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## Mexico

**Post:** Mexico

### Emerging Ag Trade and Integration Opportunities

**Report Categories:**

Agricultural Situation

Agriculture in the Economy

Agriculture in the News

Country/Regional FTA's

Export Accomplishments - Trade Leads

Promotion Opportunities

Market Promotion/Competition

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**Report Highlights:**

The National Institute of Statistics and Geography (INEGI) reported that Mexico imported \$29.3 billion and exported \$23.3 billion in agricultural, fishery and forestry (AgFF) products in 2013. The United States remained Mexico's largest bilateral AgFF trading partner and provided 69 percent of related Mexican imports and received 77 percent of exports. This report explores 2013 Mexican trade data and opportunities for increasing U.S. and Mexican combined trade to third countries/markets.

**General Information:**

In 2013, INEGI statistics show that Mexico imported \$381.2 billion in all commodities of which \$187.3 billion was from the United States. The United States was the largest supplier by value of all goods to Mexico which was followed by China and Japan at \$61.3 and \$17.1 billion; respectively. In 2013, Mexican exports to all locations were \$380.1 billion in all commodities of which \$299.6 billion were exported to the United States. The next largest export destinations for Mexico were Canada and Spain at \$10.5 and \$7.3; respectively.

Mexico's AgFF imports and exports from the world amounted to \$29.3 billion and \$23.3 billion; respectively. The United States was Mexico's largest international supplier and market destination for AgFF items. Mexico reports its AgFF imports from the United States amounted to \$20.3 billion and exports to the United States were \$17.9 billion. Even though according to Mexican statistics more than \$104 million of AgFF items crossed in either direction between the U.S. and Mexican border each day of the year it was only 7.8 percent of the overall \$1.334 billion crossing of goods occurring daily between the United States and Mexico.

**Emerging Trade Opportunities and Agreements**

Mexico is generally recognized as one of the countries in the world with the most trade treaties or free-trade agreements. According to the Secretariat of Economy ([Economia](#)), Mexico currently has signed 10 free trade agreements with 45 countries, 30 accords for the promotion and reciprocal protection of investments and 9 agreements of limited scope regarding trade with Latin America.

In addition to the above mentioned agreements, Mexico is currently participating in Trans-Pacific Partnership (TPP) negotiations along with Australia, Brunei, Chile, Canada, Japan, Malaysia, New Zealand, Peru, Singapore, the United States and Vietnam. Mexico's exports to these countries for all goods and services in 2013 amounted to \$318.1 billion of which \$19.6 billion were AgFF items. Mexico's AgFF exports to TPP member countries increased 8.5 percent from 2012; whereas U.S. AgFF exports to TPP member countries showed a marginal decline of 2/10ths of one percent from \$66.0 billion in 2012 to \$65.9 billion in 2013.

Much of the analysis heretofore in Mexico regarding the TPP has focused on the one-dimensional threats and opportunities presented by and for the TPP to Mexican AgFF producers (e.g., added threats of New Zealand dairy in Mexico but opportunities for avocados and citrus exports to Singapore). No doubt, however, the TPP, when implemented, could have ramifications or even reshape North American food and agricultural competitiveness as new opportunities to further integrate our joint food and agricultural production platforms could emerge whereby products flow between markets and are further processed for final export to third countries in the TPP and beyond. Recognizing this, a paradigm shift is needed to look at how the AgFF sectors across North America can further integrate as a better trade block over the coming years to use raw materials from one country for exporting processed products to other countries. Exporters need to understand how to take advantage of natural resource availabilities, labor, marketing know-how, climate and range of climates, consumer preferences, etc. so as to be able to properly take-advantage of the best that the United States and Mexico can offer food and agricultural interests.

### **Potential Areas for Further AgFF Trade Integration**

The Ag. Affairs Office in Mexico City contracted research to look at what opportunities could exist for increasing bilateral U.S. and Mexico AgFF trade flows with an idea of tapping into some of the TPP markets in the area along with the markets in other economies, including; China, India, Indonesia, Philippines, Russia, Taiwan, and South Korea. Parameters using rigorous quantitative data for trade and population growth, history of imports, etc. along with qualitative understandings like willingness to try a varied diet of the population in these markets resulted in a number of potential opportunities. In some cases, this trade is taking place but could grow larger or North America could expand its market share in these economies. In other instances there appear untapped opportunities or opportunities needing further exploitation and/or efforts to remove or address sanitary and phytosanitary (SPS) barriers or non-tariff barriers (NTBs) and to use the comparative advantages of the United States and Mexico.

In broad themes, researchers found that the following opportunities for Mexican processed products utilizing U.S. inputs exist. The first item in the list is the processed product which is followed by inputs.

#### **Mexican Processed Product Export Opportunities Made from U.S.-Origin Inputs**

- Beer: wheat, barley, malt, hops, yeasts
- Breads/Pastries/Cakes: milk and cream, dairy powders, wheat, sugar, eggs and egg products
- Cookies/Biscuits: sugar, milk and cream, dairy powders, wheat and cereal flowers, eggs and egg products
- Boneless Beef and Offal: bovine animals (live), bone-in beef, offal and cuts
- Boneless Pork and Offal as well as prepared items: swine (live), bone-in pork, offal and cuts
- Chicken Cuts and Edible Offal as well as prepared items: chicken cuts and edible offal and live chickens
- Fruit and Vegetable Preparations: fruits (apples, pears, grapes, citrus) fresh and dried, nuts, peppers, etc.
- Wooden articles: oak and coniferous logs in the rough, boards, grooved and not treated
- Pet foods for retail sale: pork and pork offal, fish and fish meals, beef and offal boneless and bone-in

Opportunities for U.S. processed product exports for Asian markets that could benefit from Mexican inputs included:

#### **U.S. Processed Product Export Opportunities Made from Mexican-Origin Inputs**

- Beef: live cattle, bone-in and boneless cuts
- Pork: carcasses and split carcasses, swine meat, and shoulders, edible offal
- Coffee: roasted and not roasted not decaffeinated
- Sauces/Condiments/Ketchup and Sauces/Seasonings: tomatoes, onions, peppers, etc.
- Fish and Shellfish: lobsters, flat fish, prawns, crabs in-shell or with/without bones

### **Mexican 2013 Imports and Exports**

Despite having significant political sway, AgFF items play a relatively minor role in overall Mexican international commerce as these items accounted for only 7.7 percent of Mexican imports and 6.1

percent of exports. At the 2 digit Harmonized Tariff System (HTS) level, imports of cereals (HTS 10), meat and edible offal (HTS 02), and oilseeds (HTS 12) were the 15<sup>th</sup>, 16<sup>th</sup>, and 17<sup>th</sup> largest items by value – far behind items like electric machinery, vehicles, fuel and organic chemicals.

At the 6 digit HTS level, the greatest AgFF item by value in imports was soybeans (\$2.067 billion) at 29<sup>th</sup> place which was almost equal to the value of imported liquid crystal display (LCD) optical devices imported into Mexico. The next biggest AgFF imports in value terms from the world were corn (\$2.013 billion) which was comparable in value to imports of prefabricated seats, wheat (\$1.354 billion) which was comparable in value to new car tires, and rape seed/canola (\$880 million), boneless beef (\$843 million), and pork hams/legs (\$823 million) which were all very close to the import value of copper wire.

At the 2 digit HTS level, Mexican exports of electric machinery, vehicles, fuel remained paramount, but exports of edible vegetables (HTS 07) ranked 10<sup>th</sup>, beverages and spirits (HTS 22) ranked 13<sup>th</sup>, and edible fruits/nuts/citrus (HTS 08) ranked 14<sup>th</sup>. At the 6 digit HTS level, the most important AgFF exports by value were beer, tomatoes, avocados, peppers, and refined sugar. Interestingly, at \$2.2 billion, the value of total beer exports to the world; of which almost 80 percent went to the United States, is just shy of total Mexican exports to Japan (\$2.241 billion) and slightly exceeds exports to Venezuela (\$2.155 billion). Mexico's \$1.84 billion in tomato exports to the world (of which \$1.76 billion were exported to the United States) exceeded all Mexican pharmaceutical exports (HTS 30 and \$1.71 billion), knit apparel (HTS 61 and \$1.69 billion), and glass and glassware (HTS 70 and \$1.65 billion). Looking at what Mexico continues to offer the world in AgFF items, it seems evident that products using U.S. inputs (like beer) as well as Mexican-origin horticultural products benefitting from Mexico's growing seasons/climate, labor costs advantage, and investment (genetics, greenhouses, etc.) in these industries will continue benefiting Mexico.

