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2020 Development Company	Food Service/Industrial	Regional Labels
7D Food International	Global market	Retail
Ace Quality Farm Products	Great Lakes International Trading	Sam's Club
Bakery industry	Hamony Foods Corporation	Sino Pacific Customs Brokerage Inc.
Bills of Lading	Hong Kong	snacks
Brand Owners	Imports	South Africa
Brazil	India	South East Asia
Bulk	Industrial use	Sunsweet Growers
Chantaburi Global Trade Co., Ltd.	ingredient fruit	Sunworld International Co., Ltd.
Chemonics	Kitchen Xpress Overseas Ltd.	SUPERVALU
Chin Huay Co., Ltd.	Kroger	Suppliers
Chin Huey	Mangos	Taiwan
China	mangosteens	Thailand
Club Stores	Mariani	Titan Foods Inc.
Costco	Market strategy	Torn & Glasser
Crispy Green Inc.	Mexico	Trader Joe's
dehydrated	National Brand	United Nations
Demand-driven development	National Mango Board	USA
Development	Pakistan	USAID
Distribution	Peru	Wal-Mart
Domestic market	Pet Food Industries	Walong Marketing Inc.
Dried fruit	Philippine Fruit Company	Whole Foods
Dried Mangos	Philippines	Woodland Foods
Edward J. Valentine	Private Labels	
Exports	Profood international Corp	
FIRMS approach	Raja Foods	

Abstract

A concise review of the imports of dried mangos into the USA and sold through retail, industrial and pet food industries. Covering details of primary dried mango exporting countries and drilling down to brief profiles and statistic on exporters and their importing customers into the USA.

Market research documented in this report provides packaging details and source of origin for leading and available dried mango brands at USA retail stores. Additionally this report provides examples of demand chain for dried mangos at top retailers in the USA.

Abbreviations

2020DC	2020 Development Company LLC
BL	Bill of Lading
DBA	Doing Business As
FAO	Foreign Agriculture Organization
IQF	Individual Quick Frozen
RTE	Ready to Eat
SKU	Stock Keeping Units
TJ	Trader Joe's
UN	United Nations
USAID	US Agency International Development
WFM	Whole Foods

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Executive Summary

This is the first step in the reviewing, defining, and development of a strategy for the production and export of dried mangos from Pakistan into the global market. This document outlines the strategy for market analysis and market development. Global production of mangos is forecast to reach 30.7 million tons in 2010, accounting for nearly 50 percent of world tropical fruit production. Pakistan is the fourth largest producer of fresh mangos producing 1,673,900 metric tons per year. Mangos are the 11th largest agricultural crop produced in Pakistan.

Despite this large crop, Pakistan has not benefitted from the recent growth in global demand for dried mangos. This is most likely attributed to the fact that no significant domestic market for dried mangos exist which is undoubtedly a result of many factors including: availability of fresh mangos, availability of alternative “fresh” fruit, disposable income levels, and lack of market information or linkages with potential buyers who are willing to invest in the development of dried mango processing.

The processing of dried mangos can be done with minimal investment and technology and can be done on a small or large scale. Therefore, if a market for Pakistani mangos can be identified, the development of a mango drying industry in Pakistan can provide sustainable business, growth and employment.

In this document, we provide detailed information on the following:

- Exporting countries
 - The Philippines
 - Mexico
 - Thailand
 - South Africa
 - India
- Exporting companies
 - Profood (The Philippines)
 - Chin Huay (Thailand)
 - Mariani (Thailand)
- Importing companies
 - Philippine Fruit Company
 - Trader Joes
 - Mariani
- Retailers/distributors and their brands
 - Costco
 - Trader Joes
 - Whole Foods
 - Raja Foods
- Other industry opportunities – industrial/food service and pet food

With this information, the next steps for our efforts include:

- Identify target and key customers and industry players in order to provide them with samples and the market questionnaire, which will be utilized to develop the complete market entry and growth strategy.
- Prepare and provide samples and the questionnaire to targeted companies and individuals.
- Solicit, receive, and analyze data returned from targeted customers and industry leaders.

These steps will begin immediately upon receipt of the samples and completion of the initial finding.

Introduction

This document is phase one of a three stage market review and development effort. This effort follows up on the earlier work by Edward J. Valentine that focused on production and is summarized in the report of August 30, 2010 titled "Dried Mango Production."

Neither this document, nor the other phases of this effort, address production technology that was addressed in Valentine's report, but focus exclusively on the economics, market opportunities, and strategies for Pakistani mangos. Demand-driven development is critical to sustainability and this document and other efforts tied to this activity are designed to quantify and qualify the demand of finished goods. This effort will provide producers with the necessary tools to determine if there is sufficient demand for mangos that they can competitively meet by producing in Pakistan.

This document accomplishes the following:

- Outlines the process of introducing Pakistani dried mango samples to mango buyers for their feedback, which will be utilized in further developing the strategy for mango exports from Pakistan.
- Identifies several importers, distributors, retailers and end-users in the dried mango demand and supply chain.
- Provides an initial view of the current dried mango market and recommendations for the FIRMS approach into the market.

Market structure

The Trouble with Import Statistics

Trade data collected and maintained by the United Nations (UN), Foreign Agriculture Organization (FAO) and other governmental sources provide a starting point but are often not fully accurate and require some extrapolation due to the classifications offered by the Harmonized Tariff Code. This is because these organizations group dried mangos into tracking categories that include other imported fruit items or even fresh items. Below are excerpts from the harmonized tariff codes that display the categories into which mangos are grouped:

<u>0804</u>	<p>Name: Dates, figs, pineapple, avocado, guava, fresh or dried</p> <p>Description: Dates, figs, pineapples, avocados, guavas, mangos and mangosteens, fresh or dried.</p>
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<u>080450</u>	<p>Name: Guavas, mangos and mangosteens, fresh or dried</p> <p>Description: Guavas, mangos and mangosteens</p>
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<u>0804508010</u>	<p>Name: Dried mangos</p> <p>Description: Dried mangos</p>
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Appendix --- shows US dried mango imports in 2008 and 2009. The data reflects that the U.S. market experienced a 55.7 percent growth in dry mango slices imports in 2009 as compared to 2008 levels (5,420 tons in 2009 compared to 3,482 tons in 2008). Appendix --- shows the list of supplying countries for dried mangoes imported by US in 2008 and 2009. Philippines, Thailand, Mexico, South Africa and India are top five dried mango exporting countries to US.

Additionally, depending upon how the shipment is claimed, they could also be included under a generic term including “Dried fruits” (0803) or “snacks”. Therefore, utilizing these databases for market research provides limited functionality for dried mangos. However, one can make several assumptions from a review of these numbers. For example, in 080450 it is difficult to separate fresh mango from dried mango shipments from Mexico to the USA due to the close proximity to the market and the ability of Mexico to ship fresh mangos into the market. It is less likely that The Philippines or Thailand would be shipping fresh mangos to the USA due to the transit time and shelf life of fresh mangos and competition from closer origins with the same fresh season. Therefore, one can reasonably rule out fresh mangos from Thailand and utilize the data as reflecting dried mangos, whereas this conclusion cannot be drawn for Mexico mango shipments.

Therefore when you can draw conclusions as outlined above there is some value in reviewing trade data like that which is presented in Appendix A, B and C of this report. This report reflects about \$25 million and \$16 million in imports of products in class 0804 from The Philippines and Thailand respectively to the USA. While it is impossible to extrapolate the percentage of this number that is mangos, without even considering if they are fresh or dried mangos, it is a given that the total exports to the USA market cannot exceed these values.

The National Mango Board (www.mango.org) is a USA trade organization developed to promote the consumption of mangos in the USA. Their efforts include marketing/promotion, and education and statistics for use by importers, retailers and consumers. A review of their data (Appendix D) reflects the imports of fresh mangos into the USA. This data reinforces the assumption that no fresh mangos are imported from Thailand or the Philippines to the USA.

It is important to note that class 0804 includes pineapples, which are a major export item from both of these countries to the USA, and drastically cuts the possible total value for dried mango exports even further.

In the absence of accurate data from the UN and FAO, we turned to data from the US Department of Homeland Security to review import customs data. Reviewing raw customs data and summarized customs data via www.panjiva.com we are able to obtain details from ocean Bills of Lading (BL) submitted for customs for import clearance purposes. While this data is “better and more accurate” than UN and FAO data on imports it is “by no means perfect or all inclusive.”

Shippers and importers can conceal their name and the commodity they are importing through a number of documentation maneuvers that will keep their name and the products they import from public view. For example, by showing the Consignee (buyer) on the bill of lading as “To Order of Shipper” the consignee is not identified on the bill of lading. This effectively hides who the buyer is from publicly viewed documents. Exporters can hide their presence by reflecting their bank or others as the shipper. Many importers opt to keep their trade from public view and therefore execute one of these options. This is the case with Woodland Foods and Great Lakes International Trading (medium/large sized importers of dried mangos). Neither of these companies are fully reflected in the customs data. Other buyers like Trader Joes have changed their status in recent years, which is reflected in their apparent drop in imports. The drop is caused

not by an actual decrease in imports but by a change in documentation to hide imports from view through a customs data search.

Likewise, the product can be “hidden” from view by putting the product under an umbrella description like “mixed groceries”, “dried fruits” or “food items.”

There are many ways to distort the numbers but working with what is available is a good start. Combining customs data with market intelligence from interviews and dialogue with buyers and sellers will help complete the picture.

What Information is Available?

Despite not having a transparent database from the UN and FAO numbers, we are able to put together several pieces of the export/import puzzle with the data that is available. A review of dried mango labels in the market confirmed statistics showing that exports of dried mangos into the USA are dominated by the countries of The Philippines and Thailand. Bills of Lading (BL) for ocean shipments into the USA clearly reflect the dominant position that these two countries. The next eight countries, led by China, export dried mango totals accounting for only 31% of the total imports into the market. (See table below)

The data collected from BLs also helps identify who the largest users of dried mangos are. Costco, Wal-Mart, Sam’s Club and Trader Joes (TJ) are major retailers of dried mangos. Often, it is impossible to find the actual retailer in the customs database, but the customs data combined with other market research efforts helps clarify the picture of who is buying what from whom. Through a combination of market research efforts, we have identified their sources of origin as follows:

Retailer	Origin
Costco	The Philippines (Philippine Mango Brand)
Wal-Mart	Thailand (Great Lakes brand)
Sam’s Clubs	Thailand and the Philippines (varied)
Varied Indian and Pakistani retailers	Raja Foods

Therefore, while these companies do not reflect their imports in the publically available database, their labels often confirm the leading countries of origin and their exporter. The fact that Great Lakes is not reflected in the BL data would increase the exports from Thailand to an even higher percentage than the numbers reflected in the Table 2 below.

