

From the desk of USD BC's Mexico Rep

In light of President Lopez Obrador new way of doing things and aggressive budget cuts to agriculture and change of support programs distribution, agricultural producers have blocked the entrance to the Chamber of Deputies in Mexico City since early November. Although yesterday the Deputies moved to another location, demonstrators followed them especially this Friday November 22nd, protesting just hours before the passing of the Mexican Farm Bill that will dramatically reduce important budgets for commercial agriculture which today, is the most important source of exports revenue for the nation and source of food products for the people of Mexico and on the other hand, the resources for small producers in the form of seed and fertilizers, will no longer be delivered by ag. associations, instead the government has been delivering in a disorganized and blurry fashion, providing seed that is not certified, not ready for planting and not the adequate for the regions.

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2019 SPRING SUMMER CYCLE OFFICIAL BEAN PRODUCTION PROGRESS REPORT

OFFICIAL 2019 SPRING-SUMMER CYCLE MEXICO DRY BEANS PLANTING SEASON IRRIGATED + DRYLAND

SITUATION UNTIL NOVEMBER 30, 2019

STATE	SURFACE - HECTARES				PRODUCTION - MT		YIELD MT/HA	
	programmed	planted	harvested	damaged	programmed	obtained	programmed	obtained
CHIAPAS	72,746	71,978	53,552		39,144	29,184	0.54	0.545
CHIHUAHUA	109,201	86,398	46,638	5,340	99,328	33,585	0.91	0.72
DURANGO	253,039	174,689	43,933	2,152	126,648	15,688	0.5	0.357
GUANAJUATO	69,958	67,289	37,639	3,773	50,057	33,505	0.72	0.89
GUERRERO	13,269	13,361	9,212		10,318	7,011	0.78	0.761
HIDALGO	22,754	20,496	16,758	2,768	16,531	13,303	0.73	0.794
MEXICO	5,501	4,994	3,425	2	5,511	3,444	1	1.006
MICHOACAN	3,653	3,036	1,327	350	4,343	1,491	1.19	1.123
NUEVO LEON	2,182	3,190	1,332		1,912	584	0.88	0.438
OAXACA	30,530	28,553	10,270	215	21,984	6,286	0.72	0.612
PUEBLA	51,056	50,696	32,085	2,630	36,381	21,750	0.78	0.678
QUERETARO	8,665	7,317	1,827	2	5,913	904	0.68	0.495
SAN LUIS POTOSI	115,267	87,565	11,103	73,448	46,303	6,431	0.4	0.579
ZACATECAS	662,527	525,142	263,860	85,720	406,348	150,691	0.6	0.571
OTHER	36,792	36,965	18,912	3,445	28,713	17,893		
TOTAL	1,465,458	1,181,669	551,873	179,845	905,162	341,750		0.619

SOURCE: SADER – SIAP

2019 Spring – Summer Cycle UPDATE December 19th, 2019

UPDATE – Final production number have not been released however, production estimation until November is 341,750 MT, this is 40.3% shorter than the 572,231 MT obtained in 2018.

The breakdown by variety:

- Black beans – 41.8%
- Pintos – 28.5%
- Colored Beans – 27.2%
- Other varieties – 2.5%

The government agencies that installed warehouses/ elevators to collect the beans in Zacatecas, Durango and Chihuahua reported that until the third week of December, they have not collected the expected since prices in the free market are higher than the guarantee price for beans that remains at 14,500 pesos / US\$763 per MT.

FREE MARKET PRICES - Prices paid to the producer at the field without processing:

- Black beans – 12,500 pesos / US\$658 per MT,

34% higher than in December 2018

- Pintos – 16,000 pesos / US\$842 per MT

DROUGHT – 128 thousand bean hectares were lost to the drought according to SADER. The government has declared that the drought experienced this year, was not only aggressive but also affected unusual areas in the south of Mexico, where this had not happened before. The states most affected were Chiapas, Oaxaca and Tabasco, tropical states that do not suffer such type of weather events. Until now, they are estimating that agricultural production was reduced in 35% in general.

HARVESTING – Zacatecas, Durango and Chihuahua have finished harvesting. In terms of numbers however, the latest update until November 30th indicates that 551,873 hectares were harvested, this is 34.7% less land than in 2018.

According to SIAP official numbers:

San Luis Potosi produced 75.6% less beans this year vs. 2019

Durango 70.4% less vs. 2018

Chihuahua 57% less vs. 2018



CARRYOVER / INVENTORIES – December 16th

1. Elevators in Zacatecas, Durango and Chihuahua reportedly have 53 thousand MT of beans:

- Zacatecas – 15 thousand MT new crop 2019
- Durango – 25 thousand MT from SS-2018 and 10 thousand MT 2019
- Chihuahua – 3 thousand MT new crop 2019

2. Government. Apparent inventories in hands of SEGALMEX were 100 thousand MT last month, however, these have been distributed to the government stores Diconsa and are selling at 14 pesos per kilo, processed and bagged, this means that they are selling those beans under the price they originally paid to the producer, field quality at 14.50 pesos per kilo. If we consider the cost of cleaning and polishing the real price would be 16 pesos per kilo, 2 pesos per kilo under the price.

3. Traders at the market place in Mexico City, Guadalajara and Monterrey: unknown,



Laguna de Guadalupe - Guanajuato



Pnios - Zacatecas

QUOTA – Not used until now and no announcement has been made on a possible the increase of the 100 thousand as the government considers there are enough inventories in the country to fulfill bean consumption. Final date to import beans from countries outside NAFTA ended November 30th.



Chupaderos - Zacatecas



Vicente Guerrero - Durango



For your reference, Spring – Summer Beans 5Y program, planted and production history. For comparison purposes, we added a column showing the situation in 2011 when Mexico experienced an extreme drought, especially during the planting season. The September 2019 update indicates that this year, it could be even worse than 2011.

