



# Nogales Produce

## Import Report 2015-16

### U.S. IMPORTS OF FRESH PRODUCE IN 2015-16

**\$19.1** bill. Worldwide

#### AN OVERVIEW OF THE 2015-16 NOGALES FRESH PRODUCE IMPORTS

**54%** from Mexico (\$10.4 bill.)

The Fresh Produce Association of the Americas (FPAA) is pleased to present the latest Nogales Import Report for the 2015- 2016 season. This report shows the compilation of data obtained via USDA-FAS GATS. It reflects all fresh produce imported to the U.S. through the Nogales port between the months of September 2015 and August 2016. The years used for the analysis presented here refer to season years.

We hope that the information provided through these tables and graphics can help the industry detect trends, challenges and opportunities. In order to do this we are providing comparative data that includes a parallel view of the last five seasons.

The data collected includes volume and gross imported value declared at U.S. Customs, for all fruits and vegetables, general information about the participation of Nogales imports in the overall produce imports of the country and a month-by-month comparison of the Nogales imports flow. This last comparison offers a clear view of the season peaks and how it is shifting.

**17%** of ALL  
U.S. Global  
produce imports  
thru Nogales  
(\$ 3.3 bill.)

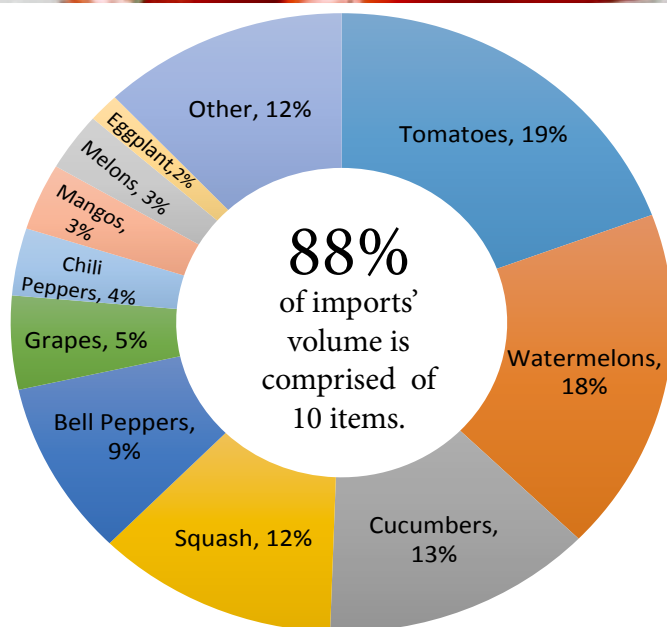




## TOP 10 ITEMS IMPORTED, BY VOLUME

In order to evaluate the current import market of fresh produce from Mexico, we have ranked the items according to the data obtained during 2015-16 season and then compared them with the four previous years.

The top 10 imports in volume and in order were: tomatoes, watermelons, cucumbers, squash, bell peppers, grapes, chili peppers, mangos, melons and eggplants, these represent approximately 88% of the total products imported from Mexico.



By Item	Volume by Season in 1,000 lbs.					Market share of each item by Season				
	2011-12	2012-13	2013-14	2014-15	2015-16	2011-12	2012-13	2013-14	2014-15	2015-16
Tomatoes	1,236,740	1,260,317	1,185,771	1,126,579	1,219,866	23%	22%	20%	19%	19%
Watermelons	743,907	905,849	1,033,014	1,111,942	1,132,891	14%	16%	18%	19%	18%
Cucumbers	616,472	683,212	756,227	787,650	836,000	11%	12%	13%	13%	13%
Squash	524,202	529,895	631,129	623,475	744,837	10%	9%	11%	10%	12%
Bell Peppers	537,060	578,141	558,752	575,899	576,845	10%	10%	10%	10%	9%
Grapes	316,814	289,949	299,617	314,993	308,514	6%	5%	5%	5%	5%
Chili Peppers	171,050	183,155	208,981	210,375	221,881	3%	3%	4%	4%	4%
Mangos	198,964	215,680	194,600	215,128	220,860	4%	4%	3%	4%	3%
Melons	159,668	168,921	168,192	176,002	191,903	3%	3%	3%	3%	3%
Eggplant	104,260	109,429	103,926	99,754	95,534	2%	2%	2%	2%	2%
<b>Total top 10 volume</b>	<b>4,609,136</b>	<b>4,924,547</b>	<b>5,140,210</b>	<b>5,241,798</b>	<b>5,549,130</b>	<b>86%</b>	<b>87%</b>	<b>88%</b>	<b>88%</b>	<b>88%</b>
<b>Total imports volume</b>	<b>5,364,037</b>	<b>5,684,635</b>	<b>5,833,416</b>	<b>5,948,289</b>	<b>6,316,638</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

