

# Mexico Transport Cost Indicator Report



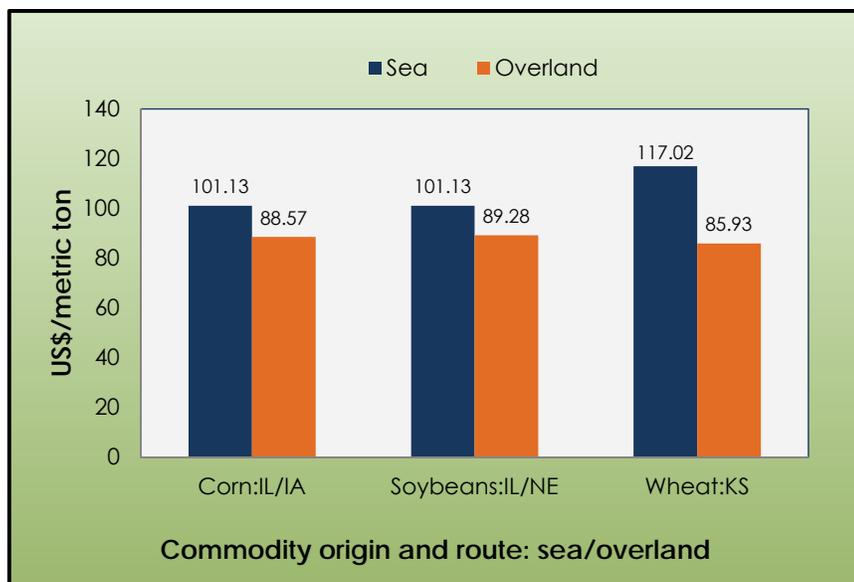
Agricultural  
Marketing  
Service

a quarterly publication of the  
Transportation and Marketing Programs/Transportation Services Division  
[www.ams.usda.gov/AgTransportation](http://www.ams.usda.gov/AgTransportation)

## Grain and Soybeans

**Mexico Increases U.S. Grain Imports, Raising Transportation Costs.** During the 3rd quarter of 2011, Mexico imported more grain and soybeans than the same time last year, increasing transportation cost. The cost of shipping grain and soybeans from selected U.S. routes to Guadalajara, Mexico, was pushed up by higher rail rates. Lower corn and wheat production caused by a prolonged and severe drought across the northern states of Mexico coupled with a February freeze raised grain and feed imports ([FAS Mexico GAIN Report](#)). Higher international grain prices forced Mexican livestock producers to reduce herd sizes and shift to other less expensive domestic feed-grains such as sorghum ([FAS Mexico GAIN Report](#)). Mexican imports of U.S. grains and feeds (including corn and wheat) in July and August were 20 percent above last year's quantities; soybean imports were up 26 percent ([USDA GATS](#)). The average cost of shipping corn, soybeans, and wheat from the Midwest to Guadalajara increased 9 percent this quarter over the 3rd quarter of 2010. The largest quarter-over-quarter percentage increase—12 percent—was for soybeans shipped overland. Despite higher rail rates it was still cheaper to ship grain and soybeans overland than by water.

Figure 1. Average cost of shipping U.S. corn, wheat, and soybeans to Guadalajara, Mexico, by route, July-September 2011



Source: Agricultural Marketing Service (AMS), United States Department of Agriculture (USDA)

- **Ocean Freight Rates.** Ocean rates kept decreasing from last year and the 3-year average because bulk vessel supply is still outpacing its demand, keeping ocean freight rates at moderate levels. The bulk ocean freight rate for shipping a metric ton of grain from the United States to Mexico in a 25,000-ton vessel capacity was \$21.96—10 percent less than last year and 13 percent below the 3-year average. The cost of shipping in a 35–40,000-ton vessel was \$19.89 per metric ton—8 percent less than last year and 12 percent below the 3-year average. Rates may continue falling or remain at a relatively low level because of new vessels being added to

November 30, 2011

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the fleet and low bulk demand. O'Neil Commodity Consulting reported that, by the end of 2011, a total of 441 Capesize vessels are scheduled to be delivered ([GTR, 11/10/11](#)). As of today, 191 Capesize and 217 Panamax vessels have been delivered. According to Drewry Shipping Insight, the global dry bulk orderbook<sup>1</sup> until 2015 is 236.06 million deadweight (mdwt), almost 41 percent of the current fleet. The orderbook for Post-Panamax vessels stands at 48.28 mdwt, representing 106 percent of the current fleet ([GTR, 11/10/11](#)).

- **Rail.** Higher Mexican bulk grain imports from the United States increased border crossing rail traffic. Rail deliveries across the Mexican border increased 25 percent in the 3rd quarter from the same time in 2010. Rail tariff rates to Mexico have increased 3 times faster than the rate of inflation since the 3rd quarter of 2010. The Bureau of Labor Statistics reports the rate of inflation at 4 percent based on the Consumer Price Index (all urban, national average) between the 3rd quarter of 2011 and 2010 ([BLS](#)). During the same period, quarterly tariff rail rates with fuel surcharges for U.S. bulk grain shipments to Mexico increased 12 percent. Also, tariff rail rates to Mexico increased to an average of \$6,363 per railcar, a quarter-to-quarter increase of 2.9 percent and a 13.6 percent increase from the same time last year. The average fuel surcharge was \$676 per railcar, an increase of 6.2 percent from the 2nd quarter, but only a 1 percent increase compared with 3rd quarter 2010.
- **Hurricane Jova.** A category two hurricane struck Mexico on October 12 near the country's main port of Manzanillo, disrupting imports and exports for several weeks. An important railway bridge operated by Ferromex outside the port was seriously damaged and out of service until the beginning of November. This caused shipments to be rerouted by truck or into the nearby port of Lázaro Cárdenas where rail service was unaffected. The port is now 100 percent operational with rail service reestablished.

## Livestock

During 3rd quarter 2011, U.S. livestock total exports and border crossing to Mexico decreased from the same time last year. U.S. livestock exports declined 23 percent because of a significant decrease of sheep for slaughter shipments to Mexico. Sheep exports this year averaged only 18 percent of last year's quarterly totals. However, exports in almost all of the other categories posted increases ([ERS LDP Outlook](#)).

The largest gain in livestock border crossing to Mexico was in horses for slaughter, which increased 51 percent over the 3rd quarter of 2010. Since exports of sheep are decreasing and there are no live exports of beef or hogs, horses and goats remain the only categories experiencing increased exports of live animals for slaughter. In contrast, most categorical increases have been in the export of live animals for breeding. Since the closure of the final horse slaughtering facility in the United States in 2007, 60,000 live horses per year, on average, have been exported to Mexico for slaughter, compared with 14,736 in 2006 ([AMS Market News](#)). The Code of Federal Regulations under part 88.3 of Title 9 has standards by which the USDA regulates the conveyance of equines to slaughter. However if passed, S. 1176 introduced in the U.S. Senate on June 9, 2011 would prohibit the transportation of horses and other equines for slaughter and human consumption.

## Fruit and Vegetables

Mexican fruit and vegetable exports to the United States were up 6 percent from the 3rd quarter of 2010, with much of this increase coming from two new categories: miscellaneous tropical fruits and broccoli. The Mexico-U.S. broccoli trade is especially important to Mexico because the United States is the primary destination for Mexican broccoli exports. Since 2000, Mexican fresh broccoli shipments to the United States increased on average 10 percent per year in volume and 18 percent in value ([GATS](#)). During the 3rd quarter 2011, U.S. broccoli imports from Mexico increased 67 percent to \$18.5 million from the same time last year ([GATS](#)).

<sup>1</sup> Orderbook reflects newly built vessels scheduled for delivery at a specified date.



Third quarter truck rates decreased 4 percent through the Nogales, AZ, border compared with the same quarter last year. This was the first time since 2006 that truck rates did not increase between the 2nd and 3rd quarter at Nogales. Mango shippers benefited from an adequate to a surplus supply of trucks from July into September, with a slight shortage in the 2nd week of August. Last year, Mexico exported 269,000 tons of mangoes selling 90 percent to the United States and 10 percent to Canada ([SIAP/SAGARPA](#)). The top 3 mango exporting states are Sinaloa, Michoacan, and Chiapas. In contrast, truck rates at the Pharr, TX, border crossing increased 19 percent over last year. There was a surplus of trucks available each week at the Pharr crossing since the 2nd week of August, with a larger availability compared with last year.

**U.S.-Mexico Cross-Border Trucking Pilot Program.** On October 27, the 1st Mexican truck entered the United States to deliver a long-haul cargo beyond the commercial zone under the Federal Motor Carrier Safety Administration's new U.S.-Mexico Cross-Border Truck Pilot Program. The trucking company, Transportes Olympic, is the first company to be issued permanent operating authority to provide long-haul services between Mexico and the United States. On October 21, the government of Mexico dropped the remaining 50 percent of the retaliatory tariffs that it levied on 99 U.S. agricultural and industrial products in response to the termination of the earlier pilot program in 2009. For more details, see the [Agricultural Refrigerated Truck Quarterly](#).