SPRING-SUMMER		PROGRAMMED PLANTING AREA HECTARES					
MEXICO BEAN CROP	2015	2016	2017	2018	2019 INTENTION	2011	
Zacatecas	608,288	622,082	629,563	658,501	662,527	604,004	
Durango	254,676	253,974	246,789	250,324	253,039	225,082	
Chihuahua	133,013	129,151	129,177	119,750	109,201	140,030	
Chiapas	74,055	73,200	73,432	70,602	72,746	72,361	
San Luis Potosi	115,626	128,837	118,475	116,317	115,267	121,604	
Guanajuato	89,209	80,958	77,569	75,319	69,958	89,099	
Other States	229,325	239,894	210,274	179,223	182,720	260,602	
Total	1,504,192	1,500,767	1,485,279	1,470,036	1,465,458	1,512,782	
SPRING-SUMMER		PLANTED HECTARES					
MEXICO BEAN CROP	2015	2016	2017	2018	2019 (UNTIL NOV 30)	2011 UNTIL Nov 30	
Zacatecas	560,000	614,082	639,518	660,278	525,142	503,850	
Durango	246,000	244,686	245,415	220,336	174,689	200,212	
Chihuahua	125,000	123,059	112,556	98,578	86,398	92,612	
Chiapas	73,098	73,276	71,426	70,071	71,978	73,892	
San Luis Potosi	116,000	97,029	110,144	113,627	87,565	62,214	
Guanajuato	82,000	74,153	65,436	70,112	67,289	85,688	
Other States	236,595	189,978	183,981	169,027	168,608	228,542	
Total	1,438,693	1,416,263	1,428,476	1,402,029	1,181,669	1,247,010	
SPRING-SUMMER		PRODUCTION MT					
MEXICO BEAN CROP	2015	2016	2017	2018	2019 (UNTIL NOV 30)	2011 FINAL PRODUCTION UNTIL NOV 30	
Zacatecas	290,213	387,824	400,886	421,773	150,691	104,556	
Durango	111,878	124,606	129,372	101,231	15,688	12,582	
Chihuahua	95,247	101,982	87,548	85,538	33,581	34,866	
Chiapas	35,971	40,913	39,751	39,794	29,184	27,038	
San Luis Potosi	41,371	24,220	41,328	28,017	6,431	16,219	
Guanajuato	53,036	52,131	40,508	49,883	33,505	26,054	
Other States	147,327	143,324	137,753	126,117	72,670	75,980	
Total	775,043	875,000	877,146	852,353	341,750	*297,795	

SOURCE: SADER – SIAP *2011 YEAR OF EXTREME DROUGHT

2020 Fall-Winter Beans first Season Report

Sinaloa.- The first season report above, shows a planting intention of 83,970 hectares and the actual planting of 56,795 hectares however, it is estimated that they did not reach even 50 thousand hectares because of the lack of irrigation water during the planting season.

Storm and frost occurred at the end of November, officially damaged only about 4 thousand hectares

in the state affecting different crops however, the assessment showed that beans were the crop that suffered most, therefore, some of the beans will at least present damage, although it is early to know.

Nayarit.- Not much information available as of yet from this state however, they were not affected by the storm and by now they must have finished planting the 67,154 hectares that traditionally are 50% black beans, 50% pinto and azufrado beans.

NEW! 2019 / 2020 FALL-WINTER CYCLE

OFFICIAL 2019/2020 FALL-WINTER CYCLE MEXICO DRY BEANS PLANTING SEASON IRRIGATED + DRYLAND								
SITUATION UNTIL NOVEMBER 30, 2019								
STATE	SURFACE - HECTARES			PRODUCTION - MT			YIELD MT/HA	
	programmed	planted	harvested	damaged	programmed	obtained	programmed	obtained
CHIAPAS	42,788.70	31,801			26,155.89		0.61	
NAYARIT	67,154.00	56,795			87,512.46		1.3	
SINALOA	83,970.00	55,422			164,897.30		1.96	
VERACRUZ	22,139.55	10,826			19,283.16		0.87	
OTHER	36,493	13,910			44,719			
TOTAL	252,545.03	168,394			342,567.81		1.18	

SOURCE: SADER – SIAP

NEW - 2020 Garbanzo Beans

The new planting report shows that Sinaloa and Sonora will plant 75 thousand chickpea hectares from which less than 20 thousand had been planted until November 30th. It is expected that they will be close to these figures however, some of the chickpeas may have been affected by the November storm too, although it is still unknown the extent of the damage.

OFFICIAL 2019/2020 FALL-WINTER MEXICO GARBANZO PRODUCTION IRRIGATED + DRY LAND								
Situation until November 30, 2019	Surface - hectares				Production - MT		Yield	
State	programmed	planted	harvested	damaged	programmed	obtained	expected	obtained
Baja California Sur	1,650	27			5,362		3.25	
Guanajuato	3,845	821			7,473		1.94	
Jalisco	1,326	70			2,600		1.96	
Michoacan	11,924	836			23,917		2.00	
Sinaloa	52,607	19,068			101,082		1.92	
Sonora	23,596	597			57,187		2.42	
Other	1,401	335			1,485		1.40	
TOTAL	96,349	21,754			199,106		2.07	

SOURCE: SADER – SIAP

MEXICAN Market Situation as of December 19th, 2019

The market is nervous about the low production in Mexico, already affecting prices of local and imported beans. Prices are sensitive as this affect bean consumption; hence buyers and importers are being cautious on making purchases at very high prices, far from the price point, especially when the government distributed close to 100 thousand MT, mostly from the 2018 and some from the 2019 crop underpriced beans, originally purchased with field quality, however paid at guarantee price, and sold 15% under-the-cost after being cleaned and polished by the government. This is considered a factor that will potentially reduce prices of imported and local old and new crop beans.



Nevertheless, the trade is expecting US beans offers soon, as inventories continue to run lower. Also, October and November 2019 imports (p.6), indicate that the imports market is starting to move with close to 30 thousand MT of black and pinto beans.

Supply – Demand – Consumption Report – until October 2019

MEXICO'S DRY BEAN SUPPLY - DEMAND ESTIMATIONS (thousand MT)

PERIOD	SUPPLY				DEMAND					
	Total	Initial Inventory	Production	Imports	Total	Exports	Consumption and Self-consumption	Seed	Waste	Final Inventory
Oct 12/ Set 13	1,301	65	1,069	167	1,176	24	1,024	83	45	124
Oct 13 / Set 14	1,523	124	1,337	61	1,308	68	1,070	91	80	215
Oct 14 / Set 15	1,478	215	1,172	91	1,275	37	1,093	94	51	203
Oct 15 / Set 16	1,372	203	995	174	1,206	28	1,052	84	42	167
Oct 16 / Set 17	1,452	167	1,178	107	1,251	77	1,045	80	48	202
Oct 17 / Set 18	1,602	202	1,215	185	1,251	48	1,066	85	52	351
Oct 18 / Set 19 p/	1,610	351	1,143	116	1,275	30	1,120	76	48	335
Oct 19 / Set 20 e/										
Oct-19	1,481	335	971	175	1,297	28	1,142	85	42	184
Nov-19	1,471	335	959	176	1,291	22	1,142	85	41	180

p/ Preliminary information

e/ Estimated until the end of the commercial year

SOURCE: SADER -SIAP-ASERCA / SE-SHCP-SAT-AGA Estimations

Comments

November government Supply-Demand report, estimates a final inventory of 180 thousand MT, 46.3% or 155 thousand MT lower than in the same month in 2018. This is the third lowest inventory since the 2012/2013 commercial year. The government expects that bean imports will increase 51.7% or 60 thousand MT in the 2019/2020 commercial year.

Imports - NEW!

