

Monitoring of U.S. Imports of Tomatoes

Investigation No. 332-350

Publication 2771

June 1994

U.S. International Trade Commission

OA 71. *Ifigr* ¹¹ k 
.111k .1111, .sub
1111 FIVIL- '111111M111111
NIL
MN 41 111411/11 *%tom 1111*
1111/ IMAM WVM" 111111k
prir Ivry" ..milewir

U.S. International Trade Commission

COMMISSIONERS

Don E. Newquist, Chairman
Peter S. Watson, Vice Chairman
David B. Rohr
Carol T. Crawford
Janet A. Nuzum
Lynn M. Bragg

Robert A. Rogowsky, Director
Office of Operations

Vern Simpson, Director
Office of Industries

This report was principally prepared by:

Timothy P. McCarty
Project Leader

Lee E. Frankel
Office of Industries

Andrew Rylyk
Office of Information Services

Linda Linkins
Office of Economics

Vera Libeau and James Stewart
Office of Investigations

William W. Gearhart
Office of the General Counsel

With assistance from
Sharon L. Williams, Brenda Young, and Jennifer Stowe
Office of Industries

Under the direction of
Lowell Grant, Chief
Fruit, Vegetable, and Specialty Products Branch

Cathy L. Jabara, Chief
Agriculture and Forest Products Division

Address all communications to
Secretary to the Commission
United States International Trade Commission
Washington, DC 20436

CHAIRMAN



UNITED STATES INTERNATIONAL TRADE COMMISSION

WASHINGTON, D.C. 20436

June 8, 1994

Honorable Sam Gibbons
Acting Chairman, Committee on Ways
and Means
U.S. House of Representatives
Washington, DC 20515

Dear Mr. Chairman:

Section 316 of the North American Free-Trade Agreement Implementation Act (NAFTA Implementation Act) requires the Commission to monitor U.S. imports of "fresh or chilled tomatoes" and "fresh or chilled peppers, other than chili peppers" until January 1, 2009. In response to this provision, on December 30, 1993, the Commission instituted Investigations Nos. 332-350 (for tomatoes) and 332-351 (for peppers).

Although the Commission is not required by law to publish any reports on this monitoring, we thought it would be useful to inform the Congress and the public of the progress we are making in implementing section 316. Consequently, we have compiled the information we have gathered thus far in our monitoring efforts in two reports. Copies are enclosed for your information.

We also would like to take this opportunity to inform you of developments since we began implementing section 316, which are likely to affect the effectiveness of the provision.

These developments include (1) opposition to Commission efforts to gather industry data through questionnaires, including opposition by certain segments of the domestic industries to the broad product coverage of section 316;

(2) a low industry response rate to the Commission questionnaires; and (3) difficulties in obtaining relevant information from other government agencies.

As you know, section 316 requires that the Commission monitor imports of fresh or chilled tomatoes and fresh or chilled peppers, as if requests for such monitoring had been made under section 202 of the Trade Act of 1974. Although the statutory language of section 316 only requires the Commission to monitor "imports," the purpose of section 316 is to enable the domestic producers of these products to obtain provisional relief on an expedited basis in a safeguard investigation. Therefore, timely information about the condition of the domestic industry, as well as the imports, is important.

Under the expedited procedures of section 202, the Commission must make both an injury determination and a provisional remedy recommendation within 21 days of the petition. Congress recognized that 21 days is an unusually short period for data collection and analysis, and thus required a minimum of 90 days of import monitoring as a precondition to considering requests for provisional relief. Although some information relevant to the Commission's analysis of the condition of the domestic industry is available through USDA and other public sources, certain information -- particularly financial information -- must be obtained from questionnaires sent to the domestic industry. Accordingly, the Commission has attempted, during the course of implementing section 316, to gather information on the condition of the domestic industry through a questionnaire process. Unfortunately, we have encountered significant resistance to our efforts from certain segments of the domestic industries.

Product coverage of section 316.--AB noted above, section 316 requires that the Commission monitor "fresh or chilled tomatoes" and "fresh or chilled peppers, other than chili peppers." Section 316 does not distinguish between produce grown for fresh-market use and that grown for processing. Nor does section 316 limit the Commission's monitoring to tomatoes and peppers entered during a particular season of the year (e.g., the winter season). Accordingly, the Commission views its legal obligation to require monitoring imports of all fresh or chilled tomatoes and of all peppers other than chili peppers, without regard to how such tomatoes and peppers are used or when during the year they enter the United States.

Domestic growers of tomatoes and peppers located outside of Florida have asserted that section 316 was not intended to

apply to them and have objected to filling out the Commission's questionnaire. The strongest objections have come from tomato growers in California who serve the processing market. They argue that the tomatoes they grow are very different from those grown for the fresh market. For example, they state that tomatoes for processing are of a different variety and are picked mechanically rather than by hand, thus making them unsuitable for table use. [See, for example, the submission of John C. Welty, Executive Vice President, California Tomato Growers Association, Inc., a copy of which is enclosed.]

It appears that domestic growers of tomatoes and peppers for fresh-market use, marketed between October and May, are the domestic producers most concerned about the effects of increased imports as a result of NAFTA. As currently drafted, however, section 316 applies to a much broader scope of competing imports. If Congress intends for the relevant monitoring to be limited to produce for fresh-market use, or to produce marketed during a certain season (such as October 15 through May 31), an amendment to section 316 is required.

In considering whether to amend the scope of section 316, we urge you to consider the following factors. First, limiting the scope of section 316 to a narrower product range would reduce the corresponding reporting burden on domestic growers, since the relevant universe of domestic growers would decrease substantially. Second, limiting the scope to the winter marketing season would focus on the time period when imports are of greatest concern to competing domestic growers. Third, limiting the scope of relevant imports and of relevant domestic growers would reduce the monitoring expense that the provision imposes on the Commission as well as on the domestic industry. Expenditures by the Commission in connection with these two monitoring efforts have thus far come to approximately \$45,000 for tomatoes, \$23,000 for peppers, and an additional \$11,000 for reimbursement to USDA.

Low industry response to Commission survey efforts.--As indicated in the attached reports, questionnaire response rates were low for both tomato and pepper growers, particularly in the critical area of income-and-loss experience. Many growers indicated that the questionnaires were received during their peak production or harvesting period. In response to this concern, the Commission will make adjustments in the content and timing of any questionnaires we might send in the future. The low industry

response rate also reflects a lack of incentive for many growers; many growers apparently have little interest in taking the time to furnish information for use in an investigation that may never take place. Moreover, the Commission commonly experiences difficulties in obtaining data from growers because most grower operations are small businesses that lack sophisticated accounting systems and in-house accounting resources.

We wish to emphasize that the low response rate to our recent questionnaires may pose difficulties for the Commission to conduct a thorough and complete analysis under expedited procedures for provisional relief. As mentioned above, provisional relief recommendations must be made within 21 days of the petition. Without domestic industry cooperation in providing relevant information through questionnaire responses, our database on the condition of the domestic industry may be incomplete when the time comes to make a provisional relief determination. Of course, the Commission can, and will, make the necessary determinations based on the "best information available." The more complete our database, however, the more sound the basis for our decision.

Difficulties in obtaining information from other government sources.--Section 316 also states that "the Secretary of Agriculture and the Commissioner of Customs shall provide to the International Trade Commission information relevant to the monitoring carried out under this section." In this regard, certain offices within USDA have been particularly cooperative in assisting the Commission. We note, however, that in order to obtain certain assistance, the Commission was required to pay USDA \$11,000 for its services. We question whether Congress intended, in enacting section 316, for the Commission to have to pay USDA or Customs for their assistance in implementing this provision.

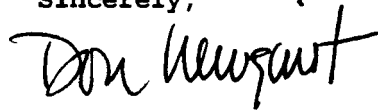
Part of the difficulty we have in collecting information on the domestic industry stems from the need to identify a statistically valid sample of domestic growers. We note that certain parts of the federal government, such as the National Agricultural Statistics Service (MASS) of USDA, have mailing lists of domestic growers of tomatoes and peppers, but take the position that they are prohibited by law from sharing those mailing lists with the Commission. (For example, MASS asserts that 7 U.S.C. 2276 precludes it from providing the Commission with the lists of growers that it maintains for its own questionnaire surveys.) Removal of such legal constraints so that those agencies could share their mailing lists with the Commission would avoid an extremely time-consuming and costly effort on the part of the Commission to

Honorable Sam Gibbons--Page 5

develop a largely duplicative mailing list. It should also greatly improve the quality of the grower data collected by the Commission.

Any guidance that you can provide in addressing these three areas of concern would be appreciated. As you know, section 316 in its current form requires the Commission to continue monitoring for the next 14 years. Please continue to call on us if we can be of further assistance to you.

Sincerely,

A handwritten signature in black ink, reading "Don Newquist". The signature is written in a cursive, slightly slanted style.

Don E. Newquist
Chairman

Enclosures

[Identical letters were sent to Chairman Daniel Patrick Moynihan, Senate Committee on Finance; Chairman Patrick J. Leahy, Senate Committee on Agriculture, Nutrition and Forestry; Chairman E. Kika de la Garza, House Committee on Agriculture; and Ambassador Mickey Kantor, U.S. Trade Representative]

U.S. International Trade Commission

Washington, DC 20436

Monitoring of U.S. Imports of Tomatoes



Publication 2771

June 1994

PREFACE

Section 316 of the North American Free-Trade Agreement Implementation Act (NAFTA Implementation Act), Public Law 103-182, requires the Commission to monitor U.S. imports of "fresh or chilled tomatoes" and "fresh or chilled peppers, other than chili peppers," until January 1, 2009, for purposes of expediting a request for provisional relief made in a petition for bilateral relief regarding imports from Canada or Mexico under section 302 of the NAFTA Implementation Act or in a petition for relief regarding all countries filed under section 202 of the Trade Act of 1974. As a result, the Commission instituted investigation No. 332-350 (Monitoring of U.S. Imports of Tomatoes) and investigation No. 332-351 (Monitoring of U.S. Imports of Peppers), under section 332(g) of the Tariff Act of 1930 (19 U.S.C. § 1332(g)). This report on the Commission's monitoring investigation on tomatoes covers tomatoes for fresh-market use and for processing.

This report contains statistical information gathered by the Commission on the U.S. tomato industry in the course of its monitoring. This information includes (1) apparent U.S. consumption, (2) U.S. exports, (3) U.S. imports, (4) industry published data (including U.S. and Mexican production and area, U.S. weekly arrivals and shipping point quantities, average U.S. retail and grower prices, average Mexico City monthly wholesale prices, and U.S. and Mexican cost-of-production estimates), and (5) industry questionnaire data (including data on the general operations and competitive factors of firms, land use allocations, and financial experience of U.S. growers). This report covers 1989-93 data and partial data for 1994.

The information presented in this report on the U.S. tomato industry was obtained from a number of sources, including the U.S. Department of Agriculture, the U.S. Department of Commerce, and the University of Florida

Cooperative Extension Service. Additionally, the Commission sent out 850 questionnaires to tomato growers throughout the United States. Approximately 150 usable questionnaires, or 18 percent, were returned to the Commission. It should be noted that not all 150 respondents provided usable data for every question, and hence the tables based on questionnaire data in this report are based on varying numbers of responses as footnoted on each table. In particular, the income-and-loss data were reported by only 64 respondents. Due to this low response rate, the reported data presented in the report may not be representative of the income-and-loss experience of all growers in the industry.

