 1955-56 marketing season, the average premium at the New York auction ranged from 50 cents to a dollar per box for the Anjou variety from Medford, Oregon. Not only did the differential vary during the year, but also between years. In the three crop years included in this report the price differential tended to widen as the storage season progressed. This was especially evident for the 1953 and 1955 crops. At the close of the season the differential amounted to as much as \$2 to \$3 per box. In the case of the 1954 crop, the premium for polyethylene packed pears did not reach the levels of either the 1953 or 1955 packs. According to the pear industry, this could have been attributed at least in part to storage disorders developing in some of the polyethylene packed fruit. This condition has been corrected by new practices developed through research.

The attached charts show the weekly average prices on the New York auction for poly and non-poly packed Anjou pears from the Medford area, Oregon, and the State of Washington for crop years 1953-1955. These data were obtained from an analysis of the daily market reports of the New York auction. All sizes of pears were included in the average prices. Sales information for other varieties and for the Hood River, Oregon, and California producing areas was insufficient for this type of analysis.

/1 Miscellaneous Paper 40, Agricultural Experiment Station, Oregon State College, Corvallis, April 1957.

Basic data for this report was obtained through the cooperation of the Oregon-Washington-California Pear Bureau.

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MEDFORD PEARS

Chart 1. New York Auction Prices for Medford, Oregon, Poly and Non-poly Anjou Pears, U.S. No. 1. (1953 Crop)