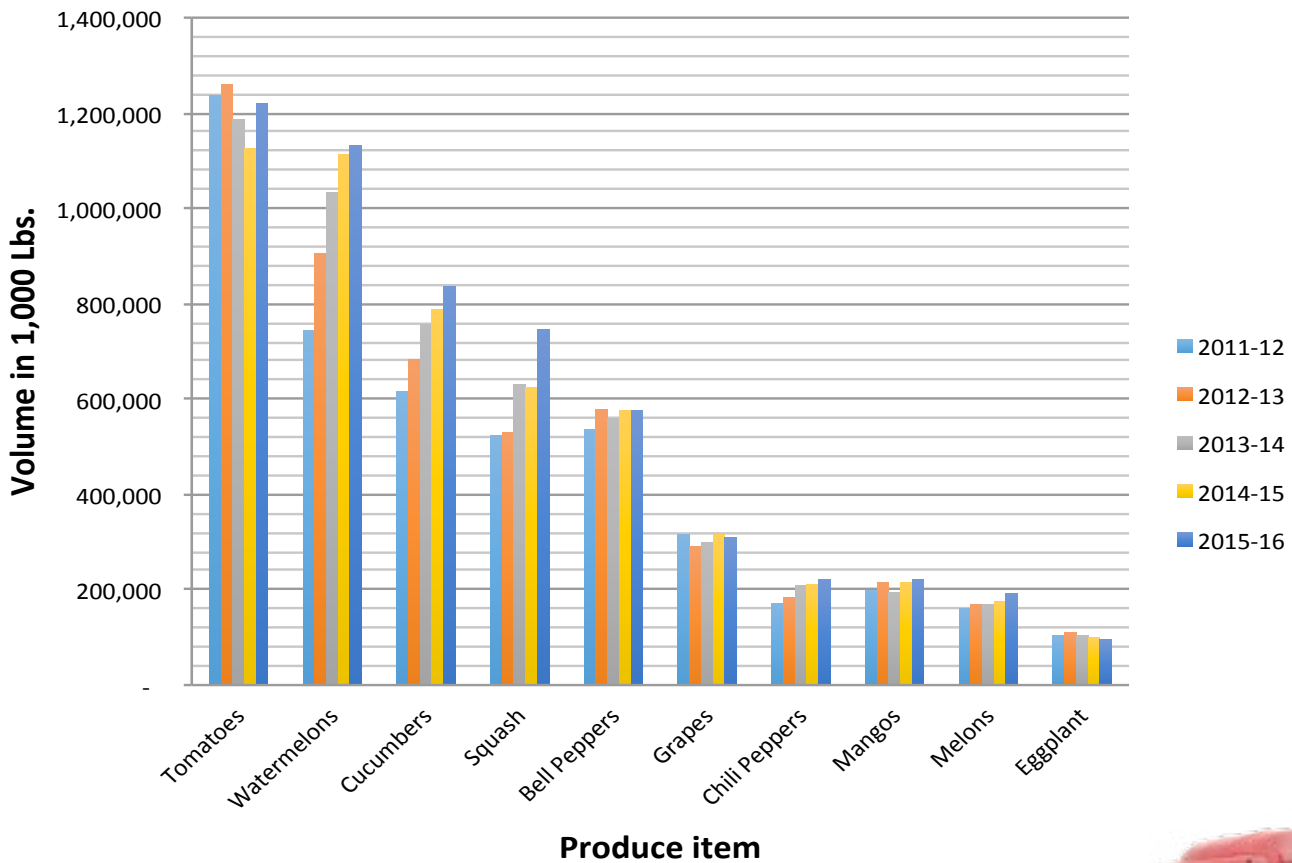
Note: The data collected includes volume and gross imported customs value, value declared at U.S. Customs, for all fruits and vegetables and general information about the participation of the Nogales imports in the overall produce imports of the country. Customs value does not reflect the actual selling, or F.O.B., price of items.



There was a continued increase in the volume of squash, melons, tomatoes, cucumbers, and chili peppers. Although not a significant increase from last season, watermelon shows the largest growth of 52% from five years ago, with the second largest average growth of 22% per season.

**SQUASH IMPORTS TAKE GREAT LEAPS :**  
 19% GROWTH FROM LAST SEASON,  
 52% FROM FOUR SEASONS AGO  
 30% AVERAGE PER SEASON!