### **Ocean Container Shipments**

**Agricultural Ocean Container Shipments to Mexico Increase.** During the 2nd quarter, U.S. containerized agricultural exports to Mexico increased 28 percent from the same quarter last year. Year-to-date, shipments are up 60 percent compared to the same period in 2010. Most products saw a marked increase over the 2nd quarter of 2010 including dextrose, dairy products, tobacco products, edible nuts, wine, and prepared grocery items. Shipments of vegetables, fruit, and prepared tomatoes were lower than last year. During the 2nd quarter 2011, Manzanillo remains the top receiving port, followed by Merida. These 2 ports accounted for more than 60 percent of U.S. containerized agricultural exports to Mexico. Merida jumped to 2nd place, accounting for 18 percent after receiving just 3 percent of U.S. containerized agricultural cargo during 2010.



**Table 1. Quarterly costs of transporting U.S. grain and soybeans to Guadalajara, Mexico**

|                            | -----2011-----  |         |         |         |        |                 |         |         |         |        |
|----------------------------|-----------------|---------|---------|---------|--------|-----------------|---------|---------|---------|--------|
|                            | Water route     |         |         |         |        | Land route      |         |         |         |        |
|                            | 1st qtr         | 2nd qtr | 3rd qtr | 4th qtr | Avg    | 1st qtr         | 2nd qtr | 3rd qtr | 4th qtr | Avg    |
|                            | US\$/metric ton |         |         |         |        | US\$/metric ton |         |         |         |        |
| <b>Corn</b>                |                 |         |         |         |        |                 |         |         |         |        |
| <b>Origin</b>              | <b>IL</b>       |         |         |         |        | <b>IA</b>       |         |         |         |        |
| Truck                      | 11.34           | 11.34   | 12.62   |         | 11.77  | 3.50            | 3.88    | 3.38    |         | 3.59   |
| Rail <sup>1</sup>          | 43.99           | 45.54   | 45.80   |         | 45.11  | 80.58           | 83.21   | 85.19   |         | 82.99  |
| Ocean <sup>2</sup>         | 18.75           | 18.86   | 19.89   |         | 19.17  |                 |         |         |         |        |
| Barge                      | 26.24           | 22.52   | 22.82   |         | 23.86  |                 |         |         |         |        |
| Total transportation cost  | 100.32          | 98.26   | 101.13  |         | 99.90  | 84.08           | 87.09   | 88.57   |         | 86.58  |
| Farm price                 | 216.92          | 261.01  | 257.47  |         | 245.13 | 209.83          | 245.66  | 257.86  |         | 237.78 |
| Landed cost                | 317.24          | 359.27  | 358.60  |         | 345.04 | 293.91          | 332.75  | 346.43  |         | 324.36 |
| Transport % of landed cost | 31.6            | 27.3    | 28.2    |         | 29.1   | 28.6            | 26.2    | 25.6    |         | 26.8   |
| <b>Soybeans</b>            |                 |         |         |         |        |                 |         |         |         |        |
| <b>Origin</b>              | <b>IL</b>       |         |         |         |        | <b>NE</b>       |         |         |         |        |
| Truck                      | 11.34           | 11.34   | 12.62   |         | 11.77  | 3.50            | 3.88    | 3.38    |         | 3.59   |
| Rail <sup>1</sup>          | 43.99           | 45.54   | 45.80   |         | 45.11  | 80.51           | 84.31   | 85.90   |         | 83.57  |
| Ocean <sup>2</sup>         | 18.75           | 18.86   | 19.89   |         | 19.17  |                 |         |         |         |        |
| Barge                      | 26.24           | 22.52   | 22.82   |         | 23.86  |                 |         |         |         |        |
| Total transportation cost  | 100.32          | 98.26   | 101.13  |         | 99.90  | 84.01           | 88.19   | 89.28   |         | 87.16  |
| Farm price                 | 461.75          | 493.59  | 488.69  |         | 481.34 | 445.82          | 477.67  | 465.42  |         | 462.97 |
| Landed cost                | 562.07          | 591.85  | 589.82  |         | 581.25 | 529.83          | 565.86  | 554.70  |         | 550.13 |
| Transport % of landed cost | 17.8            | 16.6    | 17.1    |         | 17.2   | 15.9            | 15.6    | 16.1    |         | 15.8   |
| <b>Wheat</b>               |                 |         |         |         |        |                 |         |         |         |        |
| <b>Origin</b>              | <b>KS</b>       |         |         |         |        | <b>KS</b>       |         |         |         |        |
| Truck                      | 25.71           | 33.78   | 35.74   |         | 31.74  | 3.50            | 3.88    | 3.38    |         | 3.59   |
| Rail <sup>1</sup>          | 43.99           | 45.54   | 45.80   |         | 45.11  | 78.19           | 78.32   | 82.55   |         | 79.69  |
| Ocean <sup>2</sup>         | 18.75           | 18.86   | 19.89   |         | 19.17  |                 |         |         |         |        |
| Barge                      | 18.40           | 14.57   | 15.59   |         | 16.19  |                 |         |         |         |        |
| Total transportation cost  | 106.85          | 112.75  | 117.02  |         | 112.21 | 81.69           | 82.20   | 85.93   |         | 83.27  |
| Farm price                 | 280.72          | 288.68  | 272.64  |         | 280.68 | 280.72          | 288.68  | 272.64  |         | 280.68 |
| Landed cost                | 387.57          | 401.43  | 389.66  |         | 392.89 | 362.41          | 370.88  | 358.57  |         | 363.95 |
| Transport % of landed cost | 27.6            | 28.1    | 30.0    |         | 28.6   | 22.5            | 22.2    | 24.0    |         | 22.9   |

<sup>1</sup>Rail rates include U.S. and Mexico portions of the movement. Mexico rail rates are estimated based on actual quoted market rates. BNSF and Union Pacific quoted rail tariff rates are through rates for shuttle trains.  
 Rail rates include fuel surcharges

<sup>2</sup>Source: O'Neil Commodity Consulting, Inc.



## Quarterly Bulk Grain and Soybeans

Table 2. Quarterly tariff rail rates for U.S. bulk grain shipments to Mexico (US\$/car), 2011

| Commodity | Origin state | Destination          | Tariff rate/car <sup>1</sup> |         |         |         | Fuel surcharge per car <sup>2</sup> |         |         |         |         |     |
|-----------|--------------|----------------------|------------------------------|---------|---------|---------|-------------------------------------|---------|---------|---------|---------|-----|
|           |              |                      | 1st qtr                      | 2nd qtr | 3rd qtr | 4th qtr | Avg                                 | 1st qtr | 2nd qtr | 3rd qtr | 4th qtr | Avg |
| Wheat     | MT           | Chihuahua, CI        | 6,854                        | 6,854   | 7,491   |         | 7,066                               | 649     | 557     | 595     |         | 600 |
|           | OK           | Cuautitlan, EM       | 6,191                        | 6,209   | 6,610   |         | 6,337                               | 554     | 584     | 620     |         | 586 |
|           | KS           | Guadalajara, JA      | 6,825                        | 6,843   | 7,210   |         | 6,959                               | 828     | 822     | 869     |         | 840 |
|           | TX           | Salinas Victoria, NL | 3,458                        | 3,308   | 3,656   |         | 3,474                               | 199     | 233     | 252     |         | 228 |
| Corn      | IA           | Guadalajara, JA      | 7,056                        | 7,296   | 7,445   |         | 7,266                               | 831     | 848     | 893     |         | 857 |
|           | SD           | Penjamo, GJ          | 6,619                        | 6,922   | 7,245   |         | 6,929                               | 849     | 729     | 778     |         | 785 |
|           | NE           | Queretaro, QA        | 6,240                        | 6,629   | 5,802   |         | 6,224                               | 609     | 753     | 797     |         | 720 |
|           | SD           | Salinas Victoria, NL | 4,785                        | 5,337   | 5,360   |         | 5,161                               | 645     | 554     | 592     |         | 597 |
|           | MO           | Tlalnepantla, EM     | 5,428                        | 5,797   | 5,959   |         | 5,728                               | 593     | 733     | 776     |         | 701 |
|           | SD           | Torreon, CU          | 5,681                        | 5,977   | 6,248   |         | 5,969                               | 711     | 611     | 652     |         | 658 |
| Soybeans  | MO           | Bojay (Tula), HG     | 6,256                        | 6,592   | 6,705   |         | 6,518                               | 713     | 737     | 782     |         | 744 |
|           | NE           | Guadalajara, JA      | 7,069                        | 7,413   | 7,519   |         | 7,334                               | 810     | 839     | 888     |         | 846 |
|           | IA           | El Castillo, JA      | 7,157                        | 7,643   | 7,770   |         | 7,523                               | 843     | 725     | 774     |         | 781 |
|           | KS           | Torreon, CU          | 5,717                        | 5,958   | 6,042   |         | 5,906                               | 534     | 575     | 610     |         | 573 |
| Sorghum   | OK           | Cuautitlan, EM       | 4,729                        | 5,307   | 5,350   |         | 5,129                               | 644     | 554     | 591     |         | 596 |
|           | TX           | Guadalajara, JA      | 5,781                        | 6,199   | 6,289   |         | 6,090                               | 552     | 475     | 507     |         | 511 |
|           | NE           | Penjamo, GJ          | 6,407                        | 6,795   | 6,905   |         | 6,702                               | 736     | 774     | 822     |         | 777 |
|           | KS           | Queretaro, QA        | 5,641                        | 5,990   | 6,038   |         | 5,890                               | 445     | 518     | 550     |         | 504 |
|           | NE           | Salinas Victoria, NL | 4,500                        | 4,787   | 4,818   |         | 4,702                               | 446     | 493     | 523     |         | 487 |
|           | NE           | Torreon, CU          | 5,546                        | 5,773   | 5,804   |         | 5,708                               | 581     | 616     | 651     |         | 616 |

<sup>1</sup>Rates are based upon published tariff rates for high-capacity shuttle trains. Shuttle trains are available for qualified shipments of 75-110 cars that meet railroad efficiency requirements.