Note: All data depicted in the following charts or tables is from INEGI. The HTS codes have been grouped so that they are in the familiar format of “bulk”, “intermediate”, “consumer oriented”, “fishery and forestry” (BICO) groupings that can be ascertained from the USDA Foreign Agricultural Service website hyperlinked, [here](#).

## **Production, Supply and Demand Data Statistics :**

Chart 1. Mexican AgFF Bulk Imports from the World in U.S. \$Billion

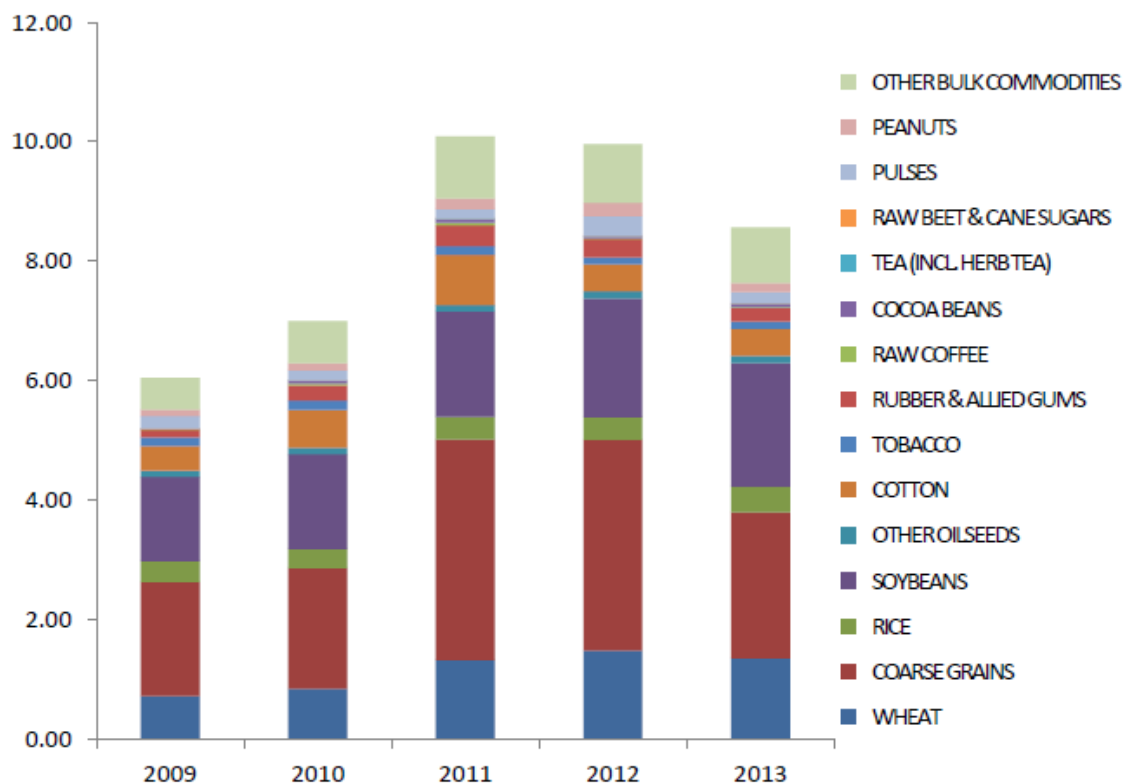


Chart 2. Mexican AgFF Intermediate Imports from the World in U.S. \$Billion

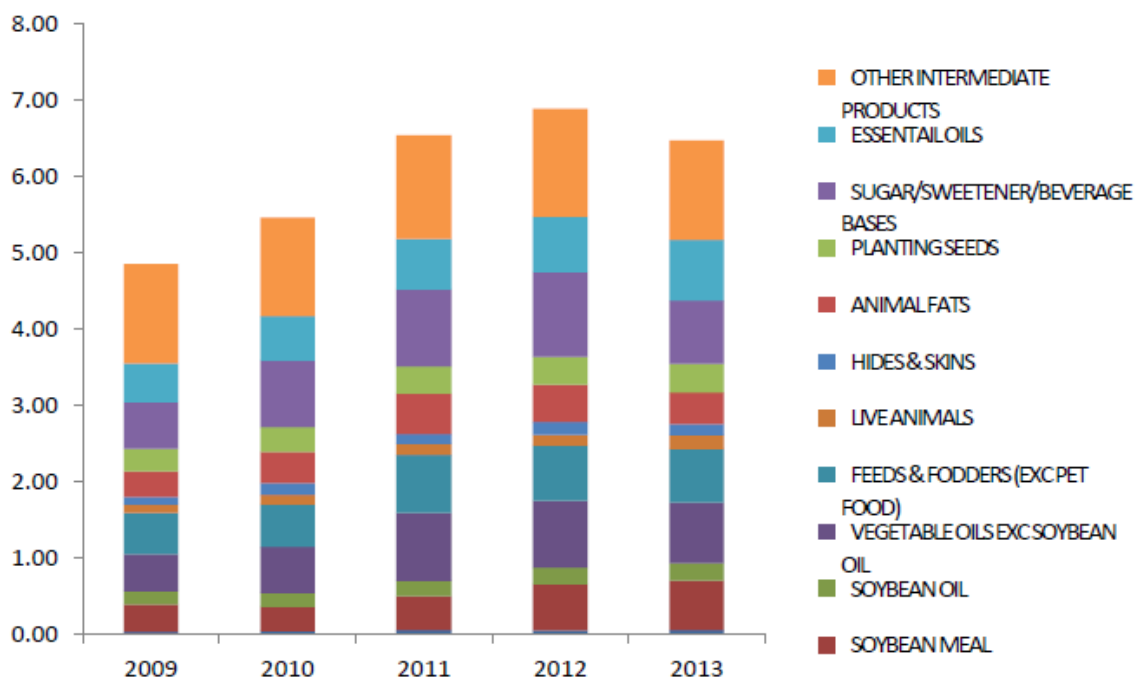


Chart 3. Mexican AgFF Consumer-Oriented Imports from the World in U.S. \$Billion

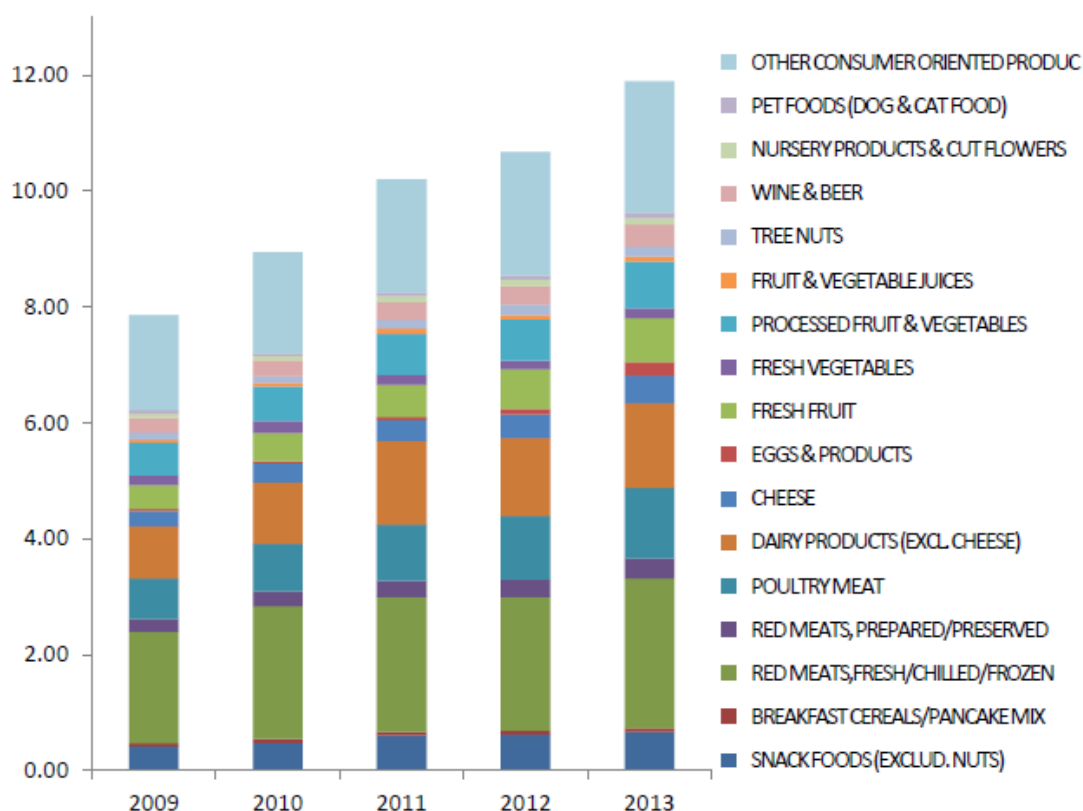


Chart 4. Mexican AgFF Fishery and Forestry Imports from the World in U.S. \$Billion

