

CLOSE-UP:  
MANGO



Counter-season melon:  
a few more adjustments!

Fruit juice and pulp  
prices in Europe



## Producer country sheet

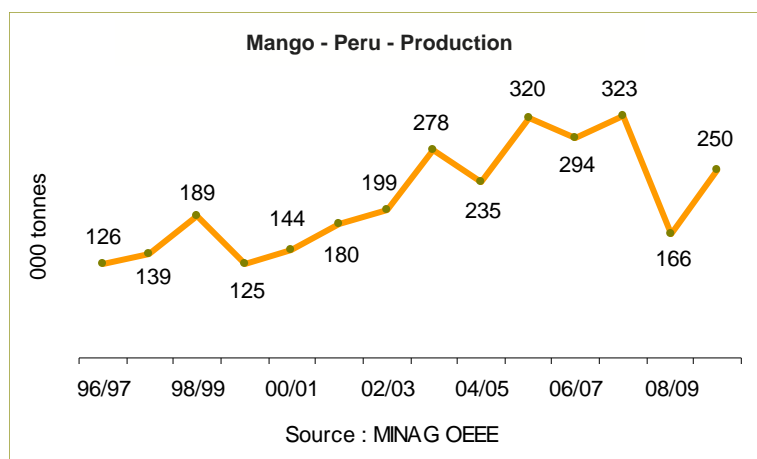
# Mango in Peru

by Eric Imbert

Benefiting from favourable soil and climate conditions and an excellent window on the international counter-season market, the Peruvian mango sector developed rapidly thanks to exports to Europe and the United States in the 1990s and 2000s. It has gained a position among the leading five exporters with more than 1 000 000 t shipped each year. Faced with decreasing profitability caused by fiercer international competition, the sector is seeking areas for growth by diversifying markets and strengthening its organisation, which still features broad scattering both upstream and downstream.

## Production zones

Practically all of the 24 000 hectares of mango in Peru is concentrated in the extreme north of the coastal strip between the Pacific and the Andes. The characteristic climate of the region is both hot and dry, making it possible to grow high-quality mangoes while limiting certain sanitary problems such as anthracnose. The Piura region alone accounts for nearly two-thirds of the area under mango. The San Lorenzo Valley irrigated perimeter created in the 1960s in a desert characteristic of the coastal area of Peru thanks to water from the River Piura is the heart of the country's orchards (Tambogrande district). The rest of the plantations in the region are in the River Chira Valley (Sullana district) and in the Alto Piura (small growers in Chulucanas district). The Lambayeque region accounts for about 15% of the areas, mainly around Olmos and above all Motupe. The rest of the orchards are in the Ancash (Casma), Lima (Huaral Valley), Cajamarca and Ucayali regions. Farming systems are varied and range from minifundios (very small farms) to commercial orchards, with about 90% of the 14 500 growers operating on less than 10 ha. The presence of fruit fly is a strong constraint for access to certain markets. In addition, meteorological events caused by the El Niño and La Niña phenomena cause sporadic decreases in production.



## Production

Production was moderate and consisted mainly of indigenous cultivars for the local market until the beginning of the 1990s. The opening of the United States frontier after approval by APHIS (the US Animal and Plant Health Inspection Service) of the hydro-thermal disinsection process gave decisive impetus to the sector. New plantations of grafted monoembryonic varieties such as 'Kent', 'Haden' and 'Tommy Atkins' were established, especially in the San Lorenzo Valley, to meet the demand for counter-season mango in the United States and the European Union. National production increased from some 60 000 to 70 000 t at the beginning of the 1990s to more than 300 000 t

in 2006. However, the decrease in the profitability of the crop since the mid-2000s has put an end to the increase in orchard area. Competition has increased on the international market (Ecuador and Brazil). In addition, the great variability of production structures is a weak point in terms of both quality and market organisation. The sector is backed by five associations, including APEM and PRO-MANGO in particular, that are attempting to federate growers.

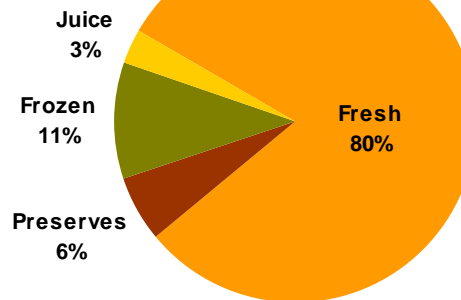
## Calendar and varieties

Kent clearly dominates production and forms nearly 90% of exports, with the range being completed by 'Haden', 'Tommy Atkins', 'Keitt' and 'Edward'. Local varieties like 'Criollo de Chulucanas', 'Chato' and 'Rosado de Ica' are mainly used for processing. The season starts at the very end of November and lasts until the beginning of March, with the bulk of shipments between mid-December and early February. The northernmost zones are the hottest and earliest.

Mango — Peru — Export calendar					
	N	D	J	F	M
Piura					
Lambayeque					
Ancash					



Mango - Peru  
Exports by  
kind of product



Source: Promperu

## Outlets

Some 25 to 30% of production is exported fresh. The rest is sold locally or processed. Peru is also an important player on the international juice market (about 3 000 tonnes per year), canned products (4 000 to 5 000 t per year) and IQF mangoes (about 20 000 t per year).



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Niederlande / Transportweg 23 / 2676 LM Maasdijk  
Tel. + 31-(0) 174 521 016 / Fax : + 31-(0) 174 523 334

Perú / Francisco Graña 155, Santa Catalina  
Teléfono (+51 1) 621 0800 / Fax (+51 1) 621 0804