<sup>2</sup>Approximate load per car = 97.87 mt: corn & sorghum 56 lbs/bu, wheat & soybeans 60 lbs/bu

Sources: [www.bnsf.com](http://www.bnsf.com), [www.uprr.com](http://www.uprr.com), [www.kcsouthern.com](http://www.kcsouthern.com)



Table 3. Quarterly tariff plus fuel surcharge rail rates for U.S. bulk grain shipments to Mexico, 2011

| Commodity | Origin state | Destination          | US\$/metric ton |         |         |         | US\$/bushel <sup>2</sup> |         |         |         |         |      |
|-----------|--------------|----------------------|-----------------|---------|---------|---------|--------------------------|---------|---------|---------|---------|------|
|           |              |                      | 1st qtr         | 2nd qtr | 3rd qtr | 4th qtr | Avg                      | 1st qtr | 2nd qtr | 3rd qtr | 4th qtr | Avg  |
| Wheat     | MT           | Chihuahua, CI        | 76.66           | 75.73   | 82.62   |         | 78.34                    | 2.08    | 2.06    | 2.25    |         | 2.13 |
|           | OK           | Cuautitlan, EM       | 68.92           | 69.41   | 73.87   |         | 70.73                    | 1.87    | 1.89    | 2.01    |         | 1.92 |
|           | KS           | Guadalajara, JA      | 78.19           | 78.32   | 82.47   |         | 79.66                    | 2.13    | 2.13    | 2.24    |         | 2.17 |
|           | TX           | Salinas Victoria, NL | 37.36           | 36.18   | 39.93   |         | 37.82                    | 1.02    | 0.98    | 1.09    |         | 1.03 |
| Corn      | IA           | Guadalajara, JA      | 80.58           | 83.21   | 85.19   |         | 82.99                    | 2.04    | 2.11    | 2.16    |         | 2.10 |
|           | SD           | Penjamo, GJ          | 76.30           | 78.18   | 81.98   |         | 78.82                    | 1.94    | 1.98    | 2.08    |         | 2.00 |
|           | NE           | Queretaro, QA        | 69.98           | 75.42   | 77.64   |         | 74.35                    | 1.78    | 1.91    | 1.97    |         | 1.89 |
|           | SD           | Salinas Victoria, NL | 55.48           | 60.19   | 60.81   |         | 58.83                    | 1.41    | 1.53    | 1.54    |         | 1.49 |
|           | MO           | Tlalnepantla, EM     | 61.53           | 66.72   | 68.82   |         | 65.69                    | 1.56    | 1.69    | 1.75    |         | 1.67 |
|           | SD           | Torreon, CU          | 65.31           | 67.31   | 70.50   |         | 67.71                    | 1.66    | 1.71    | 1.79    |         | 1.72 |
| Soybeans  | MO           | Bojay (Tula), HG     | 71.21           | 74.89   | 76.50   |         | 74.20                    | 1.94    | 2.04    | 2.08    |         | 2.02 |
|           | NE           | Guadalajara, JA      | 80.51           | 84.31   | 85.90   |         | 83.57                    | 2.19    | 2.29    | 2.34    |         | 2.27 |
|           | IA           | Penjamo (Celaya), GJ | 81.75           | 85.50   | 87.30   |         | 84.85                    | 2.22    | 2.32    | 2.37    |         | 2.30 |
|           | KS           | Torreon, CU          | 63.87           | 66.75   | 67.96   |         | 66.19                    | 1.74    | 1.81    | 1.85    |         | 1.80 |
| Sorghum   | OK           | Cuautitlan, EM       | 54.90           | 59.88   | 60.70   |         | 58.49                    | 1.39    | 1.52    | 1.54    |         | 1.48 |
|           | TX           | Guadalajara, JA      | 64.71           | 68.19   | 69.43   |         | 67.44                    | 1.64    | 1.73    | 1.76    |         | 1.71 |
|           | NE           | Penjamo, GJ          | 72.99           | 77.34   | 78.95   |         | 76.43                    | 1.85    | 1.96    | 2.00    |         | 1.94 |
|           | KS           | Queretaro, QA        | 62.18           | 66.50   | 67.30   |         | 65.33                    | 1.58    | 1.69    | 1.71    |         | 1.66 |
|           | NE           | Salinas Victoria, NL | 50.53           | 53.94   | 54.57   |         | 53.01                    | 1.28    | 1.37    | 1.38    |         | 1.34 |
|           | NE           | Torreon, CU          | 62.60           | 65.28   | 65.96   |         | 64.61                    | 1.59    | 1.66    | 1.67    |         | 1.64 |

<sup>1</sup>Rates are based upon published tariff rates for high-capacity shuttle trains. Shuttle trains are available for qualified shipments of 75-110 cars that meet railroad efficiency requirements.

<sup>2</sup>Approximate load per car = 97.87 mt: corn & sorghum 56 lbs/bu, wheat & soybeans 60 lbs/bu

Sources: [www.bnsf.com](http://www.bnsf.com), [www.uprr.com](http://www.uprr.com), [www.kcsouthern.com](http://www.kcsouthern.com)



**Table 4. Tariff rail rates for U.S. Distillers' Dried Grains (DDGs) shipments to Mexico Destinations (US\$/metric ton), 2011**

| Origin BEA <sup>2</sup> | Border Crossing | Destination         | Tariff rate/metric ton <sup>1</sup> |         |         |         |        | Fuel surcharge/metric ton |         |         |         |       |
|-------------------------|-----------------|---------------------|-------------------------------------|---------|---------|---------|--------|---------------------------|---------|---------|---------|-------|
|                         |                 |                     | 1st qtr                             | 2nd qtr | 3rd qtr | 4th qtr | Avg    | 1st qtr                   | 2nd qtr | 3rd qtr | 4th qtr | Avg   |
| Des Moines, IA          | Eagle Pass      | Guadalajara, JA     | n/a                                 | 94.27   | 95.91   |         | 95.09  | n/a                       | 12.20   | 12.88   |         | 12.54 |
|                         | El Paso         | Guadalajara, JA     | n/a                                 | 89.33   | 95.14   |         | 92.24  | n/a                       | 10.20   | 13.03   |         | 11.62 |
|                         | Eagle Pass      | Aguascalientes, AGS | n/a                                 | 86.56   | 87.10   |         | 86.83  | n/a                       | 10.84   | 11.26   |         | 11.05 |
|                         | El Paso         | Aguascalientes, AGS | n/a                                 | 102.56  | 86.72   |         | 94.64  | n/a                       | 13.58   | 11.49   |         | 12.54 |
|                         | Eagle Pass      | Yurecuaro, MIC      | n/a                                 | 102.62  | 89.62   |         | 96.12  | n/a                       | 13.18   | 11.72   |         | 12.45 |
|                         | El Paso         | Yurecuaro, MIC      | n/a                                 | 93.75   | 89.28   |         | 91.51  | n/a                       | 12.03   | 11.96   |         | 11.99 |
|                         | Eagle Pass      | Torreon, COA        | n/a                                 | 94.20   | 82.01   |         | 88.11  | n/a                       | 11.69   | 10.33   |         | 11.01 |
|                         | El Paso         | Torreon, COA        | n/a                                 | 96.27   | 81.57   |         | 88.92  | n/a                       | 12.47   | 10.55   |         | 11.51 |
| Minneapolis, MN         | Eagle Pass      | Guadalajara, JA     | n/a                                 | 102.56  | 102.56  |         | 102.56 | n/a                       | 13.58   | 13.58   |         | 13.58 |
|                         | El Paso         | Guadalajara, JA     | n/a                                 | 102.62  | 101.87  |         | 102.24 | n/a                       | 13.18   | 13.43   |         | 13.30 |
|                         | Eagle Pass      | Aguascalientes, AGS | n/a                                 | 93.75   | 93.75   |         | 93.75  | n/a                       | 12.03   | 11.96   |         | 11.99 |
|                         | El Paso         | Aguascalientes, AGS | n/a                                 | 94.20   | 93.45   |         | 93.82  | n/a                       | 11.69   | 11.89   |         | 11.79 |
|                         | Eagle Pass      | Yurecuaro, MIC      | n/a                                 | 96.27   | 96.27   |         | 96.27  | n/a                       | 12.47   | 12.43   |         | 12.45 |
|                         | El Paso         | Yurecuaro, MIC      | n/a                                 | 96.76   | 96.01   |         | 96.38  | n/a                       | 12.14   | 12.35   |         | 12.25 |
|                         | Eagle Pass      | Torreon, COA        | n/a                                 | 88.66   | 88.66   |         | 88.66  | n/a                       | 11.13   | 11.03   |         | 11.08 |
|                         | El Paso         | Torreon, COA        | n/a                                 | 89.05   | 88.30   |         | 88.67  | n/a                       | 10.78   | 10.94   |         | 10.86 |
| Sioux Falls, SD         | Eagle Pass      | Guadalajara, JA     | n/a                                 | 101.18  | 103.42  |         | 102.30 | n/a                       | 12.75   | 13.32   |         | 13.04 |
|                         | El Paso         | Guadalajara, JA     | n/a                                 | 104.60  | 104.60  |         | 104.60 | n/a                       | 12.27   | 12.89   |         | 12.58 |
|                         | Eagle Pass      | Aguascalientes, AGS | n/a                                 | 92.37   | 94.61   |         | 93.49  | n/a                       | 11.20   | 11.70   |         | 11.45 |
|                         | El Paso         | Aguascalientes, AGS | n/a                                 | 96.18   | 96.18   |         | 96.18  | n/a                       | 10.79   | 11.34   |         | 11.07 |
|                         | Eagle Pass      | Yurecuaro, MIC      | n/a                                 | 94.89   | 97.13   |         | 96.01  | n/a                       | 11.64   | 12.16   |         | 11.90 |
|                         | El Paso         | Yurecuaro, MIC      | n/a                                 | 98.74   | 98.74   |         | 98.74  | n/a                       | 11.24   | 11.81   |         | 11.53 |
|                         | Eagle Pass      | Torreon, COA        | n/a                                 | 87.28   | 89.52   |         | 88.40  | n/a                       | 10.30   | 10.77   |         | 10.53 |
|                         | El Paso         | Torreon, COA        | n/a                                 | 91.03   | 91.03   |         | 91.03  | n/a                       | 9.88    | 10.40   |         | 10.14 |