CONTENTS

	<i>Page</i>
Preface	
Highlights	1
Tables	
<i>Consumption</i>	
1. All tomatoes: U.S. production, exports of domestic merchandise, and imports for consumption, 1989-93	3
2. Fresh-market tomatoes: U.S. production, exports of domestic merchandise, imports for consumption, and apparent U.S. consumption, 1989-93	4
3. Processed tomatoes: U.S. production, exports of domestic merchandise, and imports for consumption, 1989-93	5
4. All tomatoes: U.S. per capita utilization, by product types, 1989-93	6
<i>Exports</i>	
5. All tomatoes: U.S. exports of domestic merchandise, by principal markets, 1989-93	7
6. Fresh-market tomatoes: U.S. exports of domestic merchandise, by principal markets, 1989-93	8
7. Processed tomatoes: U.S. exports of domestic merchandise, by principal markets, 1989-93	
<i>Imports</i>	
8. All tomatoes: U.S. imports for consumption, by principal sources, 1989-93 ...	10
9. Fresh-market tomatoes: U.S. imports for consumption, by principal sources, 1989-93 ...	11
10. Processed tomatoes: U.S. imports for consumption, by principal sources, 1989-93 ...	12
11. Fresh-market tomatoes: U.S. imports for consumption from Mexico, by major ports of entry, Jan. 1989-Mar. 1994 ...	13
<i>Industry Published Data</i>	
12. Fresh-market tomatoes: Weekly quantities available at major shipping points, by source, Jan. 8-May 28, 1994 ...	14
13. Fresh-market tomatoes: Weekly arrivals at selected wholesale terminal markets, by source, Jan. 7-May 27, 1994 ...	15
14. All tomatoes: Planted and harvested area, production, and production value data for the United States and Mexico, 1989-93 ...	16
15. Fresh-market tomatoes: Sales F.O.B. shipping point basis, by grade and by size, Jan. 8-Apr. 30, 1994 ...	18
16. Fresh-market tomatoes: Average retail prices, by overall U.S. average and four regions' averages, Jan. 1989-Feb. 1994 . . .	19

CONTENTS

Page

Tables--Continued

Industry Published Data--Continued

17. Fresh-market tomatoes: Season-average U.S. grower prices, average U.S. retail prices, and average price spread, by months, Jan. 1989-Feb. 1994	... 20
18. Fresh-market tomatoes: Average monthly wholesale prices, FOB Mexico City, 1990-93	... 21
19. Estimated production costs for fresh-market tomatoes grown in the Dade County, Florida area, 1992/93 season	... 22
20. Estimated production costs for fresh-market tomatoes grown in the Manatee/Ruskin, Florida area, 1992/93 season	23
21. Estimated production costs for fresh-market tomatoes grown in the southwest Florida area, 1992/93 season	... 24
22. Estimated production costs for export quality fresh-market tomatoes grown in the Sinaloa, Mexico area, 1989/90 to 1992/93 seasons	... 25

Industry Questionnaire Data

23. Industry responses to Commission questions regarding the general operations of individual firms	26
24. Industry responses to Commission questions regarding the production operations of individual firms	27
25. Industry responses to Commission questions regarding unusual or nonrecurring expenses or income incurred by individual firms	... 28
26. Income-and-loss experience of the reporting U.S. producers on their operations producing tomatoes, fiscal years 1989-93	29
27. Income-and-loss experience of the reporting U.S. producers on their operations producing tomatoes sold for the fresh market, fiscal years 1989-93	... 30
28. Income-and-loss experience of the reporting U.S. producers on their operations producing tomatoes sold for processing, fiscal years 1989-93	... 31
29. Income-and-loss experience of the reporting California producers on their operations producing tomatoes, fiscal years 1989-93	... 32
30. Income-and-loss experience of the reporting Florida producers on their operations producing tomatoes, fiscal years 1989-93	... 33
31. Income-and-loss experience of the reporting U.S. (excluding California and Florida) producers on their operations producing tomatoes, fiscal years 1989-93	... 34
32. Industry responses to Commission questions regarding competitive factors affecting your firm's efforts to compete	35
33. Industry responses to Commission questions regarding the degree to which certain factors have affected an individual firm's ability to compete	36

CONTENTS

Page

Tables--Continued

Industry Questionnaire Data

34. Industry responses to Commission questions regarding land use allocation, 1989-93	... 37
35. Industry responses to Commission questions regarding land use allocation by crop end-use, 1989-93	... 38
36. Industry responses to Commission questions regarding production, shipments, and spoilage, by selected states, 1989-93	... 39

Figures

1. Tomatoes: Responses to questions regarding operations of firms	..... 40
2. Tomatoes: F.O.B. prices at Nogales, Arizona, for Mexican shipments, 1990-1994	..... 41
3. Fresh tomatoes: Seasonal index of U.S. average retail prices, 1989-93	..... 42
4. Fresh tomatoes: Seasonal index of U.S. imports from Mexico, Jan. 1989-Jan. 1994	..... 43

HIGHLIGHTS

The following are highlights of the statistical data collected on all tomatoes, as well as tomatoes for fresh-market use and processing, for the period 1989-93.

All tomatoes

- During 1989-93, U.S. production of all tomatoes increased by 1.4 percent to 10.4 million metric tons. Production reached a high of 11.4 million metric tons in 1991 and a low of 9.7 million metric tons in 1992. The unit value grower price for all tomatoes fell irregularly from \$.18 per kilogram in 1989 to \$.16 per kilogram in 1993.
- U.S. per capita utilization of all tomatoes averaged 39.2 kilograms annually during 1989-93. Utilization of canned tomatoes rose 6 percent from 1989 to 1992, with fresh tomato utilization falling 14 percent during the same period. Both fresh and canned tomato utilization fell from 1992 to 1993.

Fresh-market tomatoes

- U.S. production of tomatoes for fresh-market use declined by 1.8 percent in volume to 1.6 million metric tons during 1989-93. U.S. harvested area for fresh-market tomatoes declined by 6.1 percent to 53,717 hectares during 1989-93.
- The quantity of U.S. imports of fresh-market tomatoes increased by 6.3 percent, from 393,696 metric tons in 1989 to 418,394 metric tons in 1993, and the value increased by 42 percent from \$229.9 million in 1989 to \$325.6 million in 1993. Mexico accounted for 96 percent of total imports of fresh tomatoes by volume in 1993.
- The quantity of U.S. exports of fresh-market tomatoes increased by 18 percent, from 132,928 metric tons in 1990 to 156,866 metric tons in 1993, and the value increased by 44 percent from \$84.8 million in 1990 to \$122.3 million in 1993. Canada and Mexico were the leading markets for U.S. exports of fresh tomatoes at 88 and 11 percent by volume, respectively, in 1993.
- During 1989-93, approximately two-thirds of U.S. imports of fresh tomatoes from Mexico entered through Nogales, Arizona. The bulk of the remainder entered through San Diego, California.
- During 1989-93, Mexican area harvested for fresh-market use averaged 65,351 hectares as compared with 54,316 hectares in the United States. During this period, area harvested rose irregularly in Mexico while that in the United States trended downward.

- The average unit value price received by growers for fresh-market tomatoes declined irregularly during 1989-93, from \$.73 per kilogram in 1989 to \$.69 per kilogram in 1993. Retail prices for fresh-market tomatoes vary seasonally, with the highest prices occurring in the first two quarters of the year.

Processed tomatoes

- U.S. production of tomatoes for processing increased by 2.0 percent to 8.8 million metric tons during 1989-93. U.S. harvested area for processing tomatoes declined by 4.2 percent to 124,482 hectares during 1989-93.
- The quantity of U.S. imports of processed tomatoes declined by 53 percent, from 172,020 metric tons in 1989 to 81,104 metric tons in 1993, and the value decreased by 60 percent from \$159.4 million in 1989 to \$63.8 million in 1993. Mexico, Chile, and Italy were the leading sources of processed tomatoes accounting for 26, 21, and 21 percent of imports by volume, respectively, in 1993.
- The quantity of U.S. exports of processed tomatoes increased by 150 percent, from 44,789 metric tons in 1990 to 111,788 metric tons in 1993, and the value increased by 106 percent from \$43.0 million in 1990 to \$88.4 million in 1993. Canada, Japan, and Australia were the leading markets for processed tomatoes, accounting for 64, 8, and 7 percent of exports by volume, respectively, in 1993.
- The average unit value price received by growers of tomatoes for processing declined during 1989-93 from \$.08 per kilogram in 1989 to \$.07 per kilogram in 1993.

Table 1

All tomatoes: U.S. production, exports of domestic merchandise, and imports for consumption, 1989-93

<u>Year</u>	<u>Production</u> ¹	<u>Exports</u> ²	<u>Imports</u> ³
	<u>Quantity (1,000 kilograms)</u>		
1989	10,254,245	103,345	565,696
1990	10,946,100	177,717	498,932
1991	11,424,854	194,211	463,153
1992	9,715,073	260,371	271,417
1993	10,399,855	268,654	499,498
	<u>Value (1,000 dollars)</u>		
1989	1,848,252	71,741	389,285
1990	1,625,760	127,836	501,752
1991	1,799,946	166,734	338,747
1992	1,377,168	214,024	211,283
1993	1,695,815	210,660	389,372
	<u>Unit value (per kilogram)</u>		
1989	\$0.18	\$0.69	\$0.69
1990 .....	.15	.72	1.01
1991 .....	.16	.86	.73
1992 .....	.14	.82	.78
1993 .....	.16	.78	.78

1 Includes raw product intended for fresh-market use and raw product intended for processing.

2 Includes fresh or chilled tomatoes (Sch. B No. 0702.00.0000) on a fresh-weight basis and prepared or preserved tomatoes (Sch. B No. 2002.10.0000, 2002.90.0060, and 2002.90.0080) on a processed-weight basis.

3 Includes fresh or chilled tomatoes (HTS No. 0702.00.20, .40, and .60) on a fresh-weight basis, frozen tomatoes (HTS No. 0710.80.40, .45, and .50) on a frozen-weight basis, dried tomatoes (HTS No. 0712.90.75) on a dried-weight basis, and prepared or preserved tomatoes (HTS No. 2002.10.00 and 2002.90.00) on a processed-weight basis.

Note.--Unit values for U.S. production are low, relative to those for exports and imports, because production includes only raw, not finished product intended for fresh-market use and for processing. Processed tomato production has not been reported for a number of years. Exports for 1989 are not directly comparable to exports for 1990-93 because of a change in reporting methods for exports to Canada.

Source: Production data compiled from official statistics of the U.S. Department of Agriculture; exports and imports compiled from official statistics of the U.S. Department of Commerce.

Table 2

Fresh-market tomatoes: U.S. production, exports of domestic merchandise, imports for consumption, and apparent U.S. consumption, 1989-93

Year	Production ¹	Exports ²	Imports ³	Apparent U.S. consumption	Ratio (percent) of imports to consumption
<i>Quantity (1,000 kilograms)</i>					
1989	1,632,000	80,366	393,676	1,945,310	20
1990	1,532,227	132,928	360,995	1,760,294	21
1991	1,540,318	136,206	360,829	1,764,941	20
1992	1,735,591	166,686	196,028	1,764,933	11
1993	1,603,000	156,866	418,394	1,864,528	22
<i>Value (1,000 dollars)</i>					
1989	1,190,968	51,183	229,928	1,369,713	17
1990	923,393	84,828	377,680	1,216,245	31
1991	1,077,832	110,435	260,213	1,227,610	21
1992	1,367,755	140,179	145,608	1,373,184	11
1993	1,113,922	122,255	325,559	1,317,226	25
<i>Unit value (per kilogram)</i>					
1989	\$0.73	\$0.64	\$0.58	\$0.70	(4)
1990	.60	.64	1.05	.69	(4)
1991	.70	.81	.72	.70	(4)
1992	.79	.84	.74	.78	(4)
1993	.69	.78	.78	.71	(4)

¹ Includes raw product intended for fresh-market use.

² Includes fresh or chilled tomatoes (Sch. B No. 0702.00.0000) on a fresh-weight basis.

³ Includes fresh or chilled tomatoes (HTS No. 0702.00.20, .40, and .60) on a fresh-weight basis.

⁴ Not meaningful.

Note.--Exports for 1989 are not directly comparable to exports for 1990-93 because of a change in reporting methods for exports to Canada.

Source: Production data compiled from official statistics of the U.S. Department of Agriculture; exports and imports compiled from official statistics of the U.S. Department of Commerce.

Table 3

Processed tomatoes: U.S. production, exports of domestic merchandise, and imports for consumption, 1989-93

Year	Production ¹	Exports ²	Imports ³
<hr/>			
Quantity (1,000 kilograms)			
1989	8,622,245	22,979	172,020
1990	9,413,873	44,789	137,937
1991	9,884,536	58,005	102,324
1992	7,979,482	93,684	75,389
1993	8,796,855	111,788	81,104
<hr/>			
Value (1,000 dollars)			
1989	657,284	20,558	159,357
1990	702,367	43,009	124,072
1991	722,114	56,299	78,534
1992	509,413	73,846	65,675
1993	581,893	88,406	63,813
<hr/>			
Unit value (per kilogram)			
1989	\$0.08	\$0.89	\$0.93
1990 .....	.07	.96	.90
1991 .....	.07	.97	.77
1992 .....	.06	.79	.87
1993 .....	.07	.79	.79

1 Includes raw product intended for processing.

2 Includes prepared or preserved tomatoes (Sch. B No. 2002.10.0000, 2002.90.0060, and 2002.90.0080) on a processed-weight basis.

