

# Mexico Transport Cost Indicator Report

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## Grain and Soybeans

Although corn and wheat imported by Mexico declined during the third quarter, as of September, the year-to-date quantity imported for both crops was larger than it was a year earlier. During January–September, 7.35 million metric tons (mmt) of U.S. corn (valued at \$2.17 billion) and 2.87 mmt of U.S. wheat (valued at \$0.85 billion) were imported by Mexico (USDA, GATS), increases of 21 and 27 percent from the same period a year earlier. As of September, 2.47 mmt of U.S. soybeans were imported into Mexico, valued at \$1.35 billion—increases of 10 and 12 percent, respectively, over a year ago. The USDA Foreign Agricultural Service estimated the 2012/13 marketing year (MY) Mexican imports of U.S. corn at 12.2 mmt based on a reduction from the official USDA estimate of 21.5 mmt to 20.7 mmt (*GAIN Report #: MX2073*). The current production estimate is based on a smaller-than-expected planted area and irregular weather conditions. Although the 2012 rainy season was much better than last year, it was not enough to offset the effects of last year's drought. Similarly, the import forecast for U.S. soybeans in MY 2012/13 is 3.6 mmt—a 2.8 percent increase over MY 2011/12. Despite a slight increase in projected domestic production and continuation of the Pro Oilseeds program, population growth and the growing demand from the poultry and pork industries continue to drive soybean imports (*GAIN Report #: MX2073*). Moderate transportation and landed costs will help to maintain U.S. grain competitiveness in Mexico.

Increased demand for trucking services stemming from an earlier-than-expected U.S. harvest season pushed up trucking rates (see *GTR*, dated 11/8/12). In addition, low water conditions caused by the drought contributed to truck shortages as trucks waited in line to unload at river terminals. Increased barge rates were caused by seasonal hikes and low water conditions, forcing barges to carry lighter loads than normal.

January 14, 2013

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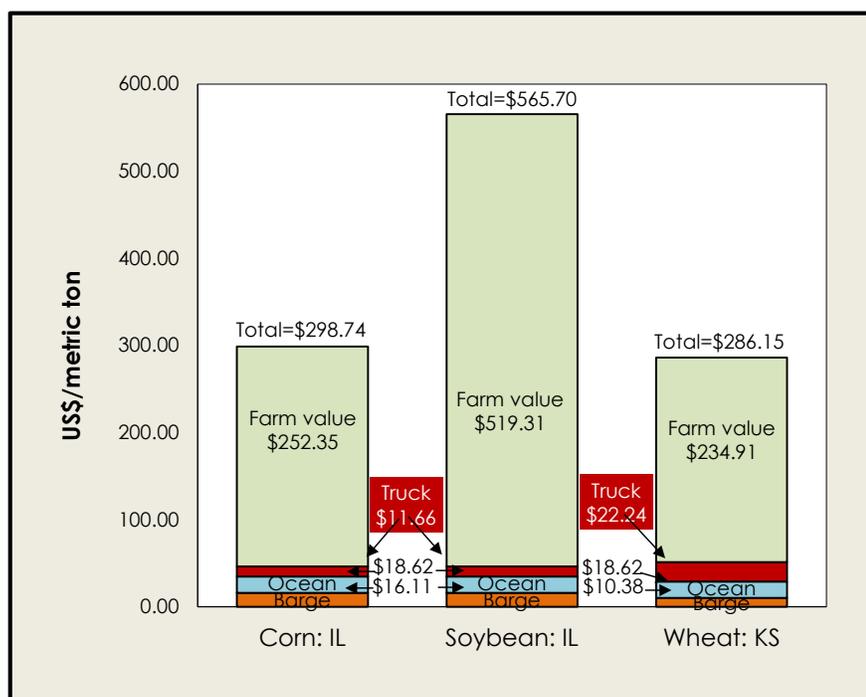
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**Figure 1. Water route shipment costs to Veracruz, Mexico**

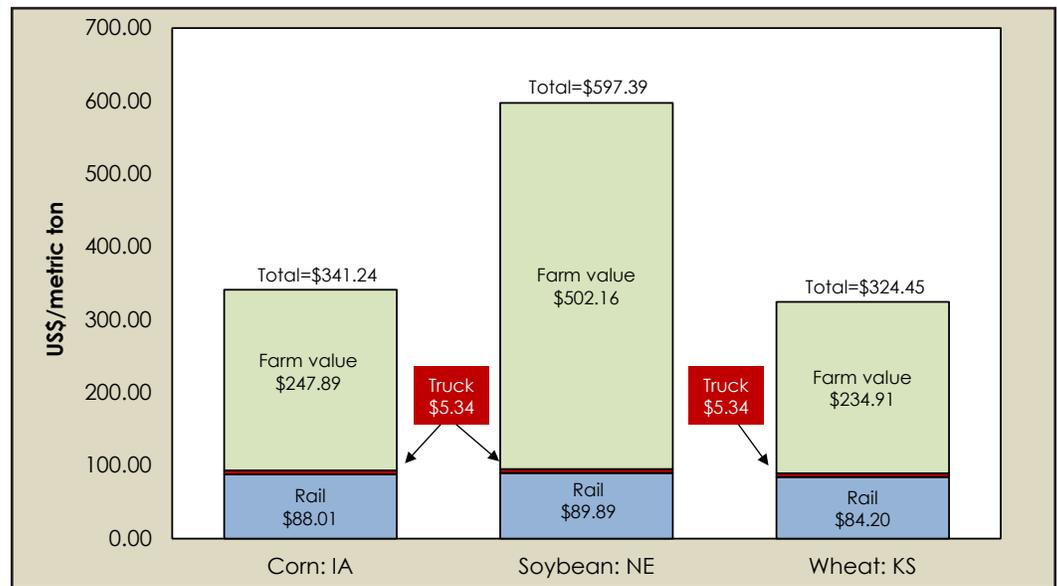


Source: USDA Agricultural Marketing Service



**Figure 2. Land route shipment costs to Guadalajara, Mexico**

Year-to-year transportation costs decreased for corn, soybeans, and wheat shipped by the water route, but they increased for the land route. Farms received higher prices for grains than they did the previous quarter and a year ago, causing an increase in the landed cost. In general, transportation's share of the landed cost remained relatively stable for the water route, but decreased for the land route. The transportation share of the landed cost ranged from 9–18 percent for the water route and 15–25 percent for the land route.