<sup>1</sup> 1 to 24 railcars per shipment. C-114 heavy axle load railcars loaded to 90 metric tons per railcar.

<sup>2</sup> Business Economic Areas (BEA) as defined by the Department of Commerce.

Sources: Gavilon de Mexico S.A. de C.V. for the Mexican portion of the rates and BNSF Railway and Union Pacific Railroad for the U.S. portion of the rates.



## Quarterly Bulk Grain and Soybeans

**Table 5. Quarterly exports of U.S. Distillers' Dried Grains with Soluble (DDGS) to Mexico\***

| Year | Thousand metric tons |         |         |         |       |
|------|----------------------|---------|---------|---------|-------|
|      | 1st qtr              | 2nd qtr | 3rd qtr | 4th qtr | Total |
| 2007 | 164                  | 170     | 184     | 190     | 708   |
| 2008 | 247                  | 284     | 332     | 325     | 1,188 |
| 2009 | 316                  | 377     | 371     | 395     | 1,459 |
| 2010 | 439                  | 399     | 424     | 383     | 1,645 |
| 2011 | 506                  | 430     | 476     |         |       |

\*Data are for brewers' and distillers' dregs and waste of which Distillers' Dried Grains with Soluble is a principal component. On November 2, 2010, data was revised.

Source: USDA, Economic Research Service (ERS), Feed grains database

**Table 6. Quarterly ocean freight rate for bulk shipments from the U.S. Gulf to Veracruz, Mexico (US\$/metric ton)**

| Vessel capacity (metric ton) | 1st qtr 2008 | 2nd qtr 2008 | 3rd qtr 2008 | 4th qtr 2008 | Average |
|------------------------------|--------------|--------------|--------------|--------------|---------|
| 25,000                       | 30.79        | 36.77        | 31.55        | 14.08        | 28.3    |
| 35-40,000                    | 26.7         | 33.3         | 28.3         | 11.58        | 24.97   |
| Vessel capacity (metric ton) | 1st qtr 2009 | 2nd qtr 2009 | 3rd qtr 2009 | 4th qtr 2009 | Average |
| 25,000                       | 13.58        | 17.53        | 19.86        | 22.65        | 18.41   |
| 35-40,000                    | 11.46        | 15.46        | 17.78        | 20.22        | 16.23   |
| Vessel capacity (metric ton) | 1st qtr 2010 | 2nd qtr 2010 | 3rd qtr 2010 | 4th qtr 2010 | Average |
| 25,000                       | 23.04        | 23.83        | 24.33        | 21.89        | 23.27   |
| 35-40,000                    | 20.75        | 22.34        | 21.64        | 19.83        | 21.14   |
| Vessel capacity (metric ton) | 1st qtr 2011 | 2nd qtr 2011 | 3rd qtr 2011 | 4th qtr 2011 | Average |
| 25,000                       | 21.71        | 21.13        | 21.96        |              | 21.60   |
| 35-40,000                    | 18.75        | 18.86        | 19.89        |              | 19.17   |

Source: O'Neil Commodity Consulting



**Table 7. U.S. livestock exports to Mexico by border crossings\*, July-September, 2011 (head)**

| Category            |               |              |            |          |               |
|---------------------|---------------|--------------|------------|----------|---------------|
| Border Crossing     | TX            | NM           | AZ         | CA       | Total         |
| <b>Beef cattle</b>  |               |              |            |          |               |
| Slaughter           | 0             | 0            | 0          | 0        | 0             |
| Breeding males      | 32            | 11           | 22         | 0        | 65            |
| Breeding females    | 32            | 1            | 90         | 0        | 123           |
| Total beef          | 64            | 12           | 112        | 0        | 188           |
| <b>Hogs</b>         |               |              |            |          |               |
| Slaughter           | 0             | 0            | 0          | 0        | 0             |
| Breeding males      | 274           | 0            | 0          | 0        | 274           |
| Breeding females    | 1,741         | 0            | 117        | 0        | 1858          |
| Total hogs          | 2,015         | 0            | 117        | 0        | 2132          |
| <b>Sheep</b>        |               |              |            |          |               |
| Slaughter lambs     | 0             | 0            | 0          | 0        | 0             |
| Slaughter ewes      | 3,451         | 0            | 0          | 0        | 3,451         |
| Breeding males      | 2             | 0            | 0          | 0        | 2             |
| Breeding females    | 8             | 0            | 0          | 0        | 8             |
| Total sheep         | 3,461         | 0            | 0          | 0        | 3,461         |
| <b>Dairy cattle</b> |               |              |            |          |               |
| Breeding males      | 0             | 0            | 0          | 0        | 0             |
| Breeding females    | 2,859         | 1,449        | 229        | 0        | 4,537         |
| Total dairy         | 2,859         | 1,449        | 229        | 0        | 4,537         |
| <b>Goats</b>        |               |              |            |          |               |
| Angora              | 0             | 0            | 0          | 0        | 0             |
| Spanish             | 325           | 0            | 0          | 0        | 325           |
| Other               | 0             | 0            | 0          | 0        | 0             |
| Total goats         | 325           | 0            | 0          | 0        | 325           |
| <b>Horses</b>       |               |              |            |          |               |
| Slaughter           | 16,818        | 2,741        | 0          | 0        | 19,559        |
| Breeding males      | 437           | 274          | 131        | 0        | 842           |
| Breeding females    | 612           | 345          | 161        | 0        | 1,118         |
| Geldings            | 113           | 59           | 21         | 0        | 193           |
| Burro/mule/pony     | 102           | 0            | 0          | 0        | 102           |
| Total horses        | 18,082        | 3,419        | 313        | 0        | 21,814        |
| Exotics**           | 39            | 0            | 0          | 0        | 39            |
| <b>Grand total</b>  | <b>26,845</b> | <b>4,880</b> | <b>771</b> | <b>0</b> | <b>32,496</b> |

\*Weekly AMS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*Refer to animals that are not included in other categories such as zebras, deer, elephants, and yaks.

