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## Mexico

## Fresh Deciduous Fruit Annual

## 2010 Apple, Pear, and Grape Situation

## Approved By:

Erik Hansen
Prepared By:
Dulce Flores

## Report Highlights:

Apple production in Mexico for MY 2010/11 (August/July) is forecast at 540,000 metric tons (MT), a 3.7 percent decrease compared to MY 2009/10 production. Chihuahua, the main apple producing state, had a freeze in May that lowered production. Total pear production is forecast at 23,200 MT for MY 2010/11 (July/June), a marginal decrease from MY 2009/10. Total table grape production for MY 2010/11 (May/April) is forecast to increase to 194,000 MT due to better overall yields. Harvesting began in May rather than the last week of April due to lower temperatures at the beginning of the season. Producers indicated, however, that the weather did not affect production. The United States remains the major supplier of deciduous fruits to Mexico. Retaliatory duties imposed on U.S. deciduous fruit is negatively affecting the volume demanded but the elimination of anti-dumping duties on certain
U.S. apples and a reduction in the retaliatory tariff on U.S. grapes should bolster demand for these commodities.

## Commodities:

Apples, Fresh

## Production:

Apple production in Mexico for MY 2010/11 (August/July) is forecast at 540,000 metric tons (MT), a 3.7 percent decrease compared to MY 2009/10 production. Trade sources indicate that Chihuahua, the main apple producing state, had a freeze in May that negatively affected production. This is a low year in the production cycle as well so less apple production is expected. Apple production estimates for MY 2009/10 were revised upward from previous estimates to 561,492 MT as good weather conditions prevailed and it was the high year of the production cycle. The national average yield for MY 2009/10 was estimated at 9.8 MT per hectare (ha). Yields in Chihuahua are usually the highest in the country and average between 15-17 MT/ha.

Total area for MY 2010/11 is forecast to increase marginally and area planted for MY 2009/10 is expected to be slightly lower from MY 2008/09 levels. Area harvested for MY 2009/10 was revised downward based on official data and harvested area for MY 2008/09 remains unchanged.

The state of Chihuahua accounts for 43 percent of total area planted in Mexico while Durango accounts for 17 percent. Coahuila and Puebla each account for 12 percent of planted area. Growers indicated that Mexico's planted area is not expected to expand due to higher costs of production, limited credit availability, and water scarcity.

New crop Gala and Golden Supreme varieties from Chihuahua entered the market in mid-August of this year. Near the end of August, the Red Delicious apple harvest started. Rome Beauty apples are usually harvested in early October and all harvest in the state of Chihuahua is completed by the end of October. Producers in Chihuahua generally use more advanced production technology than other states and yield higher quality apples. Industry sources report that large-scale and technologically sophisticated growers in Chihuahua are renewing old orchards and planting with greater tree densities. According to growers, about 40 percent of the apple area in Chihuahua utilizes advanced technology.

Yields are forecast to continue increasing due to greater planting density. In order to remain competitive, producers in Chihuahua continue replacing a number of older orchards with higher yielding (about $80 \mathrm{MT} / \mathrm{ha}$ ) and higher density apple trees ( 800 trees/ha or more). In addition, they are using advanced technology and newer irrigation systems. According to growers, almost 50 percent of the area in Chihuahua is planted with the Golden Delicious variety and 40 percent with the Red Delicious variety. The Gala variety comprises about five percent of the total Chihuahua planted area and continues to gain ground. High-density varieties account for approximately 25 percent of Chihuahua's planted area. The remainder of the apple producing area is planted at more traditional spacing of 200-300 trees per hectare. Most areas in Chihuahua and Durango are irrigated.

Grower prices for Red and Golden Delicious apples in Chihuahua for MY 2010/11 were better than the prevailing price for MY 2009/10. Prices for MY 2010/11 were between 5.00 and 7.00 pesos per kilogram (kg) (U.S. $\$ 0.40$ and $\$ 0.55$ ) in August 2010. Grower prices for the Gala variety and the Golden Supreme variety, which are harvested in early August, commanded prices of between 7 to 9 pesos $/ \mathrm{kg}$ (US $\$ 0.55$ to $\$ 0.71$ ) because they rarely compete with imported apples.

Costs of production typically range from 28,000 to 40,000 pesos $/$ ha (U.S. $\$ 2,240$ to $\$ 3,200$ ).
Production costs will tend towards the higher end of the estimate if growers have frost protection equipment and new irrigation systems. According to producers, electricity, fuel, and packing costs (the last of which depend on foreign inputs like imported boxes and wax cartons), continue to rise compared to previous years.
Consumption:Apple consumption for MY 2010/11 is forecast to be slightly lower than MY 2009/10 consumption due to lower domestic supplies and expected higher prices. Furthermore, imported U.S. apples now face a 20-percent tariff associated to the retaliatory duties in the trucking dispute that will push prices higher and push consumption lower. Apple consumption for MY 2009/10 was revised upward due to higher demand stimulated by better consumer purchasing power. Consumption for MY 2008/09 remains unchanged.