Source: USDA Agricultural Marketing Service

Increases in truck and barge rates during the third quarter pushed up the cost of shipping seaborne grains from the United States to Veracruz, Mexico. The cost of shipping grains by land to Guadalajara, Mexico, remained relatively stable during the quarter. The transportation cost of shipping corn and soybeans from Illinois to Veracruz increased by 16 percent and the cost of shipping Kansas wheat to Veracruz increased by 30 percent during the quarter. However, the cost of shipping corn and soybeans by land to Guadalajara increased by less than half of a percent and that of shipping wheat by land by just half a percent. Figure 1 illustrates the shipment costs for the water route and Figure 2 illustrates the shipment costs for the land route.

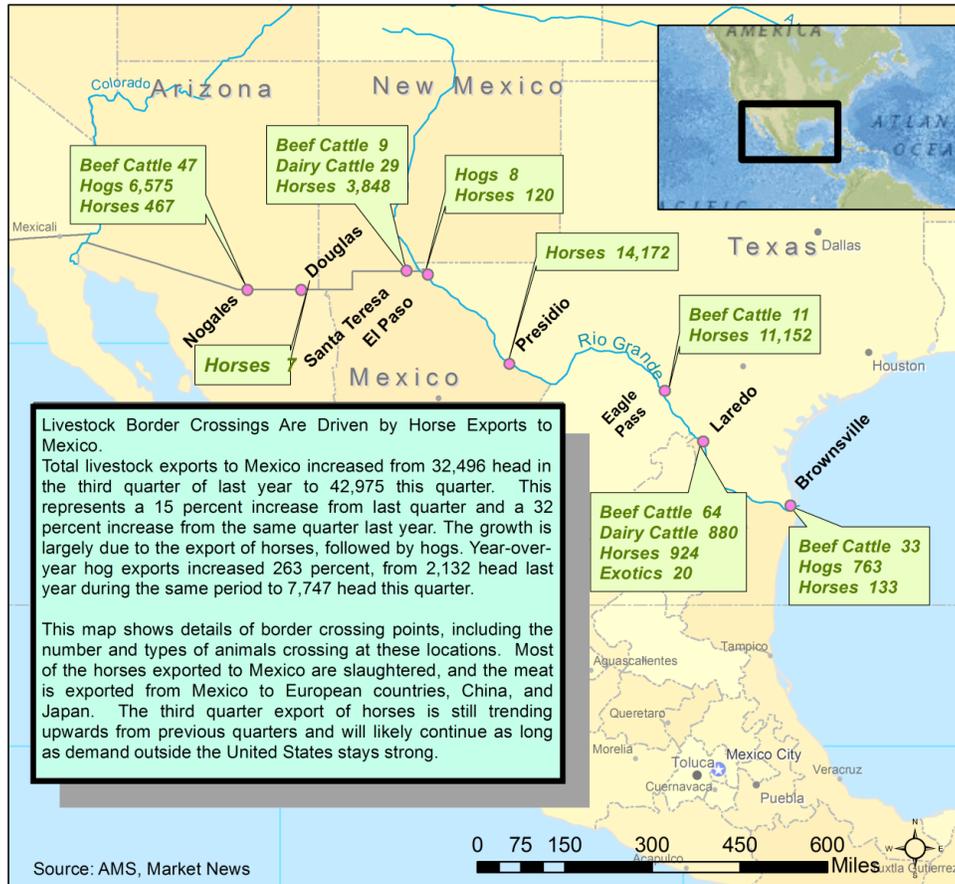
**Decreased Fuel Surcharges Push Rail Rates to Mexico Down During the Quarter:** Decreased fuel surcharges resulted in overall rail rates to Mexico decreasing 1.1 percent during the quarter to \$74.68 per metric ton. Fuel surcharges trended down, averaging \$570.57 per railcar, down 18.2 percent during the quarter and 15.6 percent from this time last year. Tariff rates were nearly steady during the quarter, increasing 0.6 percent to an average of \$6,738.56 per railcar, 5.9 percent above last year. Overall, tariff rates with fuel surcharges were 3.8 percent higher than this time last year.

**Ocean Freight Rates:** Ocean freight rates for shipping bulk grains from the U.S. to Mexico remained relatively stable during the third quarter compared to the previous quarter, but were lower than the same period a year ago and the 4-year average. The cost of shipping a metric ton (mt) of grain from the U.S. Gulf to Veracruz, Mexico, in a 25,000 ton-capacity vessel averaged \$20.68 per mt during the quarter—approximately the same as the previous quarter, but down 6 percent from last year and 15 percent from the 4-year average. The cost of shipping in a 35-40,000 ton-capacity vessel averaged \$18.53 per mt—relatively the same as the previous quarter, but 7 percent less than last year and 15 percent less than the 4-year average. Ocean rates for shipping bulk grains continued to be moderate due to increasing vessel supply and weak global freight demand (see GTR, dated 10/25/12).