2019/2020 COMMERCIAL YEAR Mexico's Dry Bean Definitive Imports - All Countries

Accumulated Period: 2019 October-November

DESCRIPTION	MEASURE UNIT	COUNTRY OF ORIGIN	VOLUME IN KILOGRAMS	VOLUME METRIC TONS	COMMERCIAL VALUE (USD)
White beans Except for planting	Kg	CANADA			
White beans Except for planting	Kg	USA	416,948.72	417.0	328,972.34
					\$146,120.11
Black beans except for planting	Kg	CANADA	648,425.00	648.4	527,844.18
Black beans except for planting	Kg	USA	15,282,255.52	15,282	11,277,730.00
					\$11'805,574.18
The rest of the beans (pintos and other)	Kg	CANADA	449,060	449.0	349,282.00
The rest of the beans (pintos and other)	Kg	USA	13,435,011	13,435	10,193,561.64
					\$10'542,843.64
GRAND TOTAL			30,231,700.24	30,231.67	\$22'677,390.16

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE



Comments

In line with the government expectations of imports increasing in the new 2019/2020 Commercial Year, these have started to happen with 30,231 MT accumulated in the first two months of this period.

2019 November Mexico's Dry Bean Definitive Imports - All Countries					
DESCRIPTION	MEASURE UNIT	COUNTRY OF ORIGIN	VOLUME IN KILOGRAMS	VOLUME METRIC TONS	COMMERCIAL VALUE (USD)
White beans Except for planting	Kg	CANADA			
White beans Except for planting	Kg	USA	222,354.72	222.35	182,852.23
					\$182,852.23
Black beans except for planting	Kg	CANADA	616,850.00	616.85	460,362.35
Black beans except for planting	Kg	USA	6,533,111.80	6,533	4,852,749.52
					\$5'313,111.87
The rest of the beans (pintos and other)	Kg	CANADA	314,114.00	314.11	245,828.50
The rest of the beans (pintos and other)	Kg	USA	6,148,495.40	6148.49	4,791,512.89
					\$5'037,341.39
GRAND TOTAL			13,834,925.92	13,834.80	\$10'533,305

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE

2019 October Mexico's Dry Bean Definitive Imports - All Countries					
DESCRIPTION	MEASURE UNIT	COUNTRY OF ORIGIN	VOLUME IN KILOGRAMS	VOLUME METRIC TONS	COMMERCIAL VALUE (USD)
White beans Except for planting	Kg	CANADA			
White beans Except for planting	Kg	USA	194,594.00	194.6	146,120.11
					\$146,120.11
Black beans except for planting	Kg	CANADA	81,625.00	81.6	67,481.84
Black beans except for planting	Kg	USA	8,749,143.72	8,749	6,424,980.13
					\$6'492,461.97
The rest of the beans (pintos and other)	Kg	CANADA	134,946.00	134.9	103,453.50
The rest of the beans (pintos and other)	Kg	USA	7,286,515.48	7,286	5,402,048.75
					\$5'505,502.25
GRAND TOTAL			16,446,824.20	16,446.15	\$12'144,084

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE

Accumulated Imports January – November 2019

- Accumulated bean imports to November 30th from all origins summed 110,546 MT, with a value of US\$80'756,130.86
- From these, 102,188 MT were U.S beans with a value of US\$73'813,593
- From January to November 2019 Mexico has imported:
58,496 MT of U.S black beans
39,325 MT of U.S pinto beans
4,367 MT of U.S white beans



2019 January - November Mexico's Accumulated Dry Bean Definitive Imports - All Countries

DESCRIPTION	MEASURE UNIT	COUNTRY OF ORIGIN	VOLUME IN KILOGRAMS	VOLUME METRIC TONS	COMMERCIAL VALUE (USD)
White beans Except for planting	Kg	CANADA			
White beans Except for planting	Kg	USA	4,366,938.12	4,367	3,206,212.38
					\$3'206,212.38
Black beans except for planting	Kg	CANADA	6,651,530.75	6,652	5,339,562.19
Black beans except for planting	Kg	USA	58,495,594.42	58,496	42,613,443.65
					\$47'953,005.84
The rest of the beans (pintos and other)	Kg	CANADA	1,706,411.00	1,706	1,602,976.00
The rest of the beans (pintos and other)	Kg	USA	39,325,186.88	39,325	27,993,936.64
					\$29'596,912.64
GRAND TOTAL			110,545,661.17	110,546 MT	\$80'756,130.86

SOURCE: SIAP-SAGARPA WITH IMPORTS DATA FROM THE MEXICAN TAX REVENUE SERVICE



CENTRAL MARKET PRICES AND SALES ANALYSIS BY USDBC

USDBC Disclaimer: In the following section the USDBC Mexico office analyzes dry bean prices from SNIIM reports. In addition, the USDBC Mexico office place calls to the Mexican trade to complement the information. The USDBC will not be responsible for third party transactions based on this report.

US Black beans prices November in Mexico City remained at 22 pesos / US\$1.15. In Monterrey prices increased decreased 4% and in Guadalajara remained the same. Prices were from 20 to 23 pesos / US\$1.02 – 1.26 per kilo range. Mexican black beans continued at prices from 17 to 18 pesos / US\$.89 to US\$.90 per kilo.

US Pinto beans prices in November in Mexico City recovered again 7% and also in Monterrey, gaining 22.5% now at 24.50 pesos/ US\$1.28 per kilo. Prices of Pinto Saltillo beans had increases too in Mexico City 9.21% and in Guadalajara 8%, now at prices around 20 pesos / US\$1.05 per kilo.

U.S. Large and Small Alubias in November continued at high prices from 23 pesos / US\$1.21 per kilo to 38 pesos/ US\$2.00 per kilo in Guadalajara, Mexico City and Monterrey.

Peruanos, Mayocoba, Azufrados prices: in November remained steady. Prices were from 21 to 36 / US\$1.10 to US\$1.89 per kilo in the most important markets in Mexico.

Colored varieties: Bayos, Canarios, Cacahuete, Flor de Mayo and Flor de Junio. –remained the same with prices from 19 to 30 pesos / US\$1.00 to 1.57 per kilo

Wholesale and Semi-Wholesale Prices Report

MONTH: November 2019							
MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT							
PRODUCT	product origin	MEXICO CITY price (\$/KG)		VAR	MONTERREY price (\$/KG)		VAR
		current 30 11 19	current 30 10 19		current 30 11 19	current 30 10 19	
VARIETY	state / country			%			%
Imported Black	Imported	22.00	22.00	0.00%	23.00	24.00	-4.17%
Jamapa Black	Zacatecas						
Nayarit Black	Nayarit						
Bola Black	Zacatecas	17.50	17.50	0.00%			0.00%
Veracruz Black	Veracruz	18.63	18.00	3.50%			0.00%
Imported Pintos	Imported	22.50	21.00	7.14%	24.50	20.00	22.50%
Pinto Saltillo	Zacatecas						
Pinto Saltillo	Nayarit						
Pinto Saltillo	Chihuahua	20.75	19.00	9.21%	19.75	21.50	-8.14%
Pinto Saltillo	Durango				19.00	19.00	0.00%
Small Alubia	Imported	22.00	22.00	0.00%	26.50	21.00	26.19%
Large Alubia	Imported	23.00	26.00	-11.54%	26.50	25.00	6.00%
Flor de Junio	Zacatecas	27.00	27.00	0.00%	38.00	38.00	0.00%
Flor de Mayo	Zacatecas	25.00	26.00	-3.85%			0.00%
Bayo Berrendo	Jalisco						0.00%
Bayo	Zacatecas	24.50	23.20	5.60%			0.00%
Garbancillo	Zacatecas	20.00	20.00	0.00%			0.00%
Canario	Sinaloa						
Cacahuete Bola	Jalisco	31.00	31.00	0.00%			0.00%
Garbancillo Zarco	Jalisco			0.00%			0.00%
Azufrado	Sinaloa						
Mayocoba	Sinaloa						
Peruano	Sinaloa	35.00	34.00	2.94%	33.50	32.00	4.69%
Small Chickpea	Sinaloa	17.00	16.00	6.25%	19.50	20.00	-2.50%
Large Chickpea	Sinaloa	20.75	20.00	3.75%	19.50	29.00	-32.76%