Dominant Exporters

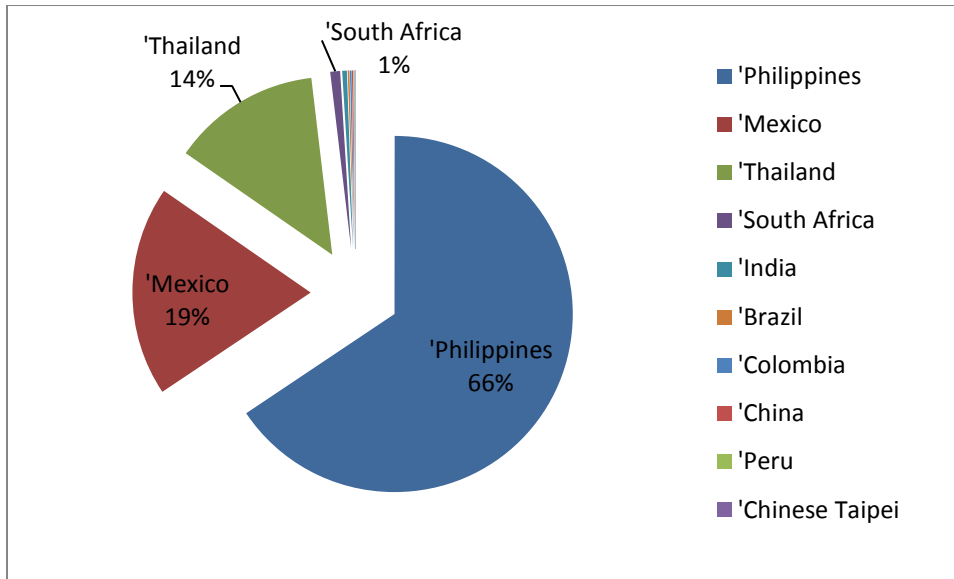


Figure 1 Dried mango exporters to USA 084508010

(trademap, 2009)

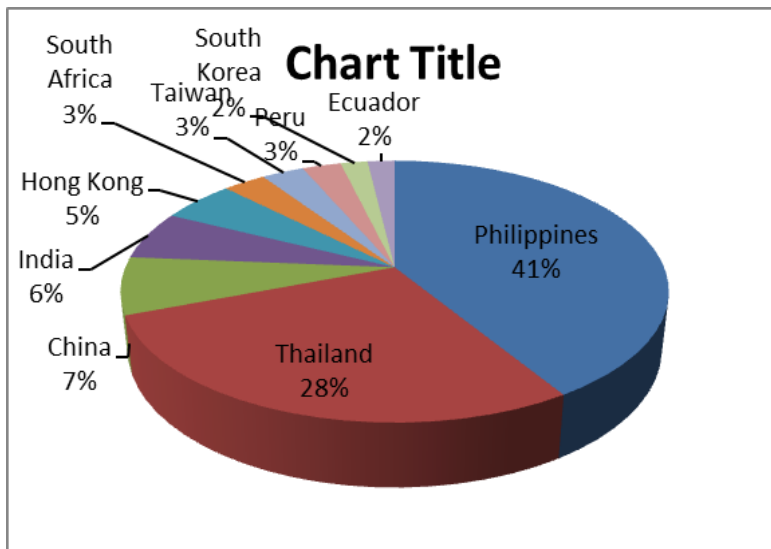


Figure 2 Top mango supplying countries to the USA 0804

Country	Number of Shipments
Philippines	151
Thailand	103
China	26
India	22
Hong Kong	19
South Africa	11
Taiwan	11
Peru	10
South Korea	7
Ecuador	7

Table 1 Dominant export companies of dried mangos to USA 0804

(US Customs and Border Patrol Data, 2010)

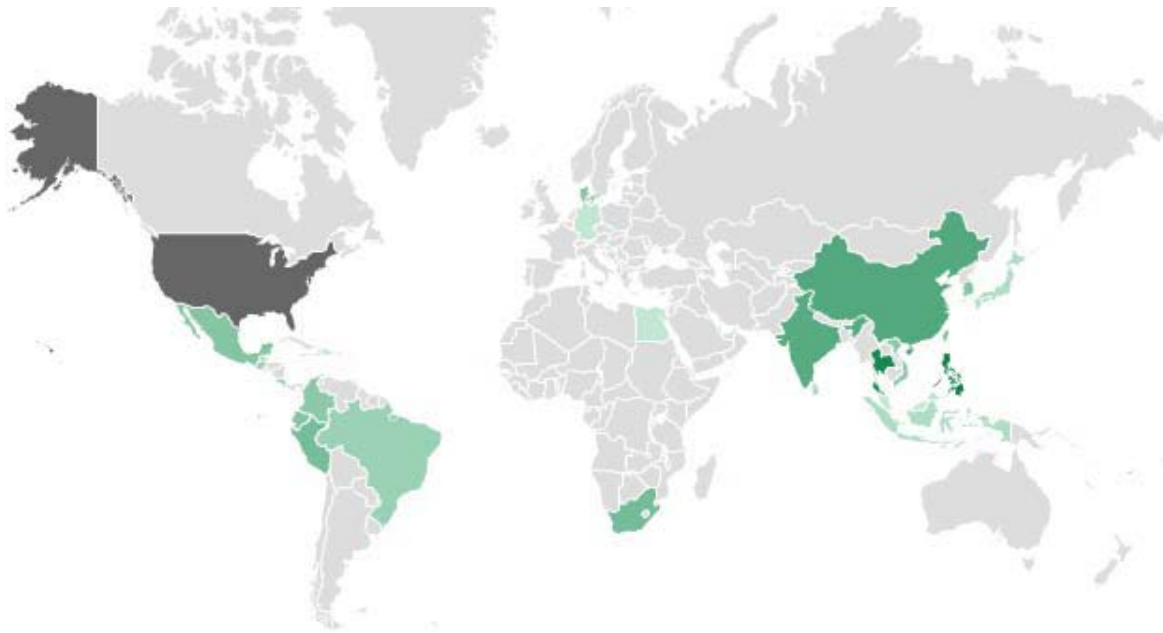


Figure 3 Map of dried mango exporters to the USA (the level of exports increases as the green color darkens) based upon classification 0804

List of supplying markets for a product imported by United States of America in 2009
 Product : 0804508010 MANGOES, DRIED

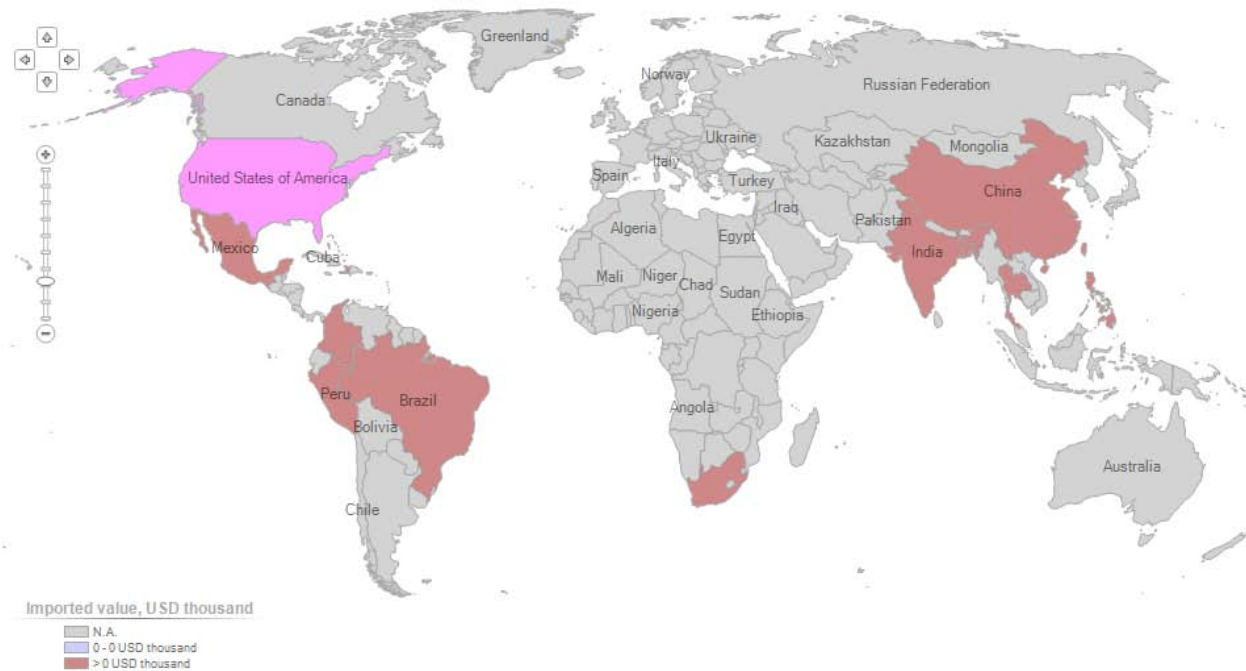


Figure 4 Mango dried mango exporters to USA 0804508010
 (trademap, 2009)

Conclusion of Statistical Review of Dried Mango Origins for Imports to the USA

It is premature at this stage of our research effort to judge any level of competitive advantage for Pakistani mangos. However, the initial data on the countries that currently dominate the USA market for dried mangos show no blatant advantages over Pakistan in consideration to the basic economics of labor rates, commodity prices, applied to mango processing technology or freight.

Channels of Distribution

There are five channels of distribution for dried mangos into the USA market. At this stage of identifying demand it is important to understand the various options for selling Pakistani mangos into the USA market in order to identify the optimal fit for the product.

- Retail – Conventional retailers selling single units for single-family consumption to consumers. For dried mangos these bags are typically 4 – 8 oz. each and most commonly feature a re-sealable bag.
- Club Stores – Club stores are specialized retailers that cater to consumers who are willing to purchase larger quantities. This is accomplished by bundling smaller units together for a single sale or packing in larger sizes. For example, Costco, the club store headquartered outside of Seattle Washington with 563 stores worldwide, retails a 30 oz. bag which they market under the “Philippine” Brand.
- Food Service/ Industrial – Food Service is for consumption out of the home. Most foodservice product is served to the consumer for immediate consumption and without major change in format of the product. This is limited for the dried mango market; however, opportunities may exist with companies supplying schools, hospitals and airports.
- Industrial – dried mangos are utilized in a number of bakery items. For example, in a personal interview Woodland Foods indicated that one of their largest customers of dried mangos is Starbucks, which uses the dried mangos in their scones and other pastries.
- Pet food – In the USA the dog treat industry alone is an industry in excess of \$2 billion USD. Dried mangos are an ingredient in a number of pet food snacks and treats including dog treats, rabbit and guinea pig food and other small pets food. Many exporters of food products overlook the value of the pet food market. The pet food market may provide a solid foundation for growth in the USA market.

2020DC will work hard to receive feedback from each of these market segments to help develop a strategy for the Pakistani dried mango sales efforts in the USA. The input from the market will be through the following efforts:

- Samples and questionnaire mailed to individuals/companies involved in the industry
- Face-to-face meetings with major importers/distributors or retailers.
- Phone interviews with potential customers

Suppliers

In order to understand opportunities for suppliers, we reviewed the current exporters on record to develop a profile of their current customers.

Between January 2007 and November 2010, the USA Department of Homeland Security and Customs have cleared shipments from 221 different exporters of dried mangos for 968 shipments. It is not to be assumed that 968 containers were imported but rather that 968 BL's had dried mangos on their bill of lading whether it was one case or a full container full of a single-product, dried mangos. During this period, only 49 exporters have shipped five or more shipments into the USA. Therefore, only 49 exporters should be considered as serious dried mango exporters. It can be assumed that the other 172 companies are trading companies working not the processor or brand owner but were working with other company's products.

Of the top 49 companies, six companies controlled 37% of the market. The details on these companies outlined below.