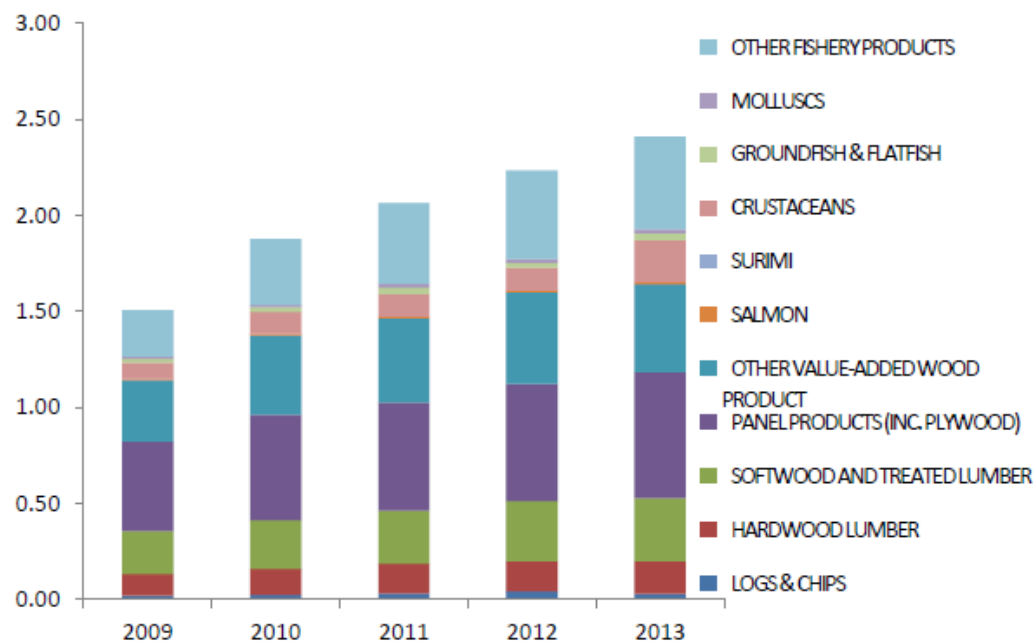


Chart 5. Mexican AgFF Bulk Exports to the World in U.S. \$Billion

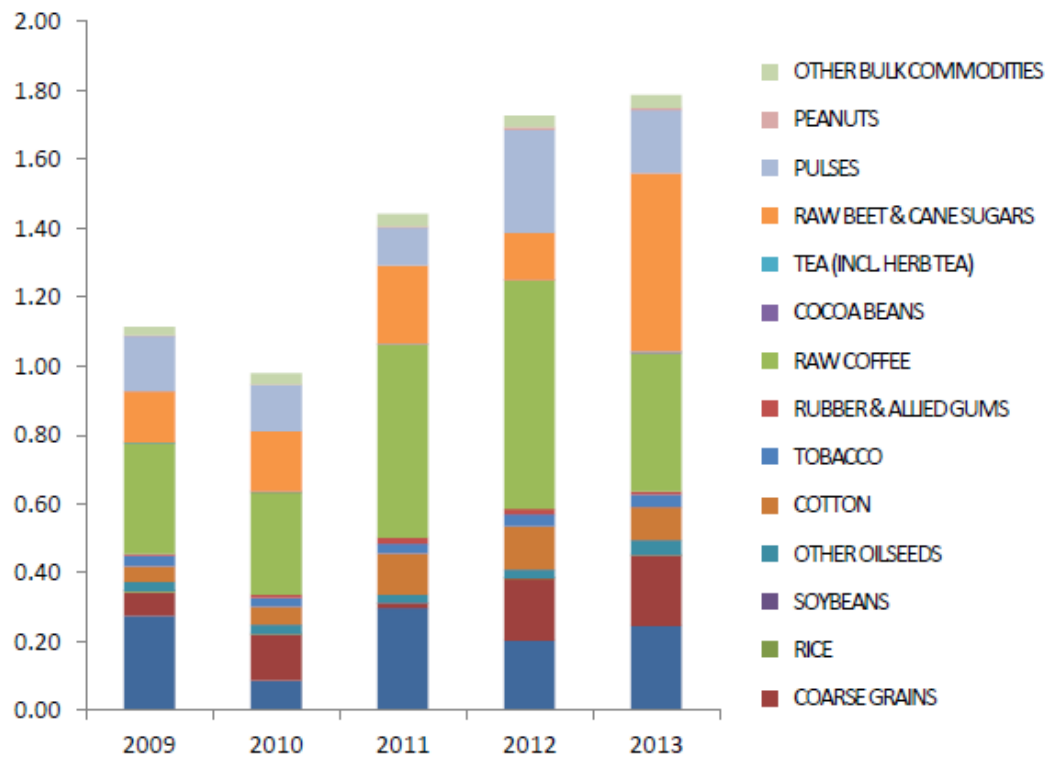


Chart 6. Mexican: AgFF Intermediate Exports to the World by U.S. \$Billion

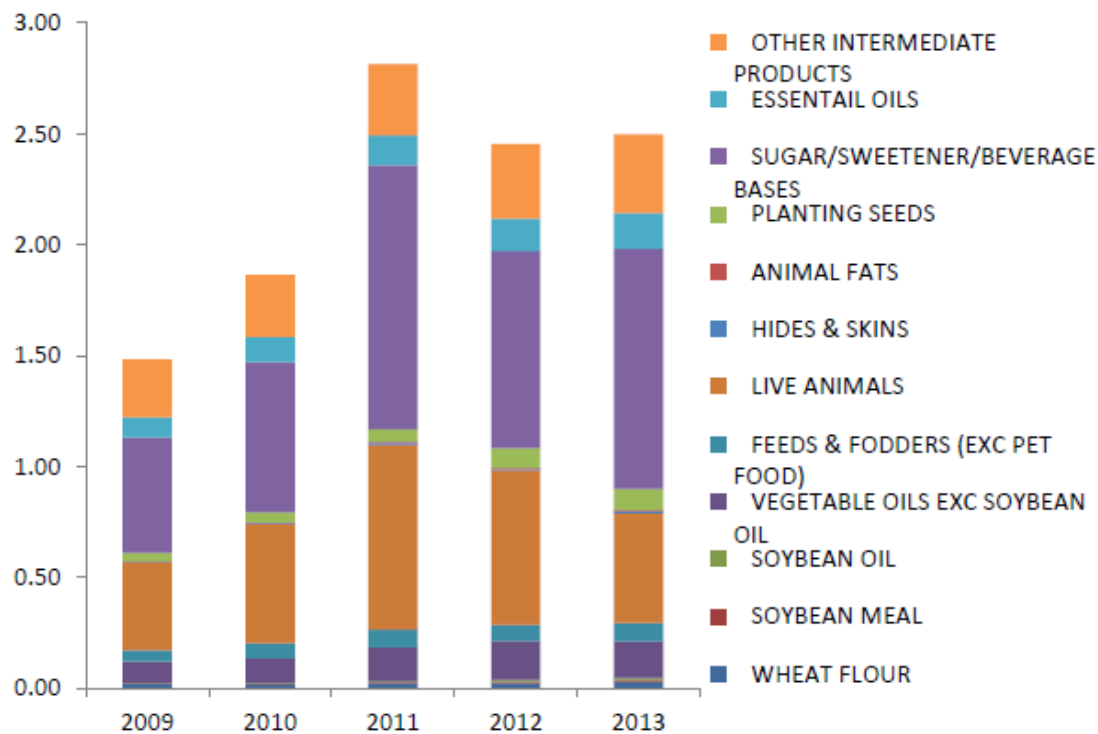


Chart 7. Mexican: AgFF Consumer Oriented Exports to the World by U.S. \$Billion