## Livestock Border Crossings Are Driven by Horse Exports to Mexico

Livestock Border Crossing to Mexico during the 3rd quarter 2012



## Fruit and Vegetables

Mexican fruit and vegetable shipments imported by truck to the U.S. were up 12 percent from the third quarter of 2011. The biggest year-over-year increases within the top ten commodities were for avocados (56 percent), bananas (38 percent), cucumbers (21 percent), onions (20 percent), and peppers (19 percent). According to *The Packer*, the 2011-2012 avocado market year, ending June 30, set a new record for Mexican imports. Avocado imports from Mexico totaled 782 million pounds, up 15 percent from the previous record set in 2008-2009. *The Packer* reports per-capita consumption of avocados has increased about 11 percent every year in the U.S. since 2001. Increased imports of Mexican onions have been offsetting decreased U.S. production in order to meet domestic consumer demand. The latest *Vegetables and Pulses Outlook* reports that total U.S. planted onion acreage declined almost 4 percent between 2011 and 2012, consistent with the trend since the early 2000s. The largest decrease was in spring onions in which 2012 acreage decreased 13 percent to less than 30,000 acres. Planted acreage was down 27 percent in Texas and 7 percent in Georgia, but up 3 percent in California from 2011.

Truck rates at Nogales (\$2.41) were up 11 percent from the third quarter of 2011, and truck rates at the Pharr, TX, border crossing (\$2.06) were up 4 percent. Truck availability was between adequate and a full surplus throughout the third quarter at both border crossings, similar to last year at this time.



# Quarterly Bulk Grain and Soybeans

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

-----2012-----										
	Water route (to Veracruz)					Land route (to Guadalajara)				
	1st qtr	2nd qtr	3rd qtr	4th qtr	Avg	1st qtr	2nd qtr	3rd qtr	4th qtr	Avg
	US\$/metric ton									
	Corn									
Origin	IL					IA				
Truck	9.14	11.66	13.51		11.44	3.58	5.34	7.46		5.46
Rail <sup>1</sup>						87.78	88.01	86.22		87.34
Ocean <sup>2</sup>	18.37	18.62	18.53		18.51					
Barge	19.38	16.11	21.69		19.06					
Total transportation cost	46.89	46.39	53.73		49.00	91.36	93.35	93.68		92.80
Farm price	248.81	252.35	285.55		262.24	241.98	247.89	287.39		259.09
Landed cost	295.70	298.74	339.28		311.24	333.34	341.24	381.07		351.88
Transport % of landed cost	15.9	15.5	15.8		15.7	27.4	27.4	24.6		26.4
	Soybeans									
Origin	IL					NE				
Truck	9.14	11.66	13.51		11.44	3.58	5.34	7.46		5.46
Rail <sup>1</sup>						89.88	89.89	88.05		89.27
Ocean <sup>2</sup>	18.37	18.62	18.53		18.51					
Barge	19.38	16.11	21.69		19.06					
Total transportation cost	46.89	46.39	53.73		49.00	93.46	95.23	95.51		94.73
Farm price	460.52	519.31	557.28		512.37	440.92	502.16	558.50		500.53
Landed cost	507.41	565.70	611.01		561.37	534.38	597.39	654.01		595.26
Transport % of landed cost	9.2	8.2	8.8		8.7	17.5	15.9	14.6		16.0
	Wheat									
Origin	KS					KS				
Truck	18.44	22.24	29.38		23.35	3.58	5.34	7.46		5.46
Rail <sup>1</sup>						84.71	84.20	82.49		83.80
Ocean <sup>2</sup>	18.37	18.62	18.53		18.51					
Barge	12.53	10.38	18.69		13.87					
Total transportation cost	49.34	51.24	66.60		55.73	88.29	89.54	89.95		89.26
Farm price	249.61	234.91	303.63		262.72	249.61	234.91	303.63		262.72
Landed cost	298.95	286.15	370.23		318.44	337.90	324.45	393.58		351.98
Transport % of landed cost	16.5	17.9	18.0		17.5	26.1	27.6	22.9		25.5

<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.

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

Rail rates include fuel surcharges.



**Table 2. Quarterly tariff rail rates for U.S. bulk grain shipments to Mexico (US\$/car), 2012**

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	7,741	7,741	7,741		7,741	568	638	536		581
	OK	Cuautitlan, EM	6,766	6,815	6,837		6,806	595	741	651		662
	KS	Guadalajara, JA	7,411	7,422	7,444		7,426	880	818	629		776
	TX	Salinas Victoria, NL	3,703	3,710	3,725		3,713	242	285	245		258
Corn	IA	Guadalajara, JA	7,699	7,699	7,699		7,699	892	915	740		849
	SD	Penjamo, GJ	7,776	7,776	7,776		7,776	743	835	701		760
	NE	Queretaro, QA	7,048	7,065	7,097		7,070	766	805	657		743
	SD	Salinas Victoria, NL	5,650	5,650	5,974		5,758	565	634	533		577
	MO	Tlalnepantla, EM	6,263	6,428	6,538		6,410	746	783	638		722
	SD	Torreon, CU	6,522	6,522	6,522		6,522	623	699	587		636
Soybeans	MO	Bojay (Tula), HG	6,946	7,126	7,350		7,141	777	782	624		728
	NE	Guadalajara, JA	7,904	7,904	7,904		7,904	892	894	714		833
	IA	El Castillo, JA	8,255	8,255	8,255		8,255	739	829	697		755
	KS	Torreon, CU	6,396	6,421	6,421		6,413	608	574	443		542
Sorghum	OK	Cuautitlan, EM	5,670	5,670	5,730		5,690	564	633	532		577
	TX	Guadalajara, JA	6,653	6,653	6,653		6,653	484	543	456		494
	NE	Penjamo, GJ	7,433	7,426	7,426		7,428	834	810	637		760
	KS	Queretaro, QA	6,353	6,425	6,460		6,413	528	512	400		480
	NE	Salinas Victoria, NL	5,103	5,128	5,153		5,128	502	559	468		510
	NE	Torreon, CU	6,068	6,068	6,068		6,068	646	652	523		607