MONTH: November 2019
MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT

PRODUCT	product origin	GUADALAJARA price (\$/KG)		VAR	SINALOA price (\$/KG)		VAR
		current 30 11 19	current 30 10 19		current 30 11 19	current 30 10 19	
VARIETY	state / country			%			%
Imported Black	Imported	22.00	22.00	0.00%			
Jamapa Black	Zacatecas			0.00%			
Nayarit Black	Nayarit	18.00	18.00	0.00%			
Bola Black	Zacatecas	18.00	18.00	0.00%			
Veracruz Black	Veracruz			0.00%			
Imported Pintos	Imported			0.00%			
Pinto Saltillo	Zacatecas						
Pinto Saltillo	Nayarit	20.00	18.50	8.11%			
Pinto Saltillo	Chihuahua			0.00%			
Pinto Saltillo	Durango						
Small Alubia	Imported	22.00	22.00	0.00%			
Large Alubia	Imported	38.00	38.00	0.00%			
Flor de Junio	Zacatecas	19.00	20.00	-5.00%			
Flor de Mayo	Zacatecas	19.75	19.60	0.77%			
Bayo Berrendo	Jalisco	28.00	27.50	1.82%			
Bayo	Zacatecas	18.00	18.00	0.00%			
Garbancillo	Zacatecas			0.00%			
Canario	Sinaloa	16.00	16.00	0.00%			
Cacahuete Bola	Jalisco			0.00%			
Garbancillo Zarco	Jalisco			0.00%			
Azufrado	Sinaloa	20.75	21.40	-3.04%	20.00	20.00	
Mayocoba	Sinaloa	29.00	30.00	-3.33%	33.25	32.40	2.62%
Peruano	Sinaloa	35.00	35.00	0.00%	32.50	30.00	8.33%
Small Chickpea	Sinaloa	18.00	18.00	0.00%			0.00%
Large Chickpea	Sinaloa	20.75	19.50	6.41%	20.00	20.00	0.00%

PRODUCT	product origin	ZACATECAS price (\$/KG)		VAR	MERIDA price (\$/KG)		VAR
		current 30 11 19	current 30 10 19		current 30 11 19	current 30 10 19	
VARIETY	state / country			%			%
Imported Black	Imported						
Jamapa Black	Zacatecas				18.00	18.00	
Nayarit Black	Nayarit						
Bola Black	Zacatecas	16.00	15.40	3.90%	18.00	20.00	-10.00%
Veracruz Black	Veracruz						
Imported Pintos	Imported						
Pinto Saltillo	Zacatecas	18.00	17.80	1.12%			
Pinto Saltillo	Nayarit						
Pinto Saltillo	Chihuahua			0.00%			
Pinto Saltillo	Durango						
Small Alubia	Imported	18.00	14.40	25.00%	24.00	24.00	0.00%
Large Alubia	Imported	25.00	26.00	-3.85%			
Flor de Junio	Zacatecas	20.00	20.80	-3.85%			
Flor de Mayo	Zacatecas	20.00	20.80	-3.85%	21.50	21.50	
Bayo Berrendo	Jalisco						
Bayo	Zacatecas	16.00	12.00	33.33%	22.00	21.00	4.76%
Garbancillo	Zacatecas			0.00%			
Canario	Sinaloa						
Cacahuete Bola	Jalisco			0.00%			
Garbancillo Zarco	Jalisco			0.00%			
Azufrado	Sinaloa						
Mayocoba	Sinaloa						
Peruano	Sinaloa	30.00	31.80	-5.66%			



MONTH: November 2019							
MONTHLY CENTRAL MARKET WHOLESALE AND SEMI-WHOLESALE REPORT							
PRODUCT	product origin	DURANGO		VAR	NAYARIT		VAR
		price (\$/KG)			price (\$/KG)		
VARIETY	state / country	current 30 11 19	current 30 10 19	%	current 30 11 19	current 30 10 19	%
Imported Black	Imported						
Jamapa Black	Zacatecas						
Nayarit Black	Nayarit	22.00			18.00	18.00	0.00%
Bola Black	Zacatecas	18.00	18.00	0.00%			
Veracruz Black	Veracruz						
Imported Pintos	Imported						
Pinto Saltillo	Zacatecas						
Pinto Saltillo	Jalisco				13.00	13.00	0.00%
Pinto Saltillo	Chihuahua						
Pinto Saltillo	Durango	18.75	19.40	-3.35%			
Small Alubia	Imported	28.00	28.00	0.00%			
Large Alubia	Imported	33.00	32.00	3.13%	n/a	n/a	0.00%
Flor de Junio	Zacatecas	19.40	19.40	0.00%	14.00	14.00	0.00%
Flor de Mayo	Zacatecas	19.40	19.40	0.00%	17.00	17.00	0.00%
Bayo Berrendo	Jalisco				n/a	n/a	0.00%
Bayo	Zacatecas	18.75	19.40	-3.35%	17.75	17.00	0.00%
Garbancillo	Zacatecas	18.75	19.40	-3.35%	18.00	19.00	0.00%
Canario	Sinaloa	19.40	19.40				
Cacahuete Bola	Jalisco						
Garbancillo Zarco	Jalisco						
Azufrado	Sinaloa	34.00	34.00	0.00%	15.00	18.00	0.00%
Mayocoba	Sinaloa	34.00	33.00	3.03%	25.50	27.00	0.00%
Peruano	Sinaloa	34.50	33.00	4.55%	27.00	27.00	0.00%

2020 USDBC International Dry Bean Congress - The participants of the 2020 USDBC Congress are registering at the same rate as last year and we expect to have, has every year 140+ participants. This as a result of the latest email and social media promotion campaign, that will continue active next month.



2020 US/MX International Dry Bean Congress

Cancun Mexico Feb 6-8th



US DRY BEAN
Council

PULSES



USA Dry Pea
& Lentil Council



Popcorn!
USA

To get more information and register, visit
www.usbeancongress.com

MEXICO NEWS CLIPPINGS

USDBC Disclaimer: In the following section the USDBC disseminates information published in Newspapers and Magazines related to beans (excerpts). The statements or numbers shown in each article are not necessarily in agreement with the USDBC.

