

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Mexico

Post: Mexico

What is Mexico Buying and Selling - A Look at 2012 Trade

Report Categories:

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Report Highlights:

The National Institute of Statistics and Geography (INEGI) reported that Mexico imported U.S. \$29.8 billion and exported U.S. \$21.8 billion in agricultural, fishery, and forestry commodities in 2012. The United States at U.S. \$20.9 and \$16.5 billion represented 70 and 75 percent, respectively of Mexico's import or export market share. From and to all sources, Mexico's principal ag-related imports consisted of grains and oilseeds whereas beer and horticultural products were chief exports.

General Information:

This report looks at general trade flows for Mexico in calendar year 2012. INEGI recently released calendar year 2012 trade data which revealed that Mexico's balance of trade for all goods with the world in Harmonized Tariff Schedule (HTS) Chapters 01 through 99 was relatively flat as both imports and exports were valued at approximately U.S. \$371 billion. Agricultural, fishery, and forestry imports represented approximately 8 percent of all imports and 6 percents of all exports.

By Value Nearly Twice as Much Corn as Natural Gas Imported into Mexico: Beer and Combination Refrigerator/Freezers Exports Almost on Par

Among agricultural related commodities*, at the HTS 6 digit level, the most significant import by value was corn (HTS 100590) at almost U.S. \$3 billion and the most significant export by value was beer (HTS 220300) at U.S. \$2.1 billion. By value at HTS 6, corn was the 17th largest import and trailed behind numerous petroleum, electronic machinery, and auto-manufacturing products. By value at HTS 6, beer was the 27th largest Mexican export and trailed behind petroleum, gold, silver, and numerous manufactured goods and automobiles.

Interesting U.S. and Mexican Bilateral Trade Observations

- The two markets remain largely complementary with the United States exporting large values of bulk and intermediate or consumer-oriented goods that require additional processing to Mexico whereas Mexico exported large values of consumer-oriented and generally ready to consume products to the United States.
- According to INEGI data, year over year growth in Mexican agricultural, fishery, and forestry imports from the United States was 4.3 percent. Year over year growth in Mexican agricultural, fishery, and forestry exports to the United States was 1 percent.
- As several new 6 HTS codes were created in 2012, year over year growth by commodity is not easily compared, but generally promising growth in Mexican imports of U.S. products, even for larger value commodities, was seen in dried beans, apples, fresh/chilled chicken cuts, soybean meal, fructose, and hams. The greatest value decline was in imports of U.S. cotton.
- Likewise data changes confound comparison, but promising Mexican exports at 6 digit HTS codes from 2011 to 2012 include beef (boneless and bone-in), cucumbers, strawberries, tropical fruits (guavas, mangoes, and mangosteens), and peppers. The most significant value declines were in cane sugar and live beef cattle; largely due to domestic production/availability, as well as tomatoes due to prices and policy uncertainty.
- For imports from and exports to the United States, there was little overall change among the top commodities, but some ordinal changes occurred. E.g., beer exports to the U.S. overtook the leading export spot away from tomatoes and peppers moved from 6th to 3rd place leaping over cane sugar, beef cattle, and avocados. As for Mexican imports from the United States, there was little overall change among the top commodities exported to the United States. Generally, however, the changes can be explained with HTS code changes.
- The U.S. Bureau of the Census Trade Data reports U.S. agricultural, fishery, and forestry exports from the United States to Mexico were U.S. \$19.5 billion in 2012; a 3.3 percent gain over 2011. The Bureau reports United States imports from Mexico of agricultural, fishery, and forestry commodities was U.S. \$17.1 billion; a 3.6 percent gain over 2011.
- NOTE: It is very common to have data discrepancies as the timeliness of trade (e.g., product

leaves the United States in late December and remains in a bonded zone until January before being recorded by Mexico) or the respective Customs recorded values for the product could differ (e.g., Free On Board (FOB) recorded in the United States, but Mexico accounts it at Cost, Insurance, and Freight (CIF) prices when it enters the country).