<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)



## Quarterly Bulk Grain and Soybeans

**Table 3. Quarterly tariff plus fuel surcharge rail rates for U.S. bulk grain shipments to Mexico, 2012**

			Tariff <sup>1</sup> plus fuel surcharge per:									
			US\$/metric ton					US\$/bushel <sup>2</sup>				
Commodity	Origin State	Destination	1st qtr	2nd qtr	3rd qtr	4th qtr	Avg	1st qtr	2nd qtr	3rd qtr	4th qtr	Avg
Wheat	MT	Chihuahua, CI	84.90	85.61	84.57		85.03	2.31	2.33	2.30		2.31
	OK	Cuautitlan, EM	75.21	77.20	76.50		76.31	2.04	2.10	2.08		2.07
	KS	Guadalajara, JA	84.71	84.20	82.49		83.80	2.30	2.29	2.24		2.28
	TX	Salinas Victoria, NL	40.31	40.83	40.56		40.57	1.10	1.11	1.10		1.10
Corn	IA	Guadalajara, JA	87.78	88.01	86.22		87.34	2.23	2.23	2.19		2.22
	SD	Penjamo, GJ	87.05	87.98	86.62		87.22	2.21	2.23	2.20		2.21
	NE	Queretaro, QA	79.84	80.41	79.22		79.83	2.03	2.04	2.01		2.03
	SD	Salinas Victoria, NL	63.50	64.21	66.49		64.73	1.61	1.63	1.69		1.64
	MO	Tlalnepanitla, EM	71.62	73.67	73.33		72.87	1.82	1.87	1.86		1.85
	SD	Torreon, CU	73.00	73.78	72.64		73.14	1.85	1.87	1.84		1.86
Soybeans	MO	Bojay (Tula), HG	78.91	80.81	81.48		80.40	2.15	2.20	2.22		2.19
	NE	Guadalajara, JA	89.88	89.89	88.05		89.27	2.44	2.44	2.39		2.43
	IA	Penjamo (Celaya), GJ	91.90	92.82	91.47		92.06	2.50	2.52	2.49		2.50
	KS	Torreon, CU	71.57	71.47	70.13		71.06	1.95	1.94	1.91		1.93
Sorghum	OK	Cuautitlan, EM	63.70	64.41	63.99		64.03	1.62	1.63	1.62		1.62
	TX	Guadalajara, JA	72.92	73.53	72.64		73.03	1.85	1.87	1.84		1.85
	NE	Penjamo, GJ	84.47	84.15	82.38		83.67	2.14	2.14	2.09		2.12
	KS	Queretaro, QA	70.30	70.88	70.09		70.42	1.78	1.80	1.78		1.79
	NE	Salinas Victoria, NL	57.26	58.10	57.43		57.60	1.45	1.47	1.46		1.46
	NE	Torreon, CU	68.60	68.67	67.34		68.20	1.74	1.74	1.71		1.73

<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), 2012**

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	97.36	97.36	97.36		97.36	13.00	13.78	10.15		12.31
	El Paso	Guadalajara, JA	97.20	97.20	97.20		97.20	12.97	13.73	10.23		12.31
	Eagle Pass	Aguascalientes, AGS	88.55	88.55	88.55		88.55	11.27	12.00	8.81		10.69
	El Paso	Aguascalientes, AGS	88.78	88.78	88.78		88.78	11.31	12.03	8.74		10.69
	Eagle Pass	Yurecuaro, MIC	91.07	91.07	91.07		91.07	11.76	12.51	9.05		11.11
	El Paso	Yurecuaro, MIC	91.34	91.34	91.34		91.34	11.81	12.55	9.08		11.15
	Eagle Pass	Torreon, COA	83.46	83.46	83.46		83.46	10.27	10.98	7.04		9.43
	El Paso	Torreon, COA	83.63	83.63	83.63		83.63	10.30	10.99	7.19		9.49
Minneapolis, MN	Eagle Pass	Guadalajara, JA	105.70	105.70	105.70		105.70	14.42	15.42	10.34		13.39
	El Paso	Guadalajara, JA	104.12	104.12	104.12		104.12	13.73	14.58	10.25		12.85
	Eagle Pass	Aguascalientes, AGS	96.89	96.89	96.89		96.89	12.68	13.64	8.25		11.53
	El Paso	Aguascalientes, AGS	95.70	95.70	95.70		95.70	12.08	12.88	8.31		11.09
	Eagle Pass	Yurecuaro, MIC	99.41	99.41	99.41		99.41	13.18	14.15	8.58		11.97
	El Paso	Yurecuaro, MIC	98.26	98.26	98.26		98.26	12.58	13.40	8.75		11.58
	Eagle Pass	Torreon, COA	91.80	91.80	91.80		91.80	11.68	12.61	7.38		10.56
	El Paso	Torreon, COA	90.55	90.55	90.55		90.55	11.06	11.84	7.37		10.09
Sioux Falls, SD	Eagle Pass	Guadalajara, JA	105.87	105.87	105.87		105.87	13.58	14.48	10.03		12.70
	El Paso	Guadalajara, JA	105.93	105.93	105.93		105.93	13.19	14.03	10.01		12.41
	Eagle Pass	Aguascalientes, AGS	97.06	97.06	97.06		97.06	11.85	12.71	6.54		10.37
	El Paso	Aguascalientes, AGS	97.51	97.51	97.51		97.51	11.53	12.33	6.75		10.20
	Eagle Pass	Yurecuaro, MIC	99.58	99.58	99.58		99.58	12.35	13.21	7.06		10.87
	El Paso	Yurecuaro, MIC	100.07	100.07	100.07		100.07	12.04	12.84	7.28		10.72
	Eagle Pass	Torreon, COA	91.97	91.97	91.97		91.97	10.85	11.68	5.48		9.34
	El Paso	Torreon, COA	92.36	92.36	92.36		92.36	10.52	11.29	5.68		9.16