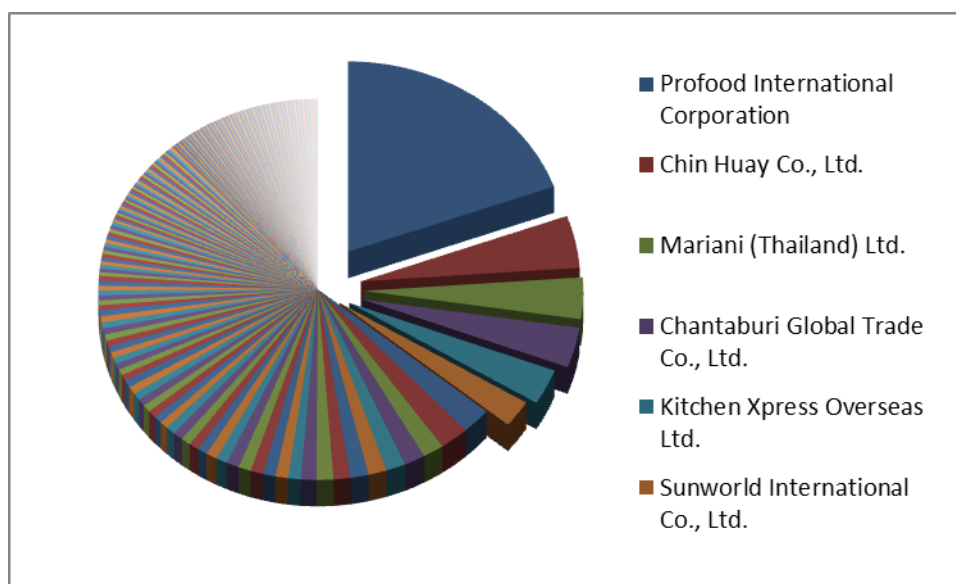


Figure 5 Exporters of dried mangos to the USA

(US Customs and Border Patrol Data, 2010)

Profood International Corp

Profood International claims on their website (www.profoodcorp.com) to be the largest Philippine based dried mango producer. With a corporate history dating back to 1980, Profood International is a diverse agribusiness with food processing operations throughout the Philippines. In addition to dried mangos, the company also produces mango puree, Individual Quick Frozen (IQF) and juice products.

Bills of Lading documents indicate that Profood has 31 customers in the USA. Their number one customer is Philippine Fruit Corporation, which is a DBA name for Profood USA. It is believed that Philippine Fruit Corporation is the sole importer for product distributed into the Costco network.

Profood International is the primary supplier of the 30 oz. dried mangos to Costco. While Costco is not their only customer, they appear to be by far the largest. There is a rumor in the market that Costco has an investment in Profood International. We were unable to confirm this rumor prior to preparing this report. True or competitive pretense the fact remains that Profood is very closely associated with Costco. Penetration of the Costco market will be a difficult challenge and will depend as much upon Profood making a mistake as it will other exporters having a competitive advantage and being in the right position at the time to capitalize upon the mistake.

The non-Costco customers of Profood account for about 100 shipments per year according to US Customs documentation.

Chin Huay Co., Ltd.

According to customs documents Chin Huay is the number two exporter of dried mangos to the USA. (http://chinhuay.quinl.com/about_us.php). Chin Huay claims to be the oldest canned food manufacturing company in Thailand with roots dating back to 1925 as a canned sardine processor. Today the company produces a wide range of traditional fruits from South East Asia including rambutan, Lychee and Longan. They also have frozen food processing which provides them with the ability to freeze, can or dehydrate. This combination of processing techniques allows for diversity of use and protection from season to season market shifts.

Between January 2007 and November 2010 Chin Huay had 45 different customers with a total of 307 shipments; however, there are three dominate customers for Chin Huay:

- Trader Joes Co.*
- Hamony Foods Corporation
- Torn & Glasser

(*It appears that in February 2009, Trader Joes executed an option that hides their name from the customs documents visible through available Customs records.)

Based upon Bill of Lading documentation the concentration of shipments to these customers exceeds 50% of Chin Huay's sales of dried mangos into the USA. In reality, this number is probably considerably higher if the Trader Joes data were reflected beyond February 2009.

Mariani

With roots going back to 1906, Mariani Fruit Company is a family owned business headquartered in Vacaville California. The www.marianifruit.com website for states that the company sells 30 products totaling more than 125 million pounds of product sold annually. Their products are retailed through Chains and independent stores including Safeway, Albertsons, Kroger, Jewel, Dominick's, Foodland, Publix, Meijer and Wegmans.

Mariani is one of the few "national" brands of dried fruit and with 30 items. This is a line extension of dried fruit far beyond other brands in the dried fruit niche brands including Del Monte, Chiquita and Dole. The Mariani brand is also sold in the UK, Taiwan, Japan, Mexico, Canada, Australia, Italy, Norway, Sweden, Hong Kong and Thailand.

Mariani is vertically integrated with orchards in the US, and in California operates five production facilities. Mariani also operates a production facility in Thailand. In July 2007, Mariani declared sales of \$24.2 million USD.

The Mariani plant in Thailand produces under their brand. We do not have reason to believe that they produce private label for other brand owners. It is not known if Mariani's plant in Thailand can meet all of their domestic and international needs for dried mangos or if they would be interested in sourcing from other suppliers that meet their quality standards.

Chantaburi Global Trade Co., LTD (CGT)

Founded in 2000 by local farmers CGT in the Chantaburi region of Thailand (in 1985 they were formed as Bunma Group). CBT is a dehydrator and exporter of tropical fruits including dried mangos, Mangosteen, Durian, Rambutan and other tropical fruits.

Between 7/2007 and 9/2010 Chantaburi executed 55 shipments to Trader Joes. (Please recall that TJ stopped showing as an importer in May 2009 and therefore this number does not clearly reflect their volumes or their relationship with Trader Joes.) CGT appears to have no other significant customers in the USA for dried mangos.

Kitchen Xpress Overseas

Kitchen Xpress is a Gujarat, India based company is one of the leading exporters of Indian spices, pulses, mixes and other traditional Indian food products to the global market. With more than 40 years in business Kitchen Xpress is a dominate player in the supply of traditional Indian foods around the world. Their plants in India are HACCP, ISO 2000, BRC (British Retail Consortium) and TUV Certified.

The principle customer for Kitchen Xpress is Raja Foods, which is a primary supplier to Indian groceries in the USA. The other 25 customers from the BL database (7/2007 – 10/2010) reflect a number of retailers and distributors to ethnic India retailers.

Kitchen Xpress handles a wide range of spices, herbs and curries, which extends the appeal to the customers and their ability to deliver products efficiently to the retailers.

Sunworld International Company

Thailand based Sunworld International Company is a producer and exporter of dried fruit. Sunworld has three customers reflected in the BL database – Trader Joes, Torn & Glasser and Gourmet Club Corporation. Their BL data is spotty which reflects either limited and sporadic shipments or the fact that their customers – including Trader Joes – are hiding their data from this format.

7D Food International

7D Food International (www.7dfoods.com) is a family business established in 1972 in the Philippines. In 1978, they began to produce dried mangos, which they currently export to the USA, Hong Kong, Singapore, Malaysia, Japan, China, Taiwan, Canada, Guam, Saipan, and Korea.

On the 7D website they claim that their unique sweet and sour taste is a key to their success in Japan and that in 1994 they were awarded the “Award in Quality Excellence” from the EU in Paris.

In addition to fresh and dried mangos 7D has diversified into mango puree and juice production and marketing. 7D is vertically integrated with production, finance, processing and marketing.

A large number of the 7D shipments are into Hawaii. This would indicate a strong agent and customer support in the ethnic markets of Hawaii. 7D also ships to Ace Quality Farms (See below.)

Buyers

In the early stages of this research we deployed two methods for identify potential buyers for dried mangos; 1) purchase samples at retail stores and 2) review BL data from the US Homeland Security customs database. In the second stage of this effort, we will provide samples, a questionnaire and interviews with potential buyers to define further the distribution channels for dried mangos.



Figure 6 7D mango package

It is important to note that the importers/buyers are seldom the retailers. In fact, of the top 25 buyers only Trader Joes is a retailer. The other companies are either importers/traders, distributors, or “importers of record” (banks, customs brokers etc.). With this information, it is clear that working directly with a retailer may not be the best option.

Buyer Name	Mango Shipments
<u>Philippine Fruit Corp.</u>	113
<u>Trader Joes Co.</u>	89
<u>Mariani Packing Co. Inc.</u>	46
<u>Sino Pacific Customs Brokerage Inc.</u>	24
<u>Raja Foods Llc.</u>	23
<u>Sunsweet Growers Inc.</u>	20
<u>To Order Profood International Corp</u>	16
<u>Titan Foods Inc.</u>	14
<u>Walong Marketing Inc.</u>	14
<u>Crispy Green Inc.</u>	13
<u>Ace Quality Farm Products</u>	13
<u>TamcorMeximUSA</u>	12
<u>Great Lakes International</u>	11
<u>Loblaws Inc.</u>	10
<u>Red River Foods Inc.</u>	9
<u>Rhee Bros. Inc.</u>	9
<u>Torn & Glasser</u>	9
<u>TiaoPeng Trading Inc.</u>	9
<u>Level Ground Trading Ltd.</u>	9
<u>United International Bank</u>	9
<u>Red Ribbon Bakeshop</u>	9
<u>Aquarius Endeavors USA</u>	8
<u>First Lotus Inc.</u>	8
<u>New World Imp. Ltd.</u>	7

Figure 7 Mango Importers BL Data 2007 - 10/2010

(US Customs and Border Patrol Data, 2010)

Retail Buyers

The retail market for dried mangos appears to be dominated by the following:

Retailer	Pack size	Supplier
Costco	30 oz.	Profood International
Trader Joes	6 – 8 oz.	Chin Huay, Sunworld
Whole Foods markets	6 oz. and bulk	Unknown
Indian Specialty markets	TBD	Kitchen Xpress through Raja Foods
Conventional retail	6 – 8 oz. and bulk	Mariani

Costco (www.costco.com)

Costco is a “club” store headquartered in the Seattle Washington area. Costco has in excess of 572 stores with sales exceeding \$71 billion USD in 2009.

As of September 3, 2010, Costco has 572 warehouses:

- 416 in the United States and Puerto Rico
- 79 in Canada
- 32 in Mexico (50–50 joint venture with Comercial Mexicana)
- 22 in the United Kingdom
- 9 in Japan
- 7 in South Korea
- 6 in Taiwan
- 1 in Australia

Costco appears to be the largest retailer of dried mangos in the USA. Their 30 oz. size coupled with their strong promotion efforts at retail level equate to large volumes of mangos moving through the Costco network.

Name: Dried Mango (unsweetened)

Package Weight: 30 oz.

Package Type: clean and printed

Product Origin: Philippines

Ingredients: Mango

Dist. By: Profood



Figure 8 Mango package sold at Costco

Costco Opportunities

Volume illustrates that the relationship between Costco and Profood is strong. There is belief in the market that the relationship may include some investment of capital and at a minimum has a significant investment in time, cooperation and reputation.

It will be very difficult to penetrate the Costco distribution channel for dried mangos. It is our recommendation that it is best to pursue Costco through an existing supplier. The strategy for this effort will be addressed with the results of the samples and questionnaires. We have several avenues to Costco and will pursue them as we move forward with this project.

