Eighth annual Chapman Phytosanitary Irradiation Forum
June 2018 – Bangkok, Thailand

Alberto Díaz M.
OUR PACKINGHOUSE
Aguascalientes, México
Mexico – USA Irradiation Program
Approved Commodities / Doses

150 Gray

Manzano Pepper
Fig
Dragon fruit
Star fruit

Pomegranate
Mango
Citrus
(Mandarin, Grapefruit, Orange)
Mexico – USA Irradiation Program
Approved Commodities / Doses

400 Gray

GUAVA
Mexico – United States Irradiation Program

Logistics

- Gamma Irradiation Plant
- E-beam Irradiation Plant (coming soon)
- Frutas Premium packinghouse
- Spring Valley Fruits

Fruits:
- Guava
- Mango
- Manzano pepper
- Figs
- Dragon fruit
- Citrus
- Starfruit
- Pomegranate

Spring Valley Fruits

Map showing locations of irradiation plants and packinghouses in Mexico.
Exports of irradiated produce from Mexico to the US

<table>
<thead>
<tr>
<th>Year</th>
<th>Metric Tons</th>
</tr>
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<tbody>
<tr>
<td>2008</td>
<td>265</td>
</tr>
<tr>
<td>2009</td>
<td>3,564</td>
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<tr>
<td>2010</td>
<td>5,655</td>
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<tr>
<td>2011</td>
<td>5,364</td>
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<tr>
<td>2012</td>
<td>8,177</td>
</tr>
<tr>
<td>2013</td>
<td>9,241</td>
</tr>
<tr>
<td>2014</td>
<td>10,029</td>
</tr>
<tr>
<td>2015</td>
<td>11,712</td>
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<tr>
<td>2016</td>
<td>14,924</td>
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<tr>
<td>2017</td>
<td>17,217</td>
</tr>
</tbody>
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Guava / Other Fruits

Guava represents about 78% of total irradiated volume

13,379 Tons = 704 containers (19 tons) = 13.5 per week
2017 Exports from Mexico to the US

- GUAVA, 77.71%
- MANGO, 11.18%
- MANZANO PEPPER, 6.38%
- DRAGON FRUIT, 1.73%
- PITAYA, 1.08%
- POMEGRANATE, 0.99%
- FIG, 0.63%
- STAR FRUIT, 0.29%
CHALLENGES & OPPORTUNITIES

Consumer acceptance?
Commercialization
Marketing
IRRADIATED FRUIT

CONSUMER ACCEPTANCE?
COMMERCIALIZATION

- New fruit in the market
- Fruit from other countries
• Logistics
• Shelf life

COMMERCIALIZATION
CHALLENGES & OPPORTUNITIES
Growing market

Spring Valley Fruits

Premium Guava

Map of the United States with various numbers indicating growth opportunities.

Oppportunity directional arrow and green marker.
Any Questions?
Thank you