Bean Production Dropped 70.4%

El Siglo de Durango - December 20, 2019



Durango.- The 2019 Spring- Summer cycle produced only 15,688 MT of beans, 70.4% lower than in 2019. At national level, the total production reached 551,873 MT, 34.7% shorter than in 2018. According to SADER, 128 thousand hectares or 254.4% more damage than the average.

Uncertainty in Bean Collection: SEGALMEX

NTRZACATECAS.COM - December 18, 2019



Zacatecas.- Ignacio Ovalle Fernández, Director of Food Safety Mexico – SEGALMEX, informed that as a result of the drought this year, they do not know how

much beans have been collected by their agency in Zacatecas, however considered that the guarantee prices will help the farmers affected. He said they expected to collect 350 thousand MT of beans but because of the situation, only 100 to 150 thousand MT could be collected. Ovalle explained that producers that have up to 30 hectares will be able to sell up to 15 MT in the 44 centers/elevators they have installed in Zacatecas.

Producers that Suffered Damages will Receive Support

El Debate - December 18, 2019



Angostura, Sinaloa.- Bean producers that suffered total loss to the floodings in the Evora región, will receive a special financial support from the irrigation modules in order to help them to establish a different crop in this Fall-Winter season.

SADER Alerts on Lower Food Production

Agencia Reforma - December 17, 2019

CIUDAD DE MÉXICO.- SADER informed about the lower production of food, especially basic grains such as corn, rice and beans as a result of the drought that was the most damaging since the one experienced in 2011



Miguel Garcia Winder, Undersecretary of Agriculture, alerted that the 2019 drought caused damage in 60% of the nation's land, in unusual areas, such as Chiapas, Tabasco and Campeche, and caused devastating effects in arid areas. Just the bean crop, registered a loss of 25% of the Spring-Summer cycle, but also livestock, coffee and sugar registered important losses. In the case of beans, he said there will be a temporary price increase in the next months, not just because of the drought but also because of the world's low availability but discarded a shortage in Mexico.

SEGALMEX's Bean Purchasing is Slow *El Siglo de Durango - December 9, 2019*



Durango.- The SEGALMEX (government) warehouse installed in Cuauhtemoc Cuencame, is closed since producers are not selling their beans under 14.50 pesos per kilo, according to the Bean Product-System Vigilance Committee Director Vicente Vitorio.

He stated that the government should make a deep analysis on the rain fed crops since at least 95% of the agriculture in the north on Mexico is dry land and the Secretariat of Agriculture should be aware of the situation that occurs when there are scarce rains causing low production of basic grains such as beans and corn. In the same order, they should consider that prices should be higher, for instance, beans that

are paid at 14.50 per kilo in a regular year, is fine but in drought years like this one, prices should be accordingly

Minimal Crop Damage *El Debate - December 4, 2019*



Angostura, Sinaloa.- After the assessment made by Plant Health Department, they found that some bean lots were affected in the Evora region however, the damage in the beans was minimal. They stated that at this point, the storms actually delivered more benefits than damage and added that damage is considered partial and beans might be the most affected as these had been irrigated just before the storms however it was not a strong damage. Produce crops are the ones that need to be taken care of since these are more delicate.





Winter Storm Damaged Over 4 Thousand Hectares
El Debate - December 2, 2019



20 thousand MT, equivalent to 17% said Pedro Silerio Garcia, agricultural union leader. He said it will be necessary to import beans and also corn, two staple foods for Mexicans. However, he said, importing beans from the USA, is not necessarily guarantee of quality, as the USA also faced weather related problems that damaged production.

Bean Producers Demanding Support Payment
NTR Zacatecas - November 23, 2019



Sinaloa.- The latest assessment indicated that the cold fronts number 18 and 19, damaged over 4,800 hectares in the state of Sinaloa. SADER confirmed that the crops most damaged were: corn, sesame, peanuts and chickpeas. The state Secretary of Agriculture Manuel Tarriba said that once the assessment is done, they will work on the support for the producers affected.

2019 Bean Production is Only 17% of the Average
El Siglo de Durango - November 24, 2019



Bean producers demanded the payment of 26 million pesos / US\$13.6 million owed to the, from the government support program since almost a year ago. Producers from Guadalupe, Sain Alto, Rio Grande, Sombrerete, Juan Aldama, Panfilo Natera, are waiting for the payment. Producers are also requesting a special budget to support those affected by the drought this year.

Durango is the second most important producer of beans in Mexico. From an annual average production of 120 thousand MT, this season they only obtained

Mexico Economic Report November 2019

Mexico's Main Economic Indicators

Information Available November, 2019

Mexico's Main Economic Indicators	Information Available November, 2019
Population - 2015 update (INEGI)	119.5 million
National GDP Growth Annual (est. Set 2019)	0.70%
Average Exchange Rate November 2019	19.31 pesos per U.S dollar (BANXICO)
Unemployment Rate Oct. 2019	3.80%
Inflation Rate Y/accu to November 2019	2.97%
Mexican Crude Oil Price November 13, 2019	US\$49.03 per barrel (oilbmx.com)
International Reserves Dec 13, 2019	US\$180.69 billion
Trade Balance Imports-Exports Y2018 USA-CAN-MX	US\$598.88 billion

Good News in the Closing Year for Mexico, in spite of the expected zero growth in 2019. The USMCA ratification has brought good winds to Mexico on the verge of the end of the year and the decade. The Mexican Secretary of the Revenue is confident that the ratification and the consequent Mexican currency appreciation, will provide the confidence needed for the markets to consider Mexico a preferred world destination for investment. The recent appreciation of the Mexican peso is the result of the good management of the debt, fiscal policy and macroeconomics.

But Mexico was not so happy a week ago when the Undersecretary for North America Jesus Seade learned about the labor monitoring mechanism included in the new treaty by the U.S., contemplating to have 5 Labor Diplomatic Attachés in Mexico, and stated that Mexico would not -by law- accept "inspectors in disguise". Fortunately, Robert Lighthizer rushed to clarify that the Attachés were not meant to be inspectors but would help to assist the new U.S. Government Inter-Agency Labor Committee. It was clarified that in the USMEC's implementation legislation, were included-authorized up to 5 attaches to work with their Mexican counterparts and civilian groups providing technical assistance and even funding. In the meantime, the USMCA is going to be debated this Thursday in the US Representatives Chamber.

USMCA's ratification and implementation will help however, economist continue forecasting a difficult

New Year, expecting a similar economic behavior as in 2019 with risk of a recession. The global economic environment that is facing a deceleration in 2020 is a factor. HSBC Mexico posted a positive note considering that there are conditions to have a reboot in 2020, as Mexico has macroeconomic conditions to do it this year and the following ones. However, they also consider that the global economic environment will be a risk.

In any case, the general consensus amongst the economists about Mexico, is that with the approval of the USMCA and the expected better understanding of the new Mexican President and his cabinet on the country's management, will help to achieve a growth of 4% to 5% in the next years.

For the moment, manufacturing exports reached a record number since 2003. In 2018, 19.9% of the total manufactured products were exported, 40.34% of these were car and trucks parts, the largest market share since 2003, followed by the non-metallic products except aluminum, which contributed with 40.3% too.