3 Includes frozen tomatoes (HTS No. 0710.80.40, .45, and .50) on a frozen-weight basis, dried tomatoes (HTS No. 0712.90.75) on a dried-weight basis, and prepared or preserved tomatoes (HTS No. 2002.10.00 and 2002.90.00) on a processed-weight basis.

Note.--Unit values for U.S. production are low, relative to those for exports and imports, because production includes only raw, not finished product intended for processing. Processed tomato production has not been reported for a number of years. Exports for 1989 are not directly comparable to exports for 1990-93 because of a change in reporting methods for exports to Canada.

Source: Production data compiled from official statistics of the U.S. Department of Agriculture; exports and imports compiled from official statistics of the U.S. Department of Commerce.

Table 4

All tomatoes: U.S. per capita utilization, by product types, 1989-93

(In kilograms) ¹

	1989	1990	1991	1992	1993
<hr/>					
Tomatoes:					
Fresh	7.6	7.0	7.0	6.5	6.8
Canned	31.5	31.9	32.4	33.3	32.3
Total	39.1	38.9	39.4	39.8	39.1

1 Data are on a fresh-weight basis.

Source: Compiled from Vegetables and Specialties; Situation and Outlook Yearbook, Commodity Economics Division, Economic Research Service, U.S. Department of Agriculture, Washington, DC, TVS-260, July 1993, p. 10.

Table 5

All tomatoes: U.S. exports of domestic merchandise,¹ by principal markets, 1989-93

Market	1989	1990	1991	1992	1993
<i>Quantity (1,000 kilograms)</i>					
Canada	86,439	153,129	160,743	203,761	209,524
Mexico	1,824	5,586	9,040	23,967	21,218
Japan	5,435	6,778	9,102	9,654	8,498
Australia	505	427	255	343	8,287
South Korea	1,236	3,195	2,854	5,678	5,064
Philippines	1,014	955	478	3,758	4,021
Dominican Republic	10	17	18	523	2,694
Hong Kong	2,256	2,087	2,115	2,235	1,392
All other	4,626	5,543	9,606	10,451	7,956
Total	103,345	177,717	194,211	260,371	268,654
<i>Value (1,000 dollars)</i>					
Canada	56,319	107,285	138,367	173,547	167,412
Mexico	1,071	2,727	5,029	15,096	12,587
Japan	5,493	6,592	8,372	8,135	7,188
Australia	500	389	188	244	6,369
South Korea	1,450	3,329	2,691	4,628	4,508
Philippines	882	832	382	2,808	2,819
Dominican Republic	17	15	10	359	1,847
Hong Kong	1,536	1,357	1,465	1,444	1,064
All other	4,473	5,310	10,230	7,763	6,866
Total	71,741	127,836	166,734	214,024	210,660
<i>Unit value (dollars per kilogram)</i>					
Canada	\$0.65	\$0.70	\$0.86	\$0.85	\$0.80
Mexico .....	.59	.49	.56	.63	.59
Japan	1.01	.97	.92	.84	.85
Australia .....	.99	.91	.74	.71	.77
South Korea	1.17	1.04	.94	.82	.89
Philippines .....	.87	.87	.80	.75	.70
Dominican Republic	1.70	.88	.56	.69	.69
Hong Kong .....	.68	.65	.69	.65	.76
All other .....	.97	.96	1.06	.74	.86
Average .....	.69	.72	.86	.82	.78

1 Includes fresh or chilled tomatoes (Sch. B No. 0702.00.0000) on a fresh-weight basis and prepared or preserved tomatoes (Sch. B No. 2002.10.0000, 2002.90.0060, and 2002.90.0080) on a processed-weight basis.

Note.--Because of rounding, figures may not add to the totals shown. Exports for 1989 are not directly comparable to exports for 1990-93 because of a change in reporting methods for exports to Canada.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 6

Fresh-market tomatoes: U.S. exports of domestic merchandise, ¹ by principal markets, 1989-93

Market	1989	1990	1991	1992	1993
Quantity (1,000 kilograms)					
Canada	75,972	125,042	124,674	148,296	137,738
Mexico	859	4,848	7,994	15,598	17,650
Hong Kong	1,969	1,619	1,280	1,401	606
Honduras	31	20	0	0	235
Antigua	20	59	77	101	120
Guadeloupe	0	0	9	18	97
Australia	0	0	0	0	63
Bahamas	209	97	66	15	54
All other	1,306	1,243	2,106	1,257	303
Total	80,366	132,928	136,206	166,686	156,866
Value (1,000 dollars)					
Canada	47,804	80,419	101,924	128,657	111,019
Mexico	440	2,138	4,295	9,734	10,178
Hong Kong . .	1,211	860	706	749	350
Honduras	24	7	0	0	275
Antigua	9	35	70	68	47
Guadeloupe	0	0	8	15	92
Australia	0	0	0	0	43
Bahamas	188	90	84	16	44
All other	1,507	1,279	3,348	940	207
Total	51,183	84,828	110,435	140,179	122,255
Unit value (dollars per kilogram)					
Canada	\$0.63	\$0.64	\$0.82	\$0.87	\$0.81
Mexico .....	.51	.44	.54	.62	.58
Hong Kong .....	.62	.53	.55	.53	.58
Honduras .....	.77	.35	-	-	1.17
Antigua .....	.45	.59	.91	.67	.39
Guadeloupe .....			.89	.83	.95
Australia	-	-	-	-	.68
Bahamas .....	.90	.93	1.27	1.07	.81
All other	1.15	1.03	1.59	.75	.68
Average .....	.64	.64	.81	.84	.78

¹ Includes fresh or chilled tomatoes (Sch. B No. 0702.00.0000) on a fresh-weight basis.

Note.--Because of rounding, figures may not add to the totals shown. Exports for 1989 are not directly comparable to exports for 1990-93 because of a change in reporting methods for exports to Canada.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 7

Processed tomatoes: U.S. exports of domestic merchandise, ¹ by principal markets, 1989-93

Market	1989	1990	1991	1992	1993
<i>Quantity (1,000 kilograms)</i>					
Canada	10,467	28,087	36,069	55,466	71,786
Japan	5,435	6,764	9,102	9,652	8,484
Australia	505	427	255	343	8,225
South Korea	1,153	3,195	2,854	5,667	5,064
Philippines	1,011	955	478	3,758	4,021
Mexico	965	738	1,046	8,369	3,568
Dominican Republic	10	17	18	522	2,694
Colombia	25	8	16	32	923
All other	3,407	4,599	8,167	9,875	7,023
Total	22,979	44,789	58,005	93,684	111,788
<i>Value (1,000 dollars)</i>					
Canada	8,515	26,866	36,443	44,890	56,393
Japan	5,493	6,586	8,372	8,129	7,179
Australia	500	389	188	244	6,326
South Korea	1,394	3,329	2,691	4,621	4,508
Philippines	873	832	382	2,808	2,819
Mexico	631	589	735	5,362	2,409
Dominican Republic	17	15	10	356	1,847
Colombia	41	11	23	32	836
All other	3,095	4,393	7,455	7,403	6,089
Total	20,558	43,009	56,299	73,846	88,406
<i>Unit value (dollars per kilogram)</i>					
Canada	\$0.81	\$0.96	\$1.01	\$0.81	\$0.79
Japan	1.01	.97	.92	.84	.85
Australia .....	.99	.91	.74	.71	.77
South Korea	1.21	1.04	.94	.82	.89
Philippines .....	.86	.87	.80	.75	.70
Mexico .....	.65	.80	.70	.64	.68
Dominican Republic	1.70	.88	.56	.68	.69
Colombia	1.64	1.38	1.44	1.00	.91
All other .....	.91	.96	.91	.75	.87
Average .....	.89	.96	.97	.79	.79

1 Includes prepared or preserved tomatoes (Sch. B No. 2002.10.0000, 2002.90.0060, and 2002.90.0080) on a processed-weight basis.

Note.--Because of rounding, figures may not add to the totals shown. Exports for 1989 are not directly comparable to exports for 1990-93 because of a change in reporting methods for exports to Canada.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 8

All tomatoes: U.S. imports for consumption,¹ by principal sources, 1989-93

Source	1989	1990	1991	1992	1993
<i>Quantity (1,000 kilograms)</i>					
Mexico	406,985	377,199	381,764	191,886	421,474
Chile	28,711	33,866	22,888	24,809	17,208
Italy	11,820	17,184	17,113	13,880	17,129
Israel	20,471	22,459	16,636	11,385	13,121
Canada	6,213	5,860	3,299	6,821	7,999
Netherlands	2,622	1,209	2,450	2,583	7,265
Spain	13,368	8,380	4,487	5,073	3,502
Belgium	144	83	659	367	2,605
All other	75,362	32,692	13,857	14,613	9,195
Total	565,696	498,932	463,153	271,417	499,498
<i>Value (1,000 dollars)</i>					
Mexico	239,325	391,015	268,017	139,598	319,571
Chile	23,061	26,097	15,582	12,695	10,562
Italy	7,540	9,421	8,171	8,711	7,630
Israel	14,167	10,829	7,023	3,770	4,547
Canada	5,955	5,069	4,909	6,474	8,061
Netherlands	3,634	1,844	3,902	4,654	9,757
Spain	21,178	17,900	8,987	12,266	8,856
Belgium	289	141	1,343	746	4,216
All other	74,136	39,436	20,813	22,369	16,172
Total	389,285	501,752	338,747	211,283	389,372
<i>Unit value (dollars per kilogram)</i>					
Mexico	\$0.59	\$1.04	\$0.70	\$0.73	\$0.76
Chile .....	.80	.77	.68	.51	.61
Italy .....	.64	.55	.48	.63	.45
Israel .....	.69	.48	.42	.33	.35
Canada .....	.96	.87	1.49	.95	1.01
Netherlands	1.39	1.53	1.59	1.80	1.34
Spain	1.58	2.14	2.00	2.42	2.53
Belgium	2.01	1.70	2.04	2.03	1.62
All other .....	.98	1.21	1.50	1.53	1.76
Average .....	.69	1.01	.73	.78	.78

1 Includes fresh or chilled tomatoes (HTS No. 0702.00.20, .40, and .60) on a fresh-weight basis, frozen tomatoes (HTS No. 0710.80.40, .45, and .50) on a frozen-weight basis, dried tomatoes (HTS No. 0712.90.75) on a dried-weight basis, and prepared or preserved tomatoes (HTS No. 2002.10.00 and 2002.90.00) on a processed-weight basis.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 9

Fresh-market tomatoes: U.S. imports for consumption,¹ by principal sources, 1989-93

Source	1989	1990	1991	1992	1993
<i>Quantity (1,000 kilograms)</i>					
Mexico	385,915	352,312	353,577	183,116	400,494
Netherlands	2,482	1,194	2,410	2,531	7,044
Canada	2,328	3,075	2,672	5,214	4,733
Belgium	141	83	612	367	2,601
Israel	1,097	2,126	1,107	1,918	2,262
Bahamas	0	48	0	2,082	895
Dominican Republic	1,267	1,404	418	559	327
France	2	6	0	12	30
All other	445	745	33	228	7
Total	393,676	360,995	360,829	196,028	418,394
<i>Value (1,000 dollars)</i>					
Mexico	222,316	370,556	249,882	133,166	304,079
Netherlands	3,404	1,787	3,784	4,484	9,323
Canada	2,860	3,266	4,459	5,562	6,384
Belgium	282	141	1,247	746	4,212
Israel	472	905	532	847	1,023
Bahamas	0	70	0	310	310
Dominican Republic	305	529	270	301	157
France	9	5	0	32	61
All other	281	420	39	161	10
Total	229,928	377,680	260,213	145,608	325,559
<i>Unit value (dollars per kilogram)</i>					
Mexico	\$0.58	\$1.05	\$0.71	\$0.73	\$0.76
Netherlands	1.37	1.50	1.57	1.77	1.32
Canada	1.23	1.06	1.67	1.07	1.35
Belgium	2.00	1.70	2.04	2.03	1.62
Israel .....	.43	.43	.48	.44	.45
Bahamas		1.46		.15	.35
Dominican Republic	.24	.38	.65	.54	.48
France	4.50	.83		2.67	2.03
All other .....	.63	.56	1.18	.71	1.43
Average .....	.58	1.05	.72	.74	.78