## Trade:

Apple imports for MY 2010/11 are forecast to decrease from MY 2009/10 due to higher prices associated with the 20 percent tariff imposed on August 18, 2010 (see GAIN report MX0054). This will depend, however, on the exchange rate with the U.S. dollar. (NOTE: When the Mexican Peso fluctuates against the U.S. dollar, it traditionally effects demand and reduces imports). Apple imports for MY 2009/10 were revised upward from previous estimates. Import estimates for MY 2008/09 remained unchanged.

More than 90 percent of apple imports originate from the United States and despite the new 20 percent duty imposed on U.S. apples, the United States will remain the main supplier. U.S. Red and Golden Delicious varieties continue to account for the bulk of U.S. apple exported to Mexico. Apple varieties like Gala, Rome Beauty, Jonagold, and Pink Lady are being imported at more affordable prices but in much smaller quantities.

While Mexican consumers like the size and color of U.S. apples, Mexican apples are considered to be sweeter. The U.S. apple industry will continue facing strong competition from other countries such as Chile and Canada. Argentina also exports apples to Mexico but not in significant volumes. Chilean apples continue to present phytosanitary concerns and imported volumes are relatively small.

## Policy:

The Secretariat of Economy (SE) published a Resolution on March 2, 2010, eliminating the antidumping duties on U.S. Red and Golden Delicious apples (See report MX0009). SE officially concluded, on April 26, 2010, the antidumping investigation on U.S. Red and Golden Delicious apple imports. The compensatory duty of 47.05 percent was removed and apples returned to zero duty. The current 20 percent duty on all U.S. apple imports was imposed in retaliation for the dissolution of the U.S.-Mexico Cross-Border Trucking Demonstration Project. This duty took effect in August 2010.

The NAFTA tariffs for U.S. and Canadian apples were completely lifted on January 1, 2003, bringing the duty to zero. Under the Chile-Mexico Free Trade Agreement, imported Chilean apples began to enter duty free as of January 1, 2006. Apples from other countries are subject to a 20-percent duty.

During a trade mission to China, the Mexican government established protocols and agreements with the Chinese government to begin trade operations. Among the products to be imported from China are fruits and vegetables including apples. The domestic industry does not anticipate significant competition since the apple variety from China, Fuji, is still not widely accepted by domestic consumers.

## Marketing:

The U.S. apple industry's continued marketing and in-store promotion efforts have significantly contributed to the dominant position that U.S. apples have in Mexico. Strong U.S. apple import months are from January to May although the United States starts shipping in smaller volumes in November. Canadian apples are imported from November to January and Chilean apples are typically imported from March to June. Chilean apples do not compete directly with Mexican apples since they do not enter the market at the height of Mexico's marketing year. Mexican apples are marketed from September through December, but many are kept in cold storage to be used during the early months of the year thus competing more directly with the United States.

Mexican consumers still prefer the Red and Golden Delicious varieties. Commercially, these two varieties have a competitive advantage over others because of their longer shelf life. Another variety widely demanded by consumers is Rome Beauty, which is mainly used for baking and cooking. Lately, the Royal Gala has become more attractive to Mexican consumers and can now be found in most supermarkets. Chilean producers are also marketing the Royal Gala variety in Mexico.

Mexican producers continue to increase market promotions. Chilean producers have also been working aggressively to penetrate the Mexican market and they have introduced several varietal characteristics in an effort to target different population groups. The Chilean promotion strategy focuses more on price than on quality.

## Author Defined:

Prices:

Wholesale prices for 2010 are higher than 2009 and are expected to remain, at similar levels in the near future. About 80 percent of apples harvested in Chihuahua do not reach the fresh market in October and, instead, go directly to cold storage and are sold gradually over the following months. Wholesale prices for domestic crop through the beginning of the year are at higher prices compared to 2009. Retail prices in October 2010 for apples were on average 23.90 pesos $/ \mathrm{kg}$ (U.S. $\$ 1.91$ ) for Golden Delicious from Chihuahua, 39.60 pesos $/ \mathrm{kg}$ (U.S. \$3.17) for U.S. Golden Delicious, 34.90 pesos/kg (U.S. \$ 2.79) for U.S. Starking apples and 33.00 pesos/kg (U.S. \$2.64) for U.S. Gala apples.

## Commodities:

Pears, Fresh

## Production:

Mexico's pear production is relatively low so SAGARPA only publishes pear production data on an annual basis. Total pear production is forecast at 23,200 MT for MY 2010/11 (July/June) - a marginal decrease from MY 2009/10.

Pear production is not expected to show significant increases in the near future, as growers are not heavily investing in this crop due to the high cost of production. Pear production for MY 2009/10 was revised upward from previous estimates as yields were better than previously thought. Pear production for MY 2008/09 remains unchanged.