The OECD has estimated that Mexico will achieve a growth of 4% in 2024. In 2019, the growth will be 0.0%, in 2020 1.3% and considered that Mexico will play an important role in the LATAM region economic growth, helping with the implementation of the USMCA. They stated that the Latin American region is having a challenging period of 7 years of low growth



and Mexico is the only country showing clear signs of recovery. Fitch Ratings maintained the BBB rating with Stable Perspective for Mexico, considering a diversified and stable economy with solid policy and discipline.

Exchange Rate

Average exchange rate in November was 19.31 pesos per U.S. dollar and exchange rate in the last business day of November was 19.61 pesos per U.S. dollar. In December after the USMCA ratification, the exchange rate passed from 19.23 on December 13, to 19.04 on December 16th pesos per US dollar and under 19 pesos in the following days until now.



In-market Rep. Comment

In light of President Lopez Obrador new way of doing things and aggressive budget cuts to agriculture and change of support programs distribution, agricultural producers have blocked the entrance to the Chamber of Deputies in Mexico City since early November. Although yesterday the Deputies moved to another location, demonstrators followed them especially this Friday November 22nd, protesting just hours before the passing of the Mexican Farm Bill that will dramatically reduce important budgets for commercial agriculture which today, is the most important source of exports revenue for the nation and source of food products for the people of Mexico and on the other hand, the resources for small producers in the form of seed and fertilizers, will no longer be delivered by ag. associations, instead the government has been delivering in a disorganized and blurry fashion, providing seed that is not certified, not ready for planting and not the adequate for the regions.

One of the President's objectives, is the disarticulation of the agricultural organizations that traditionally were the first recipients of the subsidies and government support programs including seed and fertilizers to distribute to the small and medium producers. Since this year, producers have been receiving directly some of the products and money however, reportedly, this has been a disorganized task, surrounded by political affiliations mainly from the President's party.

Why this is relevant? This measure will potentially affect Mexico's agricultural production and exporting capacity and competitiveness

ASERCA will DISAPPEAR – The government Agency for the Support and Services for the Trading of Agricultural-Livestock Products and Markets Development, will disappear. Instead, the government is creating a new instance called Financiera Nacional Agropecuaria – National Agricultural and Livestock Bank. By doing this, the government has promised

producers that they will be able to apply directly for credits and receive any other financial support directly to their pockets. Not yet explained which instance will be responsible of the other ASERCA tasks including the agricultural statistics and reports.

FARM BILL CUT – CNA - National Agricultural and Livestock Council that gathers the industrial-commercial large producers through its President Mr. Bosco de la Vega, has stressed since the early in the year, the danger of reducing 30% of the Agricultural Budget, that President Lopez Obrador considers superfluous, and in essence, intends to assign the money of the ag. budget cuts to the poorest agricultural producers, probably directly to their pockets. The CNA has declared that while it is true that Mexico has a historic debt with the poorest people, cutting the commercial agriculture budgets is not an option as this segment is today one of the top 3 sources of income for the nation, providing direct jobs to millions of Mexicans all over the country impacting all parts of the food distribution chain. 2018 Ag. Budget was 75 thousand million pesos / US\$34.9 billion, in 2019 it went down to 65 thousand million pesos / US\$34.2 billion and for 2020 it is programmed at 46 thousand million pesos / US\$24.2 billion

USDBC DIRECTORY APP

Latest 15 Published News on the App

2019/09/15	Inaugural "Art of Beans" Workshop Kicks off in Medellin.																									
2019/09/23	USDBC in Havana, Cuba to attend Agribusiness Conference																									
2019/09/30	Annual Global Trade Mission Visits Dry Bean Country																									
2019/10/07	Mexico Bean Harvest And Production Post Big Decreases	 <p>BEAN SURFACE PLANTED SPRING-SUMMER CYCLE 2010-2019 *Estimated (THOUSANDS OF HECTARES)</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Production (Thousands of Hectares)</th> </tr> </thead> <tbody> <tr><td>2010</td><td>1,500</td></tr> <tr><td>2011</td><td>1,480</td></tr> <tr><td>2012</td><td>1,550</td></tr> <tr><td>2013</td><td>1,487</td></tr> <tr><td>2014</td><td>1,454</td></tr> <tr><td>2015</td><td>1,430</td></tr> <tr><td>2016</td><td>1,400</td></tr> <tr><td>2017</td><td>1,350</td></tr> <tr><td>2018</td><td>1,300</td></tr> <tr><td>2019</td><td>725</td></tr> <tr><td>Average</td><td>1,444</td></tr> </tbody> </table> <p>Change: -49.6%</p>	Year	Production (Thousands of Hectares)	2010	1,500	2011	1,480	2012	1,550	2013	1,487	2014	1,454	2015	1,430	2016	1,400	2017	1,350	2018	1,300	2019	725	Average	1,444
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Average	1,444																									
2019/10/14	The Us Dry Bean Council (USDBC) Applauds Signing Of Trade Agreement With Japan																									
2019/10/21	New U.S./Japan Agreement Could Boost Us Dry Bean Exports																									
2019/10/28	Second Assessment Confirms Short Crop In Mexico	 <p>2019-2019 PRODUCTION ESTIMATION SPRING-SUMMER CYCLE (THOUSAND METRIC TONS)</p> <table border="1"> <thead> <tr> <th>Year</th> <th>Production (Thousand Metric Tons)</th> </tr> </thead> <tbody> <tr><td>2010</td><td>763</td></tr> <tr><td>2011</td><td>368</td></tr> <tr><td>2012</td><td>816</td></tr> <tr><td>2013</td><td>878</td></tr> <tr><td>2014</td><td>801</td></tr> <tr><td>2015</td><td>761</td></tr> <tr><td>2016</td><td>865</td></tr> <tr><td>2017</td><td>874</td></tr> <tr><td>2018</td><td>802</td></tr> <tr><td>2019</td><td>417</td></tr> <tr><td>Average</td><td>814</td></tr> </tbody> </table> <p>Change: -42.9%</p> <p>1/ SIA's SS-2019 Programmed Production vs. R6 Assessment's Estimation</p>	Year	Production (Thousand Metric Tons)	2010	763	2011	368	2012	816	2013	878	2014	801	2015	761	2016	865	2017	874	2018	802	2019	417	Average	814
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<p>2019/11/05</p>	<p>Gearing Up For World Pulses Day 2020</p>																																																			
<p>2019/11/11</p>	<p>Concerns About Impact Of Full CAFTA/DR Implementation In Dominican Republic</p>	<p>DR-CAFTA Dry Bean Tariff Schedule for the DR, 2012-2020</p> <table border="1" data-bbox="1013 512 1328 600"> <thead> <tr> <th></th> <th>2012</th> <th>2013</th> <th>2014</th> <th>2015</th> <th>2016</th> <th>2017</th> <th>2018</th> <th>2019</th> <th>2020</th> </tr> </thead> <tbody> <tr> <td>TW Quantity</td> <td>11,800</td> <td>12,400</td> <td>13,000</td> <td>13,600</td> <td>14,200</td> <td>14,700</td> <td>15,200</td> <td>15,800</td> <td>16,400</td> </tr> <tr> <td>Bean Quantity</td> <td>43,760</td> <td>45,520</td> <td>47,280</td> <td>49,040</td> <td>50,790</td> <td>52,550</td> <td>54,310</td> <td>56,070</td> <td>57,830</td> </tr> <tr> <td>Subtotal</td> <td>27,416</td> <td>28,568</td> <td>29,720</td> <td>30,872</td> <td>32,024</td> <td>33,176</td> <td>34,328</td> <td>35,480</td> <td>36,632</td> </tr> <tr> <td>Bean Equivalent</td> <td>18,277</td> <td>19,045</td> <td>19,813</td> <td>20,581</td> <td>21,349</td> <td>22,117</td> <td>22,885</td> <td>23,653</td> <td>24,421</td> </tr> </tbody> </table>		2012	2013	2014	2015	2016	2017	2018	2019	2020	TW Quantity	11,800	12,400	13,000	13,600	14,200	14,700	15,200	15,800	16,400	Bean Quantity	43,760	45,520	47,280	49,040	50,790	52,550	54,310	56,070	57,830	Subtotal	27,416	28,568	29,720	30,872	32,024	33,176	34,328	35,480	36,632	Bean Equivalent	18,277	19,045	19,813	20,581	21,349	22,117	22,885	23,653	24,421
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<p>2019/11/25</p>	<p>Mexico Bean Production Numbers Continue Decline</p>																																																			
<p>2019/12/02</p>	<p>China Bean Production Facing Challenges</p>																																																			
<p>2019/12/10</p>	<p>Turkey Trade Mission Reveals Future Opportunities</p>																																																			
<p>2019/12/18</p>	<p>USDBC Receives 2020 Global Trade Funding Allocation</p>																																																			
<p>2019/12/23</p>	<p>USDBC Participates in Global Child Nutrition Annual Forum in Cambodia</p>																																																			



