

Abstract:

The São Francisco River Valley of Northeast Brazil is today one of the main areas of production and the largest exporter of mangos in the country, with around 12,000 hectares concentrated in the municipalities of Petrolina-PE/Juazeiro-BA. From this total area, approximately 70% are at yielding stage and 30% are nonbearing. Agricultural systems are modern, with advanced technologies and high production costs. Thus the producer must have high productivity and also an adequate economical return. This study had the objective of analyzing the return of mangos produced in this region and commercialized in the international market. Data were obtained from regional companies which produce and export mangos. The results indicate that each exported box of mangos, weighting 4.2 kg, cost US\$ 0.68 for its production, US\$ 2.39 with processing, US\$ 1.55 with transportation and customs, and US\$ 0.48 with the commission of the importer. Since the average annual price of a mango box in the North American market is US\$ 6.00, the farmer gets a net gain of US\$ 0.90 and a benefit/cost ratio of US\$ 1.18.