Trader Joes

Trader Joes (TJ) is a “Limited Availability” store with 351 stores (Oct 2010) in 28 states. TJ has about 2000 items in an average store and has about 70% of these under their own TJ labels. TJ stores average between 10 – 15,000 square feet. Trader Joes is owned by German billionaires Karl and Theo Albrecht, who founded the ALDI food chain.

Limited Availability stores have fewer SKU’s in their stores and often feature only one per description. For example, they don’t have multiple brands or sizes of canned nuts but rather have their brand with a single item per description – for example – one cashew nut, one almond nut, one dried apricot etc. Where a larger conventional store will offer more varieties per item – for example maybe they will have three brands or sizes of cashews.

TJ appears to be the second largest buyer of dried mangos, however, Whole Foods Markets (WFM), Wal-Mart and Sam’s may in fact sell more dried mangos than TJ, however, their numbers are not easily accessible through the BL’s as they do not appear to be a direct importer of dried mangos. While it is likely that WFM is a larger retailer of dried mangos than TJ, it is not as likely that Wal-Mart/Sam’s are larger due to the profile of their customers. One thing is certain and that is that WFM and Wal-Mart/Sam’s are not direct importers and procure their products from one of the importers listed in the importer section of this report.

TJ has a wide range of dried mangos in smaller bag sizes than Costco. TJ targets the consumer who does not want 30 oz. of mangos but buys a more easily consumable sized bag of 6 – 8 oz. (They also sell a Freeze Dried product that is 1.7 oz.; however, this may contain the same amount of mango with less moisture. The TJ customers are “gourmet” consumers who like convenience and variety of easy to prepare healthy products. While it is not necessary to have products sold through TJ as Organic, Fair Trade or other certification it can be a strong selling point. The TJ customers are typically “earth conscience” in their purchase decisions.

TJ has the widest variety of dried mangos in their store. The origins of the mangos that we found at their stores include Mexico and Thailand. Noticeably absent from the TJ was product from the Philippines.

TJ has chili-spiced mango packaged and processed in the USA. The chili-spiced mangos are very popular with the Mexican communities that are strong in the TJ geographic profile. The chili spiced mango sold at TJ may be processed and packed at a Trader Joes owned or closely related packing facility that packages their other bulk and dry packaged goods.

Additionally it is important to note that all of the bags sold at TJ are re-sealable with the exception of the product from Mexico. This convenience will be high in priorities for the consumers who purchase dried mangos at TJ.

The mango products at TJ include the following:

Trader Joe’s Dried Mango Label Information

Name: Freeze Dried Mango (unsweetened & unsulfured)

Package Weight: 1.7oz

Package Type: Non-clear

Product Origin: Thailand

Ingredients: Mango



Figure 9 Freeze dried mangos - TJ's

Dist. By: Trader Joe's

Expiration: 06/26/2011

Name: Unsulfured & Sweetened Dried Mangos

Package Weight: 8oz

Package Type: Clear, re-sealable

Product Origin: Thailand

Ingredients: Sugar, Mango

Dist. By: Trader Joe's

Expiration: 07/08/2011



Figure 10 TJ's dried mangos sweetened

Name: Just Mango Slices (unsulfured & unsweetened)

Package Weight: 6oz

Package Type: Clear, non-re-sealable

Product Origin: Mexico

Ingredients: Dried mangos

Dist. By: Trader Joe's

Expiration: 07/23/2011



Figure 11 TJ's dried mangos unsweetened

Name: Soft & Juicy Mango

Package Weight: 6oz

Package Type: Clear, re-sealable

Product Origin: Thailand

Ingredients: Mango, sugar, glycerin, mango juice, sulfur dioxide

Dist. By: Trader Joe's

Expiration: 05/26/2011

Name: Chile Spiced Mango (unsulfured & unsweetened)

Package Weight: 8oz

Package Type: Clear, re-sealable

Product Origin: Thailand

Ingredients: Mango, sugar, paprika, salt, citric acid, cayenne

Dist. By: Trader Joe's

Expiration: 09/02/2011



Figure 12 TJ's dried spiced mango

Trader Joes Opportunities

TJ is a major retailer of dried mangos; therefore, they are a target opportunity for Pakistani mangos. They appear to have a sound and solid relationship with at least one direct exporter (Chin Huay) and may also process some products on their own to add value and pack products to meet their needs.

Penetrating the Trader Joes market will not be easy. The fact that TJ has a number of different SKU's (Stock Keeping Units) and has a company philosophy to consistently introducing about 10 new items every week provides a good window for opportunity to introduce new products from new origins. There may be a niche for Pakistan; however, the competitive advantage needs to be clearly defined and marketed properly.

Whole Foods Markets (www.wholefoodsmarket.com)

Whole Foods Markets (WFM) with more than 270 stores in North America and the UK operate is a high-end retailer with a strong social and environmental principles. WFM works closely with Fair-trade and other NGO's that includes a focus on Whole Trade where they have the following guidelines:

“We carry natural and organic products because we believe that food in its purest state — unadulterated by artificial additives, sweeteners, colorings, and preservatives — is the best tasting and most nutritious food available.

Our business is to sell the highest quality foods we can find at the most competitive prices possible. We evaluate quality in terms of nutrition, freshness, appearance, and taste. Our search for quality is a never-ending process involving the careful judgment of buyers throughout the company.

- We carefully evaluate each and every product we sell.
- We feature foods that are free of artificial preservatives, colors, flavors, sweeteners, and hydrogenated fats.
- We are passionate about great tasting food and the pleasure of sharing it with others.
- We are committed to foods that are fresh, wholesome and safe to eat.
- We seek out and promote organically grown foods.
- We provide food and nutritional products that support health and well-being.”



Figure 13 WFM Kopali dried mango - organic

WFM has purchasing responsibility at both corporate, regional and store level. WFM works out of nine distribution centers and has buyers and in the following regions:

- South - Harry's Farmers Market
- Southwest
- Florida
- Northern Pacific
- Southern Pacific
- Mid-Atlantic
- North Atlantic
- Midwest
- Rocky Mountain

It appears that WFM does not directly importer for dried mangos. At the stores in the Seattle area, they only sell tub-packaged products. In other stores they sell pouch product including product from Kopali Farms. The Kopali story below is typical for the type of products that WFM accepts into their distribution:

“Kopali is part of a small but growing breed of triple-bottom-line businesses, that are as driven by, focused on, and committed to their social and ecological bottom lines as they are to their financial bottom line. This means that the very success of Kopali is completely connected to how many lives are improved, and how much better off our planet is, because of our existence and because of our actions. We believe this is the future of commerce. We believe it is possible for all businesses to adopt these practices, and to actually compete with one another for how beneficial their products,

services and business practices are. We believe in fact, that this is necessary because our own well-being and our planet's future depend on it.”

In addition to the Kopali branded products local or divisional buyers can and do buy dried mangos in tubes which may be brought into the USA in bulk and packaged for retail locally – the package does not state country of origin which would be legal only if the product has value added (sorting and/or packaging) in the USA. The supplier for this product could be any of the importer distributors or may go through a WFM packaging facility.

Wal-Mart

Wal-Mart is the largest retailer in the world and while their target customer may not fit the profile of a dried mango consumer.

Wal-Mart has 8500 stores in 15 countries, with 55 different names. Neighborhood Markets by Wal-Mart are grocery stores that average about 42,000 square feet (3,901.9 m²). About 40% of products sold in Wal-Mart are private label store brands, or products offered by Wal-Mart and produced through contracts with manufacturers. The Wal-Mart brand for mangos is a co-labeled product under the Great Lakes brand name.

Typically, the Wal-Mart customer does not place a lot of value on healthy foods, organic foods, natural foods or novelty foods. However, Wal-Mart is strong with the Latino population which has a culture that is a major consumer of all forms of mangos. We were unable to secure any volume numbers for what Wal-Mart retails. We have however, identified the distributor who handles the bulk of the Wal-Mart mango imports. Great Lakes International, a privately owned company headquartered in Traverse City, MI has product under their brand distributed extensively at Wal-Mart stores. The Great Lakes brand product available at our local Wal-Mart store is a tub product that appears to have been imported in bulk and repacked in the USA.

Of note is the fact that the Wal-Mart/Great Lakes brand product has extensive use of artificial colors, sugar, citric acid, sulfur dioxide, FD&C Yellow #6, #5. Most of these ingredients would not be accepted at high-end retailers like Trader Joes and Whole Foods and is a more difficult sale to retailers targeting middle and upper income customers who tend to be more attentive to healthy ingredients than consumers with lower incomes are. Consumers with lower income tend to place a higher priority on the price, appearance and flavor of the product than they do on the “natural” or “health” values of the product.

Great Lakes does appear on the BL data as an importer of dried mangos from Thailand, however, their position and volume should be above their identified level as the thirteenth largest importer. With the size of Wal-Mart and the potential volume of mangos that they sell, they should be above the level of Trader Joes. While TJ customers may fit the profile of a dried mango buyer the sheer volume of Wal-Mart customers and their strong Latin American consumer base should place them high on the total volume list. Both Wal-Mart and Great Lakes are effectively concealing their import statistic or they are using someone else to import their products.

Wal-Mart Opportunities

The sheer volume of Wal-Mart makes them a target for every exporter of products. Their purchasing power and the fact that everyone wants to sell to them puts them in a position to be very selective with their suppliers and to be very severe in their terms, standards and loyalties. . If the product from Pakistan can compete with the price and quality of the product from Thailand the door may be opened, however, it will require an importer with a strong relationship with Wal-Mart buyers to open the door.

Wal-Mart has stores in Mexico where it is the largest private employer in the country. The Mexico stores could be a good target market for Pakistani mangos. It is our understanding from discussions with the trade that Mexico may be a net importer of dried mangos, with a particular focus on chili-flavored mangos. Mexico would be a price market where organic and other high-end value added cost features may not create additional sales in the Mexican market. I will be visiting Mexico in two weeks and again at the end of the year and will do some market research at that time, including visits to Wal-Mart stores and other Mexican retailers.

Wal-Mart is making a strong effort to improve their Social Responsibility image and therefore the fact that the Pakistani mango program is supported by USAID may help open the door for Pakistani mangos.

Sam's Club

Sam's Club (Sam's) is the membership arm of Wal-Mart and is a direct competitor with Costco. Statistically the Costco customer is from a higher income bracket than the Sam's customer. This difference would translate into a difference in quality and price points. Price/quality is the priority of Sam's while quality/price are the priority at Costco.

One of the importers/distributors that sells to Sam's Clubs is Woodland Foods of Gurnee Illinois just outside of Chicago. Woodland has the capability to import bulk mangos and repack them in tubs or form and seal pouches. Sam's probably sells in large sizes, like those sold at Costco.

Pakistan Dried Mango – Wal-Mart's Mango Label Information

Name: Mango

Package Weight: 8oz

Package Type: Clear re-sealable plastic box

Product Origin: Thailand

Ingredients: Mango, sugar, citric acid, sulfur dioxide, FD&C Yellow #6, #5.

Dist. By: Great Lakes International Trading Inc. Traverse City, MI

49685

Expiration:03/12/2012



Figure 14 Sam's Club dried mango

Name: Dried Mangos

Package Weight:7oz

Package Type: Clear re-sealable plastic box

Product Origin: Thailand

Ingredients: Mango, cane sugar, citric acid, calcium chloride, sulfur dioxide, yellow #6, yellow #5.