<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
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	369	1,781
2012	426	388	352		

\*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 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	23.29	22.02
35-40,000	18.75	18.86	19.89	21.21	19.68
Vessel capacity (metric ton)	1st qtr 2012	2nd qtr 2012	3rd qtr 2012	4th qtr 2012	Average
25,000	20.28	20.79	20.68		20.58
35-40,000	18.37	18.62	18.53		18.51

Source: O'Neil Commodity Consulting



**Table 7. U.S. livestock exports to Mexico by border crossing\* (head) July-September 2012**

Border Crossing	NM	AZ	TX	Total
<b>Beef cattle</b>				
Slaughter	0	0	0	0
Breeding males	17	3	51	71
Breeding females	0	44	57	101
Total beef	17	47	108	172
<b>Hogs</b>				
Slaughter	0	0	0	0
Breeding males	0	260	221	481
Breeding females	0	6,315	951	7,266
Total hogs	0	6,575	1,172	7,747
<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	6	6
Total sheep	0	0	6	6
<b>Dairy cattle</b>				
Breeding males	0	8	0	8
Breeding females	29	44	880	953
Total dairy	29	52	880	961
<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	3,256	0	28,361	31,617
Breeding males	263	208	468	939
Breeding females	340	211	612	1,163
Geldings	109	53	103	265
Burro/mule/pony	0	2	137	139
Total horses	3,968	474	29,681	34,123
<b>Exotics**</b>	0	0	24	24
<b>Grand total</b>	<b>4,014</b>	<b>7,096</b>	<b>31,865</b>	<b>42,975</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. 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	2.20	2.19
Pharr, Texas	1.97	2.20	1.98	2.08	2.06
Origin/border crossing	1st qtr 2012	2nd qtr 2012	3rd qtr 2012	4th qtr 2012	Average
Nogales, Arizona	2.12	2.51	2.41		
Pharr, Texas	2.11	2.36	2.06		

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



**Table 9. Quarterly U.S.-Mexico border crossing fresh fruit and vegetables truck availability, 3rd quarter, 2012**

Legend:		Truck availability												
														1 = Surplus
Mexico border crossings/month		July					August				September			
Week		7/3	7/10	7/17	7/24	7/31	8/7	8/14	8/21	8/28	9/4	9/11	9/18	9/25
Through TX	Grapes	2	2											
	Mangoes	2	2	2	3	3	2	1	2	1				
	Melons	2	2											
	Mixed Vegetables	2	2	2	3	3	2	1	2	1				
Through Nogales, AZ	Carrots, Citrus	3	3	2	1	1	1	2	2	2	2	2	3	3
	Mangoes	3	3	2	1	1	1	2	2	2				
	Mixed Fruit and Vegetables	3	3	2	1	1	1	2	2	2	2	2	3	3
	Plum Tomatoes	3	3	2	1	1	1	2	2	2	2	2	3	3

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



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

Commodity	3rd quarter 2012	Rank
Tomatoes	41,120	1
Limes	26,424	2
Peppers	25,990	3
Avocados	16,178	4
Mangoes	16,099	5
Cucumbers	11,919	6
Misc Tropical	11,360	7
Onions	8,122	8
Papaya	5,657	9
Bananas	5,594	10

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



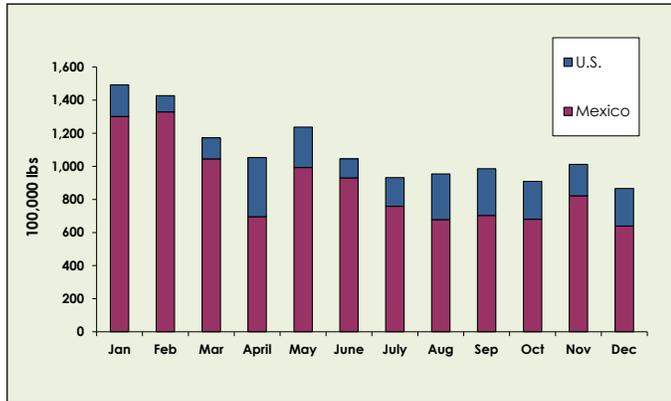
**Table 11. Top five commodities shipped to the U.S. from Mexico (10,000 lbs.)**

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>
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	40,329	236,121
Peppers	49,137	27,150	21,775	30,018	128,080
Cucumbers	31,749	27,481	9,879	22,275	91,384
Onions	30,159	20,994	6,747	7,090	64,990
Watermelon	25,181	66,908	3,082	14,777	109,948
<b>Subtotal</b>	<b>230,057</b>	<b>204,358</b>	<b>81,619</b>	<b>114,489</b>	<b>630,523</b>
Other	181,726	199,596	109,240	103,717	594,279
<b>Total</b>	<b>411,783</b>	<b>403,954</b>	<b>190,859</b>	<b>218,206</b>	<b>1,224,802</b>
Commodity	1st qtr 2012	2nd qtr 2012	3rd qtr 2012	4th qtr 2012	Total 2012
Tomatoes	99,264	69,282	41,120		209,666
Peppers	56,506	33,399	25,990		115,895
Cucumbers	42,668	25,798	11,919		80,385
Onions	29,949	20,020	8,122		58,091
Squash	26,776	16,033	3,401		46,210
<b>Subtotal</b>	<b>255,163</b>	<b>164,532</b>	<b>90,552</b>		<b>510,247</b>
Other	200,550	256,945	122,889		580,384
<b>Total</b>	<b>455,713</b>	<b>421,477</b>	<b>213,441</b>		<b>1,090,631</b>