By Item	Volume by Season in 1,000 lbs.					Last season's changes in volume compared to			
	2011-12	2012-13	2013-14	2014-15	2015-16	2011-12	2012-13	2013-14	2014-15
Tomatoes	1,236,740	1,260,317	1,185,771	1,126,579	1,219,866	-1%	-3%	3%	8%
Watermelons	743,907	905,849	1,033,014	1,111,942	1,132,891	52%	25%	10%	2%
Cucumbers	616,472	683,212	756,227	787,650	836,000	36%	22%	11%	6%
Squash	524,202	529,895	631,129	623,475	744,837	42%	41%	18%	19%
Bell Peppers	537,060	578,141	558,752	575,899	576,845	7%	-0%	3%	0%
Grapes	316,814	289,949	299,617	314,993	308,514	-3%	6%	3%	-2%
Chili Peppers	171,050	183,155	208,981	210,375	221,881	30%	21%	6%	5%
Mangos	198,964	215,680	194,600	215,128	220,860	11%	2%	13%	3%
Melons	159,668	168,921	168,192	176,002	191,903	20%	14%	14%	9%
Eggplant	104,260	109,429	103,926	99,754	95,534	-8%	-13%	-8%	-4%

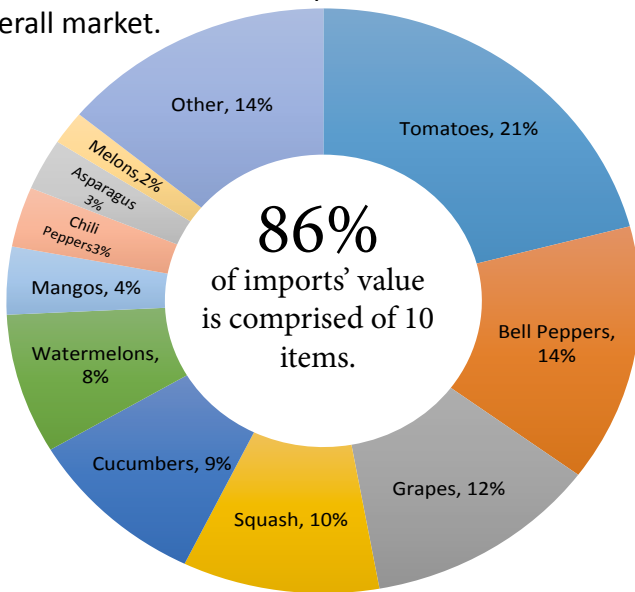


## TOP 10 ITEMS IMPORTED BY VALUE

In terms of total imported customs value, tomatoes are consistently the number one imported item, representing 21% average market share in the last five seasons. Given that eggplants are not as valuable as asparagus (per pound), they switch places in the ranking table making asparagus the number 9 item with over \$90 million in imports and a 3% share in the overall market.

Given the combination of value per pound and volume, asparagus shows the highest variation in total trading value. In the last two seasons this item has experienced a 34.1% increase in total customs value with an average growth of 29% over the last five years. Bell peppers follow in the list with a 22% increase in comparison with last season year and an average growth of 21% over the last five.

Overall we saw a positive change in the last two seasons in most items, except for a small decrease in watermelons, but in the last five years all items show considerable growth.



By Item	Value by season in \$1,000					Market share of each item in value by season				
	2011-12	2012-13	2013-14	2014-15	2015-16	2011-12	2012-13	2013-14	2014-15	2015-16
Tomatoes	\$737,619	\$675,908	\$596,899	\$562,862	\$678,887	27%	23%	21%	20%	21%
Bell Peppers	\$300,202	\$386,387	\$416,875	\$360,884	\$462,674	11%	13%	15%	13%	14%
Grapes	\$352,210	\$323,726	\$334,209	\$320,342	\$390,802	13%	11%	12%	11%	12%
Squash	\$237,306	\$253,549	\$252,485	\$269,918	\$326,384	9%	9%	9%	10%	10%
Cucumbers	\$227,393	\$247,822	\$307,269	\$282,054	\$301,772	8%	8%	11%	10%	9%
Watermelons	\$196,530	\$235,747	\$239,657	\$263,980	\$251,480	7%	8%	8%	9%	8%
Mangos	\$101,503	\$105,320	\$104,110	\$121,020	\$121,403	4%	4%	4%	4%	4%
Chili Peppers	\$107,435	\$103,440	\$111,112	\$101,302	\$108,060	4%	4%	4%	4%	3%
Asparagus	\$46,564	\$105,661	\$49,388	\$60,898	\$92,469	2%	4%	2%	2%	3%
Melons	\$55,548	\$52,187	\$57,739	\$57,979	\$60,249	2%	2%	2%	2%	2%
<b>Total top 10 value</b>	<b>\$2,362,310</b>	<b>\$2,489,747</b>	<b>\$2,469,743</b>	<b>\$2,401,239</b>	<b>\$2,794,180</b>	<b>85%</b>	<b>85%</b>	<b>87%</b>	<b>85%</b>	<b>86%</b>
<b>Total imports value</b>	<b>\$2,772,444</b>	<b>\$2,924,147</b>	<b>\$2,841,155</b>	<b>\$2,815,305</b>	<b>\$3,247,339</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

Note: The data collected includes volume and gross imported customs value, value declared at U.S. Customs, for all fruits and vegetables and general information about the participation of the Nogales imports in the overall produce imports of the country. Customs value does not reflect the actual selling, or F.O.B., price of items.