Source: Agricultural Marketing Service (AMS), Livestock and Seed Programs



**Table 8. Quarterly U.S. livestock exports to Mexico through Texas border crossing\* (head)**

| Category            | 1st qtr 2011  | 2nd qtr 2011  | 3rd qtr 2011  | 4th qtr 2011 | Total         |
|---------------------|---------------|---------------|---------------|--------------|---------------|
| <b>Beef cattle</b>  |               |               |               |              |               |
| Slaughter           | 0             | 0             | 0             |              | 0             |
| Breeding males      | 107           | 143           | 32            |              | 282           |
| Breeding females    | 86            | 239           | 32            |              | 357           |
| Total beef          | 193           | 382           | 64            |              | 639           |
| <b>Hogs</b>         |               |               |               |              |               |
| Slaughter           | 0             | 0             | 0             |              | 0             |
| Breeding males      | 300           | 302           | 274           |              | 876           |
| Breeding females    | 1,143         | 1,545         | 1,741         |              | 4,429         |
| Total hogs          | 1,443         | 1,847         | 2,015         |              | 5,305         |
| <b>Sheep</b>        |               |               |               |              |               |
| Slaughter lambs     | 0             | 0             | 0             |              | 0             |
| Slaughter ewes      | 3,263         | 5,989         | 3,451         |              | 12,703        |
| Breeding males      | 0             | 21            | 2             |              | 23            |
| Breeding females    | 0             | 7             | 8             |              | 15            |
| Total sheep         | 3,263         | 6,017         | 3,461         |              | 12,741        |
| <b>Dairy cattle</b> |               |               |               |              |               |
| Breeding males      | 10            | 8             | 0             |              | 18            |
| Breeding females    | 2,165         | 2,878         | 2,859         |              | 7,902         |
| Total dairy         | 2,175         | 2,886         | 2,859         |              | 7,920         |
| <b>Goats</b>        |               |               |               |              |               |
| Angora              | 0             | 0             | 0             |              | 0             |
| Spanish             | 0             | 0             | 325           |              | 325           |
| Other               | 0             | 0             | 0             |              | 0             |
| Total goats         | 0             | 0             | 325           |              | 325           |
| <b>Horses</b>       |               |               |               |              |               |
| Slaughter           | 10,164        | 13,328        | 16,818        |              | 40,310        |
| Breeding males      | 462           | 346           | 437           |              | 1,245         |
| Breeding females    | 748           | 511           | 612           |              | 1,871         |
| Geldings            | 116           | 76            | 113           |              | 305           |
| Burro/mule/pony     | 10            | 17            | 102           |              | 129           |
| Total horses        | 11,500        | 14,278        | 18,082        |              | 43,860        |
| <b>Exotics**</b>    | 49            | 129           | 39            |              | 217           |
| <b>Grand total</b>  | <b>18,623</b> | <b>25,539</b> | <b>26,845</b> |              | <b>71,007</b> |

\*Weekly AMS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*Refer to animals that are not included in other categories such as zebras, deer, elephants, and yaks.

Source: USDA, Agricultural Marketing Service (AMS), Livestock and Seed Programs



**Table 9. Quarterly U.S. livestock exports to Mexico through New Mexico border crossing\* (head)**

| Category            | 1st qtr 2011 | 2nd qtr 2011 | 3rd qtr 2011 | 4th qtr 2011 | Total         |
|---------------------|--------------|--------------|--------------|--------------|---------------|
| <b>Beef cattle</b>  |              |              |              |              |               |
| Slaughter           | 0            | 0            | 0            |              | 0             |
| Breeding males      | 0            | 57           | 11           |              | 68            |
| Breeding females    | 39           | 27           | 1            |              | 67            |
| <b>Total beef</b>   | <b>39</b>    | <b>84</b>    | <b>12</b>    |              | <b>135</b>    |
| <b>Hogs</b>         |              |              |              |              |               |
| Slaughter           | 0            | 0            | 0            |              | 0             |
| Breeding males      | 0            | 0            | 0            |              | 0             |
| Breeding females    | 0            | 0            | 0            |              | 0             |
| <b>Total hogs</b>   | <b>0</b>     | <b>0</b>     | <b>0</b>     |              | <b>0</b>      |
| <b>Sheep</b>        |              |              |              |              |               |
| Slaughter lambs     | 0            | 0            | 0            |              | 0             |
| Slaughter ewes      | 0            | 0            | 0            |              | 0             |
| Breeding males      | 0            | 0            | 0            |              | 0             |
| Breeding females    | 0            | 0            | 0            |              | 0             |
| <b>Total sheep</b>  | <b>0</b>     | <b>0</b>     | <b>0</b>     |              | <b>0</b>      |
| <b>Dairy cattle</b> |              |              |              |              |               |
| Breeding males      | 0            | 0            | 0            |              | 0             |
| Breeding females    | 747          | 819          | 1,449        |              | 3,015         |
| <b>Total dairy</b>  | <b>747</b>   | <b>819</b>   | <b>1,449</b> |              | <b>3,015</b>  |
| <b>Goats</b>        |              |              |              |              |               |
| Angora              | 0            | 0            | 0            |              | 0             |
| Spanish             | 0            | 0            | 0            |              | 0             |
| Other               | 0            | 0            | 0            |              | 0             |
| <b>Total goats</b>  | <b>0</b>     | <b>0</b>     | <b>0</b>     |              | <b>0</b>      |
| <b>Horses</b>       |              |              |              |              |               |
| Slaughter           | 3,226        | 2,571        | 2,741        |              | 8,538         |
| Breeding males      | 257          | 264          | 274          |              | 795           |
| Breeding females    | 294          | 327          | 345          |              | 966           |
| Geldings            | 77           | 62           | 59           |              | 198           |
| Burro/mule/pony     | 0            | 0            | 0            |              | 0             |
| <b>Total horses</b> | <b>3,854</b> | <b>3,224</b> | <b>3,419</b> |              | <b>10,497</b> |
| <b>Exotics**</b>    | <b>0</b>     | <b>0</b>     | <b>0</b>     |              | <b>0</b>      |
| <b>Grand total</b>  | <b>4,640</b> | <b>4,127</b> | <b>4,880</b> |              | <b>13,647</b> |

\*Weekly AMS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*Refer to animals that are not included in other categories such as zebras, deer, elephants, and yaks.

Source: USDA, Agricultural Marketing Service (AMS), Livestock and Seed Programs



**Table 10. Quarterly U.S. livestock exports to Mexico through Arizona border crossing\* (head)**

| Category            | 1st qtr 2011 | 2nd qtr 2011 | 3rd qtr 2011 | 4th qtr 2011 | Total        |
|---------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Beef cattle</b>  |              |              |              |              |              |
| Slaughter           | 0            | 0            | 0            |              | 0            |
| Breeding males      | 0            | 49           | 22           |              | 71           |
| Breeding females    | 52           | 20           | 90           |              | 162          |
| Total beef          | 52           | 69           | 112          |              | 233          |
| <b>Hogs</b>         |              |              |              |              |              |
| Slaughter           | 0            | 0            | 0            |              | 0            |
| Breeding males      | 38           | 0            | 0            |              | 38           |
| Breeding females    | 472          | 322          | 117          |              | 911          |
| Total hogs          | 510          | 322          | 117          |              | 949          |
| <b>Sheep</b>        |              |              |              |              |              |
| Slaughter lambs     | 0            | 0            | 0            |              | 0            |
| Slaughter ewes      | 0            | 0            | 0            |              | 0            |
| Breeding males      | 0            | 0            | 0            |              | 0            |
| Breeding females    | 0            | 0            | 0            |              | 0            |
| Total sheep         | 0            | 0            | 0            |              | 0            |
| <b>Dairy cattle</b> |              |              |              |              |              |
| Breeding males      | 0            | 0            | 0            |              | 0            |
| Breeding females    | 279          | 293          | 229          |              | 801          |
| Total dairy         | 279          | 293          | 229          |              | 801          |
| <b>Goats</b>        |              |              |              |              |              |
| Angora              | 0            | 0            | 0            |              | 0            |
| Spanish             | 0            | 0            | 0            |              | 0            |
| Other               | 0            | 0            | 0            |              | 0            |
| Total goats         | 0            | 0            | 0            |              | 0            |
| <b>Horses</b>       |              |              |              |              |              |
| Slaughter           | 0            | 0            | 0            |              | 0            |
| Breeding males      | 127          | 146          | 131          |              | 404          |
| Breeding females    | 153          | 201          | 161          |              | 515          |
| Geldings            | 28           | 20           | 21           |              | 69           |
| Burro/mule/pony     | 1            | 10           | 0            |              | 11           |
| Total horses        | 309          | 377          | 313          |              | 999          |
| Exotics**           | 0            | 0            | 0            |              | 0            |
| <b>Grand total</b>  | <b>1,150</b> | <b>1,061</b> | <b>771</b>   |              | <b>2,982</b> |

\*Weekly AMS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data  
 \*\*Refer to animals that are not included in other categories such as zebras, deer, elephants, and yaks.  
 Source: USDA, Agricultural Marketing Service (AMS), Livestock and Seed Programs



**Table 11. Fruit and vegetable truck rates for selected U.S.-Mexico border crossing\* (US\$/mile)**

| Origin/border crossing | 1st qtr 2006 | 2nd qtr 2006 | 3rd qtr 2006 | 4th qtr 2006 | Average |
|------------------------|--------------|--------------|--------------|--------------|---------|
| Nogales, Arizona       | 1.70         | 1.77         | 2.22         | 1.78         | 1.87    |
| Pharr, Texas           | 1.75         | 1.80         | 1.64         | 1.63         | 1.71    |
| Origin/border crossing | 1st qtr 2007 | 2nd qtr 2007 | 3rd qtr 2007 | 4th qtr 2007 | Average |
| Nogales, Arizona       | 1.90         | 1.89         | 2.05         | 2.00         | 1.96    |
| Pharr, Texas           | 1.65         | 1.83         | 1.86         | 1.74         | 1.77    |
| Origin/border crossing | 1st qtr 2008 | 2nd qtr 2008 | 3rd qtr 2008 | 4th qtr 2008 | Average |
| Nogales, Arizona       | 1.96         | 2.24         | 2.80         | 1.97         | 2.24    |
| Pharr, Texas           | 1.93         | 2.19         | 2.12         | 1.87         | 2.03    |
| Origin/border crossing | 1st qtr 2009 | 2nd qtr 2009 | 3rd qtr 2009 | 4th qtr 2009 | Average |
| Nogales, Arizona       | 1.72         | 2.01         | 2.15         | 1.79         | 1.92    |
| Pharr, Texas           | 1.70         | 1.71         | 1.59         | 1.58         | 1.65    |
| Origin/border crossing | 1st qtr 2010 | 2nd qtr 2010 | 3rd qtr 2010 | 4th qtr 2010 | Average |
| Nogales, Arizona       | 1.97         | 2.25         | 2.26         | 2.23         | 2.17    |
| Pharr, Texas           | 1.70         | 2.02         | 1.67         | 1.69         | 1.77    |
| Origin/border crossing | 1st qtr 2011 | 2nd qtr 2011 | 3rd qtr 2011 | 4th qtr 2011 | Average |
| Nogales, Arizona       | 1.88         | 2.52         | 2.17         |              |         |
| Pharr, Texas           | 1.97         | 2.20         | 1.98         |              |         |