Approximately 87 percent of the pear planted area is rain fed. Michoacan, Puebla, and Morelos are Mexico's major pear producing states and account for 76 percent of total Mexican production. Lack of investment, high costs of production, scarce water supplies in pear producing regions, and disease problems have limited domestic production growth. However, some growers have started to experiment with planting more disease-resistant and longer shelf-life varieties. Area planted and harvested for MY 2010/11 is not expected to change much from the previous year. Planted area for MY 2009/10 was revised upward and harvested area was revised downward based on official preliminary data. Area planted and harvested for MY 2008/09 remains unchanged.

## Consumption:

Domestic demand relies on imports mainly from the United States. Pear consumption for MY 2010/11 is forecast downward 3.6 percent compared to MY 2009/10 due to reduced demand and higher prices. Sources report that the continued 20-percent tax imposed in March 2009 on U.S. pears (with the first tranche of retaliation by the Mexican government due to the cancelation of the Mexico -U.S. Trucking Pilot Program) is preventing more pears from being imported. Pear consumption for MY 2009/10 was revised upward from previous estimates because the consumer purchasing power was better than expected. Data for MY 2008/09 remains unchanged.

## Trade:

Pear imports for MY 2010/11 are forecast to decrease 3.8 percent compared to MY 2009/10, as demand is expected to cool with the continued 20 percent retaliation tariff on U.S. imported pears. Ultimately, this depends on market prices and the potential depreciation of the Mexican peso. The import estimate for pears for MY 2009/10 was revised upward by 5 percent. Market analysts indicate that consumer purchasing power was better than expected and that likely spurred demand for imported pears. Pear import estimates for MY 2008/09 remain unchanged.

Approximately 80 percent of Mexican pear demand is met by imported product, mainly from the United States. U.S. Bartlett pears are imported from July to September while U.S. Anjou pears are imported towards the end of September and October. The presence of Chilean and Argentinean pears is limited in the Mexican market but they are of fair to good quality and are usually priced lower than U.S. pears. During MY 2009/10, U.S. pears met 88 percent of demand while Argentinean pears accounted for 9 percent. Under different trade agreements, the import duty on pears from the United States, Chile, and Argentina is zero. China has been exporting pears to the Mexican market but volumes are not significant.

## Marketing:

The United States remains Mexico's main pear supplier. Market promotion efforts for U.S. pears continue in several Mexican cities, supermarkets, and street markets. However, the wholesale market remains the most important fruit distribution channel in Mexico. According to traders, in-store
promotions have helped increase sales. Most imported U.S.-origin pears are from Washington, Oregon, and California.

Due to limited scales of production, Mexican pears are sold, almost exclusively, through local markets with very few sold in supermarkets. The most popular Mexican pear varieties among Mexican consumers are the Kiefer variety - better known as Pera Piña -, and the Paraiso variety.

## Author Defined:

Prices
U.S. Anjou pears were priced at U.S. $\$ 34.27$ per $18-\mathrm{kg}$ box in August 2010 and by October 2010, were about U.S. $\$ 36.00$ per box. Anjou pears continue to be the most sought after variety in the market followed by Bosc, Bartlett, and the Red Anjou varieties. Other pear varieties are not in high demand. Retail prices in September 2010 for imported D'Anjou and Bartlett pears were 30.00 pesos $/ \mathrm{kg}$ (U.S. $\$ 2.40 / \mathrm{kg}$ ) and $25.90 / \mathrm{kg}$ (U.S. $\$ 2.07$ ), respectively. Wholesale prices for U.S. pears in Mexico were lower, on average, in MY 2009/10 compared to MY 2008/09. Wholesale prices for U.S. pears for MY 2009/10 began at higher levels than the previous year, but by December 2009, prices for D'Anjou pears began to drop.

## Commodities:

Grapes, Table, Fresh

## Production:

Total Mexican table grape production for MY 2010/11 (May/April) is forecast to reach 194,000 MT due to better overall yields. Harvesting began in May rather than the last week of April due to lower temperatures at the beginning of the season. Producers indicated that the weather did not affect production. Total production is sometimes difficult to determine since price relationships among table grapes, raisin grapes, and industrial grapes attract more grapes into or out of each market.

Production for MY 2009/10 was revised upward from previous estimates to 191,669 MT as harvested area was greater than expected. Sonora has been losing vineyards due to higher costs of production as well as unfavorable weather. Baja California, however, has increased planted area as producers consider this region to have better weather conditions. Table grape production for MY 2008/09 remains unchanged.