*Ag. commodity data does not include Ethyl Alcohol and “spirits” under HTS 2208 or 220890. In HTS 2208, Mexico exported just over U.S. \$1 billion to the world and U.S. \$700 million to the United States in this category. In 220890, mostly Tequila, Mexico exported U.S. \$875 million to the World and U.S. \$634 million to the United States in 2012. As for imports in HTS 2208, Mexico imported U.S. \$346 million in 2012, the bulk of which were whiskies and brandies from the United Kingdom and other parts of Europe.

Production, Supply and Demand Data Statistics :

Table 1. Mexico: Mexican Calendar Year Agricultural, Fishery, and Forestry Imports by Top 30 Countries (U.S. \$ Million)

Partner Country	U.S. \$ Million			% Share			% Change
	2010	2011	2012	2010	2011	2012	2012/2011
World	23,281	28,894	29,750	100.00	100.00	100.00	2.96
United States	16,220	20,049	20,903	69.67	69.39	70.26	4.26
Canada	1,641	2,127	2,029	7.05	7.36	6.82	- 4.61
Chile	813	924	836	3.49	3.20	2.81	- 9.50
China	480	580	560	2.06	2.01	1.88	- 3.38
Ireland	389	473	503	1.67	1.64	1.69	6.23
Guatemala	363	402	448	1.56	1.39	1.51	11.38
South Africa	5	333	358	0.02	1.15	1.20	7.53
Spain	227	267	308	0.98	0.92	1.03	15.16
Argentina	151	204	296	0.65	0.71	0.99	44.89
New Zealand	302	379	270	1.30	1.31	0.91	- 28.59
Costa Rica	157	213	218	0.67	0.74	0.73	2.42
France	197	203	217	0.85	0.70	0.73	7.21
Uruguay	183	225	216	0.79	0.78	0.73	- 3.96
Brazil	152	145	206	0.65	0.50	0.69	41.59
Netherlands	156	167	189	0.67	0.58	0.64	13.25
Indonesia	154	216	159	0.66	0.75	0.53	- 26.25
India	68	102	140	0.29	0.35	0.47	37.28
Vietnam	97	135	137	0.42	0.47	0.46	1.34
Germany	102	138	136	0.44	0.48	0.46	- 1.32
Italy	98	104	128	0.42	0.36	0.43	23.16
Malaysia	132	137	122	0.57	0.47	0.41	- 11.09
Honduras	114	134	118	0.49	0.46	0.40	- 11.81
Paraguay	69	104	97	0.29	0.36	0.33	- 6.55
Peru	78	103	95	0.34	0.36	0.32	- 8.19
Colombia	94	104	87	0.40	0.36	0.29	- 16.47
Nicaragua	67	87	80	0.29	0.30	0.27	- 8.04
Sri Lanka	54	73	77	0.23	0.25	0.26	5.56
Thailand	67	68	71	0.29	0.24	0.24	4.65
Israel	38	53	70	0.16	0.18	0.24	32.39
Ecuador	53	63	68	0.23	0.22	0.23	7.44

Source: INEGI

Table 2. Mexico: Mexican Calendar Year Agricultural, Fishery, and Forestry Exports by Top 30 Countries (U.S. \$ Million)