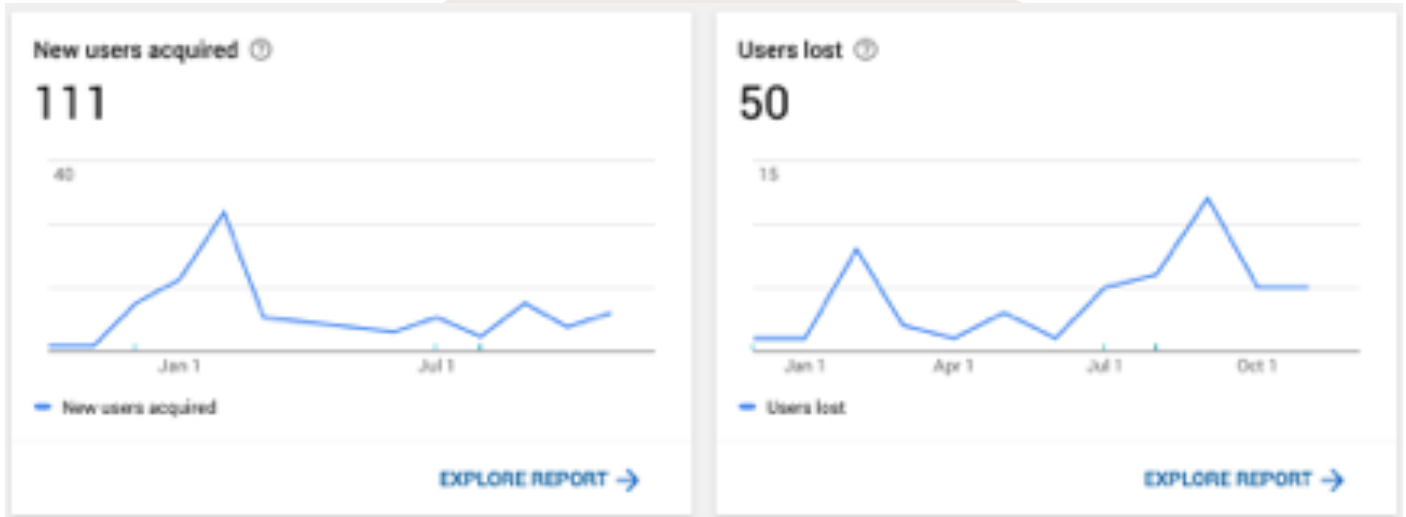
Play Store

App Life Time Results

Installs: 111

Uninstalls: 50

Crashes & ANR: 27*

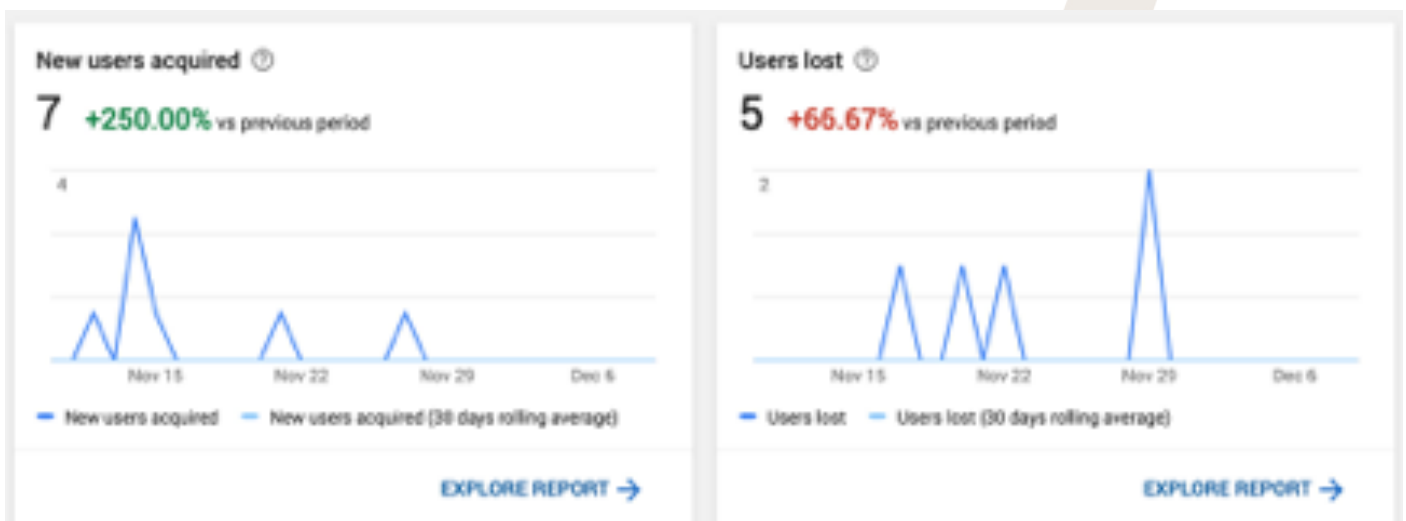


Last 30 days Nov 10th to Dec 09th

Installs: 7

Uninstalls: 5

Crashes & ANR: 0





iTunes Store

App Life Time Results

App Impressions on iTunes: 1,370

Installs: 226

Crashes & ANR: 6

Top Countries

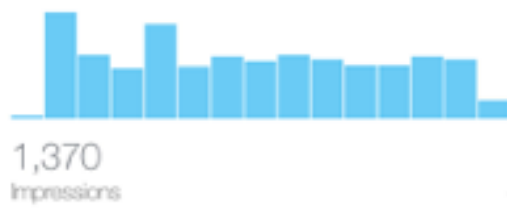
United States: 116

México: 22

Argentina: 14

Canada: 9

Brazil: 7



Last 30 days Nov 10th to Dec 09th

App Impressions on iTunes: 108

Installs: 20

Crashes & ANR: 0

Top Countries

United States: 6

Turkey: 2

Brazil: 1





Total Results (Android & IOS)