Dist. By: Waymouth Farms Inc.

New Hope, MN 55428

Expiration:06/27/11



Figure 15 Wal-Mart / Sam's dried mango

Other Retailers

The retailers listed above are those we have identified as primary retailers for dried mangos. While these are leading retailers they are not by any measure the only retailers that should be approached by an effective marketing program.

In the retailers mentioned above in many cases we can identify who the importer/distributor is for each channel this is a result of their volume or transparency in the market. In addition to these there are hundreds of other retailers that will be considered when planning the market penetration strategy for the Pakistani mango program.

Most of the retailers that follow are not direct importers but will work with importers, distributors, and jobbers to meet their demands. These retailers/distributors utilize the importers/brand owners and brokers to source, import, inventory, distribute, and promote import products including dried mangos.

These retailers will market products through the following programs:

- a. National brand – they will retail dried mangos under a national brand including Mariani, Sunsweet and Del Monte. They will rely upon these brand owners for all aspects mentioned above.
- b. Private labels – many large retail chains have their own private labels. These brands are sold exclusively through their stores. They may either have a brand that they control entirely in-house from sourcing, quality and label design to inventory, pricing and promoting. Conversely, they may belong to a private brand consortium like Western Family, Shur Fine and President’s Choice where an umbrella group controls the brand and sells exclusively to their member organizations.
- c. Regional Labels – there are several small re-packers of dried mangos across the country which meets regional retail demands. Typically, these companies pack a number of bulk products into retail packing. These products may include other dried fruits, candies and nuts. An example of this type of program is found with “Hawaiian Mangos” sold in the Seattle market. (Interestingly the “Hawaiian Mangos” brand is a non-atmosphere controlled bag filled with mangos from Thailand – see Kroger below.) Regional label sales are often done through local brokers who have ongoing relationships with local buyers.
- d. Bulk – many retailers, including those outlined in the first section of this report, retail bulk mangos in their bulk foods section. Bulk products are also serviced by local brokers who work with the retailer to merchandise and maximize sales from the bulk programs.

Kroger

Kroger is a top US grocery retailer in the country headquartered in Cincinnati Ohio. In the past 15 years Kroger has been aggressively acquiring regional retail chains and is now a consolidated distributor/retailer that covers 31 states and 2,468 retailers with chain names including Quality Food Centers (QFC), Fred Meyer, Kroger and others.

Kroger has both central purchasing programs and regional purchasing authorities. Kroger corporate and several individual Kroger chains will have purchasing authority for dried mangos.

Pakistan Dried Mango - QFC Mango Label Information**Name:** Hawaii's Diamond Head Delights Mango Slices**Package Weight:** 8 oz.**Package Type:** clear plastic, non-re-sealable bag**Product Origin:** Thailand**Ingredients:** Mango, low sugar**Dist. By:** Nature's World LLC

Sumner, WA



Figure 16 Kroger / QFC dried mango

Supervalu

SUPERVALU is the Minneapolis Minnesota based retail distributor that currently supports 2,505 company owned stores and serves as the primary supplier to an additional 2,000. There are a number of channels to introduce products to the Supervalu network including corporate Headquarters, chain headquarters and regional buyers. Additionally Supervalu has an international trading company headquartered in Tacoma Washington that aids the network in sourcing product from outside the USA.

Raja Foods

Raja Foods is an importer/distributor focused on the ex-patriot Indian community. They started as a division of a large Indian grocery store chain and in 1990 spun off to form a company that now controls 60,000 square feet of warehouses and operations in Chicago, New York, Atlanta and Houston. On their website, Raja Foods claims that they distribute across the United States to such retailers as K-mart and Dominick's grocery stores, Indian ethnic stores, and a collection of distributors and wholesalers.

Raja Foods does work with their own brand of products (Swada, Anakali, Noorjehan, Patel's, Mithaas and Ching's). These products appear to be ready to eat (RTE) products and it does not appear to include dried mangos. Patel Brothers (www.patelbrothersusa.com) is a retailer focused on the Indian grocery business that was established in 1974 and currently has 35 stores, some of which may be franchise stores. The relationship between Patel and Raja is unclear; however, since Raja Foods lists the Patel label as their own on their website it is inferred that there is an ownership or otherwise strong link between Patel and Raja Foods. A product search on the Raja Foods site finds 35 different mango items, however does not include any dried mangos.

Raja Foods Opportunities

We have no reason to believe that Raja Foods would be a processor of dried mangos. If this is the case, they may be open to the idea of having a dried mango from Pakistan.

Walong Marketing Inc. (www.walong.com)

Walong is headquartered in Los Angeles with distribution centers in San Jose, Houston, New Jersey, Chicago, and Atlanta. Walong is a distributor of more than 3000 SKUs focused on the Asian markets and Asian retailers and several Asian focused consumer websites including Tastypro.com and Asianfoodonline.com.

Walong markets is supplied by Profood of the Philippines.

Walong Marketing Opportunities

As a distributor Walong will carry products that they believe fit their customer profile and that they can make a profit on. Dried mangos are demanded by their customers; therefore, if the Pakistani mangos are competitive with those from Profood in price and quality then there is an opportunity for sales.

Brand Owners

There are many importers/distributors of dried mangos that are brand owners that either market dried mangos as a line extension to their existing packing operations (Mariani, see above) or as a brand that they market which is produced by others (Ace Quality, see below).

The relationship that the brand owner has with their supplier is very close as the brand owner is depending upon others to pack product under their name. For them to have comfort and confidence in allowing others to control their quality they will have very strict quality controls placed upon the packer. This relationship includes an equity position in one direction or another and most often includes technology transfer and licensing agreements. It often works like that of a sister company where the packer and brand owner are dependent upon each other's success. Therefore, it is difficult to break current bonds and develop new ones with the brand owner.

Ace Quality Farm Products

Ace Quality Farm Products claims to be "Hawaii's Exclusive Distributor of Premium Tropical Snack Products". Their product is found throughout Hawaii at Longs Drugs, Times Markets, Wal-Mart, Walgreens, Hilo Hattie and Don Quixote stores. They are also available at the ABC stores in Las Vegas.

Ace Quality Farm Products claims, "We are now offering a healthier dried mango with the best flavor

and texture that we have managed to find. It contains 35% less sugar but maintains the natural mango sweetness. It is far superior to any other dried mango product that we have ever seen. Once again, not a candy but a true fruit delicacy. We feel that these dried mangos will be the best selling and most sought after product that can be offered today. Our manufacturer takes pride in their method of preparation and ensures that each and every slice of mango is consistent in size and of the highest quality before packaging it for your consumption."

Interestingly ABC stores also directly sells 7D brand products. We do not know if the product is the same or if it is a different product.

Sunsweet Growers (www.sunsweet.com)

Sunsweet growers is a grower owned cooperative with more than 300 grower-members that claims to be the world's largest handler of dried tree fruit including cranberries, apricots and prunes and that they process 50,000 tons of prunes a year and annual sales in excess of \$325 million USD in 2010. The brand recognition of Sunsweet brand is said to penetrate 85% of American households. Their fruit dried fruit processing plant in Yuba City California is the world's largest fruit processing plant with an average of 40,000 cases of Sunsweet products sealed and marketed worldwide each day.



Figure 17 Ace Quality Farms dried mango



Figure 18 Sunsweet dried mango

The co-op also works with partners in the United Kingdom, Germany, China and the Philippines to pack dried tree fruits for the Sunsweet brand. The FY 2010 annual report does not mention mangos or the Philippines; therefore, it is presumed that they have no investment in Philippine mango production but work closely with a packer to meet their needs. Sunsweet does have a joint venture with Shoei Foods USA which is the third largest prune processor in the USA and a Japanese global food processor. Perhaps the cooperation with Shoei extends to cooperation in the Philippines.

Sunsweet opportunities

Sunsweet's objective with dried mangos is to expend their brand and leverage their distribution. The relationship Sunsweet has with producers in the Philippines is unclear; however, if suppliers in Pakistan can meet the quality demanded by Sunsweet there is an opportunity to supply. Sunsweet will have extremely high standards for quality control, however, could be of great value in developing the industry to global standards. (A copy of the Sunsweet Dryer Certification Guide is attached to this report and can be utilized as a template for developing standards in Pakistan.)

Sino Pacific Customs Brokerage Inc.

Sino Pacific Customs Brokerage Inc. is a customs broker who is being shown on bills of lading for products including coconut products to frozen shrimp. A review of the customs documents (BL's) and it is difficult to determine who is their supplier or their customer. However, given their volume and the absence of Whole Foods from the buyers list it is possible that their customer could be Whole Foods Markets. (See Whole Foods.)

Sino Pacific Customs Brokerage Opportunities

I doubt that it is worth pursuing Sino Pacific as a potential buyer for Pakistani dried mangos. There is a strong possibility that they are exclusively performing the role of a customs broker and therefore have no influence on the supply source. In fact this would discourage alternative supply sources, as the only way that they make money is if their customers (exporters or buyers) are the exporter/importer.

Industrial Use

Dried mangos have opportunities beyond the retail shelf. These include distribution for food service (school lunch, prison, airports) and to food processors as an ingredient in finished goods.

Titan Foods Inc.

Titan Foods is an importer and manufacturer of bakery items with offices in Los Angeles and Dongguan, Guangdong, China. The on-line company database Manta.com shows the following:

“Titan Foods has annual sales of about Titan Foods, Inc is a private company categorized under Cookies and located in Los Angeles, CA. Our records show it was established in 1980 and incorporated in California. Current estimates show this company has annual revenue of \$3,600,000 and employs a staff of approximately 23. “

Titan foods appears to be an industrial user, however without a dialogue with them this is not clear at this time.

Crispy Green Inc. (www.crispygreen.com)

In 2004, Crispy Green Inc. was founded as a processor of dehydrated fruit and in 2005 launched their line of single-ingredient fruit, which includes dehydrated mangos. It is unclear if Crispy Green processes product or procures their product in finished format in bulk or retail packing ready for sale.

Crispy Green has sporadic distribution however can be found at Whole Food Markets in the Los Angeles area, but not in Seattle or the Washington DC area. They do have a number of retailers at specialty gourmet stores in Chicago and New York.

Crispy Green promotes their product as:

- All natural freeze-dried Mangos slices
- Light, crispy texture with fresh Mango taste
- No additives or preservatives
- No fat, no cholesterol
- No skin or cores
- Natural fruit fiber and nutrients
- Only 40 calories per serving



Figure 19 Crispy Green dried mango

Crispy Green has had 13 shipments of “freeze dried” mangos –from Chanloo Foods of China since August of 2009. It appears that Chanloo is supplying a wide range of freeze-dried products to Crispy Green. However, mangos are not listed on the Chanloo Foods website. The question remains if Chanloo is purchasing dried mangos and freeze-drying them or is working with fresh mangos. The question then is where they are buying from and whether Pakistan could competitively supply the raw materials to Chanloo. <http://www.chanloofoods.com>

Bakery Industry

In addition to the companies outlined above there are going to be hundreds of bakeries that will utilize dried mangos in their products. An example of these companies includes Starbucks bakeries that use dried mangos in their scones, supplied by Woodland Foods and possibly others.

The key to the bakery industry is to work with importers, distributors and brokers that service the bakery industry. The importers on the “buyers” list above are a good place to start to identify the primary players in the bakery supply industry.