Area planted for MY 2010/11 is forecast to decrease marginally from MY 2009/10 due to higher costs of production resulting from fluctuating exchange rates. However, the strong export season and good international prices could encourage producers to continue with the same acreage as the last marketing year. Growth in planted area is limited as production costs are high and water is scarce. Planted and harvested areas for MY 2009/10 were revised upward due to increases in the state of Baja California. However, adverse exchange rates or loss of profits could result in a loss of vineyards. Data for MY 2008/09 remains unchanged.

The state of Sonora accounts for approximately 82 percent of the total planted area for table grapes. Market and growing conditions are favorable but water scarcity continues to limit aggressive expansion as all table grape area is irrigated. The national average yield for MY2010/11 is estimated to remain high at 11.4 MT/ha due to good weather conditions. The average yield for MY 2009/10 was 11.4 MT/ha as well. Some of the main grape varieties that Mexico produces include Perlette, Flame, Sugraone, and Red Globe.

Costs of production in Mexico have been increasing in recent years. According to producers, costs for 2009 were between U.S. $\$ 12,300 /$ ha and U.S. $\$ 15,500 / \mathrm{ha}$. Producers indicate that expansion is limited mainly because of water scarcity in Sonora aquifers. As a result, producers are trying to increase yields and become more efficient rather than increase acreage. High interest rates for credit lines also limit table grape expansion. Producers report that the only credit to which they have access comes from U.S. brokers and distributors who give advance payments for harvesting and packing of table grapes.

## Consumption:

Table grape consumption for MY 2010/11 is forecast to drop18 percent compared to MY 2009/10 due to high prices resulting from reduced product availability, high exchange rate, and high tariffs. The volume of Mexican grapes on the market depends on export volumes as producers tend to supply the international market before the domestic market. Prices for imported U.S. grapes will decrease as the retaliation tax of 45 percent was lowered to 20 percent in August 2010. MY 2009/10 consumption estimates were revised upward due to stronger demand and domestic product availability even in the face of higher duties ( 45 percent) on imported U.S. product. The consumption estimate for MY 2008/09 remains unchanged.

## Trade:

Table grape imports for MY 2010/11 are expected to increase compared to MY 2009/10 due to the lowering of the import retaliation duties to 20 percent and better consumer purchasing power. Table grape importers believe that imports could increase 30 to 40 percent compared to last marketing year as long as the exchange rate remains stable. Table grape imports were down in MY 2009/10 due to high duties imposed on U.S. grapes. Imports decreased 49 percent in MY 2009/10 compared to MY 2008/09. California table grape growers indicate they lost about 60 to 70 percent of their export market.

Not only does Mexico grow grapes that compete in the early part of California's season, Mexico also imports from Chile. Chile's grape production is primarily counter-seasonal but Chilean grapes are also available during California's early and late season. Under different trade agreements, the import duty on grapes from the United States and Chile, have a zero tariff rate, but both the United States and Chile continue to increase exports to the Mexican market. According to traders, U.S. promotional efforts to export table grape varieties to Mexico, other than Red Globe or Thompson, show good results. U.S. table grapes may only be imported from California due to phytosanitary restrictions that prohibit imports from other U.S. states.

Table grape exports in MY 2010/11 are expected to increase compared to MY 2009/10 exports. During the 2010 May/June export season, Mexico exported a larger volume of grapes to the U.S. as Chilean grapes did not reach the U.S. market after the February 2010 earthquake. Exports for MY 2009/10 were revised downward from previous estimates as demand was weak. Grape exports for MY 2008/09 remain unchanged.

Most of Mexico＇s table grapes are exported to the United States．Growers indicated that free on board （FOB）export prices at the beginning of the season in May 2010 averaged U．S．$\$ 20-22$ per $8-\mathrm{kg}$ box of Flame seedless．Mexican export prices usually range between U．S．\＄14－16／box．

Although there is a little cross－over，there is no significant direct competition in Mexico between U．S． and Chilean table grapes．U．S．suppliers export to Mexico from January to February and from August to December－before and after the Mexican season．Chile usually exports from January to April and from June to July．Under the Mexico－Chile Free Trade Agreement，Chilean table grapes enter duty－free all year round．

The Mexico－European Union（EU）Trade Agreement，signed in 2000，has a duty phase－out plan，and the grape tariff on Mexican table grapes exported to the EU decreased to zero in 2008．Mexico has not taken full advantage of this agreement since most of its grapes are being exported to the United States－ a more profitable market．

## Marketing：

The United States is expected to remain Mexico＇s main supplier of table grapes．U．S．promotional efforts to market different table grape varieties have resulted in an increase in exports to the Mexican market．Chile，on the other hand，puts very limited resources into promoting its grapes in Mexico．

## Author Defined：

Prices

MY 2009／10 prices for imported grapes increased by more than 50 percent during the Christmas season compared to MY 2008／09 and remained high during 2010．July 2010 prices for table grapes from Sonora were U．S．$\$ 8.94$ per $8-\mathrm{kg}$ box for Flame Seedless，U．S．$\$ 12.36 /$ box for Globe grapes，and U．S． $\$ 9.15 /$ box for Perlette grapes．Imported Globe grapes were approximately U．S．$\$ 16.14$ per $8-\mathrm{kg}$ box． The Perlette variety is the most preferred variety by consumers followed by Red Globe and Sugraone varieties．