1 Includes fresh or chilled tomatoes (HTS No. 0702.00.20, .40, and .60) on a fresh-weight basis.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 10

Processed tomatoes: U.S. imports for consumption, ¹ by principal sources, 1989-93

Source	1989	1990	1991	1992	1993
Quantity (1,000 kilograms)					
Mexico	21,070	24,887	28,187	8,770	20,980
Chile	28,690	33,866	22,888	24,809	17,202
Italy	11,820	17,184	17,111	13,876	17,127
Israel	19,373	20,333	15,529	9,467	10,860
Spain	13,364	8,365	4,486	5,071	3,502
Canada	3,885	2,785	627	1,607	3,265
Turkey	5,051	4,166	3,451	2,822	2,659
Morocco	815	2,050	1,992	1,846	1,471
All other	67,952	24,301	8,053	7,121	4,038
Total	172,020	137,937	102,324	75,389	81,104
Value (1,000 dollars)					
Mexico	17,009	20,459	18,135	6,432	15,492
Chile	23,053	26,097	15,582	12,695	10,554
Italy	7,540	9,417	8,169	8,703	7,628
Israel	13,695	9,923	6,490	2,924	3,524
Spain	21,170	17,868	8,985	12,264	8,856
Canada	3,095	1,803	450	912	1,677
Turkey	4,008	2,779	1,540	1,697	2,173
Morocco	3,493	7,805	6,256	7,414	5,516
All other	66,294	27,921	12,926	12,634	8,393
Total	159,357	124,072	78,534	65,675	63,813
Unit value (dollars per kilogram)					
Mexico	\$0.81	\$0.82	\$0.64	\$0.73	\$0.74
Chile .....	.80	.77	.68	.51	.61
Italy .....	.64	.55	.48	.63	.45
Israel .....	.71	.49	.42	.31	.32
Spain	1.58	2.14	2.00	2.42	2.53
Canada .....	.80	.65	.72	.57	.51
Turkey .....	.79	.67	.45	.60	.82
Morocco	4.28	3.81	3.14	4.02	3.75
All other .....	.98	1.15	1.61	1.77	2.08
Average .....	.93	.90	.77	.87	.79

¹ Includes frozen tomatoes (HTS No. 0710.80.40, .45, and .50) on a frozen-weight basis, dried tomatoes (HTS No. 0712.90.75) on a dried-weight basis, and prepared or preserved tomatoes (HTS No. 2002.10.00 and 2002.90.00) on a processed-weight basis.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 11
Fresh-market tomatoes: U.S. imports for consumption from Mexico, ¹ by major ports of entry, Jan. 1989-Mar.
1994

(1.000 kilograms)					
Year/Month	Nogales	San Diego	Laredo	All other	Total
1989:					
Jan	46,686	722	267	84	47,759
Feb	71,651	1,355	598	161	73,765
Mar	45,860	418	140	69	46,487
Apr	41,116	461	18	132	41,727
May	21,204	6,914	541	58	28,717
June	1,135	15,616	425	18	17,194
July	17	21,964	37	75	22,093
Aug	0	18,122	0	0	18,122
Sept	0	19,887	0	0	19,887
Oct	50	28,296	368	0	28,714
Nov	670	18,012	2,410	17	21,109
Dec	9,666	8,283	2,390	1	20,340
Total	238,055	140,049	7,193	617	385,915
1990:					
Jan	62,090	5,642	980	219	68,931
Feb	73,395	2,928	1,638	177	78,138
Mar	73,071	983	308	178	74,540
Apr	16,989	475	51	6	17,521
May	7,181	4,940	600	1	12,722
June	1,285	17,640	143		19,068
July	34	15,783	0		15,817
Aug	36	10,631	31		10,698
Sept	15	10,730	0		10,745
Oct	2	12,307	183		12,492
Nov	961	10,492	807		12,260
Dec	10,003	8,676	701		19,380
Total	245,063	101,227	5,443	58	352,312
1991:					
Jan	42,197	2,823	614	2	45,657
Feb	65,051	604	279	16	66,097
Mar	66,307	622	376	24	67,549
Apr	56,494	1,150	408	20	58,261
May	14,508	6,922	453	8	21,963
June	4,850	13,267	289		18,406
July	69	10,116	0		10,185
Aug	0	8,094	29		8,123
Sept	0	13,252	0		13,252
Oct	0	11,310	0		11,310
Nov	392	17,461	856		18,709
Dec	4,812	9,089	159		14,063
Total	254,681	94,711	3,464	721	353,577
1992:					
Jan	30,037	3,871	483		34,391
Feb	23,047	893	260		24,200
Mar	16,964	246	289		17,502
Apr	17,085	1,271	203		18,559
May	7,276	8,954	102		16,332
June	473	10,620	0		11,093
July	48	12,457	0		12,510
Aug	0	13,174	0		13,174
Sept	0	10,994	0		10,994
Oct	0	7,290	5		7,295
Nov	165	7,479	18		7,662
Dec	3,879	5,362	163		9,404
Total	98,975	82,613	1,521		183,116
1993:					
Jan	56,168	1,053	522		57,745
Feb	69,434	237	159	17	70,006
Mar	71,243	68	165	8	71,556
Apr	59,817	909	0	5	60,780
May	20,708	4,625	255	3	25,624
June	1,938	11,228	201		13,367
July	0	12,547	41	2	12,612
Aug	0	14,458	6		14,468
Sept	0	14,622	26		14,648
Oct	0	18,701	9		18,710
Nov	336	17,214	530		18,080
Dec	10,823	11,821	252		22,897
Total	290,467	107,484	2,167	376	400,494
1994:					
Jan	40,929	7,787	290	22	49,028
Feb	61,111	1,042	331	53	62,537
Mar	83,335	39	212	18	83,604

Includes fresh or chilled tomatoes (NTS No. 0702.00.20, .40, and .60) on a fresh-weight basis.

Source: Compiled from official statistics of the U.S. Department of Commerce.

0000 0000 0000 0000 0000 0000
 WM0.0 OIWNM .00.NN 0.4rINN 1929
 trt40 .0 0. Mt/1401A 0..11'.-0' If 0 Os-
 in° 71.7) .0001x.0 R2r11.: 41 P m
 000 0000 0000 0000 0000 0000
 0 <IMNN NOMM -TNM=0
 0<1.4.111 M00.4- WfNIA14- *0..t.OWN 4-MON
 NNNM MOMO 4.1/1<,* MNN4.-N (*44mpom
 0000 0000 0000 0000 0000 0000
 4.4. W-N N IAM 4-
 4-t41 .r. 4-
 4+ 0 0000 0000 0000 0000 0000
 U 4.-N4.0.0MMW *003M4.- N.1.4.43NM.0
 <1.0.4U1 MOWN <4.-1114- 411.t.OWN 0,MON
 I= 4-1...00 MOM. N4.-4.M *000401 4-NOW
 NNNM M<..OM .41.1. MNN4-N 4-4-4-
 000 0000 0000 0000 0000 0000
 404-.0.0 0.4111A4- 4-4C100.4 MNNW 4,100.NW 40100
 M4-1110. MNIAN 40N-CO M4-NIA
 MMMM M.SMN NMMN 1.44n4rUll CA.0.0.4
 0000 0000 0000 0000 0000 0000
 W. 0. 2. W 0.0
 4- N 4- 4- CAN
 0000 0000 0000 0000 0000 0000
 4-VON 411N
 0000 0000 0000 0000 0000 0000
 MIA40.0 4-NC/14- U1.-W0 NOMO%.1- 1.04t1N
 <00.04- 0'40.440 1/1014n<0'4-4-NO
 M-.01'- N0%.41A 404-0.1... 4-0.4-m0 ...404-.*
 MMMM MMMN NMNN MMMMIA1 411.040.4
 0000 0000 0000 0000 0000 0000
 .40.4/1
 0000 0000 0000 0000 0000 0000
 M41% 0.0 4- N4f1 + I/1 4- 000 NOM1/1.4 .4.24.0
 .00.04- 0.00.400 4-0NNt 4ANV1.40 4-0NO.
 M4-.tis NO.-41A W.-CNN 4:0 0 ...04MV
 MMMM MMMN NMNN MMOIONtil Intrilf4M
 0000 0000 0000 0000 0000 0000
 N.OWN 03.0NN .140000 090.*W0 0 N 0
 NUNIAM 4340.4NW
 0000 0000 0000 0000 0000 0000
 03*0004'J COX:INN .440000 000.4.00.0N0'0
 Ni11/1M N.0.440 0001.41'-00 Nart.tts
 4-4.- N4-4-
 COONNO. 141NP*0 411N0.*3 NIT<IMO
 4- NN tr.-MA 4-NM 4-NN
 0000 0000 0000 0000 0000 0000
 03*0004'J COX:INN .440000 000.4.00.0N0'0
 Ni11/1M N.0.440 0001.41'-00 Nart.tts
 4-4.- N4-4-
 COONNO. 141NP*0 411N0.*3 NIT<IMO
 4- NN tr.-MA 4-NM 4-NN

official statistics of the Agricultural Marketing Service, U.S. Department of Agriculture.

Table 13
Fresh-market tomatoes: weekly arrivals at selected wholesale terminal markets, by source, Jan. 7-May 27, 1994

Source	0000	0000	0000	000000	0000
00	0000	0000	0000	000000	0000
01	0000	0000	0000	000000	0000
02	0000	0000	0000	000000	0000
03	0000	0000	0000	000000	0000
04	0000	0000	0000	000000	0000
05	0000	0000	0000	000000	0000
06	0000	0000	0000	000000	0000
07	0000	0000	0000	000000	0000
08	0000	0000	0000	000000	0000
09	0000	0000	0000	000000	0000
10	0000	0000	0000	000000	0000
11	0000	0000	0000	000000	0000
12	0000	0000	0000	000000	0000
13	0000	0000	0000	000000	0000
14	0000	0000	0000	000000	0000
15	0000	0000	0000	000000	0000
16	0000	0000	0000	000000	0000
17	0000	0000	0000	000000	0000
18	0000	0000	0000	000000	0000
19	0000	0000	0000	000000	0000
20	0000	0000	0000	000000	0000
21	0000	0000	0000	000000	0000
22	0000	0000	0000	000000	0000
23	0000	0000	0000	000000	0000
24	0000	0000	0000	000000	0000
25	0000	0000	0000	000000	0000
26	0000	0000	0000	000000	0000
27	0000	0000	0000	000000	0000
28	0000	0000	0000	000000	0000
29	0000	0000	0000	000000	0000
30	0000	0000	0000	000000	0000
31	0000	0000	0000	000000	0000
32	0000	0000	0000	000000	0000
33	0000	0000	0000	000000	0000
34	0000	0000	0000	000000	0000
35	0000	0000	0000	000000	0000
36	0000	0000	0000	000000	0000
37	0000	0000	0000	000000	0000
38	0000	0000	0000	000000	0000
39	0000	0000	0000	000000	0000
40	0000	0000	0000	000000	0000
41	0000	0000	0000	000000	0000
42	0000	0000	0000	000000	0000
43	0000	0000	0000	000000	0000
44	0000	0000	0000	000000	0000
45	0000	0000	0000	000000	0000
46	0000	0000	0000	000000	0000
47	0000	0000	0000	000000	0000
48	0000	0000	0000	000000	0000
49	0000	0000	0000	000000	0000
50	0000	0000	0000	000000	0000
51	0000	0000	0000	000000	0000
52	0000	0000	0000	000000	0000
53	0000	0000	0000	000000	0000
54	0000	0000	0000	000000	0000
55	0000	0000	0000	000000	0000
56	0000	0000	0000	000000	0000
57	0000	0000	0000	000000	0000
58	0000	0000	0000	000000	0000
59	0000	0000	0000	000000	0000
60	0000	0000	0000	000000	0000
61	0000	0000	0000	000000	0000
62	0000	0000	0000	000000	0000
63	0000	0000	0000	000000	0000
64	0000	0000	0000	000000	0000
65	0000	0000	0000	000000	0000
66	0000	0000	0000	000000	0000
67	0000	0000	0000	000000	0000
68	0000	0000	0000	000000	0000
69	0000	0000	0000	000000	0000
70	0000	0000	0000	000000	0000
71	0000	0000	0000	000000	0000
72	0000	0000	0000	000000	0000
73	0000	0000	0000	000000	0000
74	0000	0000	0000	000000	0000
75	0000	0000	0000	000000	0000
76	0000	0000	0000	000000	0000
77	0000	0000	0000	000000	0000
78	0000	0000	0000	000000	0000
79	0000	0000	0000	000000	0000
80	0000	0000	0000	000000	0000
81	0000	0000	0000	000000	0000
82	0000	0000	0000	000000	0000
83	0000	0000	0000	000000	0000
84	0000	0000	0000	000000	0000
85	0000	0000	0000	000000	0000
86	0000	0000	0000	000000	0000
87	0000	0000	0000	000000	0000
88	0000	0000	0000	000000	0000
89	0000	0000	0000	000000	0000
90	0000	0000	0000	000000	0000
91	0000	0000	0000	000000	0000
92	0000	0000	0000	000000	0000
93	0000	0000	0000	000000	0000
94	0000	0000	0000	000000	0000
95	0000	0000	0000	000000	0000
96	0000	0000	0000	000000	0000
97	0000	0000	0000	000000	0000
98	0000	0000	0000	000000	0000
99	0000	0000	0000	000000	0000
100	0000	0000	0000	000000	0000

Compiled from official statistics of the Agricultural Marketing Service, U.S. Department of Agriculture.

