

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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Mexico

Post: Mexico

Broad and Deep Agricultural Trade Relationship

Report Categories:

Agricultural Situation

Agriculture in the Economy

Agriculture in the News

Export Accomplishments - Other

Promotion Opportunities

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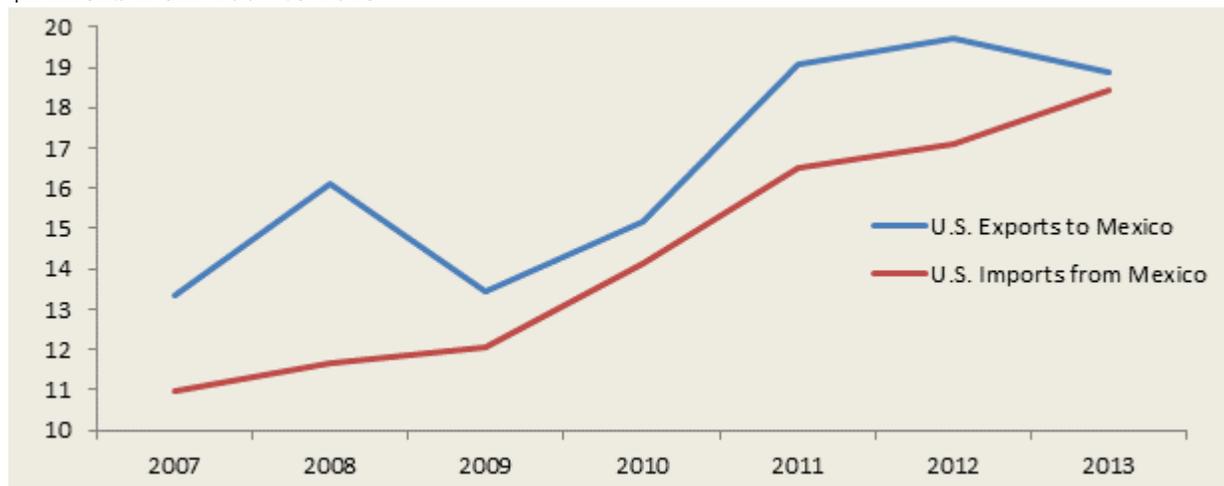
Report Highlights:

At \$37.3 billion in bilateral trade, the United States and Mexico food and agricultural relationship remains broad and deep offering opportunities to further integrate our rural economies while supplying desired products to consumers in both countries year-round. This report shows how our agricultural production and markets systems are complementary. Twenty years after NAFTA, bilateral trade values are near parity.

General Information:

All information compiled in the following report is based on calendar year (CY) 2013 value data as recorded by the U.S. Bureau of the Census Trade Data and is available, publicly, from the USDA Foreign Agricultural Service (FAS) [Global Agricultural Trade System \(GATS\)](#) Bulk, Intermediate, and Consumer Oriented (BICO) Reports. The information in this report only considers trade values and not volumes. In 2013, Mexico was one of the top 3 destinations for 33 of the 48 BICO commodity groupings demonstrating its importance to the continuum of American agriculture.

Chart 1. U.S. Agricultural and Related Product Exports to and Imports from Mexico in U.S. \$Billions from 2007 to 2013



U.S. and Mexican Bilateral BICO Agricultural and Related Products Trade Breaks New Record

- The U.S. \$37.3 billion in bilateral trade in CY2013 amounts to more than \$102 million in agricultural and related products crossing the border each day of the year.
- The value of U.S. exports to Mexico retracted slightly from 2012's value of \$19.7 billion to amount to \$18.9 billion. Nevertheless, Mexico remained the third largest destination, behind China and Canada, for U.S. agricultural and related product exports. Mexico was responsible for nearly 12 percent of all U.S. agricultural and related product exports in 2013.
- The value of Mexico's exports to the United States climbed 7.9 percent from \$17.1 billion in 2012 to \$18.4 billion in 2013. Mexico was the second greatest supplier to the United States, behind Canada. Imports from Mexico represented 13 percent of all U.S. agricultural and related product imports in 2013.

U.S. Agricultural and Related Product Exports to Mexico

- New U.S. to Mexico export value records were achieved in: rice (\$405 million), soybean meal (\$673 million), animal feeds and fodders (\$193 million), pork and pork products (\$1.222 billion), poultry meat and products (\$1.165 billion), meat products (\$83 million), dairy and products (\$1.429 billion), fresh fruit (\$626 million), processed fruit (\$112 million), processed

vegetables (\$255 million), chocolate and cocoa products (\$296 million), snack foods (\$265 million), condiments and sauces (\$166 million), wine and beer (\$148 million), non-alcoholic beverages (\$162 million), other consumer products (\$65 million), and forest products (\$618 million).

- Mexican per capita purchases of U.S. agricultural and related products amounted to U.S. \$159.04. This is more than what Japan (\$148.50), Taiwan (\$138.85) South Korea (\$117.81), Germany (\$34.31), the Philippines (\$25.39), China (\$21.76), and Indonesia (\$11.53) spent on imported food and agricultural products from the United States.