\*Voluntarily reported to AMS, Market News  
 Source: Agricultural Marketing Service (AMS), Fruit and Vegetable Programs



Table 12. Quarterly U.S.-Mexico border crossing fresh fruit and vegetables truck availability, 3rd quarter, 2011

| Legend:                       |                             | Truck availability  |      |      |      |        |     |      |      |      |           |      |      |      |  |
|-------------------------------|-----------------------------|---------------------|------|------|------|--------|-----|------|------|------|-----------|------|------|------|--|
| 1 = Surplus                   |                             | 2 = Slight Surplus  |      |      |      |        |     |      |      |      |           |      |      |      |  |
| 3 = Adequate                  |                             | 4 = Slight Shortage |      |      |      |        |     |      |      |      |           |      |      |      |  |
| 5 = Shortage                  |                             |                     |      |      |      |        |     |      |      |      |           |      |      |      |  |
| Mexico border crossings/month |                             | July                |      |      |      | August |     |      |      |      | September |      |      |      |  |
| Week                          |                             | 7/5                 | 7/12 | 7/19 | 7/26 | 8/2    | 8/9 | 8/16 | 8/23 | 8/30 | 9/6       | 9/13 | 9/20 | 9/27 |  |
| Through Pharr, TX             | Mixed Fruits and Vegetables | 3                   | 3    | 3    | 3    | 3      | 1   | 1    | 1    | 1    | 1         | 1    | 1    | 1    |  |
|                               | Lemons                      |                     |      |      |      |        | 1   | 1    | 1    | 1    | 1         | 1    | 1    | 1    |  |
|                               | Mangoes                     | 3                   | 3    | 3    | 3    | 3      | 1   | 1    | 1    | 1    |           |      |      |      |  |
|                               | Limes                       | 3                   | 3    | 3    | 3    | 3      | 1   | 1    | 1    | 1    | 1         | 1    | 1    | 1    |  |
| Through Nogales, AZ           | Melons                      | 3                   |      |      |      |        |     |      |      |      |           |      |      |      |  |
|                               | Grapes                      | 3                   | 3    |      |      |        |     |      |      |      |           |      |      |      |  |
|                               | Mangoes                     | 3                   | 3    | 2    | 1    | 1      | 1   | 4    | 3    | 3    | 3         | 3    |      |      |  |

Source: USDA, Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch, *Fruit and Vegetable Truck Rate Report*



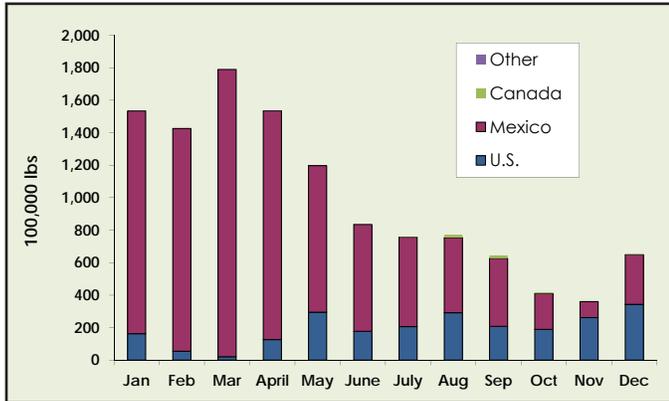
**Table 13. Top ten commodities shipped to the U.S. from Mexico (10,000 lbs)**

| Commodity              | 3rd qtr 2011 | Ranking |
|------------------------|--------------|---------|
| Tomatoes               | 40,136       | 1       |
| Limes                  | 24,354       | 2       |
| Peppers                | 21,775       | 3       |
| Mangoes                | 16,571       | 4       |
| Miscellaneous tropical | 10,435       | 5       |
| Avocados               | 10,355       | 6       |
| Cucumbers              | 9,879        | 7       |
| Onions                 | 6,747        | 8       |
| Papaya                 | 5,218        | 9       |
| Broccoli               | 4,407        | 10      |

Source: Data is obtained from the Department of Homeland Security (DHS), U.S. Customs and Border Protection (CBP) through USDA, AMS, Market News

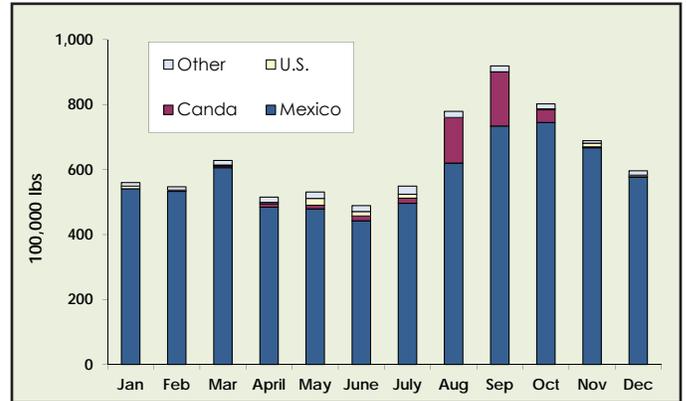


Figure 2. Monthly U.S. shipments of domestic and imported plum tomatoes, 2010



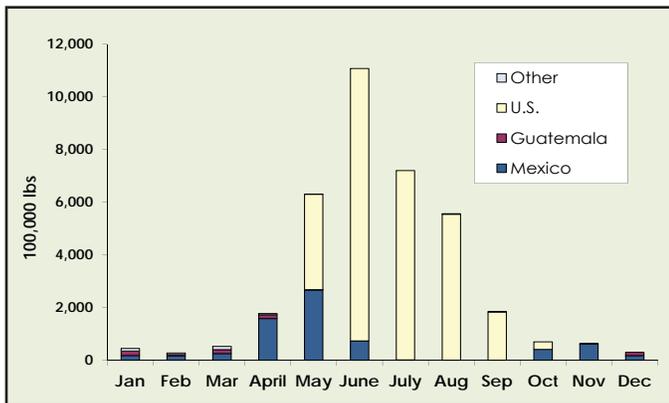
Source: Agricultural Marketing Service (AMS), USDA

Figure 3. Monthly U.S. shipments of domestic and imported peppers, 2010



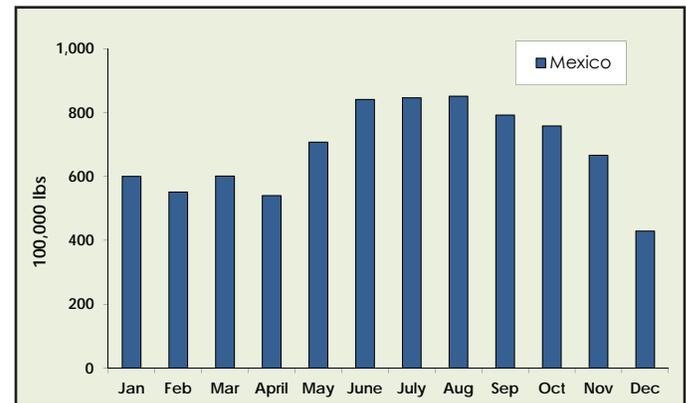
Source: Agricultural Marketing Service (AMS), USDA

Figure 4. Monthly U.S. shipments of domestic and imported seedless watermelons, 2010



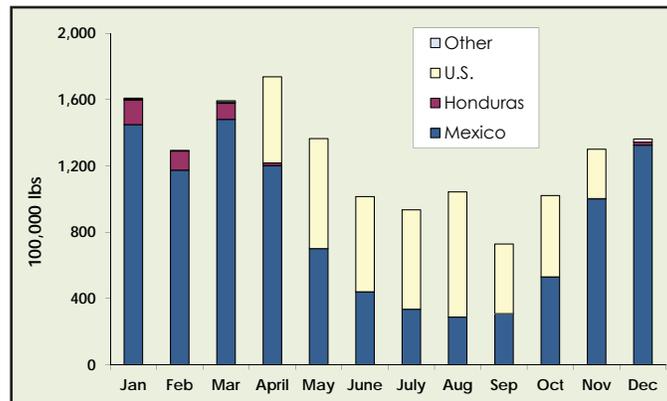
Source: Agricultural Marketing Service (AMS), USDA