Partner Country	U.S. \$ Million			% Share			% Change
	2010	2011	2012	2010	2011	2012	2012/2011
World	16,968	21,297	21,834	100.00	100.00	100.00	2.52
United States	13,289	16,361	16,531	78.32	76.82	75.71	1.04
Japan	543	678	747	3.20	3.18	3.42	10.18
Venezuela	246	181	375	1.45	0.85	1.72	106.98
Canada	274	467	359	1.61	2.19	1.64	- 23.21
Guatemala	240	291	329	1.41	1.36	1.50	13.04
Netherlands	122	180	205	0.72	0.84	0.94	14.05
Spain	158	163	176	0.93	0.77	0.81	8.11
Russia	27	140	156	0.16	0.66	0.71	10.83
Germany	117	127	153	0.69	0.60	0.70	19.96
Hong Kong	108	130	150	0.64	0.61	0.69	15.24
Algeria	17	190	148	0.10	0.89	0.68	- 21.79
Australia	99	121	143	0.58	0.57	0.66	17.81
United Kingdom	123	160	129	0.72	0.75	0.59	- 19.46
Costa Rica	100	116	123	0.59	0.54	0.56	6.47
China	70	115	119	0.41	0.54	0.54	3.55
Belgium	51	78	116	0.30	0.37	0.53	48.89
Colombia	110	111	115	0.65	0.52	0.53	4.03
Italy	108	165	115	0.64	0.78	0.53	- 30.36
El Salvador	108	112	114	0.64	0.53	0.52	1.13
Turkey	15	25	104	0.09	0.12	0.48	311.98
Chile	57	85	101	0.34	0.40	0.46	19.40
Honduras	76	89	97	0.45	0.42	0.44	8.46
France	55	58	79	0.32	0.27	0.36	35.98
Dominican Republic	52	64	75	0.31	0.30	0.34	17.31
Panama	60	74	74	0.35	0.35	0.34	- 0.59
Peru	57	58	72	0.34	0.27	0.33	24.11
Puerto Rico (U.S.)	66	96	65	0.39	0.45	0.30	- 32.40
Korea South	48	84	63	0.28	0.39	0.29	- 25.07
Cuba	60	45	62	0.36	0.21	0.28	36.54
Brazil	40	53	56	0.24	0.25	0.26	4.80

Source: INEGI

Table 3. Mexico: Mexican Calendar Year Top 30 Agricultural, Fishery, and Forestry Imports by Harmonized Tariff System (HTS) at 6 Digits from the World (U.S. \$ Million)

Commodity	Description	U.S. \$ Million			% Share		
		2010	2011	2012	2010	2011	2012
HTS	Commodity	23,281	28,894	29,750	100	100	100
100590	Corn (Maize), Other Than Seed Corn	1,554	2,957	2,967	6.68	10.23	9.97
120100	Soybeans, Whether Or Not Broken	1,591	1,762	1,018	6.84	6.1	3.42
120190	Soybeans, Nesoi	0	0	973	0	0	3.27
120510	Low Erucic Acid Rape/Colza Seeds W/Not Broken	667	973	934	2.87	3.37	3.14
020130	Meat Of Bovine Animals, Boneless, Fresh Or Chilled	832	886	784	3.57	3.06	2.64
100199	Wheat And Meslin, Nesoi	0	0	742	0	0	2.49
100190	Wheat (Other Than Durum Wheat), And Meslin	845	1,322	740	3.63	4.57	2.49
040210	Milk & Crm,Cntd,Swf,Powdr,Gran/Solids,Nov 1.5% Fat	436	680	732	1.87	2.35	2.46
020312	Meat, Swine, Hams, Shldrs, Bone In, Frsh Or Chlld	641	624	686	2.75	2.16	2.31
330210	Mixtures Odoriferous Substance Use Food/ Drink Ind	514	584	652	2.21	2.02	2.19
170260	Fructose, Nesoi & Syrup, Ov 50% Fructose In Dry Fm	370	540	614	1.59	1.87	2.07
230400	Soybean Oilcake & Oth Solid Residue, Wh/Not Ground	321	448	602	1.38	1.55	2.02
210690	Food Preparations Nesoi	486	506	533	2.09	1.75	1.79
020713	Chicken Cuts & Edible Offal (Incl Liver) Frsh/Chld	263	331	460	1.13	1.15	1.55
520100	Cotton, Not Carded Or Combed	631	835	450	2.71	2.89	1.51
230330	Brewing Or Distilling Dregs And Waste, W/Nt Pellet	292	465	428	1.25	1.61	1.44
151110	Palm Oil, Crude, Not Chemically Modified	270	398	423	1.16	1.38	1.42
100790	Grain Sorghum, Nesoi	0	0	403	0	0	1.35
180690	Cocoa Preparations, Not In Bulk Form, Nesoi	220	322	332	0.95	1.12	1.12
440710	Coniferous Wood Sawn, Sliced Etc, Over 6 Mm Thick	254	275	314	1.09	0.95	1.06
080810	Apples, Fresh	230	213	291	0.99	0.74	0.98
071333	Kidney Beans & White Pea Beans, Dri Shel, Inc Seed	112	101	281	0.48	0.35	0.95
100610	Rice In The Husk (Paddy Or Rough)	273	281	273	1.17	0.97	0.92
040690	Cheese, Nesoi, Including Cheddar And Colby	224	247	272	0.96	0.85	0.91
170199	Cane/Beet Sug Chem Pure Sucrose Refind Nesoi	326	282	270	1.4	0.97	0.91
020714	Chicken Cuts And Edible Offal (Inc Livers), Frozen	209	238	250	0.9	0.82	0.84
020726	Turkey Cuts & Edible Offal (Incl Liver) Frsh/Chlld	221	256	229	0.95	0.88	0.77
400122	Technically Specified Natural Rubber (Tsnr)	179	260	229	0.77	0.9	0.77
940600	Prefabricated Buildings	200	199	223	0.86	0.69	0.75
120991	Vegetable Seeds For Sowing	201	215	221	0.86	0.74	0.74