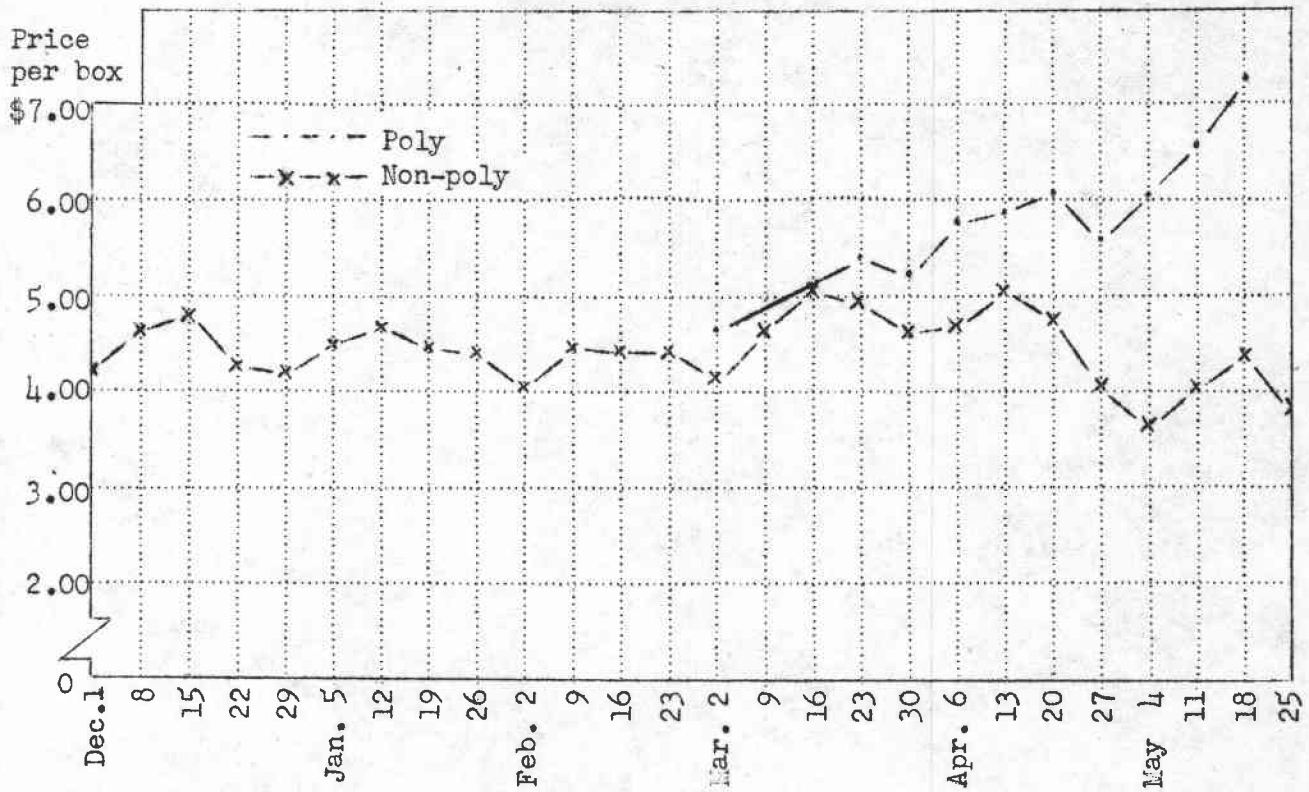
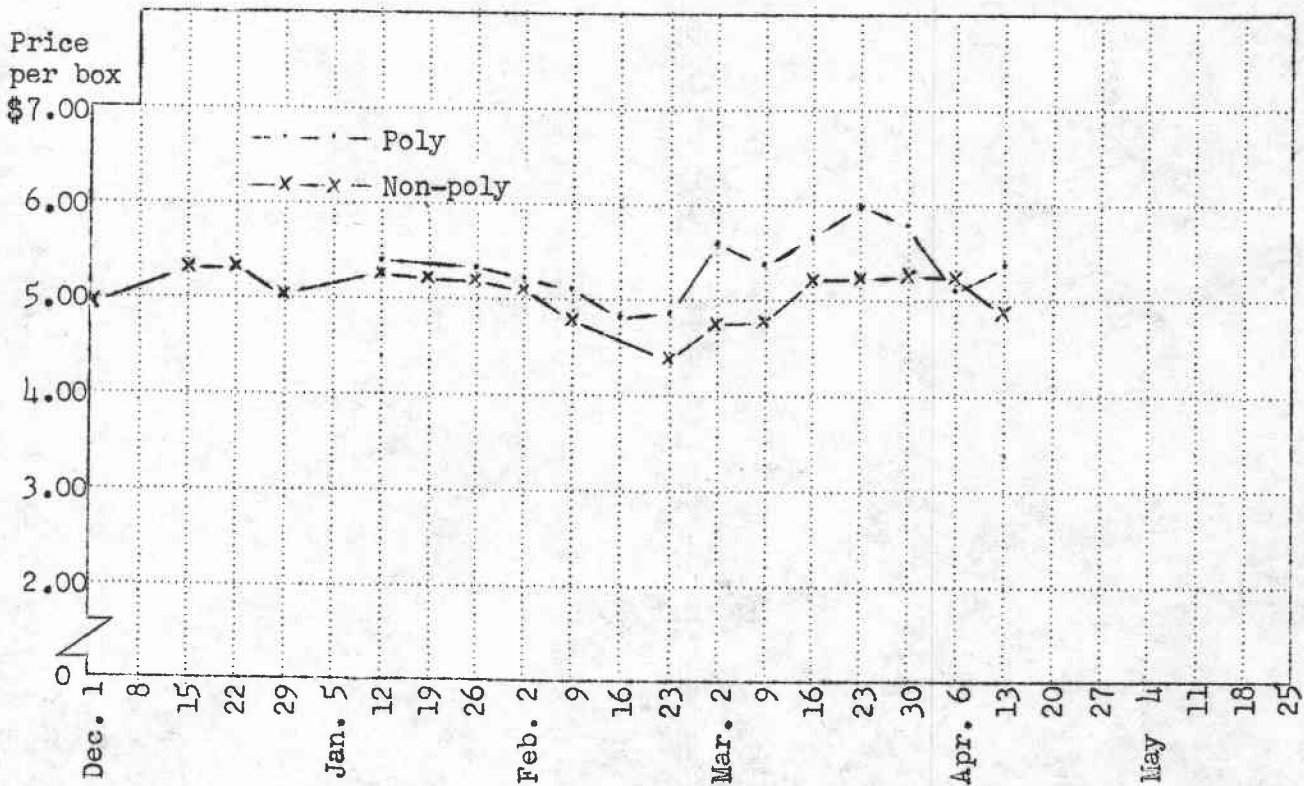