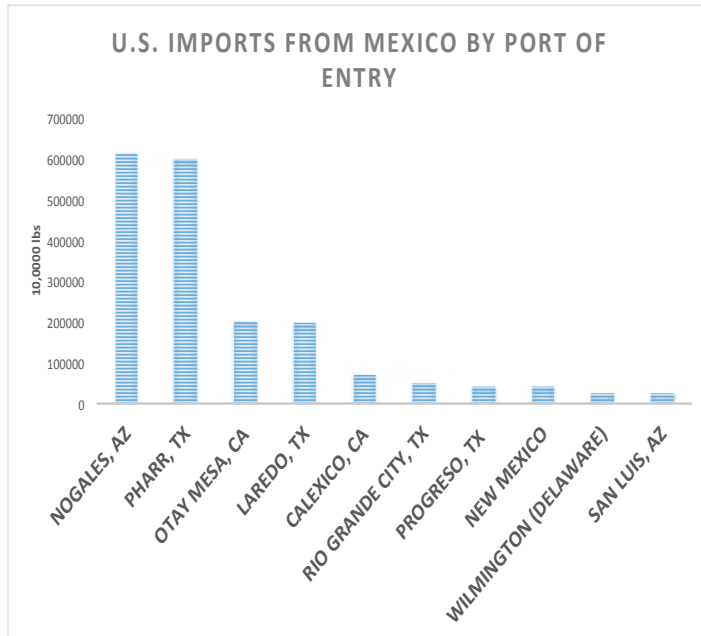


## THE OVERALL PICTURE OF NOGALES AS A PORT OF ENTRY

Nogales continues to be the number one port of entry for Mexican produce in volume with a total of 6.1 billion pounds of fresh produce crossing during the 2015-16 season, according to Market News from the AMS of USDA.



Nogales is the largest port for fresh produce in the U.S. with:



- 6.3** bill. Lbs. imported last season
- 6%** Volume growth from previous season
- \$3.3** bill. in trade value
- 15%** Growth in trade value from previous season

## IMPORTED VOLUME AND VALUE OF PRODUCE BY CATEGORY

Approximately two thirds of the total imported volume of Mexican Produce imported through Nogales is fresh vegetables and one-third fresh fruit, which is consistent among the seasons being compared.

The average growth of imports in volume of the total produce including fresh vegetables and fresh fruit in the five seasons being compared is 10.84%.

Of this, 6% is the average growth for fresh vegetables and 4.8% for fruits. However fresh vegetables are growing at a much faster pace.

The average growth of imports in value in both categories in the last five seasons was 14.46%.

Of the percentage above, 10.4% is the average growth of the value of fresh vegetables and 3.97% for fruits.

Nogales import volume by season in 1,000 lbs.					
Category	2011-12	2012-13	2013-14	2014-15	2015-16
Fresh Vegetables	3,694,423	3,818,391	3,853,912	3,841,584	4,166,653
Fresh Fruit	1,669,570	1,866,329	1,979,584	2,106,718	2,149,984
<b>Total</b>	<b>5,363,993</b>	<b>5,684,720</b>	<b>5,833,496</b>	<b>5,948,302</b>	<b>6,316,637</b>

Nogales import value by season in \$1,000					
	2011-12	2012-13	2013-14	2014-15	2015-16
Fresh Vegetables	\$1,929,909	\$2,046,359	\$1,945,532	\$1,872,757	\$2,245,144
Fresh Fruit	\$842,519	\$877,860	\$895,661	\$942,520	\$1,002,195
<b>Total</b>	<b>\$2,772,427</b>	<b>\$2,924,219</b>	<b>\$2,841,193</b>	<b>\$2,815,277</b>	<b>\$3,247,339</b>

*Note: The data collected includes volume and gross imported customs value, value declared at U.S. Customs, for all fruits and vegetables and general information about the participation of the Nogales imports in the overall produce imports of the country. Customs value does not reflect the actual selling, or F.O.B., price of items.*



## FRESH PRODUCE CROSSING THROUGH NOGALES DETAILED

The USDA-FAS recognizes over 59 items currently crossing from Mexico, from the most popular like tomatoes to Jicama and others not as well known. For the purpose of

this report, subtypes of those items have been grouped. Such is the case of tomatoes that include cherry, mature green, plum and grape.