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

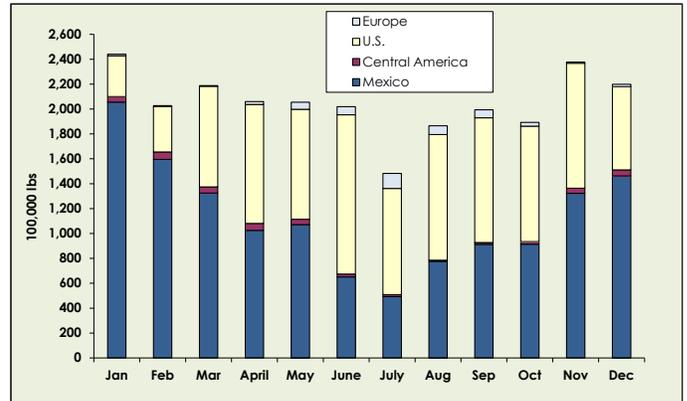


**Figure 3. Monthly U.S. shipments of domestic and imported plum tomatoes, 2011**



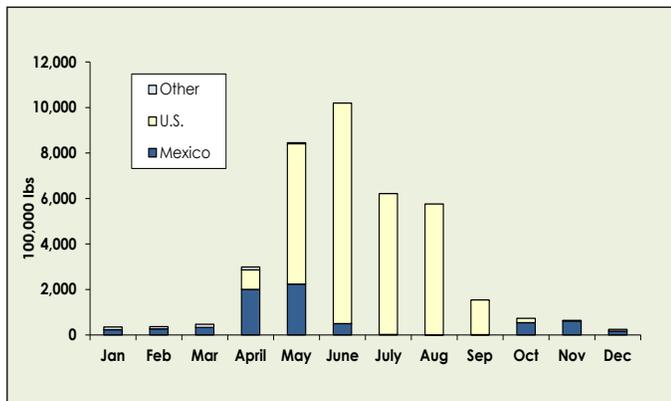
Source: Agricultural Marketing Service (AMS), USDA

**Figure 4. Monthly U.S. shipments of domestic and imported peppers (all varieties), 2011**



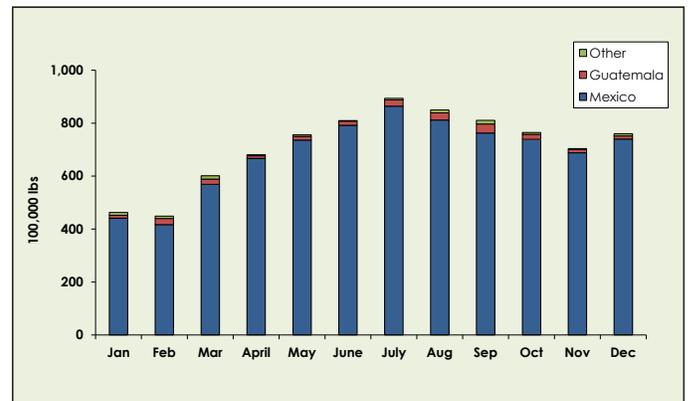
Source: Agricultural Marketing Service (AMS), USDA

**Figure 5. Monthly U.S. shipments of domestic and imported seedless watermelons, 2011**



Source: Agricultural Marketing Service (AMS), USDA

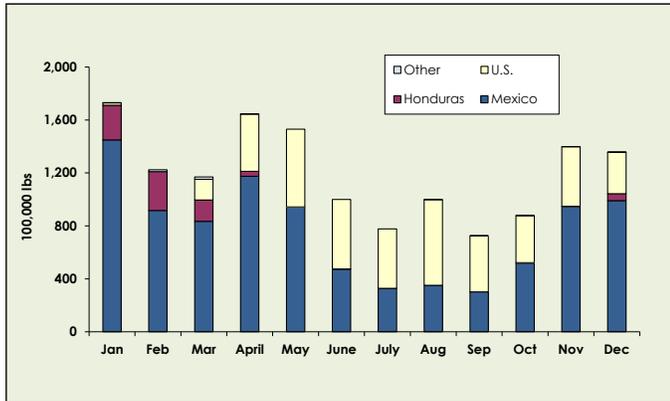
**Figure 6. Monthly U.S. shipments of domestic and imported limes, 2011**