Table 14

All tomatoes: Planted and harvested area, production, and production value data for the United States and Mexico, 1989-93

	1989	1990	1991	1992	1993
Hectares					
Area planted: ¹					
United States	.. 195,757	206,113	203,656	167,146	183,381
Mexico	... 78,076	75,258	78,000	68,000	80,000
Area harvested:					
Fresh-market use:					
United States . .	57,182	54,368	53,313	53,000	53,717
Mexico	... 66,798	63,957	69,000	58,000	69,000
Processing use:					
United States . .	.. 129,899	143,603	144,121	110,895	124,482
Mexico	.... 7,420	7,756	4,500	500	7,000
Total:					
United States . .	.. 187,081	197,971	197,434	163,895	178,199
Mexico	.... 74,218	71,713	73,500	58,500	76,000
Quantity (1,000 metric tons)					
Production:					
Fresh-market use:					
United States . .	1,629	1,529	1,537	1,732	1,600
Mexico	.... 1,348	1,279	1,400	1,350	1,430
Processing use:					
United States . .	8,604	9,394	9,864	7,963	8,778
Mexico	..... 317	365	225	52	350
Total:					
United States . .	... 10,233	10,923	11,401	9,695	10,378
Mexico	.... 1,665	1,644	1,625	1,402	1,780
Yield (metric tons per hectare)					
Yield:					
Fresh-market use:					
United States . .	28.49	28.12	28.83	32.68	29.79
Mexico	.... 20.18	20.00	20.29	23.28	20.72
Processing use:					
United States . .	66.24	65.42	68.44	71.81	70.52
Mexico	.... 42.72	47.06	50.00	104.00	50.00
All uses:					
United States . .	54.70	55.17	57.75	59.15	58.24
Mexico	.... 22.43	22.92	22.11	23.97	23.42

See footnote at end of table.

Table 14--Continued

All tomatoes: Planted and harvested area, production, and production value data for the United States and Mexico, 1989-93

	1989	1990	1991	1992	1993
<i>Value (in millions of dollars)</i>					
Production:					
Fresh-market use:					
United States	1,191	923	1,078	1,368	1,114
Mexico	(2)	(2)	(2)	(2)	(2)
Processing use:					
United States	657	702	722	509	582
Mexico	(2)	(2)	(2)	(2)	(2)
Total:					
United States	1,848	1,625	1,800	1,877	1,696
Mexico	(2)	(2)	(2)	(2)	(2)
<i>Average unit value (per kilogram)</i>					
Production:					
Fresh-market use:					
United States	\$0.73	\$0.60	\$0.70	\$0.79	\$0.69
Mexico	(2)	(2)	(2)	(2)	(2)
Processing use:					
United States . . . . .	.08	.07	.07	.06	.07
Mexico	(2)	(2)	(2)	(2)	(2)
Average:					
United States . . . . .	.18	.15	.16	.19	.16
Mexico	(2)	(2)	(2)	(2)	(2)

¹ For fresh-market use and for processing.

² Not available.

Source: Compiled from official statistics of the Foreign Agricultural Service, U.S. Department of Agriculture, and from Vegetables, National Agricultural Statistics Service, U.S. Department of Agriculture, Washington, DC (1993 Summary-Jan. 1994, VG 1-2(94); 1992 Summary-Jan. 1993, VG 1-2(93); and 1990 Summary-June 1991, VG 1-2(91)).

Table 16
Fresh-market tomatoes: Average retail prices, by overall U.S. average and four regions' averages,
Jan. 1989-Feb. 1994

(Per pound)					
Year/Month	U.S.	Northeast	North Central	South	West
1989:					
Jan	\$0.797	\$0.884	\$0.875	\$0.721	\$0.775
Feb	1.051	1.176	1.154	.958	1.009
Mar	.891	1.085	.983	.813	.799
Apr	.970	1.093	1.056	.914	.907
May	1.323	1.513	1.368	1.184	.434
June	.873	1.015	.965	.801	.515
July	.847	1.014	.956	.809	.722
Aug	.797	1.018	.866	.747	.665
Sept	.777	.946	.817	.754	.667
Oct	.836	1.003	.931	.797	.715
Nov	.884	1.065	.987	.828	.767
Dec	.898	.974	1.029	.808	.866
1990:					
Jan	1.735	1.956	1.699	1.628	1.702
Feb	2.361	2.670	2.462	2.170	2.279
Mar	1.765	1.911	1.828	1.687	1.719
Apr	.732	.807	.775	.622	.776
May	.697	.755	.717	.604	.744
June	.792	.917	.806	.736	.766
July	.777	.879	.854	.755	.697
Aug	.765	.899	.841	.750	.664
Sept	.773	.974	.795	.750	.670
Oct	.846	1.006	.924	.825	.732
Nov	.862	1.023	.915	.852	.749
Dec	.858	.996	.899	.802	.807
1991:					
Jan	.912	1.080	.925	.853	.865
Feb	.840	1.007	.883	.795	.759
Mar	.948	1.052	.980	.844	.926
Apr	1.210	1.404	1.334	1.123	1.102
May	1.457	1.608	1.469	1.282	1.531
June	1.672	1.836	1.720	1.500	1.713
July	1.166	1.320	1.310	1.150	.994
Aug	.795	.961	.821	.827	.640
Sept	.759	.929	.782	.786	.609
Oct	.714	.903	.766	.737	.539
Nov	.813	.948	.850	.806	.701
Dec	.793	.940	.782	.736	.745
1992:					
Jan	.936	1.059	.917	.850	.934
Feb	1.430	1.579	1.362	1.298	1.476
Mar	1.729	1.877	1.732	1.572	1.767
Apr	1.623	1.723	1.561	1.485	1.722
May	.828	.989	.708	.773	.823
June	.747	.924	.706	.679	.690
July	.802	1.009	.823	.759	.651
Aug	.802	.967	.778	.804	.660
Sept	.765	.972	.730	.750	.642
Oct	1.001	1.180	.766	.979	.950
Nov	1.242	1.403	1.296	1.227	1.096
Dec	1.227	1.444	1.209	1.129	1.176
1993:					
Jan	1.141	1.295	1.134	1.038	1.146
Feb	1.098	1.374	1.087	1.037	.923
Mar	.880	1.101	.864	.780	.802
Apr	1.016	1.227	.994	.884	1.009
May	1.553	1.664	1.512	1.443	1.644
June	1.278	1.319	1.309	1.176	1.367
July	.824	1.017	.756	.782	.733
Aug	.856	1.006	.808	.838	.765
Sept	1.092	1.238	1.008	1.132	.593
Oct	.944	1.116	.932	.967	.499
Nov	1.010	1.142	.987	.953	.970
Dec	1.313	1.446	1.192	1.185	1.466
1994:					
Jan	1.604	1.758	1.606	1.533	1.539
Feb	1.112	1.375	1.093	1.015	.984

Source: Compiled from official statistics of the U.S. Bureau of Labor Statistics.

Table 17
Fresh-market tomatoes: Season-average U.S. grower prices, average U.S. retail prices, and average price spread, by months, Jan. 1989-Feb. 1994

Unit price (per pound)			
Year/Month	Grower prices	Retail prices	Price spread
1989:			
Jan	50.434	\$0.797	\$0.363
Feb	.452	1.051	.599
Mar	.341	.891	.550
Apr	.558	.970	.412
May	.433	1.323	.890
June	.250	.873	.623
July	.263	.847	.584
Aug	.246	.797	.551
Sept	.231	.777	.546
Oct	.291	.836	.545
Nov	.261	.884	.623
Dec	.388	.898	.510
1990:			
Jan	1.160	1.735	.575
Feb	.976	2.361	1.385
Mar	.323	1.765	1.442
Apr	.146	.732	.586
May	.223	.697	.474
June	.223	.792	.569
July	.268	.777	.509
Aug	.260	.765	.505
Sept	.248	.773	.525
Oct	.315	.846	.531
Nov	.309	.862	.553
Dec	.297	.858	.561
1991:			
Jan	.231	.912	.681
Feb	.316	.840	.524
Mar	.440	.948	.508
Apr	.493	1.210	.717
May	.561	1.457	.896
June	.595	1.672	1.077
July	.305	1.166	.861
Aug	.219	.795	.576
Sept	.212	.759	.547
Oct	.205	.714	.509
Nov	.239	.813	.574
Dec	.154	.793	.639
1992:			
Jan	.405	.936	.531
Feb	.760	1.430	.670
Mar	.807	1.729	.922
Apr	.324	1.623	1.299
May	.167	.828	.661
June	.218	.747	.529
July	.283	.802	.519
Aug	.236	.802	.566
Sept	.293	.765	.472
Oct	.604	1.001	.397
Nov	.395	1.242	.847
Dec	.395	1.227	.832
1993:			
Jan	.383	1.141	.758
Feb	.219	1.098	.879
Mar	.212	.880	.668
Apr	.452	1.016	.564
May	.578	1.553	.975
June	.234	1.278	1.044
July	.233	.824	.591
Aug	.327	.856	.529
Sept	.298	1.092	.794
Oct	.202	.944	.742
Nov	.323	1.010	.687
Dec	.575	1.313	.738
1994:			
Jan	.411	1.604	1.193
Feb	.188	1.112	.924

Source: Compiled from Vegetables and Specialties: Situation and Outlook Yearbook, Commodity Economics Division, Economics Research Division, U.S. Department of Agriculture, Washington, DC, TVS-260, July 1993, p. 29, and from official statistics of the U.S. Department of Labor.

Table 18

Fresh-market tomatoes: Average monthly wholesale prices, FOB Mexico City, 1990-93

Month	1990	1991	1992	1993
<hr/>				
	<i>Unit price (pesos per kilogram)</i>			
Jan ...	2.41	1.67	2.40	2.51
Feb ...	4.21	1.13	4.20	1.90
Mar ...	2.86	1.67	6.33	1.43
Apr ...	1.21	1.27	4.88	1.94
May ...	1.08	5.88	1.77	6.44
June .	1.62	7.50	2.14	4.72
July .	1.40	5.50	2.30	1.97
Aug ...	1.38	1.72	2.07	2.91
Sept .	1.89	1.46	2.38	3.41
Oct ...	1.27	1.27	4.87	2.30
Nov ...	1.55	1.41	5.11	2.83
Dec ...	1.50	1.24	6.10	2.80
<hr/>				
	<i>Unit price (per 25 pound box equivalent)</i>			
Jan ...	\$10.27	\$6.43	\$8.86	\$9.15
Feb ...	17.76	4.34	15.56	6.95
Mar ...	11.91	6.34	23.38	5.21
Apr ...	4.99	4.80	18.03	7.10
May ...	4.42	22.21	6.48	23.41
June .	6.52	28.26	7.78	17.16
July .	5.63	18.90	8.36	7.16
Aug ...	5.46	6.40	7.58	10.61
Sept .	7.42	5.41	8.73	12.43
Oct ...	4.93	4.69	17.70	8.39
Nov ...	6.01	5.21	18.57	10.16
Dec ...	5.79	4.60	22.17	10.21

Source: Servicio Nacional de Informacion de Mercados, as reported by the U.S. Department of Agriculture, "Tomatoes and Products, Annual Report," American Embassy, Mexico City, Mexico, AGR Numbers MX1236, MX2253, and MX3132. Exchange rate based on monthly averages as reported by the International Monetary Fund.