Product		2011 -12	2012-13	2013-14	2014- 15	2015-16
Artichokes	in 1,000 lbs.	1,594	1,614	1,684	1,403	1,247
	in \$1,000	\$1,385	\$1,423	\$1,400	\$1,138	\$1,949
Asparagus	in 1,000 lbs.	51,975	40,192	54,590	34,921	52,949
	in \$1,000	\$46,564	\$105,661	\$49,388	\$60,898	\$92,469
Avocados	in 1,000 lbs.	38,235	67,883	50,838	35,842	41,582
	in \$1,000	\$33,218	\$52,950	\$50,075	\$36,505	\$34,898
Bananas	in 1,000 lbs.	37,974	35,601	17,997	18,325	11,755
	in \$1,000	\$11,537	\$14,822	\$10,315	\$10,197	\$6,643
Beets & Horseradish	in 1,000 lbs.	605	1,420	1,211	1,136	553
	in \$1,000	\$328	\$576	\$581	\$476	\$317
Bell Peppers	in 1,000 lbs.	537,060	578,141	558,752	575,899	576,845
	in \$1,000	\$300,202	\$386,387	\$416,875	\$360,884	\$462,674
Blackberries	in 1,000 lbs.	7,548	4,508	4,296	4,829	2,522
	in \$1,000	\$18,538	\$9,514	\$7,415	\$8,765	\$3,447
Blueberries	in 1,000 lbs.	1,646	1,859	3,196	6,510	8,810
	in \$1,000	\$2,762	\$2,207	\$11,509	\$29,450	\$37,841
Broccoli	in 1,000 lbs.	20,593	21,251	20,011	16,944	30,910
	in \$1,000	\$8,611	\$6,522	\$6,121	\$6,835	\$20,347
Brussel Sprouts	in 1,000 lbs.	3,443	3,510	3,038	6,432	22,358
	in \$1,000	\$1,933	\$1,937	\$1,681	\$4,241	\$12,873
Cabbage	in 1,000 lbs.	4,218	1,415	3,056	1,373	4,173
	in \$1,000	\$892	\$485	\$889	\$418	\$1,329
Cantaloupes	in 1,000 lbs.	52,139	42,936	47,685	51,004	35,666
	in \$1,000	\$13,935	\$12,864	\$13,777	\$17,000	\$11,264
Carrots	in 1,000 lbs.	18,304	21,815	18,274	21,320	20,290
	in \$1,000	\$5,953	\$4,822	\$3,922	\$4,729	\$4,896
Cassava, Dasheens, Taro, Roots	in 1,000 lbs.	1,795	1,114	-	995	21
	in \$1,000	\$1,154	\$619	\$-	\$812	\$17



Product		2011 -12	2012-13	2013-14	2014- 15	2015-16
Celery	in 1,000 lbs.	24,587	37,546	32,343	47,230	37,158
	in \$1,000	\$4,653	\$8,570	\$6,904	\$11,122	\$9,516
Chayote	in 1,000 lbs.	68	-	-	-	-
	in \$1,000	\$23	\$-	\$-	\$-	\$-
Chickpeas	in 1,000 lbs.	1,763	1,480	1,452	1,128	1,517
	in \$1,000	\$1,449	\$1,236	\$1,298	\$1,037	\$1,376
Chicory	in 1,000 lbs.	3,976	2,941	4,329	4,958	3,481
	in \$1,000	\$1,619	\$903	\$1,722	\$2,225	\$1,638
Chili Peppers	in 1,000 lbs.	171,050	183,155	208,981	210,375	221,881
	in \$1,000	\$107,435	\$103,440	\$111,112	\$101,302	\$108,060
Cauliflower	in 1,000 lbs.	2,420	4,408	3,282	2,209	145
	in \$1,000	\$973	\$1,598	\$1,242	\$983	\$73
Cucumbers	in 1,000 lbs.	616,472	683,212	756,227	787,650	836,000
	in \$1,000	\$227,393	\$247,822	\$307,269	\$282,054	\$301,772
Eggplant	in 1,000 lbs.	104,260	109,429	103,926	99,754	95,534
	in \$1,000	\$49,319	\$46,839	\$40,532	\$40,120	\$45,047
Garlic	in 1,000 lbs.	1,141	379	668	704	1,232
	in \$1,000	\$1,353	\$405	\$629	\$968	\$1,903
Gingseng	in 1,000 lbs.	-	-	-	0.44	-
	in \$1,000	\$-	\$-	\$-	\$33	\$-
Grapefruit	in 1,000 lbs.	100	3,685	5,084	5,247	7,776
	in \$1,000	\$21	\$1,636	\$2,514	\$2,438	\$3,018
Grapes	in 1,000 lbs.	316,814	289,949	299,617	314,993	308,514
	in \$1,000	\$352,210	\$323,726	\$334,209	\$320,342	\$390,802
Green Beans	in 1,000 lbs.	57,814	57,358	56,403	60,807	62,887
	in \$1,000	\$40,148	\$41,098	\$45,092	\$34,568	\$46,904
Guavas	in 1,000 lbs.	43	51	-	3	114
	in \$1,000	\$26	\$30	\$	\$4	\$155
Jicama	in 1,000 lbs.	125	11	74	545	1,168
	in \$1,000	\$24	\$3	\$21	\$134	\$301
Kohlrabi	in 1,000 lbs.	34,391	25,361	11,416	12,592	15,986
	in \$1,000	\$10,876	\$8,567	\$4,102	\$5,160	\$6,843