Source: INEGI

Table 4. Mexico: Mexican Calendar Year Top 30 Agricultural, Fishery, and Forestry Exports by Harmonized Tariff

System (HTS) at 6 Digits to the World (U.S. \$ Million)

Commodity	Description	U.S. \$ Million			% Share		
		2010	2011	2012	2010	2011	2012
HTS	Commodity	16,968	21,297	21,834	100	100	100
220300	Beer Made From Malt	1,524	2,022	2,122	8.98	9.5	9.72
070200	Tomatoes, Fresh Or Chilled	1,617	2,038	1,688	9.53	9.57	7.73
080440	Avocados, Fresh Or Dried	600	856	893	3.53	4.02	4.09
070960	Fruits Of Genus Capsicum Or Pimenta, Fresh/Chilled	597	646	789	3.52	3.04	3.61
170199	Cane/Beet Sug Chem Pure Sucrose Refind Nesoi	496	979	681	2.92	4.6	3.12
090111	Coffee, Not Roasted, Not Decaffeinated	298	558	661	1.76	2.62	3.03
010290	Bovine Animals, Live, Nesoi	534	827	652	3.15	3.88	2.98
170490	Sugar Confection (Incl Wh Choc), No Cocoa, Nesoi	448	455	456	2.64	2.14	2.09
070700	Cucumbers And Gherkins, Fresh Or Chilled	258	255	383	1.52	1.2	1.75
190590	Bread, Pastry, Cakes, Etc Nesoi & Puddings	278	315	377	1.64	1.48	1.73
190531	Cookies (Sweet Biscuits)	244	314	334	1.44	1.47	1.53
020130	Meat Of Bovine Animals, Boneless, Fresh Or Chilled	117	195	331	0.69	0.92	1.52
070310	Onions And Shallots, Fresh Or Chilled	261	306	326	1.54	1.44	1.49
020329	Meat Of Swine, Nesoi, Frozen	222	265	321	1.31	1.24	1.47
210690	Food Preparations Nesoi	295	324	310	1.74	1.52	1.42
180690	Cocoa Preparations, Not In Bulk Form, Nesoi	208	278	302	1.23	1.31	1.38
071080	Vegetables, Nesoi Raw/Cooked By Boiling, Frozen	258	323	295	1.52	1.52	1.35
190110	Food Preparations For Infants, Retail Sale Nesoi	219	264	284	1.29	1.24	1.3
080711	Watermelons, Fresh	270	242	284	1.59	1.13	1.3
080550	Lemons And Limes, Fresh Or Dried	221	295	274	1.3	1.38	1.26
071320	Chickpeas (Garbanzos), Dried Shelled, Include Seed	102	70	267	0.6	0.33	1.22
080450	Guavas, Mangoes And Mangosteens, Fresh Or Dried	163	206	255	0.96	0.97	1.17
020230	Meat Of Bovine Animals, Boneless, Frozen	69	202	247	0.4	0.95	1.13
070990	Vegetables, Nesoi, Fresh Or Chilled	437	433	242	2.57	2.03	1.11
070920	Asparagus, Fresh Or Chilled	214	234	229	1.26	1.1	1.05
190410	Prep Food, Swelling/Roasting Cereal/Cereal Product	225	256	226	1.33	1.2	1.04
210390	Sauces Etc. Mixed Condiments And Seasonings Nesoi	179	199	214	1.06	0.94	0.98
081010	Strawberries, Fresh	133	155	211	0.79	0.73	0.97
220210	Waters, Incl Mineral & Aerated, Sweetnd Or Flavord	182	220	210	1.07	1.03	0.96
200911	Orange Juice, Frozen, Sweetened Or Not	147	279	180	0.86	1.31	0.83