## Commodities：

Apples，Fresh
Pears，Fresh
Grapes，Table，Fresh

## Production，Supply and Demand Data Statistics：

Table 1：Mexico Fresh Apple Production

| Apples，Fresh Mexico | 2008／2009 |  |  | 2009／2010 |  |  | 2010／2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Market Year Begin：Jul 2008 |  |  | Market Year Begin：Jul 2009 |  |  | $\begin{gathered} \hline \begin{array}{c} \text { Market Year Begin: Jul } \\ 2010 \\ \hline \end{array} ⿳ ⺈ ⿴ 囗 十 一 ⿱ 䒑 土 刂 \end{gathered}$ |  |  |
| MT | USDA Official | Old Post | New Post | USDA Official | Old Post | New Post | USDA Officia I | （ $\begin{gathered}\text { Old } \\ \text { Pos } \\ \mathrm{t}\end{gathered}$ | New Post |


| Area Planted | 61,007 | 61,007 | 61,007 | 61,000 | 61,000 | 60,228 |  | 61,000 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Area Harvested | 55,286 | 55,286 | 55,286 | 57,000 | 57,000 | 56,991 |  | 57,000 |
| Bearing Trees | 12,826 | 12,826 | 12,826 | 13,224 | 13,224 | 13,222 |  | 13,224 |
| Non-Bearing Trees | 1,327 | 1,327 | 1,327 | 928 | 928 | 751 |  | 928 |
| Total Trees | 14,153 | 14,153 | 14,153 | 14,152 | 14,152 | 13,973 |  | 14,152 |
| Commercial Production | $\begin{array}{r} \hline 506,98 \\ 8 \end{array}$ | $\begin{array}{r} \hline 506,98 \\ 8 \end{array}$ | $\begin{array}{r} \hline 506,98 \\ 8 \end{array}$ | $\begin{array}{r} \hline 572,28 \\ 5 \end{array}$ | $\begin{array}{r} \hline 548,00 \\ 0 \end{array}$ | $\begin{array}{r} \hline 556,49 \\ 2 \end{array}$ |  | $\begin{array}{r} 535,00 \\ 0 \end{array}$ |
| Non-Comm. Production | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 | 5,000 |  | 5,000 |
| Production | $\begin{array}{r} \hline 511,98 \\ 8 \end{array}$ | $\begin{array}{r} \hline 511,98 \\ 8 \end{array}$ | $\begin{array}{r} \hline 511,98 \\ 8 \end{array}$ | $\begin{array}{r} \hline 577,28 \\ 5 \end{array}$ | $\begin{array}{r} 553,00 \\ 0 \end{array}$ | $\begin{array}{r} \hline 561,49 \\ 2 \end{array}$ |  | $\begin{array}{r} 540,00 \\ 0 \end{array}$ |
| Imports | $\begin{array}{r} 222,65 \\ \hline \end{array}$ | $\begin{array}{r} 222,65 \\ 5 \\ \hline \end{array}$ | $\begin{array}{r} 222,65 \\ \hline \end{array}$ | $\begin{array}{r} 219,00 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} 193,00 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} \hline 216,21 \\ 4 \end{array}$ |  | $\begin{array}{r} \hline 210,00 \\ \hline \end{array}$ |
| Total Supply | $\begin{array}{r} \hline 734,64 \\ 3 \end{array}$ | $\begin{array}{r} \hline 734,64 \\ 3 \end{array}$ | $\begin{array}{r} 734,64 \\ 3 \\ \hline \end{array}$ | $\begin{array}{r} \hline 796,28 \\ 5 \end{array}$ | $\begin{array}{r} 746,00 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} \hline 777,70 \\ 6 \end{array}$ |  | $\begin{array}{r} 750,00 \\ 0 \\ \hline \end{array}$ |
| Fresh Dom. Consumption | $\begin{array}{r} 612,35 \\ 8 \end{array}$ | $\begin{array}{r} 646,35 \\ 8 \end{array}$ | $\begin{array}{r} \hline 646,35 \\ 8 \end{array}$ | $\begin{array}{r} \hline 671,08 \\ 5 \end{array}$ | $\begin{array}{r} 645,70 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} 677,44 \\ 0 \end{array}$ |  | $\begin{array}{r} 654,74 \\ 0 \end{array}$ |
| Exports | 285 | 285 | 285 | 200 | 300 | 266 |  | 260 |
| For Processing | $\begin{array}{r} 122,00 \\ 0 \\ \hline \end{array}$ | 88,000 | 88,000 | $\begin{array}{r} \hline 125,00 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} \hline 100,00 \\ 0 \\ \hline \end{array}$ | $\begin{array}{r} \hline 100,00 \\ 0 \end{array}$ |  | 95,000 |
| Withdrawal From Market | 0 | 0 | 0 | 0 | 0 | 0 |  | 0 |
| Total Distribution | $\begin{array}{r} \hline 734,64 \\ 3 \end{array}$ | 734,64 3 | 734,64 3 | 796,28 5 | 746,00 0 | 777,70 6 |  | 750,00 0 |