App Life Time Results

Installs: 337

Crashes & ANR: 33*

Last 30 days Nov 10th to Dec 09th

Installs: 27

Crashes & ANR: 0

App Email Blast Campaign

Data Base	Date	Recipients	Readers
ANUGA	May 20th	170	48
SIAL	June 27th	141	36
GULFOOD	July 3rd	150	27
ANUGA	July 9th	170	42

Personalized Sent Emails

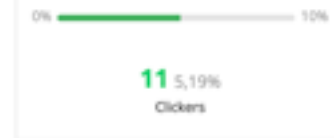
Data Base	Recipients
ANUGA	170
SIAL	141
GULFOOD	120
ANUGA 2019	239

Last Email Campaign Anuga 2019

Estado del envío

239
Destinatarios

212 88,70%
Entregados



Recipients

Delivered

Openers

Clickers



Email Example



Download our
USDBC Directory App



USDBC Directory App

Dear Victor Leal,

Thank you for taking the time to visit the US Dry Bean Council booth during the 2019 ANUSA trade show. It was nice talking and discussing business opportunities with you.

In addition to sending a warm greeting, we contact you, because the US Dry Bean Council has developed a Smart phone application that is available on iOS (Apple) and Android platforms for free download. With our App you will have the opportunity to obtain US industry information. The app features a US exporter trade directory, US dry bean details such as varieties, producing regions, nutritional information as well as the key USDBC representative contact information around the world.



If you want to keep up to date with the US dry bean industry, download the app to have access to the latest news, our upcoming events and interact with others users on our Social Media app section.

To download the app, just scan the QR code for the platform you are interested. In case you are not in the position to scan the QR codes, you can always download from the following links:
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[Google Play Store](#)

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Should you have any doubts or questions, please do not hesitate to contact us via email at usdbcapp@tfsi-usa.com

SINCERELY,
The US Dry Bean Council
Smart Phone Application Team

available on

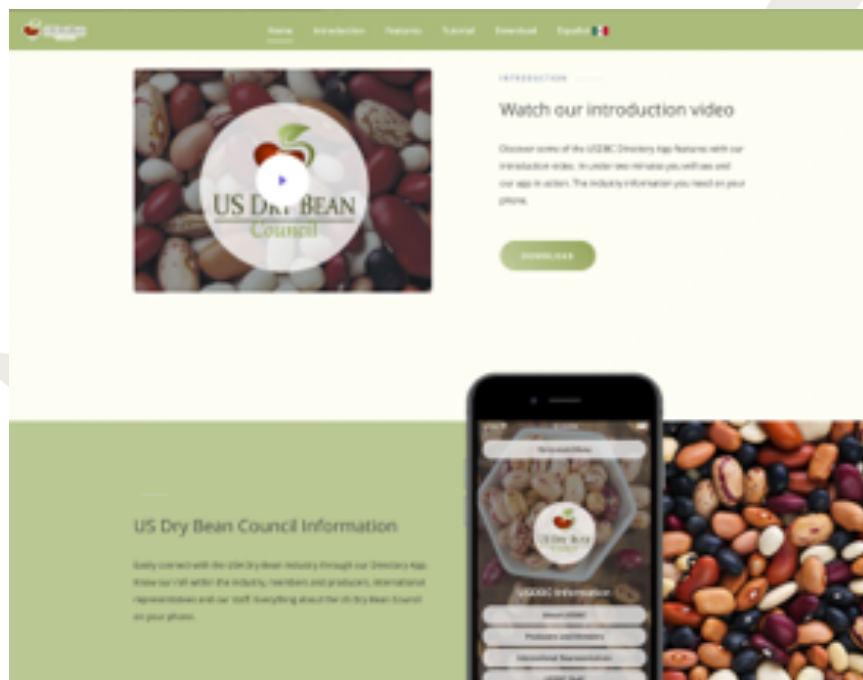
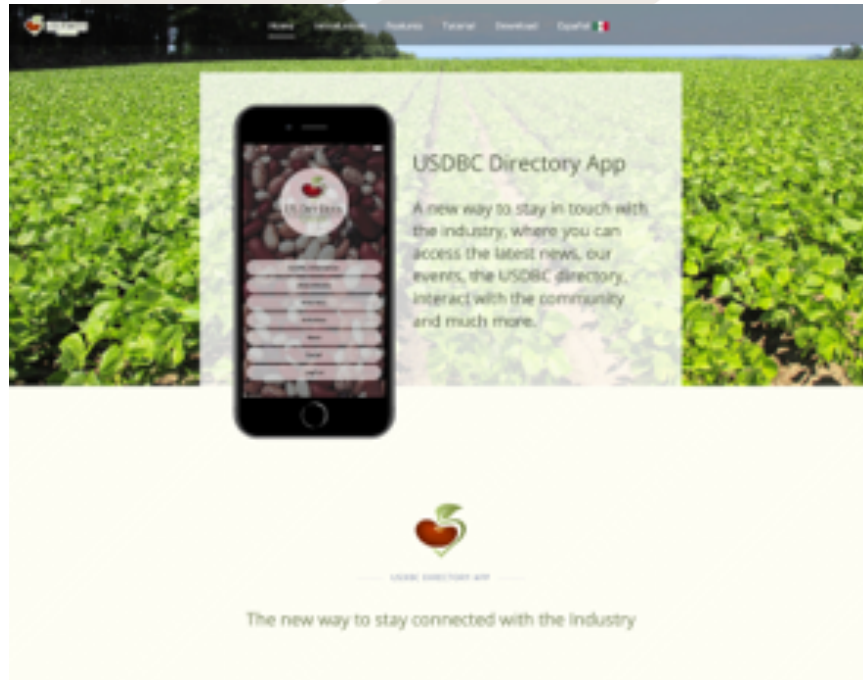






App Web Page

As part of the promotion for the UDSBC Directory App a web page was created. This page has general information about the app and what can it do, showing several screen shots from the different sections of the app. The web is in English and Spanish.





The app also features three video tutorials where the main functions of the app are explained step by step, these videos talk about the main menu and the app navigation, the use of the directory section and how to request a quote through the app. These three videos are also in English and Spanish.