Source: INEGI

Table 5. Mexico: Mexican Calendar Year Top 30 Agricultural, Fishery, and Forestry Imports by Harmonized

Tariff System (HTS) at 6 Digits from the United States (U.S. \$ Million)

Commodity	Description	U.S. \$ Million			% Share		
		2010	2011	2012	2010	2011	2012
HTS	Commodities	16,220	20,049	20,903	100	100	100
100590	Corn (Maize), Other Than Seed Corn	1,554	2,609	2,565	9.58	13.01	12.27
120190	Soybeans, Nesoi	0	0	955	0	0	4.57
120100	Soybeans, Whether Or Not Broken	1,508	1,663	944	9.3	8.3	4.51
020130	Meat Of Bovine Animals, Boneless, Fresh Or Chilled	689	745	685	4.25	3.72	3.28
020312	Meat, Swine, Hams, Shldrs, Bone In, Frsh Or Chld	572	582	643	3.52	2.9	3.07
040210	Mlk & Crm,Cntd,Swt,Powdr,Gran/Solids,Nov 1.5% Fat	388	594	628	2.39	2.96	3
100190	Wheat (Other Than Durum Wheat), And Meslin	626	1,028	610	3.86	5.13	2.92
170260	Fructose, Nesoi & Syrup, Ov 50% Fructose In Dry Fm	367	531	606	2.26	2.65	2.9
230400	Soybean Oilcake & Oth Solid Residue, Wh/Not Ground	321	448	602	1.98	2.24	2.88
100199	Wheat And Meslin, Nesoi	0	0	549	0	0	2.63
020713	Chicken Cuts & Edible Offal (Incl Liver) Frsh/Chld	263	331	460	1.62	1.65	2.2
520100	Cotton, Not Carded Or Combed	631	822	443	3.89	4.1	2.12
230330	Brewing Or Distilling Dregs And Waste, W/Nt Pellet	292	465	428	1.8	2.32	2.05
210690	Food Preparations Nesoi	331	336	388	2.04	1.68	1.86
100790	Grain Sorghum, Nesoi	0	0	323	0	0	1.55
080810	Apples, Fresh	218	199	281	1.35	0.99	1.35
100610	Rice In The Husk (Paddy Or Rough)	273	281	273	1.69	1.4	1.31
020726	Turkey Cuts & Edible Offal (Incl Liver) Frsh/Chld	221	256	229	1.36	1.28	1.1
071333	Kidney Beans & White Pea Beans, Dri Shel, Inc Seed	104	92	221	0.64	0.46	1.06
180690	Cocoa Preparations, Not In Bulk Form, Nesoi	128	213	213	0.79	1.06	1.02
020714	Chicken Cuts And Edible Offal (Inc Livers), Frozen	161	199	207	1	0.99	0.99
150200	Fats, Bovine, Sheep Or Goat, Raw Or Rendered	330	435	201	2.03	2.17	0.96
150210	Tallow Of Bovine Animals, Sheep Or Goats, Nesoi	0	0	192	0	0	0.92
210410	Soups And Broths And Preparations Therefor	138	151	184	0.85	0.75	0.88
110710	Malt, Not Roasted	155	128	173	0.95	0.64	0.83
440710	Coniferous Wood Sawn, Sliced Etc, Over 6 Mm Thick	114	136	162	0.7	0.68	0.77
040690	Cheese, Nesoi, Including Cheddar And Colby	107	112	159	0.66	0.56	0.76
050400	Animal (Not Fish) Guts, Bladders, Stomachs & Parts	134	138	157	0.82	0.69	0.75
020329	Meat Of Swine, Nesoi, Frozen	140	142	157	0.86	0.71	0.75
170199	Cane/Beet Sug Chem Pure Sucrose Refind Nesoi	117	152	141	0.72	0.76	0.67

