

# Apple Exports To Mexico Increase, NAFTA To Add

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According to a November newsletter from the International Apple Institute (IAI), based in McLean, W. Va., "After Mexico ended apple import quotas in 1991, U.S. apple sales to Mexico increased from \$6.2 million in 1990-91, to \$50 million in 1992-93.

"U.S. apple exports are anticipated to total \$75 million this year

without NAFTA. Mexico is the second largest export market for U.S. apples. The apple industry expects the Mexican market to expand tremendously as a result of passage of NAFTA.

The newsletter quotes IAI President Ellen Terpstra as having said, "NAFTA will enhance U.S. apple export opportunities tremendously. Already, this country's number

two export destination, Mexico's implementation of NAFTA ... should spur export growth to \$96- to \$150 million in the near term."

According to Terpstra, the NAFTA agreement includes the phase-out of Mexico's current 20 percent tariff, and "other measures to facilitate trade."

According to the statistics provided by AIA, all U.S. apple

export markets have been growing. The principal three receiving countries are Mexico, Taiwan, and Canada.

Briggs said, "NAFTA will hopefully speed up the process of getting states like Pennsylvania approved for exporting apples."

She said NAFTA is also beneficial, because it provides a process for challenging "non-scientific-based impediments and improve non-transportation impediments" to the exportation of U.S. apples to Mexico.

The additional benefit to Pennsylvania producers and packers, may be an increased opportunity to take a larger share of the in-state, or domestic, market.

During the past decade, Pennsylvania producers have suffered production losses because of late

frosts and drought. But because the nation's major apple producers, especially those in the Northwest, produce heavily and market here, local producers couldn't receive any increase in price due to normal, local economy supply and demand controls.

The implication is that, at least until production grows to exceed demand, Northwest producers will be less likely to dump surplus apples in Pennsylvania at reduced prices if they have a stronger, better paying southern market for their current excess supply.

According to the IAI, the overall benefit of NAFTA to the U.S. apple industry also includes the elimination of various tariffs on apple products, and forming an advisory committee to help settle private business disputes.

## Empire Livestock To Operate Auction

SYRACUSE, N.Y. — In January, Empire Livestock Marketing Cooperative will begin operating the Owego livestock facility located on Route 38. This new market will allow Empire Livestock to better serve the needs of livestock farmers in the southern tier of New York and the northern tier of Pennsylvania.

Under Empire Livestock's management, the facility will operate on a Monday and Thursday schedule, offering a direct marketing program for slaughter dairy and beef cattle. In addition, Empire Livestock will direct market slaughter calves to packers and grower calves to veal producers for a stated monthly price.

Empire Livestock's Direct Marketing Program provides an opportunity for farmers to market specific, conditioned animals

directly to the meat packer, feed lot, or grower calf facility. This program can provide a financial benefit to farmers. Empire Livestock has a vast marketing network, reaching as far west as Michigan, to provide outlets for direct-marketed animals.

Empire Livestock encourages

area farmers who prefer an auction setting to take advantage of Empire Livestock's Bath, N.Y., and Dryden, N.Y., facilities. For more information about the changes at the Owego market or about any of Empire Livestock's services, contact the cooperative at (800) 462-8802.


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