Table 2: Mexico Fresh Pear Production

| $\begin{array}{\|c} \text { Pears, Fresh } \\ \text { Mexico } \end{array}$ | 2008/2009 |  |  | 2009/2010 |  |  | 2010/2011 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Market Year Begin: Jul 2008 |  |  | Market Year Begin: Jul 2009 |  |  | $\begin{gathered} \hline \text { Market Year Begin: Jul } \\ 2010 \\ \hline \end{gathered}$ |  |  |
| $\begin{gathered} \text { MT } \\ \text { HAS } \end{gathered}$ | USDA Official | Old Post | New Post | USDA Official | Old Post | New Post | USDA Officia | $\left\lvert\, \begin{aligned} & \text { Old } \\ & \text { Post } \end{aligned}\right.$ |  |
| Area Planted | 3,777 | 3,777 | 3,777 | 3,777 | 3,777 | 3,820 |  |  | 3,820 |
| Area Harvested | 3,749 | 3,749 | 3,749 | 3,750 | 3,750 | 3,732 |  |  | 3,740 |
| Bearing Trees | 784 | 784 | 784 | 785 | 785 | 783 |  |  | 785 |
| Non-Bearing Trees | 5 | 5 | 5 | 5 | 5 | 18 |  |  | 17 |
| Total Trees | 789 | 789 | 789 | 790 | 790 | 801 |  |  | 802 |
| Commercial Production | 20,104 | 20,104 | 20,104 | 20,110 | 20,110 | 23,870 |  |  | 23,200 |
| Non-Comm. Production | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 | 1,000 |  |  | 1,000 |
| Production | 21,104 | 21,104 | 21,104 | 21,110 | 21,110 | 24,870 |  |  | 24,200 |
| Imports | 78,152 | 78,152 | 78,152 | 80,000 | 80,000 | 84,262 |  |  | 81,000 |
| Total Supply | 99,256 | 99,256 | 99,256 | 101,110 | 101,110 | 109,132 |  |  | 105,200 |
| Fresh Dom. Consumption | 97,158 | 97,158 | 97,158 | 99,070 | 99,070 | 107,100 |  |  | 103,170 |
| Exports | 98 | 98 | 98 | 40 | 40 | 32 |  |  | 30 |
| For Processing | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 | 2,000 |  |  | 2,000 |
| Withdrawal From Market | 0 | 0 | 0 | 0 | 0 | 0 |  |  | 0 |
| Total Distribution | 99,256 | 99,256 | 99,256 | 101,110 | 101,110 | 109,132 |  |  | 105,200 |

Table 3: Mexico Grape Production


| Table 4: Mexico -Average Monthly Wholesale Apple Import Prices |  |  |  |
| :---: | :---: | :---: | :---: |
| Red Delicious |  | Pesos/kilogram |  |
| Month | 2009 | 2010 | Change percent |
| January |  |  |  |
| February |  |  |  |
| March | 18.51 | 20.12 | 8.69 |
| April | 18.95 | 20.06 | 5.85 |
| May | 18.31 | 20.60 | 12.50 |
| June | 17.56 | 21.56 | 22.77 |
| July | 18.71 | 21.29 | 13.78 |
| August | 20.16 | 21.11 | 4.71 |
| September | 19.30 | 21.04 | 9.01 |
| October |  |  |  |
| November |  |  |  |
| December |  |  |  |
| CIF-Mexico City <br> Source: Servicio Nacional de Informacion de Mercados 2009 Exchange Rate Avg.: U.S. $\$ 1.00=12.33$ Pesos |  |  |  |


| Table 5: Mexico -Average Monthly Wholesale <br> Apple Domestic Prices <br> Red Delicious |  |  |  |
| :---: | :---: | :---: | :---: |
| Month | 2009 | 2010 | Change percent |
| January | 18.12 | 13.00 | (28.25) |
| February | 17.05 | 14.33 | (15.95) |
| March | 18.51 | 14.50 | (21.66) |
| April |  |  |  |
| May |  |  |  |
| June |  |  |  |
| July |  |  |  |
| August |  |  |  |
| September | 13.89 |  |  |
| October | 12.19 | 16.37 | 34.29 |
| November | 12.38 |  |  |
| December | 12.25 |  |  |
| CIF-Mexico City <br> Source: Servicio Nacional de Informacion de Mercados <br> 2009 Exchange Rate Avg.: U.S. $\$ 1.00=12.33$ Pesos <br> October 25, 2010 Exchange Rate: U.S. $\$ 1.00=12.45$ Pesos |  |  |  |