Source: INEGI

Table 6. Mexico: Mexican Calendar Year Top 30 Agricultural, Fishery, and Forestry Exports by Harmonized Tariff

System (HTS) at 6 Digits to the United States (U.S. \$ Million)

Commodity	Description	U.S. \$ Million			% Share		
		2010	2011	2012	2010	2011	2012
HTS	Commodity	13,289	16,361	16,531	100	100	100
220300	Beer Made From Malt	1,152	1,602	1,661	8.67	9.79	10.05
070200	Tomatoes, Fresh Or Chilled	1,586	1,845	1,635	11.93	11.28	9.89
070960	Fruits Of Genus Capsicum Or Pimenta, Fresh/Chilled	593	641	781	4.46	3.92	4.72
170199	Cane/Beet Sug Chem Pure Sucrose Refind Nesoi	493	936	672	3.71	5.72	4.06
080440	Avocados, Fresh Or Dried	422	664	671	3.18	4.06	4.06
010290	Bovine Animals, Live, Nesoi	534	818	623	4.02	5	3.77
090111	Coffee, Not Roasted, Not Decaffeinated	166	374	426	1.25	2.29	2.58
170490	Sugar Confection (Incl Wh Choc), No Cocoa, Nesoi	408	408	414	3.07	2.49	2.5
070700	Cucumbers And Gherkins, Fresh Or Chilled	257	254	382	1.94	1.55	2.31
190590	Bread, Pastry, Cakes, Etc Nesoi & Puddings	269	304	360	2.02	1.86	2.18
020130	Meat Of Bovine Animals, Boneless, Fresh Or Chilled	109	185	316	0.82	1.13	1.91
190531	Cookies (Sweet Biscuits)	215	278	291	1.62	1.7	1.76
080711	Watermelons, Fresh	270	241	284	2.03	1.47	1.72
071080	Vegetables, Nesoi Raw/Cooked By Boiling, Frozen	252	312	281	1.9	1.91	1.7
070310	Onions And Shallots, Fresh Or Chilled	229	274	280	1.73	1.67	1.7
180690	Cocoa Preparations, Not In Bulk Form, Nesoi	176	233	257	1.32	1.43	1.56
070990	Vegetables, Nesoi, Fresh Or Chilled	424	422	236	3.19	2.58	1.43
070920	Asparagus, Fresh Or Chilled	212	233	229	1.59	1.42	1.38
080450	Guavas, Mangoes And Mangosteens, Fresh Or Dried	126	166	221	0.95	1.02	1.34
081010	Strawberries, Fresh	133	155	211	1	0.95	1.28
080550	Lemons And Limes, Fresh Or Dried	204	274	207	1.54	1.68	1.25
220210	Waters, Incl Mineral & Aerated, Sweetnd Or Flavord	172	214	205	1.29	1.31	1.24
080232	Walnuts, Fresh Or Dried, Shelled	108	141	160	0.81	0.86	0.97
020120	Meat, Bovine Cuts With Bone In, Fresh Or Chilled	97	125	159	0.73	0.76	0.96
080610	Grapes, Fresh	154	137	156	1.16	0.83	0.94
210390	Sauces Etc. Mixed Condiments And Seasonings Nesoi	113	143	152	0.85	0.87	0.92
210690	Food Preparations Nesoi	180	169	151	1.36	1.03	0.91
190410	Prep Food, Swelling/Roasting Cereal/Cereal Product	155	176	142	1.17	1.07	0.86
200190	Vegt/Fruit/Nuts Etc Nesoi Prep/Pres By Vinegar Etc	135	142	133	1.01	0.87	0.81
081020	Raspberries/Blckberries/Mulberries/Loganberrs Frsh	107	117	133	0.8	0.71	0.8

Source: INEGI