Pet Food Markets

With a focus on food for human consumption, the pet food market is often overlooked as a viable market for many food products – one of which is dried mangos that are used in everything from guinea pig food mix to parrot food mix and dog treats and snacks. The pet food market is one where visual image of the product is less important than price and nutritional value. The pet food market can therefore be a good market for 1) new to market producers and producing countries, 2) second grade product or product which is produced at the beginning or end of the season and 3) good for product that is an acceptable quality however is small in size when compared with other products on the market.

We have done some initial research on dried mangos as pet food and have found a number of products that include dried mangos as at least a portion of the ingredients. We have not identified the demand chain for this product but will do some further research and include possible pet food customers in the further research and market efforts for this project.

Actions

At this stage of the project, 2020DC has accomplished the following:

- Reviewed the market and identified the following:
 - Primary exporting countries that will be competitors with Pakistan on dried mangos.
 - Leading exporting companies of dried mangos.
 - Leading importers of dried mangos.
 - Leading retailers of dried mangos
 - Leading distributors of dried mangos
 - Leading industrial/food service consumers of dried mangos
- Received the samples from Pakistan
- Obtained and evaluated samples of mangos from major competitive suppliers
- Developed a draft of the cover letter to go with the samples and the web based and paper, questionnaire to be presented with the samples and utilized to drive the further actions of the project. The questionnaire is focused on providing information that will be utilized to advance the feasibility study and market penetration and development strategy.

Next steps

Upon receipt of approval from the project on the draft letter and questionnaire, we will prepare and send samples to at least 100 targeted and identified companies including – importers, distributors, retailers, brokers, agents, and food service/industrial accounts.

We will allow time for the samples to arrive and then follow-up with appropriate stimulus to the recipient to encourage them to respond to the survey and provide input.

Upon receipt of the input from the surveys, 2020DC will review the data and continue to advance a market strategy. The information gathered through the study will be utilized to aid in the development of a strategy for mangos the visit to Pakistan by Jim Krigbaum, CEO of 2020DC, in January 2011.

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Appendices

Appendix A: Product Lists - ITC

List of products imported by United States of America

detailed products in the following category : 080450 Guavas, mangoes and mangosteens, fresh or dried

Sources : ITC calculations based on [US Census Bureau](#) statistics.

Code	Product label	2005	2006	2007	2008	2009
		Imported quantity, Kilograms	Imported quantity, Kilograms	Imported quantity, Kilograms	Imported quantity, Kilograms	Imported quantity, Kilograms
'0804504040	MANGOES, FRESH, IF ENTERED DURING THE PERIOD FROM SEPTEMBER 1, IN ANY YEAR, TO THE FOLLOWING MAY 31, INCLUSIVE	173,689,952	180,294,384	183,266,976	192,458,752	191,408,848
'0804506040	MANGOES FRESH, IF ENTERED DURING THE PERIOD FROM JUNE 1 TO AUGUST 31, OF THE FOLLOWING YEAR, INCLUSIVE	87,151,976	112,082,320	111,963,880	105,040,200	95,993,392
'0804508010	MANGOES, DRIED	0	0	0	3,482,684	5,420,964
'0804504080	GUAVAS AND MANGOSTEENS, FRESH, IF ENTERED DURING THE PERIOD FROM SEPTEMBER 1, IN ANY YEAR, TO THE FOLLOWING MAY 31, INCLUSIVE	23,600	14,985	113,836	603,579	1,734,367
'0804506080	GUAVAS AND MANGOSTEENS, FRESH, IF ENTERED DURING THE PERIOD FROM JUNE 1 TO AUGUST 31, OF THE FOLLOWIING YEAR, INCLUSIVE	0	8,551	291,180	251,948	993,190
'0804508090	GUAVAS AND MANGOSTEENS, DRIED	0	0	0	514,090	102,677
'0804508000	GUAVAS, MANGOES AND MANGOSTEENS, DRIED	6,151,740	5,687,479	7,932,559	3,616,206	0
'0804500000	GUAVAS, MANGOES AND MANGOSTEENS, FRESH OR DRIED	0	0	0	0	0

List of supplying markets for a product imported by United States of America

Product : 0804508010 MANGOES, DRIED

Sources : ITC calculations based on [US Census Bureau](#) statistics.

Exporters	2005		2006		2007		2008	2009
	Imported quantity	Unit	Imported quantity	Unit	Imported quantity	Unit	Imported quantity, Kilograms	Imported quantity, Kilograms
'World	0		0		0		3,482,684	5,420,964
'Philippines	0		0		0		1,577,279	2,995,031
'Thailand	0		0		0		1,068,956	1,439,579
'Mexico	0		0		0		649,423	893,774
'South Africa	0		0		0		18,018	39,112
'India	0		0		0		1,200	26,864
'Brazil	0		0		0		14,004	12,591
'Colombia	0		0		0		134,152	4,153
'Chinese Taipei	0		0		0		1,050	2,939
'China	0		0		0		6,382	2,308
'Bangladesh	0		0		0		0	2,076
'Peru	0		0		0		11,922	1,501
'Haiti	0		0		0		0	1,036
'Hong Kong (SARC)	0		0		0		298	0

Appendix B: List of Supplying Markets – Trade Map



Trade Map - Trade Competitiveness Map

Trade Statistics for International Business Development

This version of Trade Map is limited. For more information, please click here

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English

List of supplying markets for the product imported by United States of America in 2009

Product : 0804 Dates, figs,pineapples, mangoes, avocados, guavas

United States of America's imports represent 25.79% of world imports for this product, its ranking in world imports is 1

Countries	Trade Indicators											Tariff (estimated) applied by United States of America	
	Imported value 2009, USD thousand	Trade balance 2009 in USD thousand	Share in United States of America's imports, %	Imported quantity 2009	Quantity unit	Unit value, USD/unit	Imported growth in value between 2005-2009, % p.a.	Imported growth in quantity between 2005-2009, % p.a.	Imported growth in value between 2008-2009, % p.a.	Ranking of partner countries in world exports	Share of partner countries in world exports, %		Total export growth in value of partner countries between 2005-2009, % p.a.
World	1,636,357	1,471,498	100	1,483,387	Tons	1,118	15	4	11		100	11	
Mexico	777,585	-771,181	47.5	534,455	Tons	1,455	24	12	15	1	15.9	17	0
Costa Rica	442,876	-442,473	27.1	582,870	Tons	760	14	3	-2	3	8.9	9	0
Chile	180,420	-180,384	9.8	116,845	Tons	1,373	6	-4	82	5	5.6	22	4.2
Ecuador	48,042	-48,868	3	63,862	Tons	798	6	-8	34	23	1.3	6	0
Brazil	28,154	-28,105	1.7	23,214	Tons	1,213	4	-4	-14	13	2.3	11	3.8
Peru	26,075	-26,975	1.6	17,835	Tons	1,530	0	-13	-33	11	2.7	21	0
Philippines	25,092	-25,960	1.6	3,000	Tons	8,664	19	15	-19	19	1.5	1	3.8
Guatemala	23,111	-23,038	1.4	32,772	Tons	705	5	-11	-15	37	0.4	11	0
Thailand	16,232	-16,038	1	6,387	Tons	2,541	13	11	-9	21	1.4	30	3.8
Dominican Republic	16,002	-15,955	1	14,533	Tons	1,101	-3	-3	-13	35	0.4	18	0
Honduras	13,434	-13,428	0.8	22,161	Tons	608	5	-8	4	34	0.5	4	0
Haiti	12,154	-12,154	0.7	9,022	Tons	1,347	3	-6	12	43	0.2	3	0
Turkey	9,029	-8,950	0.6	4,200	Tons	2,150	18	2	67	7	3.5	12	3.8
Panama	7,677	-7,538	0.5	11,557	Tons	682	29	34	4	33	0.5	3	0
Israel	5,187	-5,187	0.3	8,142	Tons	637	122	153	239	12	2.6	3	0
Tunisia	4,033	-3,987	0.2	1,714	Tons	2,353	91	88	36	8	3.4	20	3.8
Pakistan	2,947	-2,947	0.2	2,683	Tons	1,107	0	-10	70	18	1.6	10	3.8
Greece	2,322	-2,322	0.1	604	Tons	3,844	-3	-13	82	44	0.2	3	5.1
Nicaragua	2,284	-2,280	0.1	2,352	Tons	971	5	4	-1	61	0.1	7	0
Spain	2,017	-1,967	0.1	1,877	Tons	1,075	-12	-24	20	10	3	11	5.1
China	1,967	-1,716	0.1	813	Tons	2,419	5	-4	44	56	0.1	-12	5.1
Iran Islamic Republic of	1,364	-1,364	0.1	989	Tons	1,379	24	19	134	22	1.4	-5	5.1
South Africa	1,135	-1,135	0.1	174	Tons	6,523	-4	4	-35	26	0.7	-1	0
India	1,019	-989	0.1	195	Tons	5,226	159	101	-42	6	4	16	3.8

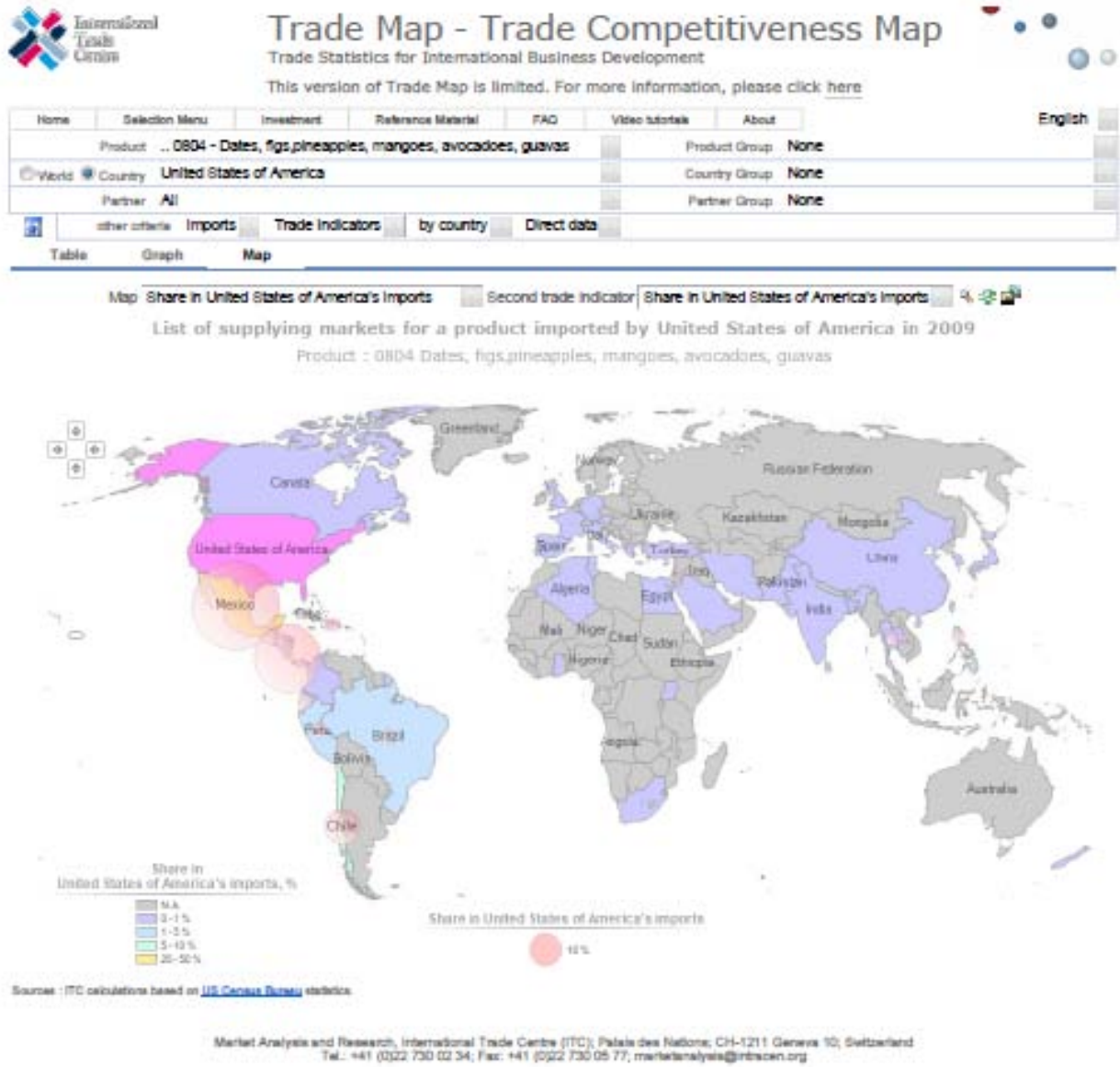
Sources : ITC calculations based on [US Census Bureau](#) statistics.