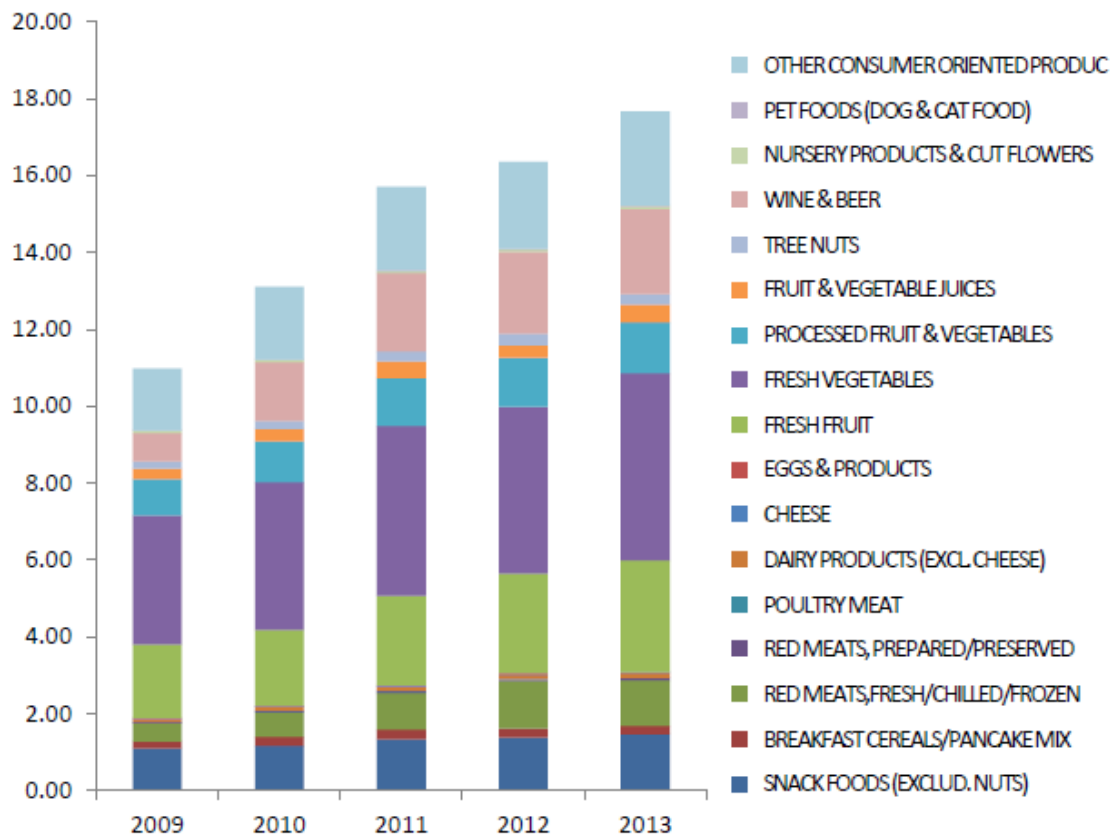


Chart 8. Mexican: AgFF Fishery and Forestry Exports to the World by U.S. \$Billion

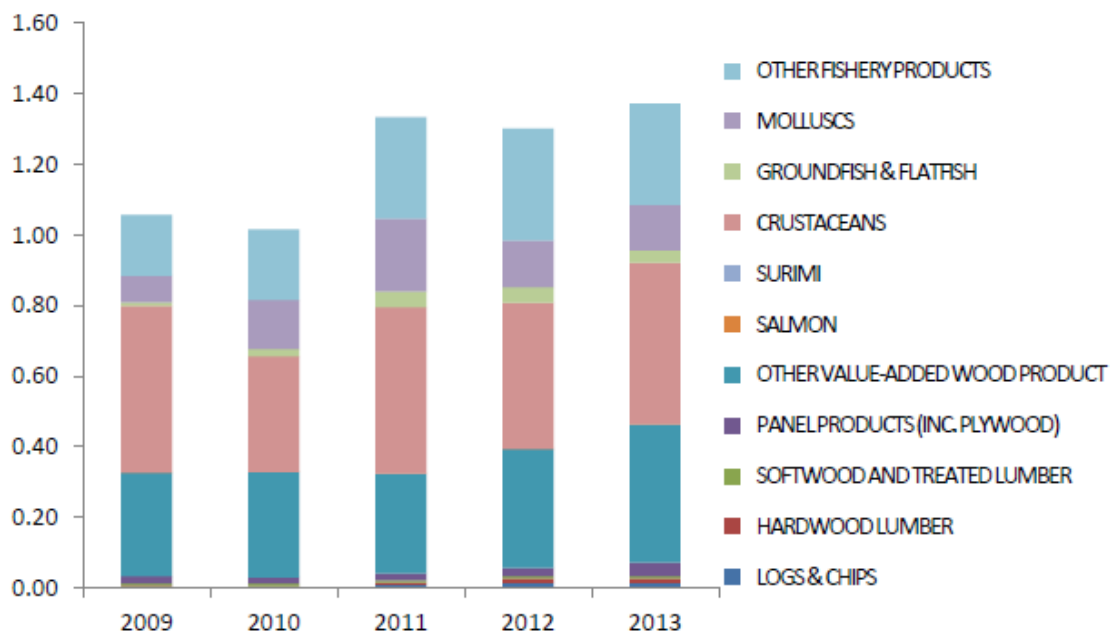




Table 1. Mexico: Calendar Year AgFF Imports from the World (Top 50 Markets) by Value (U.S. \$Million)