Figure 5. Monthly U.S. shipments of domestic and imported limes, 2010



Source: Agricultural Marketing Service (AMS), USDA

Figure 6. Monthly U.S. shipments of domestic and imported cucumbers, 2010



Source: Agricultural Marketing Service (AMS), USDA



**Table 14. Top five commodities shipped to the U.S. from Mexico (10,000 lbs.)**

| Commodity            | 1st qtr 2007   | 2nd qtr 2007   | 3rd qtr 2007   | 4th qtr 2007   | Total 2007       |
|----------------------|----------------|----------------|----------------|----------------|------------------|
| Tomatoes, Plum       | 81,569         | 49,510         | 16,541         | 26,462         | 174,082          |
| Peppers              | 39,988         | 21,882         | 16,609         | 30,259         | 108,738          |
| Watermelon, Seedless | 19,736         | 60,559         | 306            | 18,214         | 98,815           |
| Limes                | 15,931         | 20,420         | 21,860         | 19,090         | 77,301           |
| Cucumbers            | 31,681         | 17,622         | 4,709          | 22,438         | 76,450           |
| <b>Subtotal</b>      | <b>188,905</b> | <b>169,993</b> | <b>60,025</b>  | <b>116,463</b> | <b>535,386</b>   |
| Other                | 151,494        | 159,783        | 77,029         | 108,830        | 497,136          |
| <b>Total</b>         | <b>340,399</b> | <b>329,776</b> | <b>137,054</b> | <b>225,293</b> | <b>1,032,522</b> |
| Commodity            | 1st qtr 2008   | 2nd qtr 2008   | 3rd qtr 2008   | 4th qtr 2008   | Total 2008       |
| Tomatoes, Plum       | 66,049         | 53,659         | 15,156         | 26,271         | 161,135          |
| Peppers              | 43,219         | 38,961         | 17,356         | 27,565         | 127,101          |
| Watermelon, Seedless | 26,601         | 73,261         | 2,202          | 18,531         | 120,595          |
| Limes                | 15,557         | 26,505         | 20,834         | 18,705         | 81,601           |
| Cucumbers            | 31,017         | 29,092         | 5,415          | 21,587         | 87,111           |
| <b>Subtotal</b>      | <b>182,443</b> | <b>221,478</b> | <b>60,963</b>  | <b>112,659</b> | <b>577,543</b>   |
| Other                | 156,348        | 207,080        | 74,194         | 113,146        | 550,768          |
| <b>Total</b>         | <b>338,791</b> | <b>428,558</b> | <b>135,157</b> | <b>225,805</b> | <b>1,128,311</b> |
| Commodity            | 1st qtr 2009   | 2nd qtr 2009   | 3rd qtr 2009   | 4th qtr 2009   | Total 2009       |
| Tomatoes, Plum       | 62,337         | 64,976         | 21,173         | 44,530         | 193,016          |
| Peppers              | 43,303         | 23,396         | 21,903         | 33,946         | 122,548          |
| Watermelon, Seedless | 21,643         | 64,976         | 1,949          | 21,428         | 109,996          |
| Limes                | 17,499         | 21,253         | 23,706         | 19,829         | 82,287           |
| Cucumbers            | 32,819         | 20,464         | 8,059          | 29,719         | 91,061           |
| <b>Subtotal</b>      | <b>177,601</b> | <b>195,065</b> | <b>76,790</b>  | <b>149,452</b> | <b>598,908</b>   |
| Other                | 181,069        | 143,027        | 80,567         | 129,714        | 534,377          |
| <b>Total</b>         | <b>181,069</b> | <b>338,092</b> | <b>157,357</b> | <b>279,166</b> | <b>955,684</b>   |

—Continued on next page—

Source: Data is obtained from the Department of Homeland Security (DHS), U.S. Customs and Border Protection (CBP) through USDA, AMS, Market News



**Table 14. Top five commodities shipped to the U.S. from Mexico (10,000 lbs.)  
—Continued—**

| Commodity       | 1st qtr 2010   | 2nd qtr 2010   | 3rd qtr 2010   | 4th qtr 2010   | Total 2010       |
|-----------------|----------------|----------------|----------------|----------------|------------------|
| Tomatoes, Plum  | 113,379        | 77,048         | 34,226         | 43,291         | 267,944          |
| Peppers         | 52,381         | 29,135         | 18,481         | 33,718         | 133,715          |
| Cucumbers       | 39,925         | 23,695         | 9,314          | 30,169         | 103,103          |
| Squash          | 24,242         | 12,827         | 2,852          | 19,740         | 59,661           |
| Avocados        | 20,065         | 15,120         | 8,696          | 17,242         | 61,123           |
| <b>Subtotal</b> | <b>249,992</b> | <b>157,825</b> | <b>73,569</b>  | <b>144,160</b> | <b>625,546</b>   |
| Other           | 178,749        | 264,046        | 116,397        | 133,112        | 692,304          |
| <b>Total</b>    | <b>428,741</b> | <b>421,871</b> | <b>189,966</b> | <b>277,272</b> | <b>1,317,850</b> |
| Commodity       | 1st qtr 2011   | 2nd qtr 2011   | 3rd qtr 2011   | 4th qtr 2011   | Total 2011       |
| Tomatoes        | 93,831         | 61,825         | 40,136         |                | 195,792          |
| Peppers         | 49,137         | 27,150         | 21,775         |                | 98,062           |
| Cucumbers       | 31,749         | 27,481         | 9,879          |                | 69,109           |
| Onions          | 30,159         | 20,994         | 6,747          |                | 57,900           |
| Watermelon      | 25,181         | 66,908         | 3,082          |                | 95,171           |
| <b>Subtotal</b> | <b>230,057</b> | <b>204,358</b> | <b>81,619</b>  |                | <b>516,034</b>   |
| Other           | 181,726        | 199,596        | 109,240        |                | 490,562          |
| <b>Total</b>    | <b>411,783</b> | <b>403,954</b> | <b>190,859</b> |                | <b>1,006,596</b> |

Source: Data is obtained from the Department of Homeland Security (DHS), U.S. Customs and Border Protection (CBP) through USDA, AMS, Market News



## Container Shipments

Table 15. Top ten U.S. containerized agricultural exports to Mexico\*, 2011

| 1st qtr              | Commodity          | Quantity (mt) | # of TEUs**  | Percentage share | Rank |
|----------------------|--------------------|---------------|--------------|------------------|------|
|                      | Vegetables         | 6,323         | 363          | 21               | 1    |
|                      | Tobacco products   | 4,788         | 458          | 16               | 2    |
|                      | Dextrose, glucose  | 3,392         | 153          | 11               | 3    |
|                      | Coffee             | 2,374         | 143          | 8                | 4    |
|                      | Dairy products     | 2,158         | 163          | 7                | 5    |
|                      | Wine               | 1,384         | 84           | 5                | 6    |
|                      | Beer, ale          | 1,372         | 152          | 5                | 7    |
|                      | Grocery items      | 1,342         | 137          | 4                | 8    |
|                      | Bulbs & seeds      | 960           | 103          | 3                | 9    |
|                      | Edible nuts        | 919           | 89           | 3                | 10   |
| <b>Subtotal</b>      |                    | <b>25,011</b> | <b>1,845</b> | <b>83</b>        |      |
| Other                |                    | 5,126         | 445          | 17               |      |
| <b>Total Exports</b> |                    | <b>30,137</b> | <b>2,290</b> | <b>100</b>       |      |
| 2nd qtr              | Commodity          | Quantity (mt) | # of TEUs**  | Percentage share | Rank |
|                      | Dextrose, glucose  | 4,328         | 192          | 19               | 1    |
|                      | Dairy products     | 3,977         | 304          | 17               | 2    |
|                      | Vegetables         | 3,196         | 203          | 14               | 3    |
|                      | Tobacco products   | 2,130         | 219          | 9                | 4    |
|                      | Edible nuts        | 1,669         | 155          | 7                | 5    |
|                      | Wine               | 1,350         | 74           | 6                | 6    |
|                      | Grocery items      | 959           | 124          | 4                | 7    |
|                      | Tomatoes, prepared | 945           | 45           | 4                | 8    |
|                      | Fruit              | 841           | 74           | 4                | 9    |
|                      | Beer, ale          | 539           | 50           | 2                |      |
| <b>Subtotal</b>      |                    | <b>19,934</b> | <b>1,440</b> | <b>86</b>        |      |
| Other                |                    | 3,170         | 288          | 14               |      |
| <b>Total Exports</b> |                    | <b>23,104</b> | <b>1,728</b> | <b>100</b>       |      |

—Continued on next page—

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*Twenty Foot Equivalent Unit (TEU) is a 20-foot shipping container

Source: Port Import Export Reporting Services (PIERS), 2011





**Table 16. Top five U.S. bulk agricultural exports to Mexico\*, 2009-2010**

| Commodity            | 2009             | 2010             | Percentage share | Rank |
|----------------------|------------------|------------------|------------------|------|
|                      | Quantity (mt)    |                  |                  |      |
| Bulk grains          | 3,262,754        | 4,034,836        | 47               | 1    |
| Bread, cereal, flour | 1,397,970        | 89,023           | 20               | 2    |
| Soybeans             | 1,303,882        | 1,364,463        | 19               | 3    |
| Rice                 | 509,612          | 446,206          | 7                | 4    |
| Grocery items        | 208,509          | 29               | 3                | 5    |
| <b>Subtotal</b>      | <b>6,682,727</b> | <b>5,934,557</b> | <b>95</b>        |      |
| Other                | 317,469          | 1,338,216        | 5                |      |
| <b>Total Exports</b> | <b>7,000,196</b> | <b>7,272,773</b> | <b>100</b>       |      |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data  
 Source: Port Import Export Reporting Services (PIERS), Journal of Commerce, 2010