Product		2011 -12	2012-13	2013-14	2014- 15	2015-16
Leeks & Ot Veg	in 1,000 lbs.	2,849	2,648	2,373	3,452	4,021
	in \$1,000	\$1,665	\$1,556	\$1,040	\$1,867	\$2,656
Lemons	in 1,000 lbs.	142	790	1,213	3,369	3,165
	in \$1,000	\$30	\$267	\$465	\$855	\$968
Lentils and Leguminous Veg.	in 1,000 lbs.	-	-	-	3.75	-
	in \$1,000	\$-	\$-	\$-	\$4	\$-
Lettuce	in 1,000 lbs.	28,570	28,605	1,338	9,895	7,414
	in \$1,000	\$24,146	\$25,625	\$573	\$12,234	\$4,173
Limes	in 1,000 lbs.	38,784	34,707	32,275	38,161	34,628
	in \$1,000	\$9,952	\$10,729	\$13,049	\$12,037	\$11,138
Loganberries	in 1,000 lbs.	380	1,566	187	475	-
	in \$1,000	\$770	\$3,243	\$474	\$866	\$-
Mandarins	in 1,000 lbs.	263	114	1,165	1,837	1,371
	in \$1,000	\$71	\$19	\$466	\$545	\$358
Mangos	in 1,000 lbs.	198,964	215,680	194,600	215,128	220,860
	in \$1,000	\$101,503	\$105,320	\$104,110	\$121,020	\$121,403
Melons	in 1,000 lbs.	159,668	168,921	168,192	176,001	191,902
	in \$1,000	\$55,548	\$52,187	\$57,739	\$57,979	\$60,249
Onion	in 1,000 lbs.	92,364	84,810	73,494	59,814	50,818
	in \$1,000	\$46,233	\$58,754	\$39,752	\$39,181	\$34,097
Oranges	in 1,000 lbs.	26,228	42,979	70,665	70,622	91,939
	in \$1,000	\$5,442	\$7,405	\$14,560	\$15,328	\$18,142
Other Fruits	in 1,000 lbs.	24,053	24,757	31,617	29,582	32,672
	in \$1,000	\$10,391	\$11,949	\$15,969	\$12,664	\$14,168
Other Vegetables	in 1,000 lbs.	53,498	50,841	32,810	39,582	47,621
	in \$1,000	\$28,931	\$26,998	\$22,271	\$27,018	\$32,066
Papayas	in 1,000 lbs.	1,844	1,698	1,658	1,346	-
	in \$1,000	\$993	\$748	\$737	\$598	\$-
Peach	in 1,000 lbs.	1,529	1,682	1,039	-	1,898
	in \$1,000	\$344	\$268	\$166	\$-	\$323
Peas	in 1,000 lbs.	6,886	7,703	6,917	7,246	6,409
	in \$1,000	\$6,250	\$5,125	\$6,191	\$6,997	\$7,691





Product		2011 -12	2012-13	2013-14	2014- 15	2015-16
Pineapples	in 1,000 lbs.	4,019	5,871	8,144	5,766	7,501
	in \$1,000	\$1,218	\$1,859	\$2,848	\$2,182	\$3,363
Plantains	in 1,000 lbs.	39	2	34	302	407
	in \$1,000	\$8	\$5	\$14	\$114	\$96
Pumpkins	in 1,000 lbs.	883	-	78	90	600
	in \$1,000	\$235	\$-	\$7	\$31	\$190
Radishes	in 1,000 lbs.	14,388	11,584	5,385	8,538	10,161
	in \$1,000	\$6,679	\$5,712	\$2,589	\$4,579	\$5,935
Raspberry	in 1,000 lbs.	4,043	3,648	821	2,275	4,741
	in \$1,000	\$9,899	\$13,283	\$2,974	\$6,681	\$18,100
Spinach	in 1,000 lbs.	5,719	1,880	436	1,456	-
	in \$1,000	\$2,302	\$378	\$98	\$932	\$-
Squash	in 1,000 lbs.	524,202	529,895	631,129	623,475	744,837
	in \$1,000	\$237,306	\$253,549	\$252,485	\$269,918	\$326,384
Strawberry	in 1,000 lbs.	11,254	10,569	5,897	13,081	4,829
	in \$1,000	\$17,589	\$16,963	\$12,583	\$22,944	\$13,466
Sweet Corn	in 1,000 lbs.	70,669	64,272	74,343	73,067	88,573
	in \$1,000	\$26,256	\$23,767	\$22,798	\$27,027	\$32,761
Tamarinds	in 1,000 lbs.	-	-	-	-	-
	in \$1,000	\$-	\$-	\$-	\$-	\$-
Tangerines	in 1,000 lbs.	-	1,025	353	75	4,441
	in \$1,000	\$-	\$121	\$43	\$24	\$873
Tomatoes	in 1,000 lbs.	1,236,740	1,260,317	1,185,771	1,126,579	1,219,866
	in \$1,000	\$737,619	\$675,908	\$596,899	\$562,862	\$678,887
Turnips	in 1,000 lbs.	-	-	37.92	-	-
	in \$1,000	-	-	\$4	-	-
Watermelons	in 1,000 lbs.	743,907	905,849	1,033,014	1,111,942	1,132,891
	in \$1,000	\$196,530	\$235,747	\$239,657	\$263,980	\$251,480
<b>Total</b>	<b>in 1,000 lbs.</b>	<b>5,364,037</b>	<b>5,684,635</b>	<b>5,833,416</b>	<b>5,948,289</b>	<b>6,316,638</b>
	<b>in \$1,000</b>	<b>\$2,772,444</b>	<b>\$2,924,147</b>	<b>\$2,841,155</b>	<b>\$2,815,305</b>	<b>\$3,247,339</b>