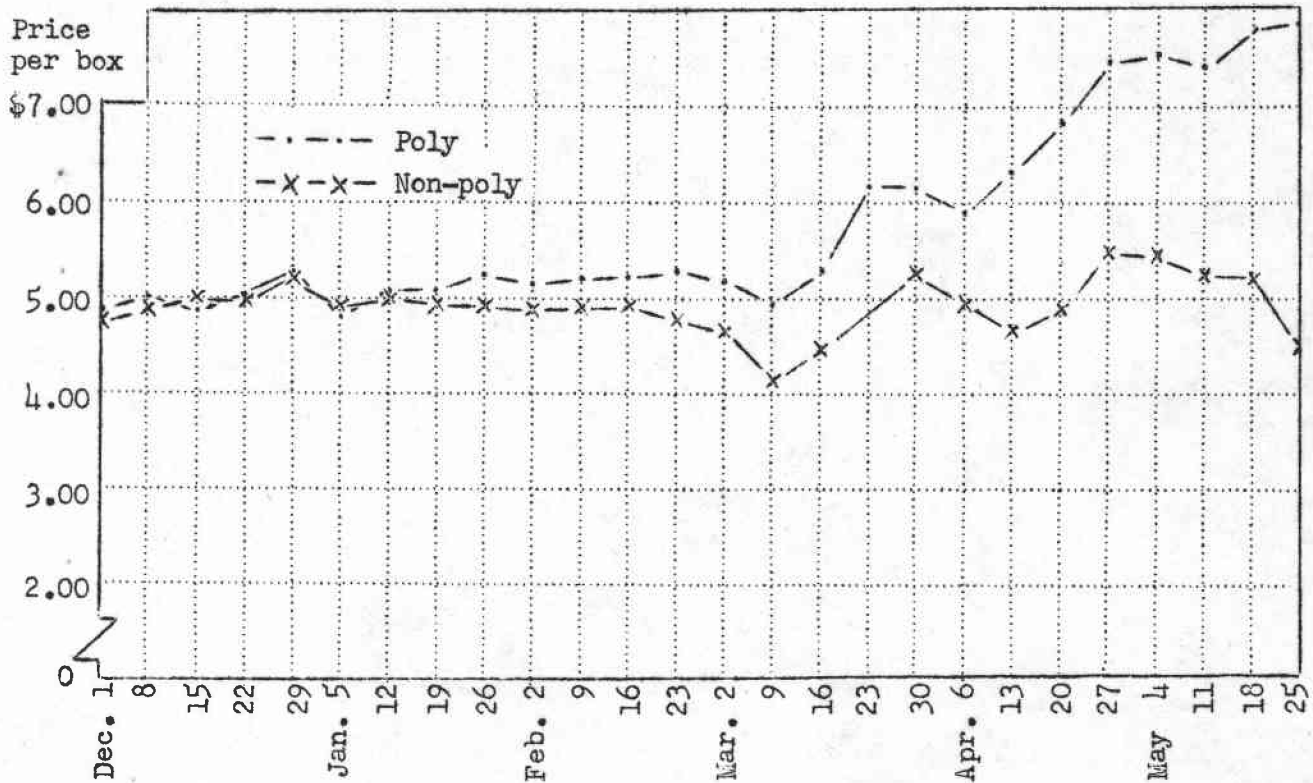