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http://www.trademap.org/countrymap/Country_SelProductCountry.aspx

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Appendix C: Trade Competitiveness Map



http://www.trademap.org/countrymap/Country_SelProductCountry_Map.aspx

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Trade Map - Trade Competitiveness Map

Trade Statistics for International Business Development

This version of Trade Map is limited. For more information, please click [here](#)

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English

List of importing markets for the product exported by Thailand in 2009

Product : 0804 Dates, figs, pineapples, mangoes, avocados, guavas

Thailand's exports represent 1.43% of world exports for this product, its ranking in world exports is 21

Importers	Trade Indicators												Tariff (estimated) faced by Thailand
	Exported value 2009 USD thousand	Trade balance 2009 in USD thousand	Share in Thailand's exports %	Exported quantity 2009	Quantity unit	Unit value (USD/unit)	Exported growth in value between 2005-2009 % p.a.	Exported growth in quantity between 2005-2009 % p.a.	Exported growth in value between 2008-2009 % p.a.	Ranking of partner countries in world imports	Share of partner countries in world imports %	Total import growth in value of partner countries between 2005-2009 % p.a.	
World	73,175	70,089	100	147,645	Tons	498	30	27	75		100	12	
Hong Kong (SAR)	22,104	22,104	30.2	48,740	Tons	453	52	87	448	14	2	23	0
China	21,173	21,073	28.9	46,604	Tons	454	29	18	80	12	2.5	41	0
Viet Nam	7,579	7,579	10.4	20,657	Tons	367	57	82	402	43	0.2	17	5
Japan	6,583	6,581	9	1,652	Tons	3,985	18	-21	9	8	3.7	5	1.1
United States of America	3,791	3,732	5.2	873	Tons	4,342	10	-9	-39	1	25.8	15	3.8
Malaysia	3,011	3,009	4.1	12,826	Tons	235	57	64	38	25	0.6	16	10
Lao People's Democratic Republic	1,904	1,899	2.6	6,457	Tons	295	48	92	15	80	0	46	23.6
Singapore	1,689	1,685	2.3	4,305	Tons	392	31	3	-22	27	0.5	11	0
Australia	1,195	-1,043	1.6	345	Tons	3,484	7	-14	39	23	0.7	6	0
Republic of Korea	832	832	1.1	346	Tons	2,405	34	-10	-35	24	0.7	3	24.5
Cambodia	438	438	0.6	1,273	Tons	344	263	298	-17	103	0	68	6.1
Myanmar	407	407	0.6	1,520	Tons	268	14	21	-48	116	0	14	10
Germany	341	341	0.5	95	Tons	3,589	24	-8	218	4	6.2	11	1.8
Russian Federation	308	308	0.4	216	Tons	1,428		110	1611	17	1.2	27	5.5
Indonesia	262	262	0.4	603	Tons	434	-20	-24	29	34	0.3	35	0
Ukraine	185	185	0.3	124	Tons	1,492				54	0.1	15	1.4
Kuwait	180	180	0.2	344	Tons	523	-3	-9	-30	36	0.2	13	0
New Zealand	120	112	0.2	48	Tons	2,500	56	25	422	37	0.2	4	0
United Kingdom	111	110	0.2	15	Tons	7,400	55	3	-70	5	5.1	5	1.8
Algeria	103	103	0.1	50	Tons	2,060				114	0	15	30
United Arab Emirates	99	63	0.1	47	Tons	2,106	-22	-48	19	11	2.6	16	0
Netherlands	95	95	0.1	29	Tons	3,276	86	33	-43	2	8.5	21	1.8
France	82	82	0.1	16	Tons	5,125	-10	-24	-55	3	6.9	1	1.8
Lithuania	65	65	0.1	48	Tons	1,354				35	0.3	60	1.6

Sources : ITC calculations based on [The customs department of the Kingdom of Thailand](#) statistics.

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Appendix E: National Mango Board Annual Market News Data



Jan-2010 to 31-Dec-2010

Commodity: MANGOS Report Type: Movement. Aggregate by: Annual Market News Data

Commodity Name	Origin Name	Date	District	10000lb units	Trans Mode	Season
MANGOS	BRAZIL	Jan-10	IMPORTS THROUGH PHILADEL	84	Boat	2010
MANGOS	BRAZIL	Feb-10	IMPORTS THROUGH PHILADEL	22	Boat	2010
MANGOS	BRAZIL	Mar-10	IMPORTS THROUGH SOUTH F	65	Boat	2010
MANGOS	BRAZIL	Mar-10	IMPORTS THROUGH PHILADEL	87	Boat	2010
MANGOS	BRAZIL	Apr-10	IMPORTS THROUGH PHILADEL	38	Boat	2010
MANGOS	BRAZIL	Aug-10	IMPORTS THROUGH PHILADEL	237	Boat	2010
MANGOS	BRAZIL	Aug-10	IMPORTS THROUGH NEWARK	171	Boat	2010
MANGOS	BRAZIL	Sep-10	IMPORTS THROUGH HOUSTO	1	Air	2010
MANGOS	BRAZIL	Sep-10	IMPORTS THROUGH SOUTH F	35	Boat	2010
MANGOS	BRAZIL	Sep-10	IMPORTS THROUGH PHILADEL	1684	Boat	2010
MANGOS	BRAZIL	Sep-10	IMPORTS THROUGH NEWARK	705	Boat	2010
MANGOS	BRAZIL	Oct-10	IMPORTS THROUGH NEWARK	695	Boat	2010
MANGOS	BRAZIL	Oct-10	IMPORTS THROUGH PHILADEL	1305	Boat	2010
MANGOS	BRAZIL	Oct-10	IMPORTS THROUGH SOUTH F	97	Boat	2010
Total				5226		
MANGOS	COLOMBIA	May-10	IMPORTS THROUGH SOUTH F	0	Boat	2010
Total				0		
MANGOS	COSTA RICA	Feb-10	IMPORTS THROUGH MIAMI AIR	1	Air	2010
MANGOS	COSTA RICA	Mar-10	IMPORTS THROUGH LOS ANG	1	Air	2010
MANGOS	COSTA RICA	Mar-10	IMPORTS THROUGH SOUTH F	61	Boat	2010
MANGOS	COSTA RICA	Mar-10	IMPORTS THROUGH PHILADEL	4	Boat	2010
MANGOS	COSTA RICA	Mar-10	IMPORTS THROUGH FREEPO	25	Boat	2010
MANGOS	COSTA RICA	Mar-10	IMPORTS THROUGH SOUTH F	34	Boat	2010
MANGOS	COSTA RICA	Apr-10	IMPORTS THROUGH SOUTH F	62	Boat	2010
MANGOS	COSTA RICA	Apr-10	IMPORTS THROUGH PHILADEL	36	Boat	2010
MANGOS	COSTA RICA	Apr-10	IMPORTS THROUGH FREEPO	38	Boat	2010
MANGOS	COSTA RICA	Apr-10	IMPORTS THROUGH SOUTH F	19	Boat	2010
MANGOS	COSTA RICA	May-10	IMPORTS THROUGH SAVANNA	10	Boat	2010
MANGOS	COSTA RICA	May-10	IMPORTS THROUGH PHILADEL	4	Boat	2010
MANGOS	COSTA RICA	Jun-10	IMPORTS THROUGH SOUTH F	2	Boat	2010
Total				297		
MANGOS	DOMINICAN REF	Feb-10	IMPORTS THROUGH SOUTH F	1	Boat	2010
MANGOS	DOMINICAN REF	May-10	IMPORTS THROUGH BROOKLY	17	Boat	2010
MANGOS	DOMINICAN REF	Jun-10	IMPORTS THROUGH BROOKLY	15	Boat	2010
MANGOS	DOMINICAN REF	Jun-10	IMPORTS THROUGH NEW YOR	0	Air	2010
MANGOS	DOMINICAN REF	Jun-10	IMPORTS THROUGH NEWARK	6	Boat	2010
MANGOS	DOMINICAN REF	Jul-10	IMPORTS THROUGH BROOKLY	12	Boat	2010