Table 19
Estimated production costs for fresh-market tomatoes grown in the Dade County,
Florida area, 1992/93 season

(Per hectare)	
Item	Costs
Operating costs:	
Seed	\$498.41
Fertilizer	682.01
Fumigant	878.46
Fungicide	511.71
Herbicide	214.17
Insecticide	812.53
Labor	923.66
Machinery	450.13
Interest	406.14
Miscellaneous	2 177 02
Total operating costs	7,554.24
Fixed costs:	
Land rent	864.87
Machinery	291.31
Management	830.42
Overhead	996.50
Total fixed costs	2 983 10
Total preharvest costs	10,537.34
Harvesting and marketing costs:	
Harvesting and hauling	2,594.61
Packing	5,189.21
Containers	2,629.20
Selling	518.92
Organization fees	172.97
Total harvesting and marketing costs	11 104 91
Total estimated production costs	21,642.25

Note.--These budgets are constructed costs based on input prices obtained from various industry sources and are believed to reflect estimated costs of production for growers in a given production area, but do not necessarily represent the actual industry average cost of production.

Source: Compiled from Production Cost for Selected Vegetables in Florida, 1992-1993, Scott A. Smith and Timothy G. Taylor, Food and Resource Economics Department, Institute of Food and Agricultural Sciences, University of Florida, Gainesville, Florida, circular 1121, 1993, p. 23.

Table 20
Estimated production costs for fresh-market tomatoes grown in the
Manatee/Ruskin, Florida area, 1992/93 season

<i>(Per hectare)</i>	
Item	Costs
Operating costs:	
Transplants	\$553.52
Fertilizer and lime	1,110.89
Fumigant	459.62
Fungicide	376.02
Herbicide	62.94
Insecticide	1,086.99
Surfactant	223.68
Labor	898.35
Machinery	628.04
Interest	342.56
Miscellaneous	<u>1,717.70</u>
Total operating costs	7,460.31
Fixed costs:	
Land rent	506.57
Machinery	554.90
Management	817.92
Overhead	<u>1,226.88</u>
Total fixed costs	<u>3 106.27</u>
Total preharvest costs	10,566.58
Harvesting and marketing costs:	
Harvesting and hauling	2,421.63
Packing	6,400.03
Containers	2,594.61
Selling	518.92
Organization fees	<u>172.97</u>
Total harvesting and marketing costs	<u>12 108.16</u>
Total estimated production costs	22,674.74

1 Costs are for spring-planted tomatoes.

Note.--These budgets are constructed costs based on input prices obtained from various industry sources and are believed to reflect estimated costs of production for growers in a given production area, but do not necessarily represent the actual industry average cost of production.

Source: Compiled from Production Cost for Selected Vegetables in Florida, 1992-1993, Scott A. Smith and Timothy G. Taylor, Food and Resource Economics Department, Institute of Food and Agricultural Sciences, University of Florida, Gainesville, Florida, circular 1121, 1993, p. 24.

Table 21

Estimated production costs for fresh-market tomatoes grown in the southwest Florida area, 1992/93 season

<u>(Per hectare)</u>	
<u>Item</u>	<u>Costs</u>
Operating costs:	
Transplants	\$951.36
Fertilizer and lime	692.14
Fumigant	696.84
Fungicide	496.11
Herbicide	140.65
Insecticide	675.83
Labor	603.33
Machinery	781.05
Interest	481.83
Miscellaneous	<u>3,542.58</u>
Total operating costs	9,061.72
Fixed costs:	
Land rent	926.65
Machinery	451.41
Management	1,194.95
Overhead	<u>1,493.68</u>
Total fixed costs	<u>4 066.69</u>
Total preharvest costs	13,128.41
Harvesting and marketing costs:	
Harvesting and hauling	2,663.80
Packing	6,400.03
Containers	2,594.61
Selling	518.92
Organization fees	<u>172.97</u>
Total harvesting and marketing costs	<u>12 350.33</u>
Total estimated production costs	25,478.74

Note.--These budgets are constructed costs based on input prices obtained from various industry sources and are believed to reflect estimated costs of production for growers in a given production area, but do not necessarily represent the actual industry average cost of production.

Source: Compiled from Production Cost for Selected Vegetables in Florida, 1992-1993, Scott A. Smith and Timothy G. Taylor, Food and Resource Economics Department, Institute of Food and Agricultural Sciences, University of Florida, Gainesville, Florida, circular 1121, 1993, p. 27.

Table 22

Estimated production costs for export quality fresh-market tomatoes grown in the Sinaloa, Mexico area, 1989/90 to 1992/93 seasons

Item	1989/90	1990/91	1991/92	1992/93
<i>(In Pesos per hectare)</i>				
Field preparation	399.2	549.8	628.4	858.5
Planting and transplanting ..	1,101.4	1,277.4	1,404.0	1,181.6
Fertilization	1,124.6	1,410.9	1,639.1	2,211.0
Weed control	259.3	311.2	516.7	709.2
Pest control	1,689.9	2,004.3	2,218.0	2,904.6
Cultivation	1,030.0	1,260.3	1,346.0	1,684.7
Irrigation	204.3	248.6	475.0	892.2
Cultivation materials	2,271.9	2,838.9	2,124.5	2,025.9
Harvesting	1,007.1	1,218.8	1,582.0	1,977.5
Miscellaneous	1,615.0	1,640.9	3,850.0	3,363.0
Capital costs	2,389.0	1,898.6	1,998.0	2,300.0
Total	13,091.7	14,659.7	17,781.7	20,108.2
<i>(In U.S. dollars per hectare)</i>				
Field preparation	151.15	186.66	204.62	275.57
Planting and transplanting ..	417.04	433.69	457.18	379.28
Fertilization	425.82	479.02	533.73	709.70
Weed control	98.18	105.66	168.25	227.64
Pest control	639.87	680.48	722.24	932.32
Cultivation	390.00	427.89	438.29	540.77
Irrigation	77.36	84.40	154.67	286.37
Cultivation materials	860.24	963.84	691.79	650.29
Harvesting	381.33	413.80	515.14	634.75
Miscellaneous	611.51	557.11	1,253.66	1,079.48
Capital costs	904.58	644.60	650.60	738.27
Total	4,957.08	4,977.15	5,790.17	6,454.43

Note.--These budgets are constructed costs based on input prices obtained from various industry sources and are believed to reflect estimated costs of production for growers in a given production area, but do not necessarily represent the actual industry average cost of production.

Source: CAADES as reported by the U.S. Department of Agriculture, "Tomatoes and Products, Annual Report," American Embassy, Mexico City, Mexico, AGR Numbers MX1236, MX2253, and MX3132. Exchange rate based on Dec. 31, 1993, exchange rate of the crop year as reported by the International Monetary Fund.

Table 23

Industry responses¹ to Commission questions regarding the general operations of individual firms

Questions	No	Yes
Is your firm owned, in whole or in part, by any other firm?	143	4
Does your firm have, or anticipate having, any foreign operations in which you or any affiliated firm produce tomatoes?	147	0
Does your firm import or have any affiliated firms (either domestic or foreign) which are engaged in importing tomatoes into the United States or which are engaged in exporting tomatoes to the United States?	146	1

1 Based on 147 questionnaire responses out of 850 questionnaires sent by the Commission.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 24

Industry responses¹ to Commission questions regarding the production operations of individual firms

Questions	No	Yes	No response
Has your firm experienced any exceptional circumstances (e.g., weather, labor supply, availability of farm chemicals, availability of credit, or other change in the character of your operations or organization) relating to the production of tomatoes since January 1, 1989?	64	82	1
Does your firm expect to expand or reduce the number of acres devoted to the cultivation of tomatoes during the next 2 years?:	100	44	3
Increase acreage planted		6	
Decrease acreage planted		35	
Uncertain/don't know		3	
Do you consider that your firm has been able to generate adequate capital through the production and sales of tomatoes in order to finance modernization of its domestic establishment and of its equipment and to maintain existing levels of expenditures for research and development for tomatoes since January 1, 1989'	109	29	9

1 Based on 147 questionnaire responses out of 850 questionnaires sent by the Commission.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 25

Industry responses¹ to Commission questions regarding unusual or nonrecurring expenses or income incurred by individual firms

<u>Questions</u>	<u>No</u>	<u>Yes</u>	<u>No response</u>
Has your firm incurred any of the following unusual or nonrecurring expenses or income during its normal operations since 1989?:			
Start-up or shut-down expenses	108	5	5
Changes in accounting principles	112	1	5
Material write-off of items	110	3	5
Material effects of a strike or other operational difficulty	114	0	4
Problems with plant diseases	96	19	3
Problems associated with weather damage .	75	41	2
Other	36	5	77

1 Based on 118 questionnaire responses out of 850 questionnaires sent by the Commission.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 26

Income-and-loss experience of the reporting U.S. producers¹ on their operations producing tomatoes, fiscal years 1989-93

Item	1989	1990	1991	1992	1993
<hr/>					
	<hr/> Quantity (1,000 pounds) <hr/>				
Net sales	739,818	698,121	761,649	779,587	773,926
<hr/>					
	<hr/> Value (1,000 dollars) <hr/>				
Net sales	58,222	57,668	82,170	58,670	64,335
Expenses:					
Materials and supplies	12,736	13,898	17,183	14,527	17,962
Labor	14,681	15,474	15,864	17,607	16,685
Partners' or officers' salaries	2,209	3,461	5,169	1,419	2,436
Depreciation	2,658	2,685	2,925	2,225	2,407
Utilities	1,463	1,489	1,866	1,589	1,687
Fuel	803	935	1,021	914	875
Repairs and maintenance	1,771	1,917	1,963	1,684	1,805
Land rent	1,787	2,149	3,901	2,330	2,400
Interest expense	2,306	2,540	2,370	2,175	1,949
Taxes and insurance:					
Land taxes	221	305	320	329	345
All other taxes (except income) and insurance	1,827	1,969	2,381	2,209	2,823
Other expenses	9,258	10,770	13,845	10,180	11,415
Total expenses	51,720	57,593	68,807	57,189	62,787
Net income before income taxes	6,502	75	13,363	1,482	1,548
<hr/>					
	<hr/> Ratio to net sales (percent) <hr/>				
Expenses	88.8	99.9	83.7	97.5	97.6
Net income before income taxes	11.2	0.1	16.3	2.5	2.4
<hr/>					
	<hr/> Number of growers reporting <hr/>				
Net losses	19	19	17	26	23
Data	54	59	61	64	59

¹ Based on 64 questionnaire responses out of 850 questionnaires sent by the Commission. Responses accounted for an estimated 3.4 percent of total U.S. tomato production (on a fresh-weight basis) in 1993. Because the number of respondents varies across years, the reported income-and-loss data are not strictly comparable from year to year.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 27

Income-and-loss experience of the reporting U.S. producers' on their operations producing tomatoes sold for the fresh market, fiscal years 1989-93

Item	1989	1990	1991	1992	1993
<u>Quantity (1,000 pounds)</u>					
Net sales	115,267	125,121	154,204	147,322	156,579
<u>Value (1,000 dollars)</u>					
Net sales	39,641	40,706	64,021	42,077	48,293
Total expenses ...	36,623	42,537	52,976	42,096	47,669
Net income or (loss) before income taxes ...	3,018	(1,832)	11,046	(19)	623
<u>Ratio to net sales (percent)</u>					
Expenses	92.4	104.5	82.7	100.0	98.7
Net income or (loss) before income taxes ...	7.6	(4.5)	17.3	(2)	1.3
<u>Unit value (per 1,000 pounds) ³</u>					
Net sales	\$235.41	\$216.11	\$321.54	\$202.00	\$226.39
Expenses	212.89	233.65	251.90	209.13	231.63
Net income or (loss) before income taxes ...	22.52	(17.54)	69.63	(7.13)	(5.24)
<u>Number of growers reporting</u>					
Net losses	16	17	13	20	17
Data	37	41	42	44	41

1 Based on 44 questionnaire responses out of 850 questionnaires sent by the Commission. Responses accounted for an estimated 4.4 percent of total U.S. tomato production (on a fresh-weight basis) intended for fresh-market use in 1993. Because the number of respondents varies across years, the reported income-and-loss data are not strictly comparable from year to year.