Chart 2. New York Auction Prices for Medford, Oregon, Poly and Non-poly Anjou Pears, U.S. No. 1. (1954 Crop)



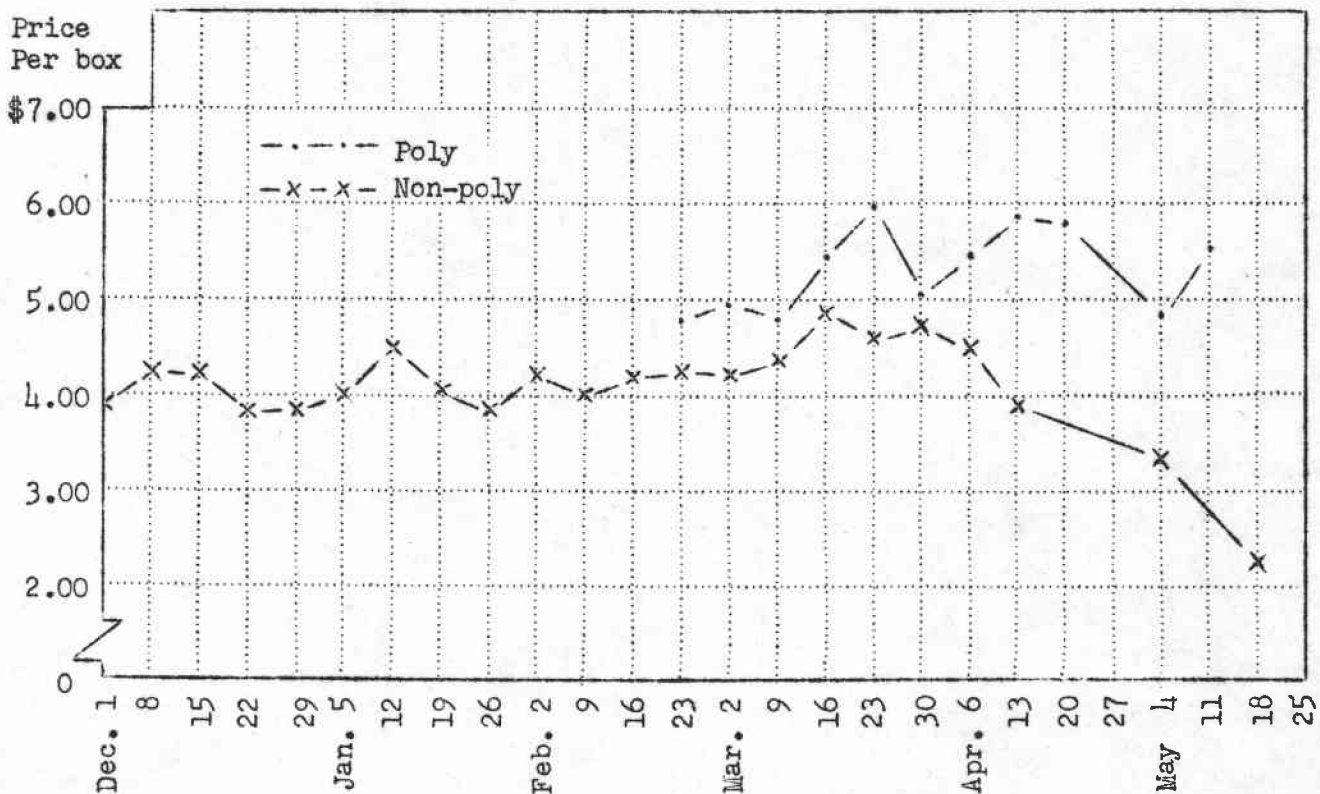
MEDFORD PEARS

Chart 3. New York Auction Prices for Medford, Oregon, Poly and Non-poly Anjou Pears, U.S. No. 1. (1955 Crop)



WASHINGTON PEARS

Chart 4. New York Auction Prices for Washington Poly and Non-poly Anjou Pears, U.S. No. 1 and Extras. (1953 Crop)