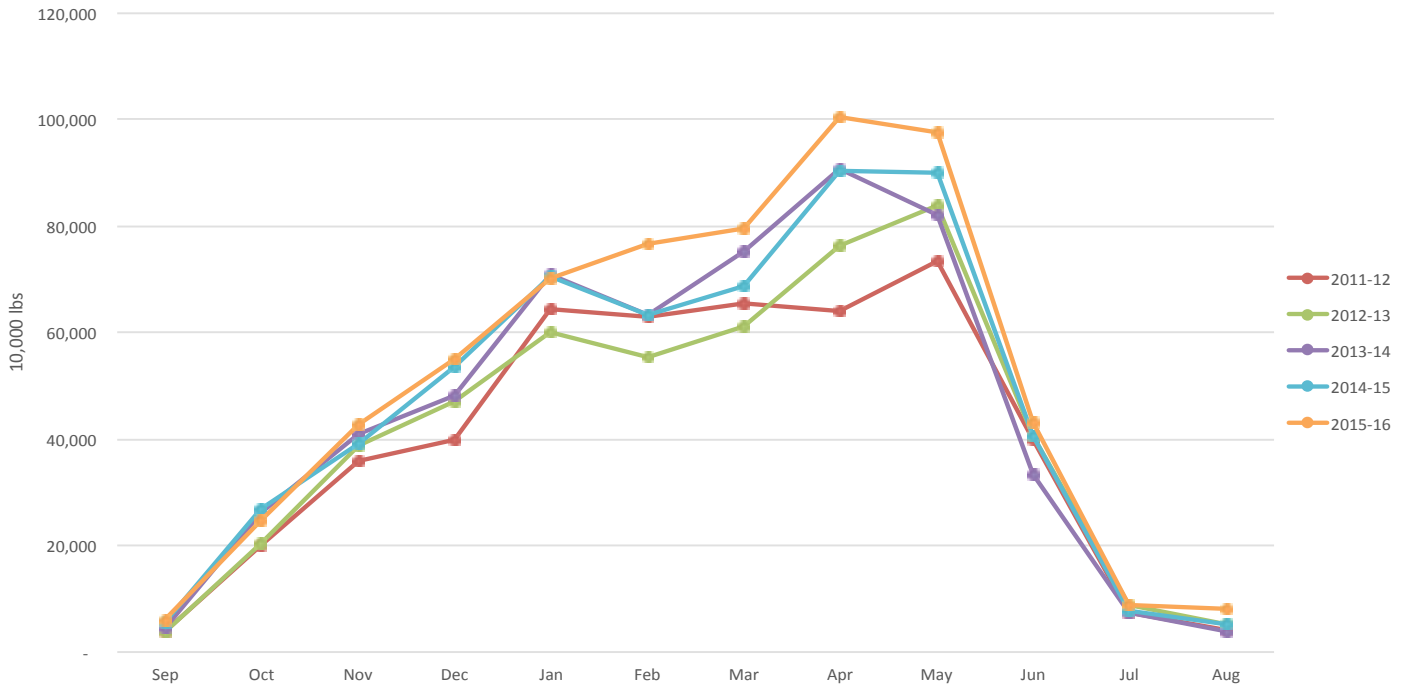


## SEASON PEAKS AND EVOLUTION

Buyers Can Count on Nogales - The Mexican import season continues to expand and evolve as growers invest in new technology, develop new seed varieties, and expand into new micro-climates. Traditionally, many buyers have viewed Nogales through the lens of a “winter import season” that peaked from January through April.

Now, the peak of the season has shifted, especially with new fields from Northern Sinaloa and Sonora. This means that Nogales has a new peak season, effectively from December until the end of June. Coupled with increased volumes, the increased marketing window makes Nogales the best choice for loading items from Mexico.

Volume in 10,000 lbs. by month					
	2011-12	2012-13	2013-14	2014-15	2015-16
Sep	3,879	3,705	4,624	5,433	6,127
Oct	19,878	20,395	26,304	27,009	24,525
Nov	35,965	38,844	40,917	39,027	42,804
Dec	39,939	46,947	47,970	53,565	55,111
Jan	64,470	60,223	70,863	70,447	70,164
Feb	63,105	55,258	63,208	63,214	76,818
Mar	65,572	60,969	75,275	68,634	79,456
Apr	64,196	76,301	90,649	90,450	100,387
May	73,549	83,759	81,885	89,823	97,647
Jun	39,815	40,580	33,537	40,427	43,167
Jul	7,469	8,797	7,570	7,744	8,757
Aug	4,176	5,210	3,903	5,186	7,968



## CONCLUSION

Many factors can influence the variations in the volume and gross imported customs value of these items including production, supply and demand, use of alternative ports, the value per Lb. and a combination of all these.