| Table 6: Mexico -Average Monthly Wholesale Pear Import Prices |  |  |  |
| :---: | :---: | :---: | :---: |
| D'ANJOU |  |  | Pesos/kilogram |
| Month | 2009 | 2010 | Change percent |
| January | 22.51 | 20.46 | (9.10) |
| February | 21.29 | 20.59 | (3.28) |
| March | 21.84 | 19.49 | (10.76) |
| April | 23.76 | 18.82 | (20.79) |
| May | 23.61 | 20.58 | (12.83) |
| June | 24.37 | 22.52 | (7.59) |
| July | 24.13 | 23.48 | (2.69) |
| August | 24.22 | 23.80 | (1.73) |
| September | 24.40 | 24.29 | (0.45) |
| October | 23.64 |  |  |
| November | 22.43 |  |  |
| December | 20.97 |  |  |
| CIF-Mexico City <br> Source: Servicio Nacional de Informacion de Mercados 2009 Exchange Rate Avg.: U.S. $\$ 1.00=12.33$ Pesos October 25, 2010 Exchange Rate: U.S. $\$ 1.00=12.45$ Pesos |  |  |  |

Table 7: Mexico -Average Monthly Wholesale Grape Import Prices
Globe
Pesos/kilogram

| January | 24.75 | 52.56 | 112.36 |
| :--- | :---: | :---: | :---: |
| February | 34.70 | 40.66 | 17.17 |
| March | 34.03 | 33.28 | $(2.20)$ |
| April | 32.32 | 32.69 | 1.14 |
| May | 28.80 | 31.85 | 10.59 |
| June | 25.83 | 29.00 | 12.27 |
| July | 21.00 | 25.62 | 22 |
| August | N/A |  |  |
| September | N/A |  |  |
| October | 29.45 |  |  |
| November | 36.08 |  |  |
| December | 40.49 |  |  |
| CIF-Mexico City |  |  |  |
| Source: Servicio Nacional de Informacion de Mercados <br> 2009 Exchange Rate Avg.: U.S. $\$ 1.00=12.33$ Pesos |  |  |  |
| October 25, 2010 Exchange Rate: U.S. $\$ 1.00=12.45$ Pesos |  |  |  |

TABLE 8: Mexico - Trade Matrixes

## Fresh Apples

| Apples | H.S. 0808.10 |  | Unit: Metric Tons |  |
| :--- | ---: | :--- | ---: | :---: |
| Exports for MY 2008/09 (Aug-Jul) <br> to: Imports for MY 2008/09 (Aug-Jul) from:   <br> U.S. $\mathbf{1 0}$ U.S. $\mathbf{2 1 3 , 0 5 5}$ <br> Belize $\mathbf{2 7 5}$ Chile $\mathbf{7 , 5 8 5}$ <br>   Canada $\mathbf{1 , 1 5 7}$ <br> Other $\mathbf{2}$ Other $\mathbf{8 5 9}$ <br> Total $\mathbf{2 8 7}$ Total $\mathbf{2 2 2 , 6 5 6}$ |  |  |  |  |


| H.S. 0808.10 |  | Unit: Metric Tons |  |  |
| :--- | ---: | :--- | ---: | :---: |
| Exports for MY 2009/10 (Aug-Jul) <br> to: | Imports for MY 2009/10 (Aug-Jul )from: |  |  |  |
| U.S. | $\mathbf{0}$ | U.S. | $\mathbf{2 0 7 , 7 7 2}$ |  |
| Belize | $\mathbf{2 6 7}$ | Chile | $\mathbf{6 , 2 3 2}$ |  |
|  |  | Canada | $\mathbf{1 , 0 7 5}$ |  |
| Other | $\mathbf{0}$ | Other | $\mathbf{1 , 1 3 6}$ |  |
| Total | $\mathbf{2 6 7}$ | Total | $\mathbf{2 1 6 , 2 1 5}$ |  |

## Fresh Pears

| Pears | H.S. 0808.20 | Unit: Metric Tons |  |
| :--- | ---: | :--- | ---: |
| Exports for MY 2008/09 (Jul-Jun) <br> to: | Imports for MY 2008/09 (Jul-Jun) from: |  |  |
| U.S. | $\mathbf{0}$ | U.S. | $\mathbf{6 9 , 6 4 1}$ |
| Belize | $\mathbf{3 1}$ | Argentina | $\mathbf{7 , 2 6 4}$ |
|  |  | Chile | $\mathbf{9 2 8}$ |
| Other | $\mathbf{6 7}$ | Other | $\mathbf{3 1 9}$ |
| Total | $\mathbf{9 8}$ | Total | $\mathbf{7 8 , 1 5 2}$ |