MANGOS	DOMINICAN REP	Oct-10	IMPORTS THROUGH NEW YOR	0	Air	2010
Total				51		
MANGOS	ECUADOR	Jan-10	IMPORTS THROUGH SOUTH F	85	Boat	2010
MANGOS	ECUADOR	Jan-10	IMPORTS THROUGH BROOKLY	112	Boat	2010
MANGOS	ECUADOR	Jan-10	IMPORTS THROUGH SAN DIEG	190	Boat	2010
MANGOS	ECUADOR	Jan-10	IMPORTS THROUGH SAVANNA	10	Boat	2010
MANGOS	ECUADOR	Jan-10	IMPORTS THROUGH LOS ANG	408	Boat	2010
MANGOS	ECUADOR	Jan-10	IMPORTS THROUGH ELIZABET	24	Boat	2010
MANGOS	ECUADOR	Feb-10	IMPORTS THROUGH BROOKLY	5	Boat	2010
MANGOS	ECUADOR	Mar-10	IMPORTS THROUGH BROOKLY	69	Boat	2010
MANGOS	ECUADOR	Oct-10	IMPORTS THROUGH NEWARK	10	Boat	2010
MANGOS	ECUADOR	Oct-10	IMPORTS THROUGH BROOKLY	79	Boat	2010
MANGOS	ECUADOR	Oct-10	IMPORTS THROUGH SAN DIEG	4	Boat	2010
MANGOS	ECUADOR	Oct-10	IMPORTS THROUGH SOUTH F	34	Boat	2010
MANGOS	ECUADOR	Oct-10	IMPORTS THROUGH MIAMI AIF	34	Air	2010
MANGOS	ECUADOR	Oct-10	IMPORTS THROUGH LOS ANG	532	Boat	2010
Total				1596		
MANGOS	GUATEMALA	Mar-10	IMPORTS THROUGH SOUTH F	58	Boat	2010
MANGOS	GUATEMALA	Mar-10	IMPORTS THROUGH LOS ANG	20	Boat	2010
MANGOS	GUATEMALA	Mar-10	IMPORTS THROUGH WILMING	17	Boat	2010
MANGOS	GUATEMALA	Apr-10	IMPORTS THROUGH WILMING	176	Boat	2010
MANGOS	GUATEMALA	Apr-10	IMPORTS THROUGH SOUTH F	656	Boat	2010
MANGOS	GUATEMALA	Apr-10	IMPORTS THROUGH LOS ANG	243	Boat	2010
MANGOS	GUATEMALA	Apr-10	IMPORTS THROUGH NORFOLK	9	Boat	2010
MANGOS	GUATEMALA	May-10	IMPORTS THROUGH SOUTH F	724	Boat	2010
MANGOS	GUATEMALA	May-10	IMPORTS THROUGH LOS ANG	466	Boat	2010
MANGOS	GUATEMALA	May-10	IMPORTS THROUGH WILMING	239	Boat	2010
MANGOS	GUATEMALA	May-10	IMPORTS THROUGH NEWARK	192	Boat	2010
MANGOS	GUATEMALA	Jun-10	IMPORTS THROUGH LOS ANG	17	Boat	2010
MANGOS	GUATEMALA	Jun-10	IMPORTS THROUGH NEWARK	103	Boat	2010
MANGOS	GUATEMALA	Jun-10	IMPORTS THROUGH SOUTH F	34	Boat	2010
MANGOS	GUATEMALA	Jun-10	IMPORTS THROUGH WILMING	64	Boat	2010
Total				3016		
MANGOS	HAITI	Apr-10	IMPORTS THROUGH MIAMI AIF	7	Air	2010
MANGOS	HAITI	Apr-10	IMPORTS THROUGH SOUTH F	4	Boat	2010
MANGOS	HAITI	May-10	IMPORTS THROUGH MIAMI AIF	24	Air	2010
MANGOS	HAITI	May-10	IMPORTS THROUGH SOUTH F	251	Boat	2010
MANGOS	HAITI	Jun-10	IMPORTS THROUGH MIAMI AIF	11	Air	2010
MANGOS	HAITI	Jun-10	IMPORTS THROUGH SOUTH F	711	Boat	2010
MANGOS	HAITI	Jul-10	IMPORTS THROUGH MIAMI AIF	5	Air	2010
MANGOS	HAITI	Jul-10	IMPORTS THROUGH SOUTH F	332	Boat	2010
MANGOS	HAITI	Aug-10	IMPORTS THROUGH SOUTH F	76	Boat	2010
MANGOS	HAITI	Sep-10	IMPORTS THROUGH SOUTH F	1	Boat	2010
Total				1422		
MANGOS	HONDURAS	Mar-10	IMPORTS THROUGH SOUTH F	4	Boat	2010
MANGOS	HONDURAS	May-10	IMPORTS THROUGH SOUTH F	4	Boat	2010
MANGOS	HONDURAS	Oct-10	IMPORTS THROUGH MIAMI AIF	1	Air	2010
Total				9		
MANGOS	INDIA	Apr-10	IMPORTS THROUGH NEW YOR	0	Air	2009
MANGOS	INDIA	Apr-10	IMPORTS THROUGH CHICAGO	1	Air	2009
MANGOS	INDIA	May-10	IMPORTS THROUGH LOS ANG	1	Air	2009
MANGOS	INDIA	May-10	IMPORTS THROUGH SAN FRA	1	Air	2009

MANGOS	INDIA	May-10	IMPORTS THROUGH NEW YOR	2	Air	2009
MANGOS	INDIA	May-10	IMPORTS THROUGH CHICAGO	2	Air	2009
MANGOS	INDIA	Jun-10	IMPORTS THROUGH ATLANTA	1	Air	2009
MANGOS	INDIA	Jun-10	IMPORTS THROUGH CHICAGO	1	Air	2009
MANGOS	INDIA	Jun-10	IMPORTS THROUGH LOS ANG	2	Air	2009
MANGOS	INDIA	Jun-10	IMPORTS THROUGH NEW YOR	3	Air	2009
MANGOS	INDIA	Jun-10	IMPORTS THROUGH SAN FRA	1	Air	2009
MANGOS	INDIA	Jun-10	IMPORTS THROUGH SOUTH F	4	Boat	2009
MANGOS	INDIA	Jul-10	IMPORTS THROUGH SOUTH F	4	Boat	2009
MANGOS	INDIA	Jul-10	IMPORTS THROUGH LOS ANG	0	Air	2009
MANGOS	INDIA	Aug-10	IMPORTS THROUGH CHICAGO	0	Air	2009
Total				23		
MANGOS	MEXICO	Jan-10	MEXICO CROSSINGS THROUG	6	Truck	2010
MANGOS	MEXICO	Feb-10	MEXICO CROSSINGS THROUG	7	Truck	2010
MANGOS	MEXICO	Feb-10	MEXICO CROSSINGS THRU NC	36	Truck	2010
MANGOS	MEXICO	Feb-10	MEXICO CROSSINGS THRU TE	182	Truck	2010
MANGOS	MEXICO	Mar-10	MEXICO CROSSINGS THROUG	16	Truck	2010
MANGOS	MEXICO	Mar-10	MEXICO CROSSINGS THRU TE	2813	Truck	2010
MANGOS	MEXICO	Mar-10	MEXICO CROSSINGS THRU NC	722	Truck	2010
MANGOS	MEXICO	Apr-10	MEXICO CROSSINGS THRU TE	4421	Truck	2010
MANGOS	MEXICO	Apr-10	MEXICO CROSSINGS THRU NC	1837	Truck	2010
MANGOS	MEXICO	Apr-10	MEXICO CROSSINGS THROUG	27	Truck	2010
MANGOS	MEXICO	May-10	MEXICO CROSSINGS THROUG	28	Truck	2010
MANGOS	MEXICO	May-10	MEXICO CROSSINGS THRU TE	6082	Truck	2010
MANGOS	MEXICO	May-10	MEXICO CROSSINGS THRU NC	3327	Truck	2010
MANGOS	MEXICO	Jun-10	MEXICO CROSSINGS THROUG	18	Truck	2010
MANGOS	MEXICO	Jun-10	MEXICO CROSSINGS THRU NC	3196	Truck	2010
MANGOS	MEXICO	Jun-10	MEXICO CROSSINGS THRU NC	0	Truck	2010
MANGOS	MEXICO	Jun-10	MEXICO CROSSINGS THRU TE	6014	Truck	2010
MANGOS	MEXICO	Jul-10	MEXICO CROSSINGS THRU NC	4257	Truck	2010
MANGOS	MEXICO	Jul-10	MEXICO CROSSINGS THRU TE	5522	Truck	2010
MANGOS	MEXICO	Jul-10	MEXICO CROSSINGS THROUG	27	Truck	2010
MANGOS	MEXICO	Aug-10	MEXICO CROSSINGS THRU TE	3682	Truck	2010
MANGOS	MEXICO	Aug-10	MEXICO CROSSINGS THROUG	50	Truck	2010
MANGOS	MEXICO	Aug-10	MEXICO CROSSINGS THRU NC	2993	Truck	2010
MANGOS	MEXICO	Sep-10	MEXICO CROSSINGS THROUG	5	Truck	2010
MANGOS	MEXICO	Sep-10	MEXICO CROSSINGS THROUG	10	Truck	2010
MANGOS	MEXICO	Sep-10	MEXICO CROSSINGS THRU TE	736	Truck	2010
MANGOS	MEXICO	Sep-10	MEXICO CROSSINGS THRU NC	1256	Truck	2010
MANGOS	MEXICO	Oct-10	MEXICO CROSSINGS THRU TE	93	Truck	2010
MANGOS	MEXICO	Oct-10	MEXICO CROSSINGS THRU NC	9	Truck	2010
MANGOS	MEXICO	Oct-10	MEXICO CROSSINGS THROUG	11	Truck	2010
Total				47343		
MANGOS	NICARAGUA	Mar-10	IMPORTS THROUGH SOUTH F	183	Boat	2010
MANGOS	NICARAGUA	Mar-10	IMPORTS THROUGH LOS ANG	30	Boat	2010
MANGOS	NICARAGUA	Apr-10	IMPORTS THROUGH LOS ANG	41	Boat	2010
MANGOS	NICARAGUA	Apr-10	IMPORTS THROUGH SOUTH F	171	Boat	2010
MANGOS	NICARAGUA	May-10	IMPORTS THROUGH SOUTH F	24	Boat	2010
Total				449		
MANGOS	PERU	Jan-10	IMPORTS THROUGH ELIZABET	534	Boat	2010
MANGOS	PERU	Jan-10	IMPORTS THROUGH LOS ANG	1121	Boat	2010
MANGOS	PERU	Jan-10	IMPORTS THROUGH OAKLAND	5	Boat	2010

MANGOS	PERU	Jan-10	IMPORTS THROUGH PHILADEL	438	Boat	2010
MANGOS	PERU	Jan-10	IMPORTS THROUGH SAN DIEG	10	Boat	2010
MANGOS	PERU	Jan-10	IMPORTS THROUGH SAVANNA	22	Boat	2010
MANGOS	PERU	Jan-10	IMPORTS THROUGH SOUTH F	298	Boat	2010
MANGOS	PERU	Jan-10	IMPORTS THROUGH BROOKLY	413	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH BROOKLY	236	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH ELIZABET	292	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH LOS ANG	1227	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH OAKLAND	5	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH SAVANNA	32	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH SAN DIEG	14	Boat	2010
MANGOS	PERU	Feb-10	IMPORTS THROUGH SOUTH F	662	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH SAN DIEG	9	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH BROOKLY	112	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH SOUTH F	406	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH SAVANNA	16	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH PHILADEL	387	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH ELIZABET	109	Boat	2010
MANGOS	PERU	Mar-10	IMPORTS THROUGH LOS ANG	387	Boat	2010
MANGOS	PERU	Apr-10	IMPORTS THROUGH ELIZABET	5	Boat	2010
MANGOS	PERU	Apr-10	IMPORTS THROUGH SOUTH F	8	Boat	2010
MANGOS	PERU	Apr-10	IMPORTS THROUGH LOS ANG	14	Boat	2010
MANGOS	PERU	Apr-10	IMPORTS THROUGH PHILADEL	12	Boat	2010
MANGOS	PERU	May-10	IMPORTS THROUGH SOUTH F	5	Boat	2010
MANGOS	PERU	Jun-10	IMPORTS THROUGH SOUTH F	5	Boat	2010
MANGOS	PERU	Sep-10	IMPORTS THROUGH NEWARK	5	Boat	2010
MANGOS	PERU	Sep-10	IMPORTS THROUGH SOUTH F	5	Boat	2010
Total				6794		
MANGOS	PHILIPPINES	Mar-10	IMPORTS THROUGH SEATTLE	8	Boat	2009
Total				8		
MANGOS	PUERTO RICO	Feb-10	IMPORTS THROUGH ELIZABET	3	Boat	2010
MANGOS	PUERTO RICO	Mar-10	IMPORTS THROUGH ELIZABET	83	Boat	2010
Total				86		
MANGOS	THAILAND	Jul-10	IMPORTS THROUGH LOS ANG	1	Air	2010
Total				1		