| Partner Country | United States Dollars |          |          | % Share |        |        | % Change<br>2013/2012 |
|-----------------|-----------------------|----------|----------|---------|--------|--------|-----------------------|
|                 | 2011                  | 2012     | 2013     | 2011    | 2012   | 2013   |                       |
| World           | \$28,894              | \$29,750 | \$29,343 | 100.00  | 100.00 | 100.00 | - 1.37                |
| United States   | \$20,049              | \$20,903 | \$20,329 | 69.39   | 70.26  | 69.28  | - 2.75                |
| Canada          | \$2,127               | \$2,029  | \$1,978  | 7.36    | 6.82   | 6.74   | - 2.49                |
| Chile           | \$924                 | \$836    | \$849    | 3.20    | 2.81   | 2.89   | 1.57                  |
| China           | \$580                 | \$560    | \$646    | 2.01    | 1.88   | 2.20   | 15.37                 |
| Ireland         | \$473                 | \$503    | \$551    | 1.64    | 1.69   | 1.88   | 9.70                  |
| Guatemala       | \$402                 | \$448    | \$359    | 1.39    | 1.51   | 1.22   | - 19.92               |
| Brazil          | \$145                 | \$206    | \$341    | 0.50    | 0.69   | 1.16   | 65.34                 |
| Spain           | \$267                 | \$308    | \$317    | 0.92    | 1.03   | 1.08   | 3.03                  |
| New Zealand     | \$379                 | \$270    | \$308    | 1.31    | 0.91   | 1.05   | 13.84                 |
| Paraguay        | \$104                 | \$97     | \$305    | 0.36    | 0.33   | 1.04   | 212.73                |
| France          | \$203                 | \$217    | \$274    | 0.70    | 0.73   | 0.94   | 26.30                 |
| Argentina       | \$204                 | \$296    | \$269    | 0.71    | 0.99   | 0.92   | - 9.18                |
| Uruguay         | \$225                 | \$216    | \$214    | 0.78    | 0.73   | 0.73   | - 0.73                |
| Costa Rica      | \$213                 | \$218    | \$186    | 0.74    | 0.73   | 0.63   | - 14.87               |
| Netherlands     | \$167                 | \$189    | \$173    | 0.58    | 0.64   | 0.59   | - 8.58                |
| Germany         | \$138                 | \$136    | \$154    | 0.48    | 0.46   | 0.52   | 13.35                 |
| Vietnam         | \$135                 | \$137    | \$153    | 0.47    | 0.46   | 0.52   | 11.86                 |
| Italy           | \$104                 | \$128    | \$146    | 0.36    | 0.43   | 0.50   | 13.96                 |
| Indonesia       | \$216                 | \$159    | \$137    | 0.75    | 0.53   | 0.47   | - 14.01               |
| Honduras        | \$134                 | \$118    | \$126    | 0.46    | 0.40   | 0.43   | 5.92                  |
| Malaysia        | \$137                 | \$122    | \$122    | 0.47    | 0.41   | 0.41   | 0.06                  |
| South Africa    | \$333                 | \$358    | \$104    | 1.15    | 1.20   | 0.36   | - 70.83               |
| India           | \$102                 | \$140    | \$97     | 0.35    | 0.47   | 0.33   | - 31.01               |
| Peru            | \$103                 | \$95     | \$96     | 0.36    | 0.32   | 0.33   | 0.90                  |
| Nicaragua       | \$87                  | \$80     | \$81     | 0.30    | 0.27   | 0.28   | 1.80                  |
| Australia       | \$36                  | \$57     | \$78     | 0.12    | 0.19   | 0.27   | 36.32                 |
| Ecuador         | \$63                  | \$68     | \$77     | 0.22    | 0.23   | 0.26   | 14.36                 |
| Sri Lanka       | \$73                  | \$77     | \$74     | 0.25    | 0.26   | 0.25   | - 3.16                |
| Colombia        | \$104                 | \$87     | \$73     | 0.36    | 0.29   | 0.25   | - 16.61               |
| Thailand        | \$68                  | \$71     | \$70     | 0.24    | 0.24   | 0.24   | - 1.49                |
| Denmark         | \$54                  | \$48     | \$58     | 0.19    | 0.16   | 0.20   | 20.06                 |
| Russia          | \$2                   | \$33     | \$56     | 0.01    | 0.11   | 0.19   | 66.78                 |
| Israel          | \$53                  | \$70     | \$45     | 0.18    | 0.24   | 0.15   | - 36.39               |
| Belgium         | \$28                  | \$36     | \$40     | 0.10    | 0.12   | 0.14   | 12.00                 |
| Poland          | \$38                  | \$16     | \$40     | 0.13    | 0.05   | 0.14   | 148.81                |
| United Kingdom  | \$26                  | \$30     | \$31     | 0.09    | 0.10   | 0.11   | 5.03                  |
| El Salvador     | \$23                  | \$25     | \$31     | 0.08    | 0.08   | 0.11   | 24.78                 |
| Austria         | \$22                  | \$26     | \$27     | 0.07    | 0.09   | 0.09   | 3.17                  |
| Switzerland     | \$23                  | \$24     | \$22     | 0.08    | 0.08   | 0.08   | - 8.03                |
| Nigeria         | \$14                  | \$19     | \$21     | 0.05    | 0.06   | 0.07   | 11.31                 |
| Greece          | \$21                  | \$11     | \$21     | 0.07    | 0.04   | 0.07   | 87.60                 |
| Japan           | \$25                  | \$20     | \$20     | 0.09    | 0.07   | 0.07   | 0.90                  |
| Philippines     | \$34                  | \$21     | \$20     | 0.12    | 0.07   | 0.07   | - 5.30                |
| Korea South     | \$17                  | \$12     | \$20     | 0.06    | 0.04   | 0.07   | 63.83                 |
| Pakistan        | \$2                   | \$4      | \$19     | 0.01    | 0.01   | 0.06   | 403.35                |
| Cote d'Ivoire   | \$28                  | \$19     | \$18     | 0.10    | 0.06   | 0.06   | - 2.89                |
| Norway          | \$22                  | \$21     | \$17     | 0.08    | 0.07   | 0.06   | - 19.32               |
| Turkey          | \$10                  | \$12     | \$15     | 0.03    | 0.04   | 0.05   | 24.25                 |
| Venezuela       | \$6                   | \$12     | \$11     | 0.02    | 0.04   | 0.04   | - 11.23               |
| Taiwan          | \$11                  | \$21     | \$11     | 0.04    | 0.07   | 0.04   | - 48.47               |

Table 2. Mexico: Calendar Year AgFF Exports to the World (Top 50 Markets) by Value (U.S. \$Million)