However, volume of fruits and vegetables imported through Nogales continued to grow with markedly higher tendencies in squash, watermelons, cucumbers, and chili peppers.

Nogales has achieved record highs in volume and value in the 2015-16 season.

The season reached new peaks and longer import periods.

With infrastructure projects in the works, the Unified Cargo Processing Program operating, and the continued improvements in technology, we can only predict higher volumes and values in the future.



This report is brought to you by The Fresh Produce Association of the Americas, (FPAA)

## ABOUT THE FRESH PRODUCE ASSOCIATION OF THE AMERICAS

The FPAA was founded by produce distributors in May, 1944 to advance their interests in the Mexican produce industry. We've come a long way in the last 72 years!

The FPAA is over 100 members strong and focused on critical business objectives to ensure the health of our industry.

### MISSION

To provide industry expertise and informed advocacy to foster the success of Member companies.

### OBJECTIVES

**1. Act as the united voice for members when working toward the enhancement of member access to North American markets through legislation**

Continually develop and nurture strong, healthy relationships with U.S. and Mexican government agencies to facilitate the development of laws and regulations related to food safety, trade, and agriculture.

**2. Ensure transportation infrastructure that supports this growth**

Actively participate in lobbying efforts of The Greater Nogales and Santa Cruz County Port Authority to improve the port of entry and regional transportation infrastructure.

**3. Provide added value for members:**

- Members only website and timely industry updates
- Weekly e-newsletter
- Category analysis
- Crisis management
- Trade meetings
- Educational seminars
- Discounts on various services
- Annual convention
- Spring policy summit

### LEARN MORE ABOUT FPAA AT:

[WWW.FRESHFROMMEXICO.COM](http://WWW.FRESHFROMMEXICO.COM)  
(520) 287-2707



Are you doing business between the U.S. and Mexico?  
...Then, your participation is a MUST!!



## SPRING POLICY SUMMIT

February 28- March 1, 2017, in Tubac, Arizona

A TWO-DAY SUMMIT AT THE TUBAC GOLF RESORT & SPA

WITH THE MOST QUALIFIED SPEAKERS

COVERING CRUCIAL TOPICS SUCH AS:

Seeking New Efficiencies in Customs, Food Safety and Border Infrastructure



# BECOMING A MEMBER

The FPAА welcomes membership applications from like-minded companies interested in continued access for produce from Mexico. The annual membership dues are \$1,500.00, and include an abundance of resources and exclusive benefits. Distributor Members contribute special assessment fees based on annual volume; Associate Members contribute a fixed special assessment fee based on business type.



## APPLICATION FOR MEMBERSHIP

Date: \_\_\_\_\_

Company Name: \_\_\_\_\_  
\_\_\_\_\_

P.A.C.A. license #: \_\_\_\_\_  
*(if applicable)*

### Contact and Mailing Address Information

Primary Contact \_\_\_\_\_

Email \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone *(xxxxxx)* \_\_\_\_\_

Fax *(xxxxxx)* \_\_\_\_\_

Website \_\_\_\_\_

### Alternative Address Information

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone: *(xxxxxx)* \_\_\_\_\_

Type of Business \_\_\_\_\_  
*(Distributor, Broker, CHB, Other)*

Description of services and/or products provided to the produce industry: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

### We operate as a:

*(corporation, partnership, LLC, etc.)*

### Principals:

President \_\_\_\_\_

Vice President \_\_\_\_\_

General Manager \_\_\_\_\_

Is your company an owner of, or affiliated with, any other companies that serve as an importer of record of fresh produce from Mexico? If so, please provide the name (s) and PACA number (s):

Co: \_\_\_\_\_ PACA # \_\_\_\_\_

Co: \_\_\_\_\_ PACA # \_\_\_\_\_

Co: \_\_\_\_\_ PACA # \_\_\_\_\_

Co: \_\_\_\_\_ PACA # \_\_\_\_\_

### Distributor Member Pro-Forma Requirements

I authorize my Customhouse Broker(s) to provide pro-forma details to the Association on at least a weekly basis for assessment fee calculation.

Signature \_\_\_\_\_ Title \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

Name(s) of Customhouse Broker(s)

### MEMBERSHIP IN THE ASSOCIATION IS NOT TRANSFERABLE OR ASSIGNABLE.

Date \_\_\_\_\_

Print Name \_\_\_\_\_

Title \_\_\_\_\_

Signature \_\_\_\_\_

### For FPAА office use only.

Date application received: \_\_\_\_\_ Date of board approval: \_\_\_\_\_