

Abstract:

The present work analyzes the competitiveness and the tendency of mango production for export from Brazil's Northeast region. The production chains are compared according to the differences of agricultural production system, the units of packing and processing and the alternatives of transportation by principal ports. The differences among the production systems are due to the technological pattern differentiated by the adoption of flower induction. In the analysis of competitiveness the Policy Analysis Matrix (PAM) was used, considering two production systems. The technology level 1 (T1) includes the flower induction and the technology level 2 (T2) excludes the flower induction. The use of flower induction (T1) presents positive results on the profitabilities indicating competitiveness of the chain under the private and social point of view. Technology level 2 (T2) does not present competitiveness under the private point of view. To export product, Suape port was the most viable; yet, the port of Salvador is the most used.