| Partner Country    | United States Dollars |          |          | % Share |        |        | % Change<br>2013/2012 |
|--------------------|-----------------------|----------|----------|---------|--------|--------|-----------------------|
|                    | 2011                  | 2012     | 2013     | 2011    | 2012   | 2013   |                       |
| World              | \$21,297              | \$21,834 | \$23,313 | 100.00  | 100.00 | 100.00 | 6.77                  |
| United States      | \$16,361              | \$16,531 | \$17,859 | 76.82   | 75.71  | 76.60  | 8.03                  |
| Japan              | \$678                 | \$747    | \$829    | 3.18    | 3.42   | 3.56   | 11.00                 |
| Venezuela          | \$181                 | \$375    | \$447    | 0.85    | 1.72   | 1.92   | 19.33                 |
| Canada             | \$467                 | \$359    | \$417    | 2.19    | 1.64   | 1.79   | 16.20                 |
| Guatemala          | \$291                 | \$329    | \$335    | 1.36    | 1.50   | 1.44   | 1.99                  |
| Netherlands        | \$180                 | \$205    | \$207    | 0.84    | 0.94   | 0.89   | 0.99                  |
| Australia          | \$121                 | \$143    | \$172    | 0.57    | 0.66   | 0.74   | 20.35                 |
| United Kingdom     | \$160                 | \$129    | \$160    | 0.75    | 0.59   | 0.69   | 24.70                 |
| Hong Kong          | \$130                 | \$150    | \$150    | 0.61    | 0.69   | 0.64   | 0.12                  |
| Germany            | \$127                 | \$153    | \$146    | 0.60    | 0.70   | 0.62   | - 4.60                |
| Spain              | \$163                 | \$176    | \$145    | 0.77    | 0.81   | 0.62   | - 17.81               |
| Algeria            | \$190                 | \$148    | \$131    | 0.89    | 0.68   | 0.56   | - 11.46               |
| Costa Rica         | \$116                 | \$123    | \$127    | 0.54    | 0.56   | 0.54   | 2.92                  |
| Colombia           | \$111                 | \$115    | \$120    | 0.52    | 0.53   | 0.52   | 4.11                  |
| China              | \$115                 | \$119    | \$115    | 0.54    | 0.54   | 0.49   | - 3.29                |
| El Salvador        | \$112                 | \$114    | \$106    | 0.53    | 0.52   | 0.46   | - 6.33                |
| Chile              | \$85                  | \$101    | \$102    | 0.40    | 0.46   | 0.44   | 0.62                  |
| Italy              | \$165                 | \$115    | \$97     | 0.78    | 0.53   | 0.42   | - 15.65               |
| Honduras           | \$89                  | \$97     | \$97     | 0.42    | 0.44   | 0.42   | 0.15                  |
| Dominican Republic | \$64                  | \$75     | \$93     | 0.30    | 0.34   | 0.40   | 24.78                 |
| Belgium            | \$78                  | \$116    | \$87     | 0.37    | 0.53   | 0.37   | - 24.98               |
| Peru               | \$58                  | \$72     | \$82     | 0.27    | 0.33   | 0.35   | 13.66                 |
| Turkey             | \$25                  | \$104    | \$82     | 0.12    | 0.48   | 0.35   | - 21.34               |
| Panama             | \$74                  | \$74     | \$79     | 0.35    | 0.34   | 0.34   | 7.86                  |
| Puerto Rico (U.S.) | \$96                  | \$65     | \$78     | 0.45    | 0.30   | 0.34   | 21.39                 |
| Cuba               | \$45                  | \$62     | \$73     | 0.21    | 0.28   | 0.31   | 17.60                 |
| Brazil             | \$53                  | \$56     | \$68     | 0.25    | 0.26   | 0.29   | 21.60                 |
| France             | \$58                  | \$79     | \$62     | 0.27    | 0.36   | 0.27   | - 21.37               |
| Vietnam            | \$20                  | \$32     | \$59     | 0.09    | 0.15   | 0.25   | 86.75                 |
| Nicaragua          | \$49                  | \$49     | \$51     | 0.23    | 0.23   | 0.22   | 4.62                  |
| Argentina          | \$55                  | \$45     | \$46     | 0.26    | 0.21   | 0.20   | 1.32                  |
| Ecuador            | \$52                  | \$45     | \$45     | 0.24    | 0.21   | 0.19   | 0.04                  |
| Korea South        | \$84                  | \$63     | \$44     | 0.39    | 0.29   | 0.19   | - 30.44               |
| Switzerland        | \$25                  | \$22     | \$40     | 0.12    | 0.10   | 0.17   | 86.66                 |
| Belize             | \$24                  | \$27     | \$35     | 0.11    | 0.13   | 0.15   | 29.28                 |
| Libya              | \$0                   | \$9      | \$29     | 0.00    | 0.04   | 0.12   | 222.98                |
| Haiti              | \$23                  | \$22     | \$27     | 0.11    | 0.10   | 0.11   | 21.48                 |
| Russia             | \$140                 | \$156    | \$24     | 0.66    | 0.71   | 0.10   | - 84.45               |
| Angola             | \$31                  | \$14     | \$20     | 0.15    | 0.07   | 0.08   | 35.34                 |
| New Zealand        | \$18                  | \$19     | \$19     | 0.08    | 0.09   | 0.08   | 2.57                  |
| Czech Republic     | \$18                  | \$19     | \$19     | 0.08    | 0.09   | 0.08   | 1.66                  |
| Trinidad & Tobago  | \$11                  | \$14     | \$18     | 0.05    | 0.07   | 0.08   | 23.20                 |
| Burkina Faso       | \$0                   | \$0      | \$16     | 0.00    | 0.00   | 0.07   | 0.00                  |
| Philippines        | \$5                   | \$15     | \$15     | 0.03    | 0.07   | 0.06   | - 4.99                |
| Uruguay            | \$18                  | \$12     | \$15     | 0.08    | 0.06   | 0.06   | 20.57                 |
| Cote d'Ivoire      | \$0                   | \$0      | \$14     | 0.00    | 0.00   | 0.06   | 5872.38               |
| Thailand           | \$19                  | \$22     | \$14     | 0.09    | 0.10   | 0.06   | - 38.18               |
| Israel             | \$26                  | \$10     | \$14     | 0.12    | 0.04   | 0.06   | 40.17                 |
| Morocco            | \$1                   | \$2      | \$13     | 0.01    | 0.01   | 0.05   | 644.75                |
| Denmark            | \$8                   | \$16     | \$12     | 0.04    | 0.07   | 0.05   | - 20.33               |

Table 3. Mexico: Calendar Year AgFF Imports from the World (Top 50 Harmonized Tariff System Items at 6 Digits) by Value (U.S. \$Million)