Source: Agricultural Marketing Service (AMS), USDA

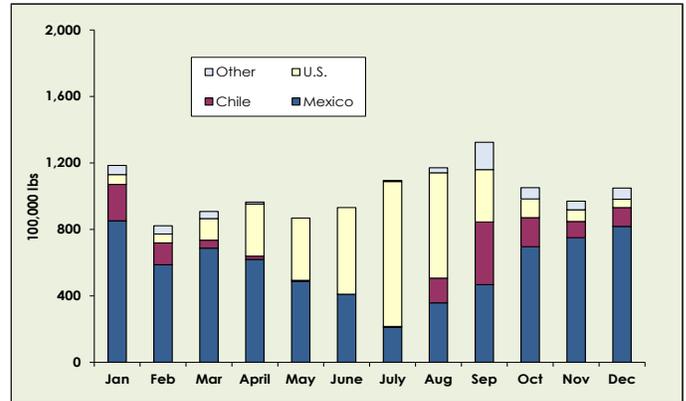


**Figure 7. Monthly U.S. shipments of domestic and imported cucumbers, 2011**



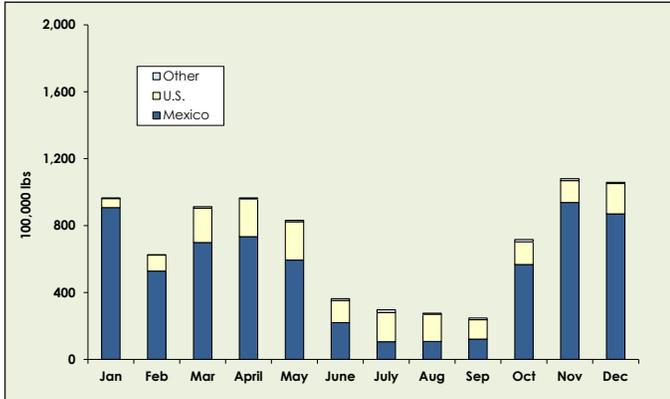
Source: Agricultural Marketing Service (AMS), USDA

**Figure 8. Monthly U.S. shipments of domestic and imported avocados, 2011**



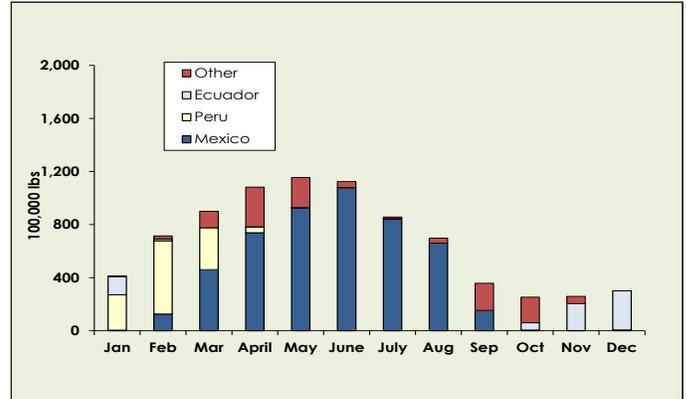
Source: Agricultural Marketing Service (AMS), USDA

**Figure 9. Monthly U.S. shipments of domestic and imported squash, 2011**



Source: Agricultural Marketing Service (AMS), USDA

**Figure 10. Monthly U.S. shipments of domestic and imported mangoes, 2011**



Source: Agricultural Marketing Service (AMS), USDA



## Container Shipments

**Table 12. Top ten U.S. containerized agricultural exports to Mexico\*, 2012**

1st qtr	Commodity	Quantity (mt)	# of TEUs**	Percentage share	Rank
	Vegetables	4,235	168	32	1
	Tobacco products	1,638	166	13	2
	Dextrose, glucose	1,046	66	8	3
	Coffee	945	57	7	4
	Dairy products	640	88	5	5
	Wine	639	74	5	6
	Beer, ale	371	23	3	7
	Grocery items	371	38	3	8
	Bulbs & seeds	362	25	3	9
	Edible nuts	300	41	2	10
<b>Subtotal</b>		<b>10,547</b>	<b>746</b>	<b>81</b>	
Other		2,499	231	19	
<b>Total Exports</b>		<b>13,046</b>	<b>977</b>	<b>100</b>	
2nd qtr	Commodity	Quantity (mt)	# of TEUs**	Percentage share	Rank
	Dextrose, glucose	5,171	196	39	1
	Tobacco products	1,398	151	10	2
	Dairy products	1,000	58	7	3
	Grocery items	826	102	6	4
	Cheese, edam, gouda	745	41	6	5
	Fruit	491	42	4	6
	Liquor, bitters	442	51	3	7
	Wine	426	29	3	8
	Vegetables	353	33	3	9
	Tomatoes, prepared	324	19	2	10
<b>Subtotal</b>		<b>11,175</b>	<b>722</b>	<b>83</b>	
Other		2,246	225	17	
<b>Total Exports</b>		<b>13,421</b>	<b>946</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), 2012



## Container Shipments

**Table 12. Top ten U.S. containerized agricultural exports to Mexico\*, 2012 (continued)**

3rd qtr	Commodity	Quantity (mt)	# of TEUs**	Percentage share	Rank
	Dextrose, glucose	14,225	540	34	1
	Dairy products	3,637	214	9	2
	Tobacco products	3,036	317	7	3
	Grocery items	2,676	356	6	4
	Fruit	2,440	235	6	5
	Cheese, edam, gouda	1,784	105	4	6
	Vegetables	1,678	166	4	7
	Wine	1,475	93	4	8
	Liquor, bitters	1,361	154	3	9
	Tomatoes, prepared	1,091	66	3	10
<b>Subtotal</b>		<b>33,402</b>	<b>2,246</b>	<b>80</b>	
Other		8,592	832	20	
<b>Total Exports</b>		<b>41,995</b>	<b>3,078</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), 2012



**Table 13. Top five U.S. bulk agricultural exports to Mexico\*, 2010-2011**

Commodity	2010	2011	Percentage share	Rank
	Quantity (mt)			
Bulk grains	3,262,754	3,584,153	46	1
Bread, cereal, flour	1,397,970	1,430,153	18	2
Soybeans	1,303,882	993,827	13	3
Rice	509,612	579,825	7	4
Vegetables	98,702	439,123	6	5
<b>Subtotal</b>	<b>6,572,920</b>	<b>7,027,081</b>	<b>91</b>	
Other	427,276	713,369	9	
<b>Total Exports</b>	<b>7,000,196</b>	<b>7,740,450</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, 2011