2 Less than (0.05) percent.

3 Values per 1,000 pounds were computed only for those growers providing both quantities and values.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 28

Income-and-loss experience of the reporting U.S. producers¹ on their operations producing tomatoes sold for processing, fiscal years 1989-93

Item	1989	1990	1991	1992	1993
<hr/> <i>Quantity* (1,000 pounds)</i> <hr/>					
Net sales	624,551	573,000	607,444	632,265	617,347
<hr/> <i>Value (1,000 dollars)</i> <hr/>					
Net sales	18,581	16,963	18,149	16,594	16,042
Total expenses.	15,097	15,056	15,831	15,093	15,117
Net income before income taxes	3,484	1,907	2,318	1,501	925
<hr/> <i>Ratio to net sales (percent)</i> <hr/>					
Expenses	81.3	88.8	87.2	91.0	94.2
Net income before income taxes	18.7	11.2	12.8	9.0	5.8
<hr/> <i>Unit value (per 1,000 pounds)²</i> <hr/>					
Net sales	\$28.42	\$27.76	\$28.17	\$24.53	\$24.70
Expenses	22.86	24.53	24.61	22.57	23.36
Net income before income taxes	5.55	3.23	3.56	1.96	1.34
<hr/> <i>Number of growers reporting</i> <hr/>					
Net losses	3	2	4	6	6
Data	17	18	19	20	18

1 Based on 20 questionnaire responses out of 850 questionnaires sent by the Commission. Responses accounted for an estimated 3.2 percent of total U.S. tomato production (on a fresh-weight basis) intended for processing use in 1993. Because the number of respondents varies across years, the reported income-and-loss data are not strictly comparable from year to year.

2 Values per 1,000 pounds were computed only for those growers providing both quantities and values.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 29

Income-and-loss experience of the reporting California producers¹ on their operations producing tomatoes, fiscal years 1989-93

Item	1989	1990	1991	1992	1993
<hr/>					
	<hr/> Quantity (1,000 rounds) <hr/>				
Net sales	582,770	514,218	575,089	590,985	588,320
<hr/>					
	<hr/> Value (1,000 dollars) <hr/>				
Net sales	29,579	28,920	32,403	29,808	30,330
Total expenses.	25,916	27,244	29,151	26,381	26,681
Net income before income taxes	3,664	1,676	3,252	3,427	3,649
<hr/>					
	<hr/> Ratio to net sales (percent) <hr/>				
Expenses	87.6	94.2	90.0	88.5	88.0
Net income before income taxes	12.4	5.8	10.0	11.5	12.0
<hr/>					
	<hr/> Unit value (per 1,000 pounds) ² <hr/>				
Net sales	\$27.91	\$27.62	\$29.49	\$27.77	\$28.52
Expenses	22.47	25.29	24.78	24.27	25.11
Net income before income taxes	5.44	2.32	4.70	3.49	3.41
<hr/>					
	<hr/> Number of growers reoorting <hr/>				
Net losses	1	1	3	5	5
Data	10	12	13	15	13

¹ Based 15 questionnaire responses out of 850 questionnaires sent by the Commission. Because the number of respondents varies across years, the reported income-and-loss data are not strictly comparable from year to year.

² Values per 1,000 pounds were computed only for those growers providing both quantities and values.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 30

Income-and-loss experience of the reporting Florida producers¹ on their operations producing tomatoes, fiscal years 1989-93

Item	1989	1990	1991	1992	1993
<hr/>					
Quantity (1,000 pounds)					
<hr/>					
Net sales	47,084	40,883	48,476	41,651	44,883
<hr/>					
Value (1,000 dollars)					
<hr/>					
Net sales	9,923	7,156	12,306	9,483	12,505
Total expenses.	7,798	9,643	11,725	10,095	13,589
<hr/>					
Net income or (loss) before income taxes ...	2,125	(2,487)	581	(612)	(1,083)
<hr/>					
Ratio to net sales (percent)					
<hr/>					
Expenses	78.6	134.8	95.3	106.5	108.7
Net income or (loss) before income taxes ...	21.4	(34.8)	4.7	(6.5)	(8.7)
<hr/>					
Value (per 1,000 pounds) ²					
<hr/>					
Net sales	\$210.21	\$174.99	\$253.21	\$227.67	\$276.67
Expenses	163.89	234.28	239.53	240.83	298.55
<hr/>					
Net income or (loss) before income taxes ...	46.32	(59.29)	13.67	(13.16)	(21.88)
<hr/>					
Number of growers reporting					
<hr/>					
Net losses	4	5	4	6	4
Data	7	7	8	8	8

1 Based on 8 questionnaire responses out of 850 questionnaires sent by the Commission. Because the number of respondents varies across years, the reported income-and-loss data are not strictly comparable from year to year.

2 Values per 1,000 pounds were computed only for those growers providing both quantities and values.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 31

Income-and-loss experience of the reporting U.S. (excluding California and Florida) producers¹ on their operations producing tomatoes, fiscal years 1989-93

Item	1989	1990	1991	1992	1993
<hr/> Quantity (1,000 pounds) <hr/>					
Net sales	109,964	143,020	138,083	146,952	140,724
<hr/> Value (1,000 dollars) <hr/>					
Net sales	18,719	21,592	37,461	19,379	21,499
Total expenses.	18,006	20,706	27,931	20,712	22,517
Net income or (loss) before income taxes	713	886	9,531	(1,333)	(1,018)
<hr/> Ratio to net sales (percent) <hr/>					
Expenses	96.2	95.9	74.6	106.9	104.7
Net income or (loss) before income taxes ...	3.8	4.1	25.4	(6.9)	(4.7)
<hr/> Value (per 1,000 pounds)² <hr/>					
Net sales	\$170.23	\$150.97	\$271.30	\$131.88	\$152.77
Expenses	163.75	144.78	202.27	140.89	160.01
Net income or (loss) before income taxes ...	6.48	6.19	69.02	(9.02)	(7.23)
<hr/> Number of growers reporting <hr/>					
Net losses	14	13	10	15	14
Data	37	40	40	41	38

¹ Based on 41 questionnaire responses out of 850 questionnaires sent by the Commission. Because the number of respondents varies across years, the reported income-and-loss data are not strictly comparable from year to year.

² Values per 1,000 pounds were computed only for those growers providing both quantities and values.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 32

Industry responses¹ to Commission questions regarding competitive factors affecting your firm's efforts to compete

Questions	No	Yes	No response
Are there any significant differences in the varieties of tomatoes produced in different regions of the United States'	53	40	49
Have there been any significant changes in the varieties of tomatoes grown in the United States since Jan. 1989? . .	67	41	34
Have there been any significant changes in growing methods in the United States since Jan. 1989'	69	45	28
Have differences in quality between your firm's U.S.-grown tomatoes and the imported products had an actual effect on your firm's sales of tomatoes'	70	24	48
Are there any other products that may be a substitute for tomatoes?	105	2	35
Has there been any increase in consumer demand for tomatoes since Jan. 1989?	25	30	322

1 Based on 142 questionnaire responses out of 850 questionnaires sent by the Commission.

2 An additional 55 respondents reported that consumer demand remained the same during the period.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 33

Industry responses¹ to Commission questions regarding the degree to which certain factors have affected an individual firm's ability to compete

Question	Significant	Moderate	Negligible	No Response
To what degree have the following factors affected your firm's performance?:				
Increased imports	39	22	45	44
Government regulations and record keeping requirements	63	31	20	36
Competition from substitute products	1	15	86	48
Weather	62	41	13	34
Environmental costs	45	41	26	38
Ability to obtain adequate financing	20	25	62	43
Increased input costs for--				
Water	29	30	49	42
Seeds	23	51	34	42
Fertilizers	28	53	28	41
Pesticides	45	50	15	40
Other raw materials .	19	45	40	46
Increased labor costs .	47	44	18	41
Production problems	24	36	43	47
Other	7	4	7	132

1 Based on 150 questionnaire responses out of 850 questionnaires sent by the Commission.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 34

Industry responses¹ to Commission questions regarding land use allocation,
1989-93

<i>(In hectares)</i>					
Item	1989	1990	1991	1992	1993
California:					
Tomatoes	8,573	9,188	10,300	9,106	10,051
All other crops	17,391	24,806	22,894	26,308	24,611
Unplanted	789	944	1,334	1,106	781
Total	26,753	34,938	34,528	36,520	35,443
Florida:					
Tomatoes	553	617	676	717	728
All other crops	504	423	690	694	674
Unplanted	445	439	452	463	465
Total	1,502	1,479	1,818	1,874	1,867
Other U.S. States:					
Tomatoes	2,183	2,402	2,622	2,690	2,674
All other crops	7,487	7,636	7,871	8,044	8,143
Unplanted	740	1,213	1,498	1,247	1,448
Total	10,411	11,252	11,991	11,981	12,264
Total:					
Tomatoes	11,310	12,207	13,598	12,513	13,452
All other crops	25,383	32,866	31,455	35,046	33,428
Unplanted	1,974	2,596	3,285	2,816	2,694
Total	38,666	47,669	48,338	50,376	49,574

1 Based on 120 questionnaire responses out of 850 questionnaires sent by the Commission.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table .35

Industry responses¹ to Commission questions regarding land use allocation by crop end-use, 1989-93

<i>(In hectares)</i>					
Item	1989	1990	1991	1992	1993
California:					
Fresh market	3,211	2,923	3,125	2,986	3,207
Processing	4,806	5,592	5,356	5,585	6,083
Total	8,017	8,515	8,481	8,571	9,290
Florida:					
Fresh market	553	617	676	717	728
Processing	0	0	0	0	0
Total	553	617	676	717	728
Other U.S. States:					
Fresh market	1,206	1,388	1,538	1,639	1,675
Processing	977	1,013	1,083	1,050	998
Total	2,183	2,401	2,621	2,689	2,673
Total:					
Fresh market	4,970	4,930	5,339	5,342	5,609
Processing	5,783	6,605	6,439	6,635	7,081
Total	10,753	11,535	11,778	11,977	12,690

1 Based on 112 questionnaire responses out of 850 questionnaires sent by the Commission.

Note.--Because of rounding, figures may not add to the totals shown. Data reported here as totals do not include hectares reported by growers of tomatoes for both fresh-market use and for processing.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

Table 36

Industry responses¹ to Commission questions regarding production, shipments, and spoilage, by selected states, 1989-93