| Commodity | Description                                         | United States Dollars |          |          | % Share |      |      | % Change<br>2013/2012 |
|-----------|-----------------------------------------------------|-----------------------|----------|----------|---------|------|------|-----------------------|
|           |                                                     | 2011                  | 2012     | 2013     | 2011    | 2012 | 2013 |                       |
| HTS       | AgFF                                                | \$28,894              | \$29,750 | \$29,343 | 100     | 100  | 100  | -1.37                 |
| 120190    | Soybeans, Nesoi                                     | \$0                   | \$973    | \$2,067  | 0       | 3.27 | 7.04 | 112.38                |
| 100590    | Corn (Maize), Other Than Seed Corn                  | \$2,957               | \$2,967  | \$2,013  | 10.2    | 9.97 | 6.86 | -32.17                |
| 100199    | Wheat And Meslin, Nesoi                             | \$0                   | \$742    | \$1,354  | 0       | 2.49 | 4.61 | 82.53                 |
| 120510    | Low Erucic Acid Rape/Colza Seeds W/Not Broken       | \$973                 | \$934    | \$880    | 3.37    | 3.14 | 3    | -5.85                 |
| 020130    | Meat Of Bovine Animals, Boneless, Fresh Or Chilled  | \$886                 | \$784    | \$843    | 3.06    | 2.64 | 2.87 | 7.54                  |
| 020312    | Meat, Swine, Hams, Shldrs, Bone In, Frsh Or Chld    | \$624                 | \$686    | \$823    | 2.16    | 2.31 | 2.81 | 20.06                 |
| 040210    | Milk & Crm,Cntd,Swtd,Powdr,Gran/Solids,Nov 1.5% Fat | \$680                 | \$732    | \$769    | 2.35    | 2.46 | 2.62 | 5.11                  |
| 330210    | Mixtures Odoriferous Substance Use Food/ Drink Ind  | \$584                 | \$652    | \$702    | 2.02    | 2.19 | 2.39 | 7.68                  |
| 230400    | Soybean Oilcake & Oth Solid Residue, Wh/Not Ground  | \$448                 | \$602    | \$649    | 1.55    | 2.02 | 2.21 | 7.91                  |
| 020713    | Chicken Cuts & Edible Offal (Incl Liver) Frsh/Chld  | \$331                 | \$460    | \$564    | 1.15    | 1.55 | 1.92 | 22.54                 |
| 210690    | Food Preparations Nesoi                             | \$506                 | \$533    | \$557    | 1.75    | 1.79 | 1.9  | 4.55                  |
| 170260    | Fructose, Nesoi & Syrup, Ov 50% Fructose In Dry Fm  | \$540                 | \$614    | \$485    | 1.87    | 2.07 | 1.65 | -21.11                |
| 520100    | Cotton, Not Carded Or Combed                        | \$835                 | \$450    | \$456    | 2.89    | 1.51 | 1.55 | 1.3                   |
| 230330    | Brewing Or Distilling Dregs And Waste, W/Nt Pellet  | \$465                 | \$428    | \$391    | 1.61    | 1.44 | 1.33 | -8.63                 |
| 151110    | Palm Oil, Crude, Not Chemically Modified            | \$398                 | \$423    | \$366    | 1.38    | 1.42 | 1.25 | -13.47                |
| 080810    | Apples, Fresh                                       | \$213                 | \$291    | \$344    | 0.74    | 0.98 | 1.17 | 18.11                 |
| 440710    | Coniferous Wood Sawn, Sliced Etc, Over 6 Mm Thick   | \$275                 | \$314    | \$330    | 0.95    | 1.06 | 1.12 | 4.91                  |
| 100790    | Grain Sorghum, Nesoi                                | \$0                   | \$403    | \$330    | 0       | 1.35 | 1.12 | -18.25                |
| 150210    | Tallow Of Bovine Animals, Sheep Or Goats, Nesoi     | \$0                   | \$192    | \$318    | 0       | 0.65 | 1.09 | 65.5                  |
| 180690    | Cocoa Preparations, Not In Bulk Form, Nesoi         | \$322                 | \$332    | \$310    | 1.12    | 1.12 | 1.06 | -6.86                 |
| 100610    | Rice In The Husk (Paddy Or Rough)                   | \$281                 | \$273    | \$309    | 0.97    | 0.92 | 1.05 | 13.26                 |
| 040690    | Cheese, Nesoi, Including Cheddar And Colby          | \$247                 | \$272    | \$303    | 0.85    | 0.91 | 1.03 | 11.73                 |
| 020714    | Chicken Cuts And Edible Offal (Incl Livers), Frozen | \$238                 | \$250    | \$260    | 0.82    | 0.84 | 0.88 | 3.74                  |
| 020726    | Turkey Cuts & Edible Offal (Incl Liver) Frsh/Chld   | \$256                 | \$229    | \$234    | 0.88    | 0.77 | 0.8  | 2.2                   |
| 120991    | Vegetable Seeds For Sowing                          | \$215                 | \$221    | \$231    | 0.74    | 0.74 | 0.79 | 4.45                  |
| 230990    | Animal Feed Prep Except Dog Or Cat Food, Retail Pk  | \$207                 | \$199    | \$213    | 0.72    | 0.67 | 0.73 | 6.95                  |
| 210410    | Soups And Broths And Preparations Therefor          | \$164                 | \$199    | \$209    | 0.57    | 0.67 | 0.71 | 5.19                  |
| 020329    | Meat Of Swine, Nesoi, Frozen                        | \$151                 | \$168    | \$205    | 0.52    | 0.56 | 0.7  | 22.08                 |
| 050400    | Animal (Not Fish) Guts, Bladders, Stomachs & Parts  | \$148                 | \$170    | \$198    | 0.51    | 0.57 | 0.67 | 16.68                 |
| 940600    | Prefabricated Buildings                             | \$199                 | \$223    | \$182    | 0.69    | 0.75 | 0.62 | -18.1                 |
| 110710    | Malt, Not Roasted                                   | \$135                 | \$184    | \$178    | 0.47    | 0.62 | 0.61 | -3.22                 |
| 210390    | Sauces Etc. Mixed Condiments And Seasonings Nesoi   | \$131                 | \$145    | \$170    | 0.45    | 0.49 | 0.58 | 17.29                 |
| 220421    | Wine, Fr Grape Nesoi & Gr Must W Alc, Nov 2 Liters  | \$152                 | \$156    | \$168    | 0.53    | 0.53 | 0.57 | 7.63                  |
| 190590    | Bread, Pastry, Cakes, Etc Nesoi & Puddings          | \$132                 | \$160    | \$163    | 0.46    | 0.54 | 0.56 | 2.01                  |
| 400122    | Technically Specified Natural Rubber (Tsnr)         | \$260                 | \$229    | \$162    | 0.9     | 0.77 | 0.55 | -29.33                |
| 020629    | Offal Of Bovine Animals, Edible, Nesoi, Frozen      | \$141                 | \$133    | \$156    | 0.49    | 0.45 | 0.53 | 17.3                  |
| 220300    | Beer Made From Malt                                 | \$120                 | \$130    | \$155    | 0.41    | 0.44 | 0.53 | 19.18                 |
| 040590    | Fats And Oils Derived From Milk, N.E.S.O.I.         | \$144                 | \$108    | \$148    | 0.5     | 0.36 | 0.5  | 37.37                 |
| 220290    | Nonalcoholic Beverages, Nesoi                       | \$131                 | \$138    | \$144    | 0.45    | 0.46 | 0.49 | 4.87                  |
| 441114    | Medium Density Fiberboard, Of A Thickness Gt 9 Mm   | \$95                  | \$104    | \$142    | 0.33    | 0.35 | 0.48 | 35.98                 |
| 200410    | Potatoes, Prepared Etc., No Vinegar Etc., Frozen    | \$127                 | \$139    | \$141    | 0.44    | 0.47 | 0.48 | 2.1                   |
| 071333    | Kidney Beans & White Pea Beans, Dri Shel, Inc Seed  | \$101                 | \$281    | \$140    | 0.35    | 0.95 | 0.48 | -50.44                |
| 120242    | Peanuts, Shelled, Nesoi                             | \$0                   | \$79     | \$139    | 0       | 0.27 | 0.47 | 76.07                 |
| 150790    | Soybean Oil, Refined, And Fractions, Not Modified   | \$52                  | \$89     | \$139    | 0.18    | 0.3  | 0.47 | 55.6                  |
| 030461    | Tilapia Fillets, Frozen                             | \$0                   | \$45     | \$137    | 0       | 0.15 | 0.47 | 204.43                |
| 441239    | Plywood, Exc Bamboo, Lt=6 Mm Thk, Coniferous Nesoi  | \$144                 | \$150    | \$134    | 0.5     | 0.5  | 0.46 | -10.42                |
| 080610    | Grapes, Fresh                                       | \$108                 | \$126    | \$134    | 0.38    | 0.42 | 0.46 | 6.46                  |
| 020319    | Meat Of Swine, Nesoi, Fresh Or Chilled              | \$103                 | \$121    | \$133    | 0.36    | 0.41 | 0.45 | 9.75                  |
| 170199    | Cane/Beet Sug Chem Pure Sucrose Refind Nesoi        | \$282                 | \$270    | \$133    | 0.97    | 0.91 | 0.45 | -50.82                |
| 020630    | Offal Of Swine Edible Fresh Or Chilled              | \$88                  | \$115    | \$126    | 0.3     | 0.39 | 0.43 | 9.81                  |



Table 4. Mexico: Mexican Calendar Year AgFF Exports to the World (Top 50 Harmonized Tariff System Items at 6 Digits) by Value (U.S. \$Million)