**Table 14. U.S. bulk agricultural exports to Mexico by receiving port\*, 2010-2011**

Mexican port	2010	2011	Percentage share	Rank
	Quantity (mt)			
Veracruz	4,847,113	5,171,025	67	1
Progreso	1,151,637	1,154,845	15	2
Coatzacoalcos	656,708	704,571	9	3
Tuxpan	338,249	498,342	6	4
Manzanillo	40	89,589	1	5
<b>Subtotal</b>	<b>6,993,747</b>	<b>7,618,372</b>	<b>98</b>	
Other	6,449	122,078	2	
<b>Total Exports</b>	<b>7,000,196</b>	<b>7,740,450</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), 2011



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

Commodity	2011	Percentage share	Rank
	# of TEUs**		
Tobacco products	852	14	1
Vegetables	793	13	2
Dextrose, glucose	672	11	3
Dairy products	606	10	4
Fruit	541	9	5
Grocery items	501	8	6
Edible nuts	327	5	7
Beer, ale	204	3	8
Wine	203	3	9
Coffee	187	3	10
<b>Subtotal</b>	<b>4,886</b>	<b>78</b>	
Other	1,403	22	
<b>Total Exports</b>	<b>6,289</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), 2011



**Table 16. Top 5 U.S. agricultural container shipments to Mexico by port\*, 2010-2011**

U.S. region**	Mexican port	2010	2011	% change
		Number of TEUs***		
U.S. Gulf	Manzanillo	17	-	-
Pacific Northwest		1,184	865	-27.0
West Coast		652	1,139	74.7
East Coast		100	100	0.5
<b>Subtotal</b>		<b>1,953</b>	<b>2,104</b>	<b>7.7</b>
U.S. Gulf	Lázaro Cárdenas	-	-	-
Pacific Northwest		193	35	-81.9
West Coast		753	1,058	40.5
East Coast		-	4	-
<b>Subtotal</b>		<b>946</b>	<b>1,097</b>	<b>16.0</b>
U.S. Gulf	Altamira	307	-	-
Pacific Northwest		-	-	-
West Coast		1	-	-
East Coast		242	866	257.8
<b>Subtotal</b>		<b>550</b>	<b>866</b>	<b>57.4</b>
U.S. Gulf	Merida	486	700	44.1
Pacific Northwest		-	-	-
West Coast		-	-	-
East Coast		-	-	-
<b>Subtotal</b>		<b>486</b>	<b>700</b>	<b>44.1</b>
U.S. Gulf	Vera Cruz	-	199	-
Pacific Northwest		-	-	-
West Coast		-	-	-
East Coast		393	239	-39.3
<b>Subtotal</b>		<b>393</b>	<b>438</b>	<b>11.3</b>
<b>Total of Top 5 Ports</b>		<b>4,328</b>	<b>5,205</b>	<b>20.3</b>
<b>Other Ports</b>		<b>804</b>	<b>1,084</b>	<b>34.8</b>
<b>TOTAL</b>		<b>5,132</b>	<b>6,289</b>	<b>22.5</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), 2011



**Table 17. U.S. agricultural container exports to Mexico by port\*, 2010-2011**

Mexican Port	2010	2011	Percentage share	Rank
	# of TEUs**			
Manzanillo	1,953	2,104	33	1
Lazaro Carden	952	1,097	17	2
Altamira	396	866	14	3
Merida	99	700	11	4
Vera Cruz	565	438	7	5
<b>Subtotal</b>	<b>3,965</b>	<b>5,205</b>	<b>83</b>	
Other	1,167	1,084	17	
<b>Total Exports</b>	<b>5,132</b>	<b>6,289</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), 2011

**Table 18. U.S. agricultural container exports to Mexico by port\*, 2011-2012**

Mexican Port	2011 3rd qtr	2012 3rd qtr	% Change	YTD 2011	YTD 2012	% Change
	# of TEUs**			# of TEUs**		
Lazaro Carden	348	315	-9	834	439	-47
Merida	189	187	-1	552	569	3
Vera Cruz	40	183	355	364	345	-5
Manzanillo	341	149	-56	1,931	434	-78
Puerto Morelos	61	130	114	167	346	107
<b>Subtotal</b>	<b>980</b>	<b>965</b>	<b>-2</b>	<b>3,849</b>	<b>2,133</b>	<b>-45</b>
Other	247	190	-23	1,396	945	-32
<b>Total</b>	<b>1,227</b>	<b>1,155</b>	<b>-6</b>	<b>5,245</b>	<b>3,078</b>	<b>-41</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), 2011 and 2012



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- ◆ [U.S. Grain and Soybean Exports to Mexico — A Modal Share Transportation Analysis \(PDF\)](#)
- ◆ [Grain Transportation Report](#)
- ◆ [Agricultural Refrigerated Truck Quarterly](#)



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- ◆ Figure 2: Land route shipment costs to Guadalajara, Mexico
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- ◆ Figure 4: Monthly U.S. shipments of domestic and imported peppers (all varieties), 2011
- ◆ Figure 5: Monthly U.S. shipments of domestic and imported seedless watermelons, 2011
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- ◆ Table 6: Quarterly ocean freight rate for bulk shipments from the U.S. Gulf to Veracruz, Mexico (US\$/metric ton)
- ◆ Table 7: U.S. livestock exports to Mexico by border crossing (head) July-September 2012
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- ◆ Table 18: U.S. agricultural container exports to Mexico by port, 2011-2012

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