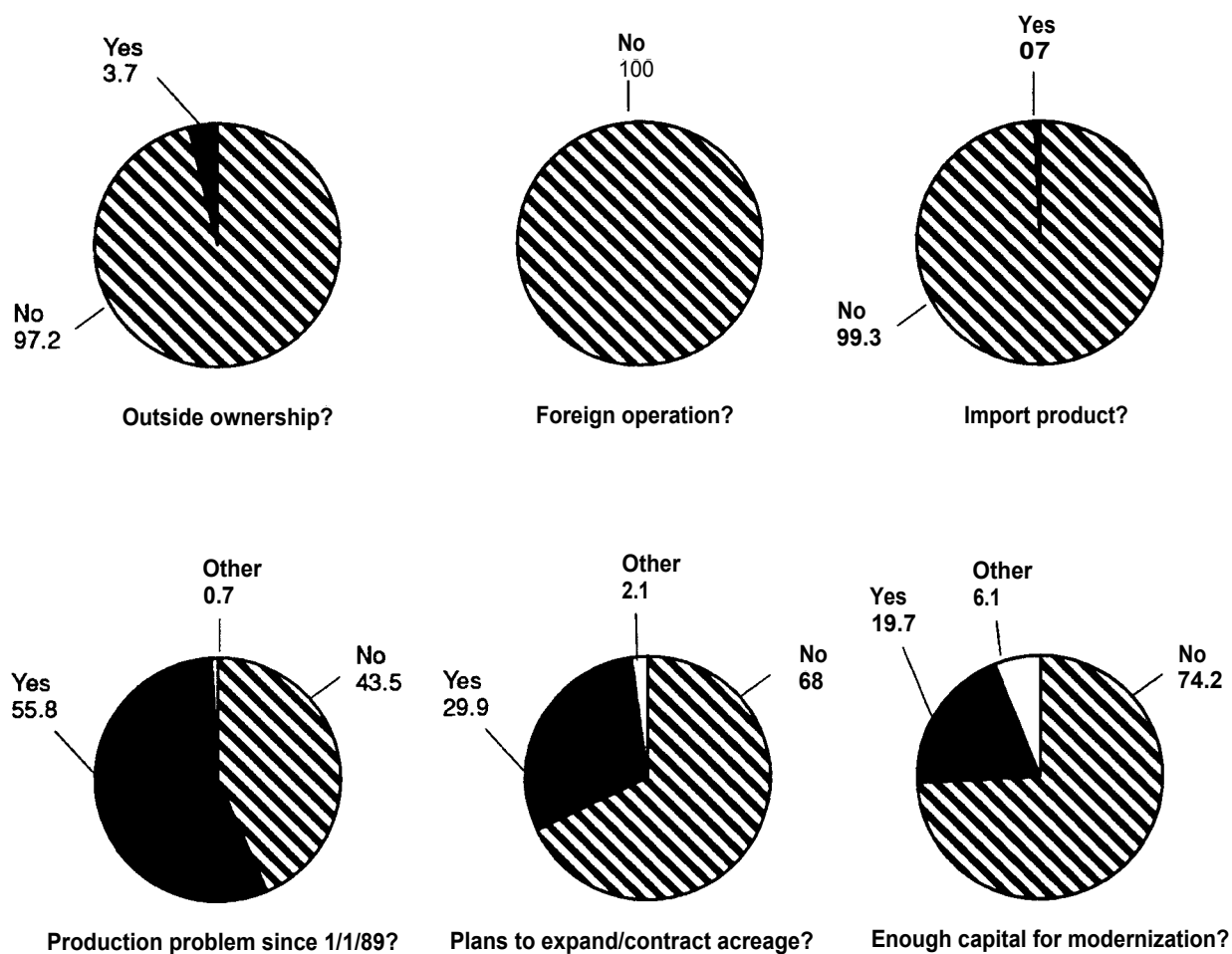
<i>(1,000 pounds)</i>					
Item	1989	1990	1991	1992	1993
California:					
Production	1,066,368	1,111,000	1,247,019	1,143,872	1,288,988
Shipments	1,063,034	1,109,525	1,242,669	1,142,020	1,286,483
Spoilage	3,334	1,476	4,350	1,852	2,505
Florida:					
Production	50,579	46,902	53,369	55,022	44,518
Shipments	49,095	44,193	51,248	51,930	41,791
Spoilage	1,484	2,709	2,121	3,092	2,727
Other U.S. States:					
Production	193,513	233,571	235,597	237,701	221,219
Shipments	182,956	222,492	225,845	221,677	208,259
Spoilage	10,557	11,079	9,752	16,025	12,960
Total:					
Production	1,310,460	1,391,473	1,535,985	1,436,596	1,554,725
Shipments	1,295,085	1,376,209	1,519,762	1,415,627	1,536,533
Spoilage	15,375	15,264	16,223	20,969	18,192

1 Based on 112 questionnaire responses out of 850 questionnaires sent by the Commission.

Note.--Because of rounding, figures may not add to the totals shown.

Source: Compiled from data submitted in response to questionnaires of the U.S. International Trade Commission.

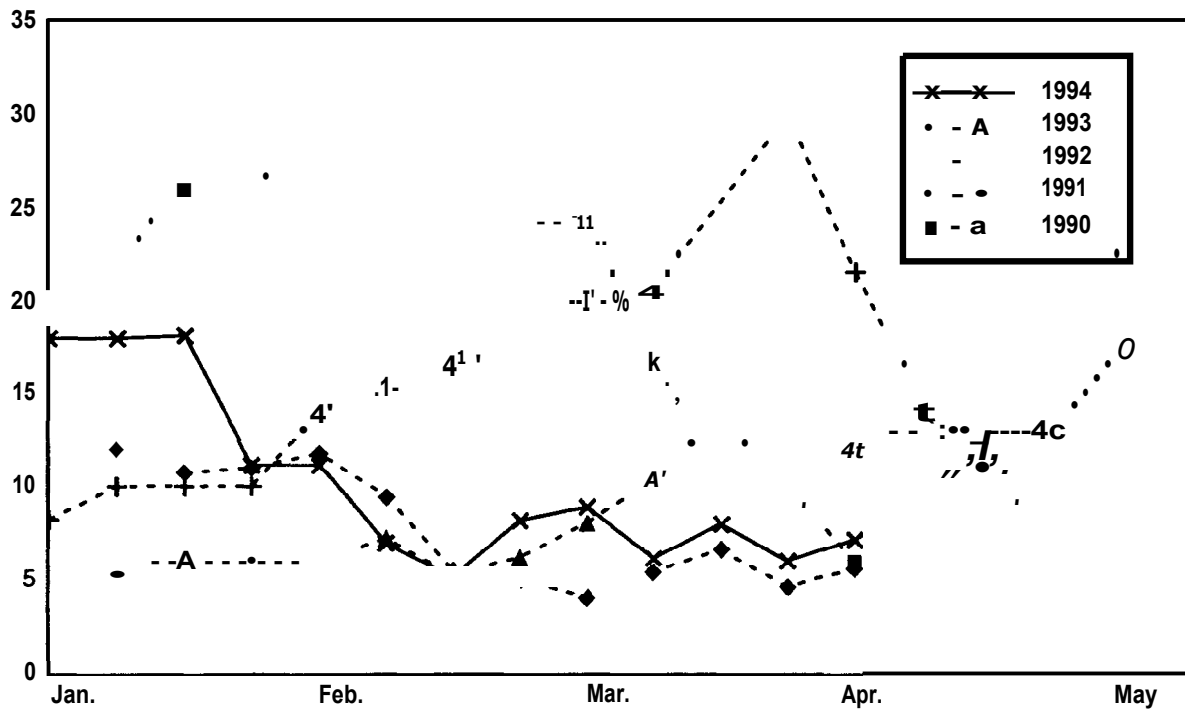
Figure 1
Tomatoes: Responses to questions regarding operations of firms
(Percentage of total response)



Source: Industry response to Commission questionnaires.

Figure 2
Tomatoes: F.O.B. prices at Nogales, Arizona, for Mexican shipments, 1990-1994

\$per flat

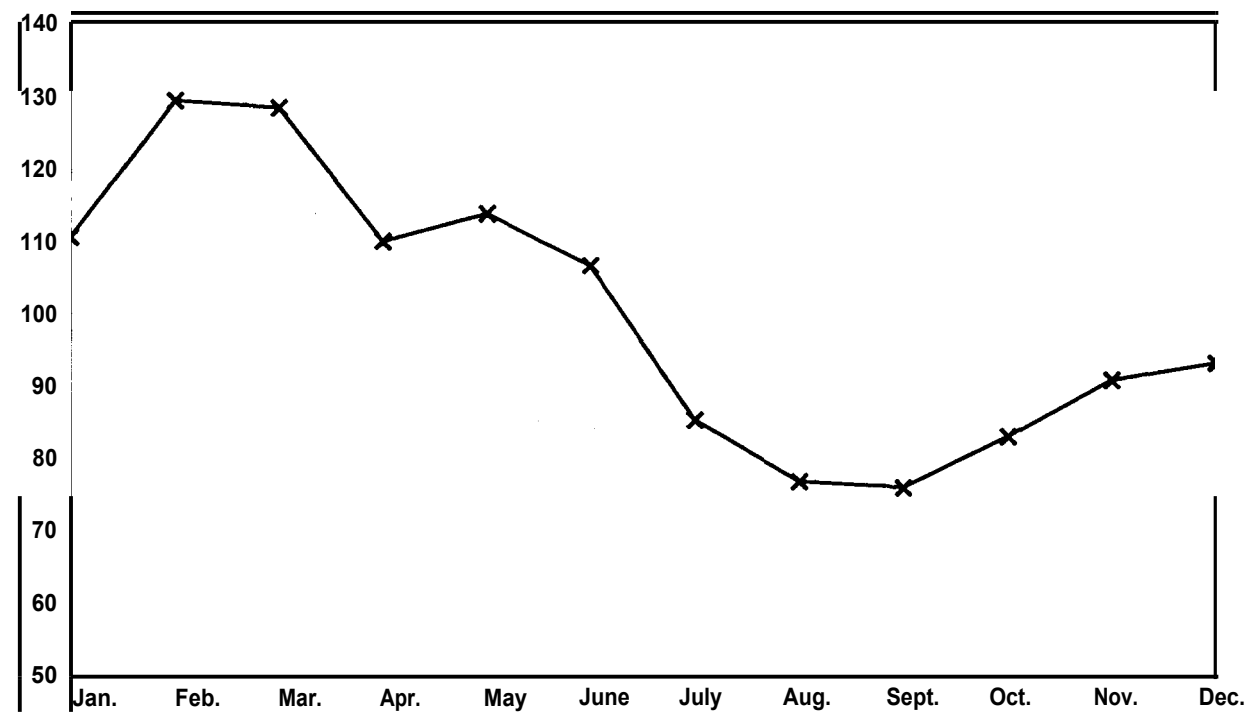


Note.-1990-93 prices are for breaker tomatoes, 1994 prices are for improved vine ripens. Prices shown are the weekly averages of daily highs.

Source: U.S. Department of Agriculture, "Marketing Mexico Fruits and Vegetables" series, 1990-1994.

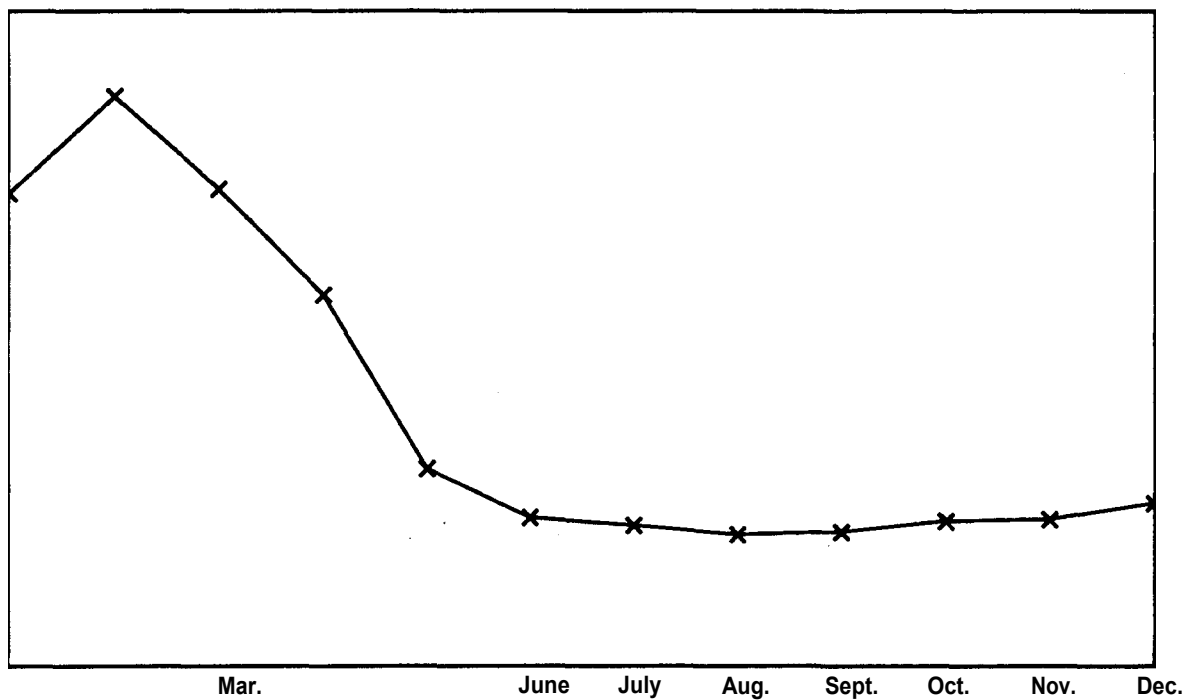
Figure 3
Fresh tomatoes: Seasonal index of U.S. average retail prices, 1989-93.

Percent



Source: Prepared by the staff of the U.S. International Trade Commission based on data reported by the Bureau of Labor Statistics, U.S. Department of Labor.

Figure 4
Fresh tomatoes: Seasonal Index of U.S. Imports from Mexico, Jan. 1989-Jan. 1994
Percent



Source: Prepared by the staff of the U.S. International Trade Commission based on data reported by the U.S. Department of Commerce.