| Commodity | Description                                         | United States Dollars |          |          | % Share |      |      | % Change<br>2013/2012 |
|-----------|-----------------------------------------------------|-----------------------|----------|----------|---------|------|------|-----------------------|
|           |                                                     | 2011                  | 2012     | 2013     | 2011    | 2012 | 2013 |                       |
| HTS       | AgFF                                                | \$21,297              | \$21,834 | \$23,313 | 100     | 100  | 100  | 6.77                  |
| 220300    | Beer Made From Malt                                 | \$2,022               | \$2,122  | \$2,211  | 9.5     | 9.72 | 9.48 | 4.21                  |
| 070200    | Tomatoes, Fresh Or Chilled                          | \$2,038               | \$1,688  | \$1,835  | 9.57    | 7.73 | 7.87 | 8.75                  |
| 080440    | Avocados, Fresh Or Dried                            | \$856                 | \$893    | \$1,075  | 4.02    | 4.09 | 4.61 | 20.36                 |
| 070960    | Capsicum Or Pimenta, Fresh/Chilled                  | \$646                 | \$789    | \$868    | 3.04    | 3.61 | 3.72 | 9.94                  |
| 170199    | Cane/Beet Sugar Refind Nesoi                        | \$979                 | \$681    | \$784    | 4.6     | 3.12 | 3.36 | 15.11                 |
| 170114    | Cane Sugar, Raw, No Add Flav/Color, Nesoi           | \$0                   | \$51     | \$514    | 0       | 0.23 | 2.2  | 910                   |
| 170490    | Sugar Confection (Incl Wh Choc)/No Cocoa, Nesoi     | \$455                 | \$456    | \$495    | 2.14    | 2.09 | 2.12 | 8.46                  |
| 070700    | Cucumbers And Gherkins, Fresh Or Chilled            | \$255                 | \$383    | \$421    | 1.2     | 1.75 | 1.81 | 10                    |
| 090111    | Coffee, Not Roasted, Not Decaffeinated              | \$558                 | \$661    | \$401    | 2.62    | 3.03 | 1.72 | -39.31                |
| 020329    | Meat Of Swine, Nesoi, Frozen                        | \$265                 | \$321    | \$394    | 1.24    | 1.47 | 1.69 | 22.52                 |
| 190590    | Bread, Pastry, Cakes, Etc Nesoi & Puddings          | \$315                 | \$377    | \$386    | 1.48    | 1.73 | 1.66 | 2.46                  |
| 070993    | Pumpkins, Squash And Gourds, Fresh Or Chilled       | \$0                   | \$127    | \$363    | 0       | 0.58 | 1.56 | 185.04                |
| 070310    | Onions And Shallots, Fresh Or Chilled               | \$306                 | \$326    | \$358    | 1.44    | 1.49 | 1.54 | 9.82                  |
| 190110    | Food Preparations For Infants, Retail Sale Nesoi    | \$264                 | \$284    | \$354    | 1.24    | 1.3  | 1.52 | 24.37                 |
| 020130    | Meat Of Bovine Animals, Boneless, Fresh Or Chilled  | \$195                 | \$331    | \$347    | 0.92    | 1.52 | 1.49 | 4.67                  |
| 190531    | Cookies (Sweet Biscuits)                            | \$314                 | \$334    | \$344    | 1.47    | 1.53 | 1.48 | 2.98                  |
| 210690    | Food Preparations Nesoi                             | \$324                 | \$310    | \$335    | 1.52    | 1.42 | 1.44 | 8.04                  |
| 180690    | Cocoa Preparations, Not In Bulk Form, Nesoi         | \$278                 | \$302    | \$318    | 1.31    | 1.38 | 1.36 | 5.31                  |
| 080711    | Watermelons, Fresh                                  | \$242                 | \$284    | \$316    | 1.13    | 1.3  | 1.36 | 11.55                 |
| 080450    | Guavas, Mangoes And Mangosteens, Fresh Or Dried     | \$206                 | \$255    | \$302    | 0.97    | 1.17 | 1.29 | 18.26                 |
| 071080    | Vegetables, Nesoi Raw/Cooked By Boiling, Frozen     | \$323                 | \$295    | \$301    | 1.52    | 1.35 | 1.29 | 2.08                  |
| 070920    | Asparagus, Fresh Or Chilled                         | \$234                 | \$229    | \$294    | 1.1     | 1.05 | 1.26 | 28.67                 |
| 010290    | Bovine Animals, Live, Nesoi                         | \$827                 | \$652    | \$285    | 3.88    | 2.98 | 1.22 | -56.32                |
| 080550    | Lemons And Limes, Fresh Or Dried                    | \$295                 | \$274    | \$275    | 1.38    | 1.26 | 1.18 | 0.27                  |
| 200911    | Orange Juice, Frozen, Sweetened Or Not              | \$279                 | \$180    | \$274    | 1.31    | 0.83 | 1.17 | 51.77                 |
| 030617    | Shrimps And Prawns, Frozen, Nesoi                   | \$0                   | \$138    | \$247    | 0       | 0.63 | 1.06 | 79.81                 |
| 100119    | Durum Wheat, Nesoi                                  | \$0                   | \$141    | \$247    | 0       | 0.65 | 1.06 | 74.83                 |
| 210390    | Sauces Etc. Mixed Condiments And Seasonings Nesoi   | \$199                 | \$214    | \$239    | 0.94    | 0.98 | 1.03 | 11.88                 |
| 220210    | Waters, Incl Mineral & Aerated, Sweetnd Or Flavord  | \$220                 | \$210    | \$237    | 1.03    | 0.96 | 1.02 | 12.95                 |
| 190410    | Prep Food, Swelling/Roasting Cereal/Cereal Product  | \$256                 | \$226    | \$217    | 1.2     | 1.04 | 0.93 | -4.13                 |
| 081010    | Strawberries, Fresh                                 | \$155                 | \$211    | \$210    | 0.73    | 0.97 | 0.9  | -0.48                 |
| 010229    | Cattle, Live, Other Than Purebred Breeding          | \$0                   | \$41     | \$209    | 0       | 0.19 | 0.9  | 404.2                 |
| 100590    | Corn (Maize), Other Than Seed Corn                  | \$13                  | \$180    | \$203    | 0.06    | 0.82 | 0.87 | 13.03                 |
| 210111    | Coffee Extracts, Essences Etc. & Prep Therefrom     | \$150                 | \$172    | \$203    | 0.7     | 0.79 | 0.87 | 17.55                 |
| 020120    | Meat, Bovine Cuts With Bone In, Fresh Or Chilled    | \$125                 | \$160    | \$176    | 0.59    | 0.73 | 0.76 | 10.37                 |
| 081020    | Raspberries/Bickberries/Mulberries/Loganberrrs Frsh | \$132                 | \$150    | \$162    | 0.62    | 0.69 | 0.7  | 8.2                   |
| 080390    | Bananas, Fresh Or Dried, Nesoi                      | \$0                   | \$65     | \$156    | 0       | 0.3  | 0.67 | 140.15                |
| 070999    | Vegetables, Fresh Or Chilled, Nesoi                 | \$0                   | \$63     | \$156    | 0       | 0.29 | 0.67 | 147.52                |
| 200190    | Vegt/Fruit/Nuts Etc Nesoi Prep/Pres By Vinegar Etc  | \$155                 | \$149    | \$151    | 0.73    | 0.68 | 0.65 | 1.26                  |
| 080610    | Grapes, Fresh                                       | \$140                 | \$160    | \$150    | 0.66    | 0.73 | 0.64 | -6.15                 |
| 070410    | Cauliflower And Headed Broccoli, Fresh Or Chilled   | \$133                 | \$104    | \$145    | 0.63    | 0.48 | 0.62 | 40.07                 |
| 080232    | Walnuts, Fresh Or Dried, Shelled                    | \$141                 | \$161    | \$137    | 0.66    | 0.74 | 0.59 | -14.38                |
| 071320    | Chickpeas (Garbanzos), Dried Shelled, Include Seed  | \$70                  | \$267    | \$131    | 0.33    | 1.22 | 0.56 | -51.02                |
| 442190    | Articles Of Wood, Nesoi                             | \$94                  | \$100    | \$123    | 0.44    | 0.46 | 0.53 | 23.49                 |
| 180632    | Chocolate & Othr Cocoa Preps, Not Bulk, Not Filled  | \$127                 | \$117    | \$113    | 0.6     | 0.54 | 0.48 | -3.91                 |
| 200899    | Fruit & Edible Plant Parts Nesoi, Prep Etc. Nesoi   | \$99                  | \$96     | \$113    | 0.47    | 0.44 | 0.48 | 16.97                 |
| 040900    | Honey, Natural                                      | \$90                  | \$101    | \$112    | 0.42    | 0.46 | 0.48 | 10.7                  |
| 020230    | Meat Of Bovine Animals, Boneless, Frozen            | \$202                 | \$247    | \$109    | 0.95    | 1.13 | 0.47 | -55.93                |
| 081110    | Strawberries, Uncooked/Cooked By Water, Frozen      | \$105                 | \$124    | \$101    | 0.49    | 0.57 | 0.43 | -18.21                |
| 080719    | Melons(Except Watermelons) And Papayas, Fresh       | \$104                 | \$90     | \$99     | 0.49    | 0.41 | 0.42 | 9.86                  |

**Author Defined:**

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| <a href="#">MX3021</a> | What is Mexico Buying and Selling – A Look at 2012 Trade            | 3/8/2013       |

**Useful Mexican Web Sites:** Mexico's equivalent to the U.S. Department of Agriculture (SAGARPA) can be found at [www.sagarpa.gob.mx](http://www.sagarpa.gob.mx), equivalent to the U.S. Department of Commerce (SE) can be found at [www.economia.gob.mx](http://www.economia.gob.mx) and equivalent to the U.S. Food and Drug Administration (SALUD) can be found at [www.salud.gob.mx](http://www.salud.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.