| Pears | H.S. 0808.20 | Unit: Metric Tons |  |
| :--- | ---: | :--- | ---: |
| Exports for MY 2009/10 (Jul-Jun) <br> to: | Imports for MY 2009/10 (Jul-Jun) from: |  |  |
| U.S. | $\mathbf{0}$ | U.S. | $\mathbf{7 7 , 8 4 8}$ |
| Belize | $\mathbf{3 3}$ | Argentina | $\mathbf{4 , 0 6 8}$ |
|  |  | Chile | $\mathbf{2 , 0 0 1}$ |
| Other | $\mathbf{0}$ | Other | $\mathbf{4 8 1}$ |
| Total | $\mathbf{3 3}$ | Total | $\mathbf{8 4 , 3 9 8}$ |

## Table Grapes

| Table grapes | H.S. 0806.10 | Unit: Metric Tons |  |
| :---: | :---: | :---: | :---: |
| Exports for M to: | -Apr | Imports for MY 2008/09 (May-Apr) from: |  |
| U.S. | 155,508 | U.S. | 60,570 |
| Costa Rica | 179 | Chile | 18,219 |
| Other | 818 | Other | 0 |
| Total | 156,505 | Total | 78,789 |


| Table grapes | H.S. 0806.10 | Unit: |  |
| :---: | :---: | :---: | :---: |
| Exports for M to: | $-A p r)$ | Imp |  |
| U.S. | 129,740 | U.S. | 19,884 |
| Costa Rica | 185 | Chile | 18,724 |
| Other | 1,240 | Other | 0 |
| Total | 131,139 | Total | 38,608 |
| Source: SIAP/SAGARPA statistical data: http://www.siap.gob.mx/index.php?option=com_content\&view=article\&id=50\&Itemid=380 |  |  |  |


| Table 9. Mexico: <br>  <br>  <br>  <br>  <br> MX Pesosthly Exchange Rate Averages <br> 2007-2010 |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
|  | $\mathbf{2 0 0 7}$ | $\mathbf{2 0 0 8}$ | $\mathbf{2 0 0 9}$ | $\mathbf{2 0 1 0}$ |
| January | 10.94 | 10.91 | 13.15 | 12.80 |
| February | 10.99 | 10.77 | 14.55 | 12.95 |
| March | 11.12 | 10.74 | 14.71 | 12.59 |
| April | 10.98 | 10.52 | 13.41 | 12.23 |
| May | 10.82 | 10.44 | 13.19 | 12.71 |
| June | 10.83 | 10.33 | 13.47 | 12.72 |
| July | 10.80 | 10.24 | 13.36 | 12.65 |
| August | 10.50 | 10.10 | 13.00 | 13.15 |
| September | 10.92 | 10.61 | 13.41 | 12.84 |
| October | 10.92 | 12.56 | 13.24 | $\mathrm{~N} / \mathrm{A}$ |
| November | 10.87 | 12.31 | 13.12 | $\mathrm{~N} / \mathrm{A}$ |


| December | 10.84 | 13.40 | 12.85 | N/A |
| :--- | :--- | :--- | :--- | :--- |
| Annual Avg. | $\mathbf{1 0 . 9 2}$ | $\mathbf{1 1 . 1 4}$ | $\mathbf{1 2 . 3 3}$ | $\mathbf{1 2 . 7 3}$ |
| Source: <br> Note: |  |  |  |  |

## Author Defined:

## For More Information

FAS/Mexico Web Site: We are available at www.mexico-usda.com or visit the FAS headquarters' home page at www.fas.usda.gov for a complete selection of FAS worldwide agricultural reporting.

FAS/Mexico YouTube Channel: Catch the latest videos of FAS Mexico at work http://www.youtube.com/user/ATOMexicoCity

Other Relevant Reports Submitted by FAS/Mexico:

| Report Number | Subject | Date Submitted |
| :---: | :--- | :---: |
| MX0074 | Mexico to Revise Fruit and Vegetable Import Regulation | $10 / 15 / 10$ |
| MX0054 | Mexico Increases Trucking Retaliation Against Ag. Products | $8 / 18 / 10$ |
| M $\times 0030$ | Antidumping Apple Case Ends But Duties Could Resume | $5 / 6 / 10$ |
| M $\times 0009$ | SE Eliminates Duties on Apples | $3 / 2 / 10$ |
| MX9088 | 2009 Deciduous Fruit Annual | $11 / 12 / 09$ |

Useful Mexican Web Sites: Mexico's equivalent to the U.S. Department of Agriculture (SAGARPA) can be found at www.sagarpa.gob.mx and Mexico's equivalent to the U.S. Department of Commerce (SE) can be found at www.economia.gob.mx. These web sites are mentioned for the readers' convenience but USDA does NOT in any way endorse, guarantee the accuracy of, or necessarily concur with, the information contained on the mentioned sites.