WASHINGTON PEARS

Chart 5. New York Auction Prices for Washington Poly and Non-poly Anjou Pears, U.S. No. 1 and Extras. (1954 Crop)

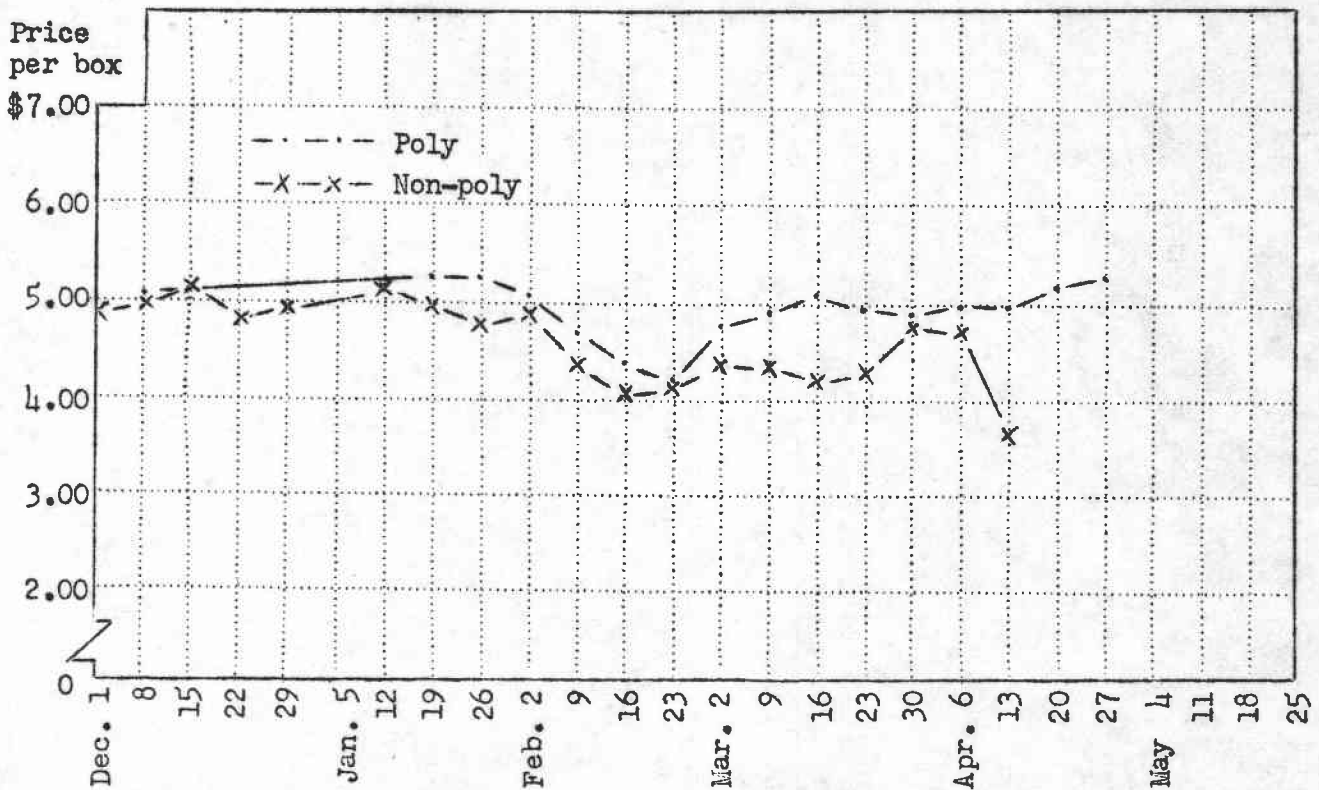


Chart 6. New York Auction Prices for Washington Poly and Non-poly Anjou Pears, U.S. No. 1 and Extras. (1955 Crop)