**Table 17. Top ten U.S. agricultural container exports to Mexico\*, 2009-2010**

| Commodity            | 2009         | 2010         | Percentage share | Rank |
|----------------------|--------------|--------------|------------------|------|
|                      | # of TEUs**  |              |                  |      |
| Vegetables           | 623          | 1,019        | 20               | 1    |
| Dairy products       | 1,075        | 588          | 11               | 2    |
| Fruit                | 699          | 426          | 8                | 3    |
| Coffee               | 8            | 403          | 8                | 4    |
| Tobacco products     | 615          | 362          | 7                | 5    |
| Dextrose, glucose    | 0            | 355          | 7                | 6    |
| Grocery items        | 401          | 353          | 7                | 7    |
| Beer, ale            | 276          | 214          | 4                | 8    |
| Tomatoes, prepared   | 330          | 156          | 3                | 9    |
| Frozen fish          | 130          | 120          | 2                | 10   |
| <b>Subtotal</b>      | <b>4,156</b> | <b>3,996</b> | <b>78</b>        |      |
| Other                | 1,763        | 1,136        | 22               |      |
| <b>Total Exports</b> | <b>5,919</b> | <b>5,132</b> | <b>100</b>       |      |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data  
 \*\*Twenty Foot Equivalent Unit (TEU) is a 20-foot shipping container  
 Source: Port Import Export Reporting Services (PIERS), 2010



**Table 18. Top three Mexican bulk agricultural exports to the U.S.\*, 2010**

| Commodity         | Quantity (mt)  | Percentage share | Rank |
|-------------------|----------------|------------------|------|
| Sugar             | 406,839        | 54               | 1    |
| Rum               | 238,658        | 32               | 2    |
| Molasses, treacle | 78,879         | 10               | 3    |
| <b>Subtotal</b>   | <b>724,376</b> | <b>96</b>        |      |
| Other             | 30,840         | 4                |      |
| <b>Total</b>      | <b>755,216</b> | <b>100</b>       |      |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data  
 Source: Port Import Export Reporting Services (PIERS), 2010

**Table 19. Top ten Mexican agricultural container exports to the U.S.\*, 2010**

| Commodity               | # of TEUs**   | Percentage share | Rank |
|-------------------------|---------------|------------------|------|
| Bananas                 | 6,259         | 25               | 1    |
| Beer, ale               | 6,082         | 24               | 2    |
| Coffee                  | 2,510         | 10               | 3    |
| Bitters, brandy, liquor | 1,716         | 7                | 4    |
| Vegetables              | 1,666         | 7                | 5    |
| Bread, cereal, flour    | 1,335         | 5                | 6    |
| Sugar                   | 679           | 3                | 7    |
| Fruit                   | 490           | 2                | 8    |
| Grocery items           | 398           | 2                | 9    |
| Pineapple               | 343           | 1                | 10   |
| <b>Subtotal</b>         | <b>21,479</b> | <b>84</b>        |      |
| Other                   | 4,024         | 16               |      |
| <b>Total Exports</b>    | <b>25,503</b> | <b>100</b>       |      |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*Twenty Foot Equivalent Unit (TEU) is a 20-foot shipping container

Source: Port Import Export Reporting Services (PIERS), 2010



**Table 20. U.S. agricultural container shipments to Mexico by port\*, 2009-2010**

| U.S. region**     | Mexican port    | 2009              | 2010         |
|-------------------|-----------------|-------------------|--------------|
|                   |                 | Number of TEUs*** |              |
| U.S. Gulf         | Manzanillo      | 2                 | 17           |
| Pacific Northwest |                 | 690               | 1184         |
| West Coast        |                 | 1,520             | 652          |
| East Coast        |                 | 67                | 100          |
| <b>TOTAL</b>      |                 | <b>2,279</b>      | <b>1,953</b> |
| U.S. Gulf         | Lazaro Cardenas | -                 | -            |
| Pacific Northwest |                 | 325               | 193          |
| West Coast        |                 | 1200              | 753          |
| East Coast        |                 | -                 | -            |
| <b>TOTAL</b>      |                 | <b>1,524</b>      | <b>946</b>   |
| U.S. Gulf         | Veracruz        | 47                | 307          |
| Pacific Northwest |                 | -                 | -            |
| West Coast        |                 | 1                 | 1            |
| East Coast        |                 | 257               | 242          |
| <b>TOTAL</b>      |                 | <b>305</b>        | <b>550</b>   |
| U.S. Gulf         | Progreso        | 208               | 486          |
| Pacific Northwest |                 | -                 | -            |
| West Coast        |                 | -                 | -            |
| East Coast        |                 | 2                 | -            |
| <b>TOTAL</b>      |                 | <b>210</b>        | <b>486</b>   |
| U.S. Gulf         | Altamira        | -                 | -            |
| Pacific Northwest |                 | -                 | -            |
| West Coast        |                 | -                 | -            |
| East Coast        |                 | 655               | 393          |
| <b>TOTAL</b>      |                 | <b>655</b>        | <b>393</b>   |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*U.S. Gulf includes Houston, New Orleans, Port Everglades

Pacific Northwest includes Seattle, Portland

West Coast includes Oakland, Long Beach, Los Angeles

East Coast includes New York, Baltimore, Norfolk, Charleston, Savannah, Jacksonville, West Palm Beach, Miami

\*\*\* Twenty Foot Equivalent Unit (TEU) is a 20-foot shipping container

Source: Port Import Export Reporting Services (PIERS), 2010



**Table 21. U.S. agricultural container exports to Mexico by port\*, 2009-2010**

| Mexican port         | 2009         | 2010         | Percentage share | Rank |
|----------------------|--------------|--------------|------------------|------|
|                      | # of TEUs**  |              |                  |      |
| Manzanillo           | 2,279        | 1,953        | 38               | 1    |
| Lazaro Cardenas      | 1,528        | 952          | 19               | 2    |
| Veracruz             | 341          | 565          | 11               | 3    |
| Progreso             | 210          | 486          | 9                | 4    |
| Altamira             | 657          | 396          | 8                | 5    |
| <b>Subtotal</b>      | <b>5,015</b> | <b>4,352</b> | <b>85</b>        |      |
| Other                | 904          | 780          | 15               |      |
| <b>Total Exports</b> | <b>5,919</b> | <b>5,132</b> | <b>100</b>       |      |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\* Twenty Foot Equivalent Unit (TEU) is a 20-foot shipping container

Source: Port Import Export Reporting Services (PIERS), 2010

**Table 22. U.S. agricultural container exports to Mexico by port\*, 2010-2011**

| Mexican port         | 2nd quarter 2010 | 2nd quarter 2011 | % change  | Year to Date 2010 | Year to Date 2011 | % change  |
|----------------------|------------------|------------------|-----------|-------------------|-------------------|-----------|
|                      | # of TEUs**      |                  |           |                   |                   |           |
| Manzanillo           | 527              | 661              | 25        | 1,102             | 1,590             | 44        |
| Merida               | 1                | 195              | 19,387    | 7                 | 363               | 5,085     |
| Lazaro Carden        | 310              | 330              | 6         | 589               | 486               | -18       |
| Altamira             | 32               | 232              | 625       | 196               | 691               | 252       |
| Vera Cruz            | 177              | 67               | -62       | 195               | 324               | 66        |
| <b>Subtotal</b>      | <b>1,047</b>     | <b>1,485</b>     | <b>42</b> | <b>2,089</b>      | <b>3,454</b>      | <b>65</b> |
| Other                | 286              | 243              | -15       | 464               | 243               | -48       |
| <b>Total Exports</b> | <b>1,333</b>     | <b>1,728</b>     | <b>30</b> | <b>2,552</b>      | <b>4,018</b>      | <b>57</b> |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data

\*\*Twenty Foot Equivalent Unit is a 20-foot shipping container

Source: Port Import Export Reporting Services (PIERS), 2010 and 2011



**Table 23. U.S. bulk agricultural exports to Mexico by receiving port\*, 2009-2010**

| Mexican port         | 2009             | 2010             | Percentage share | Rank |
|----------------------|------------------|------------------|------------------|------|
|                      | Quantity (mt)    |                  |                  |      |
| Veracruz             | 5,124,123        | 4,847,113        | 70               | 1    |
| Progreso             | 971,322          | 1,151,637        | 13               | 2    |
| Coatzacoalcos        | 570,641          | 656,708          | 8                | 3    |
| Tuxpan               | 406,120          | 338,249          | 6                | 4    |
| Guaymas              | -                | 5,242            | 0                | 5    |
| <b>Subtotal</b>      | <b>7,072,205</b> | <b>6,998,950</b> | <b>97</b>        |      |
| Other                | 200,568          | 1,246            | 3                |      |
| <b>Total Exports</b> | <b>7,272,773</b> | <b>7,000,196</b> | <b>100</b>       |      |

\*PIERS data will not necessarily sum to the total U.S. Dept. of Commerce, Bureau of Census data  
 Source: Port Import Export Reporting Services (PIERS), 2010



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