Mexico: It offers something for everyone along the food and agricultural continuum. Or, rather, Mexico is vital to U.S. Farmers, Ranchers, Food and Beverage Manufacturers and Processors, Foresters and Fishermen, and Bio-Energy Producers

- Mexico remained the number 2 bulk (behind China) food and agricultural product market, number 2 intermediate (behind China) market, number 2 consumer oriented product (behind Canada), and number 4 fisheries/forestry/bioenergy/distilled spirits market (behind Canada, China, and Japan) in 2013.
- In 2013, by distribution, 30 percent of U.S. agricultural and related product exports to Mexico were bulk, 22 percent were intermediate, 44 percent consumer oriented, and 4 percent were fishery/forestry/bio-energy/distilled spirits.
- Mexico was the number 1 market for U.S. corn (exceeding Japan by \$8.5 million).
- Mexico was the number 1 market for coarse grains (exceeding China by \$170 million).
- Mexico was the number 1 market for rice (exceeding Japan by \$208 million).
- Mexico was the number 2 market for soybeans (far behind China, but \$540 million ahead of Japan).
- Mexico was the number 2 market for oilseeds (excluding soybeans) and \$28.4 million ahead of Spain and \$47 million ahead of South Korea.
- Mexico was the number 3 market for U.S. cotton (far behind China and Turkey, but ahead of Vietnam, Indonesia, and Thailand).
- Mexico was the number 1 market for U.S. pulses (exceeding India by \$8 million).
- Mexico was the number 1 market for U.S. soybean meal (exceeding the Philippines by \$67 million).
- Mexico was the number 1 market for U.S. soybean oil (exceeding China by \$75 million).
- Mexico was the number 2 market for vegetable oils (excluding soy oil) and \$78 million ahead of the Netherlands and \$110 million ahead of Saudi Arabia.
- Mexico was the number 1 market for animal fats (exceeding Turkey by \$312 million).
- Mexico was the number 2 destination for live animals (just \$5.2 million behind Russia but \$34 million ahead of Canada).
- Mexico was the number 2 market for distillers' grains (far behind China but \$243 million ahead of Canada).
- Mexico was the number 2 market for planting seeds (far behind Canada but \$150 million ahead of China).
- Mexico was the number 1 market for sugars and sweeteners (exceeding Canada by \$360 million).
- Mexico was the number 3 market for beef and beef products (trailing Japan and Canada but \$102

million ahead of Hong Kong, \$316 million ahead of South Korea and \$671 million ahead of Taiwan).

- Mexico was the number 2 market for pork and pork products (trailing Japan but \$378 million ahead of Canada and \$519 million ahead of China).
- Mexico was the number 1 market for U.S. poultry and products (exceeding Canada by \$550 million). It was the second straight year that U.S. poultry exports to any one country exceeded U.S. \$1 billion. In 2012, U.S. poultry exports to Mexico also exceeded \$1 billion.
- Mexico was the number 1 market for eggs and egg products (exceeding Canada by \$93 million).
- Mexico was the number 1 market for U.S. dairy products at 1.4 billion. This is the third straight year that dairy exports to any single country exceeded 1 billion. Exports to Mexico more than double exports to China and exceeded those to China by \$723 million).
- Mexico was the number 2 market for fresh fruit (trailing Canada but exceeding Japan by \$243 million).
- Mexico was the number 2 market for fresh vegetables (trailing Canada, again, but exceeding Japan by \$14 million).
- Mexico was the number 3 market for processed vegetables (trailing Canada and Japan but exceeding China by \$113 million and South Korea by \$121 million).
- Mexico was the number 2 market for chocolate and cocoa products (trailing Canada but exceeding South Korea by \$212 million and Japan by \$240 million).
- Mexico was the number 2 market for snack foods (far behind Canada but exceeding Japan by \$163 million).
- Mexico was the number 3 market for breakfast cereals (trailing Canada and the Dominican Republic but exceeding China by \$28 million).
- Mexico was the number 2 market for condiments and sauces (trailing Canada but \$121 million ahead of Saudi Arabia and Japan).
- Mexico was the number 3 destination for U.S. wine and beer (trailing Canada and the United Kingdom but far ahead of Germany, Japan, China and Hong Kong).
- Mexico was the number 2 market for non-alcoholic beverages (trailing Canada but \$31 million ahead of Japan).

U.S. Agricultural and Related Product Imports from Mexico Nearly Equal Exports as Consumer Oriented Horticultural Product Imports From Boom

- U.S. agricultural and related product imports achieved another record year in 2013 at \$18.4 billion. By distribution, 5 percent of imports were bulk, 10 percent were intermediate, 81 percent were consumer oriented, 1 percent was forestry, and 3 percent was fisheries or seafood products.
- Record imports were achieved in rubber and allied products (\$5.1 billion), cane and beet sugar (\$417 million), other bulk commodities (\$113 million), other vegetable oils (\$114.6 million), essential oils (\$61.3 million), other intermediate products (\$198.6 million), snack foods (\$1.542 billion), fresh/chilled/frozen red meats (\$582.5 million), other dairy products (\$94.9 million), bananas and plantains (\$121.2 million), other fresh fruit (\$3.110 billion), fresh vegetables (\$4.585 billion), processed fruits and vegetables (\$1.203 billion), fruit and vegetable juices (\$242.6 million), nursery products (\$47.3 million), roasted and instant coffee (\$164.9 million), spices (\$81.2 million), other consumer oriented products (\$1.020 billion), tuna (\$26.6 million),

and other edible fish and seafood (\$220.2 million).

Notes on U.S. Imports from Mexico: Other bulk commodities include items like shelled and in-shell peanuts, beans, and chickpeas. Other vegetable oils include items like safflower, sesame, and corn oils. Other intermediate products include items like corn flour, pectin, wheat flour and vegetable saps for medicinal use. Other dairy products include items like canned sweetened condensed milk and cajeta. Other fresh fruits include items like avocados, grapes, strawberries and berries, limes and papayas. Fresh vegetables include items like tomatoes, squash, asparagus, chili pepper, and onions. Other consumer oriented products include items like carbonated soft-drinks, candy or items prepared with sugar, sauces and condiments, honey and tea.

Author Defined:

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

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