

## TEACHING AND LEARNING PAPER SERIES

1<sup>ST</sup> ANNUAL FRE GRADUATE STUDENT SYMPOSIUM

Edited by

Charles M. Adams, Chris O. Andrew and Jessica L. Herman

Teaching and Learning Paper TLP 01-7

November 2001

*The goal of the Teaching and Learning Paper Series is to improve, enhance, and enrich the teaching and learning environment in the department, college, university, and profession through the publication of papers on teaching philosophies and techniques, curricular issues, and case studies. Papers are circulated without formal review by the Food and Resource Economics Department and thus the content is the sole responsibility of the faculty author or co-author.*



UNIVERSITY OF  
**FLORIDA**

Institute of Food and Agricultural Sciences  
Food and Resource Economics Department  
Gainesville, Florida 32611

# 1<sup>st</sup> Annual FRE Graduate Student Symposium

Edited by

Charles M. Adams  
Chris O. Andrew  
Jessica L. Herman

## Key Words/Symposium

tobacco, grapefruit, flowers, dairy, honeybees, shrimp, sturgeon, cotton, citrus, commercial fisheries, internships, HIV/AIDS, agro forestry, smallholder farms, organic products, food security, generic promotion, risk mitigation, competitive strategies, improved fallow, food security, subsistence, sustainability, vertical coordination, climate forecasting, dual production studies, conjoint analysis, gravity equation, intra-regional trade, industry analysis, spatial analysis, feasibility assessment, livelihood assessment, case studies, ethnographic linear programming, China, Ethiopia, Zambia, Ghana, Zimbabwe, Malawi, Nicaragua, Ecuador, Botswana, Immokalee, Zambezi River, CARICOM, Philip Morris

Presented at the 1<sup>st</sup> Annual FRE Graduate Student Symposium, November 16, 2001,  
Savannah Grande Reception and Conference Center, Gainesville, Florida.

## Abstracts

- (1) **Aaron Harris**  
"MAB Internship Program: Challenges and Opportunities"
- (2) **Waldir Fernandes/Carlos Jauregui**  
"Adapting (In)coherently to Regulation: The Case of Philip Morris in the World Tobacco Industry"
- (3) **Shiferaw Feleke**  
"Determinants of Food Security at the Micro Level in Southern Ethiopia"
- (4) **Patricia Seaman/Brian Dougherty**  
"Robert Mondavi: Competitive Strategy"
- (5) **Napaporn Girapunthong**  
"Gift Giving Among Flower Buyers: A Pooled Model Having Implications for Generic Promotions"
- (6) **Paul Thangata**  
"The Impact of HIV/AIDS on Agroforestry Adoption and Agricultural Productivity in Sub-Saharan Africa: A Case Study of Malawi"
- (7) **Kevin Athearn**  
"The Grower, the Grocer, and the Organic Consumer: A Survey of Literature on Organic Production, Marketing, and Consumption in the United States and Abroad"
- (8) **Nicholas Benioudakis**  
"Effectiveness of Generic Promotions of Grapefruit Juice: A 50 City Study"
- (9) **Mayra Lopez**  
"Economic Revitalization and Sustainability: Promote Economic Profitability and Access to Credit and Financial System for the Nicaragua Shrimp Culture Industry"
- (10) **Christy Grier**  
"Evaluation of Improved Fallow Technologies in Eastern Zambia Using Ethnographic Linear Programming"
- (11) **Larry Perruso**  
"A Baited Question Regarding Dual Production Studies in Commercial Fisheries: Are Operators of Longline Vessels Cost Minimizers?"
- (12) **Marco Palma**  
"Market Preferences Toward Farm-Raised Sturgeon in Southeastern United States: A Conjoint Analysis"
- (13) **Mike Sandberg**  
"Determinants of Intra-CARICOM Trade: A Gravity Equation Approach"
- (14) **Lin Cassidy**  
"Burning in the Okavango Panhandle: A Spatial Analysis and Livelihood Impact Assessment"

**Title:** MAB Internship Program: Challenges and Opportunities  
**Author:** Aaron Harris  
**Contact Person:** Aaron Harris, aaronaharris@aol.com  
**Committee Chair:** Allen Wysocki  
**Nature of Research:** M.A.B. Internship

**Abstract:**

Ever since the inception of the M.A.B. program, an internship has been a vital part of curriculum. A primary goal of the internship is to reinforce student learning in the classroom, as well as, provide real world working experience. The program faces both challenges and opportunities.

Students receive a first hand knowledge of working in an Agribusiness setting. Students are also given the opportunity to apply classroom knowledge to real world problems. In addition, students are able to evaluate career opportunities arising from internships.

While our Agribusiness programs have received positive feedback from the work sector, the variety of industries represented in the internship program at times seems narrow. The Ag chemical industry currently provides most of the internship opportunities for our students. Students who want to work outside of the Ag chemical field have to work harder to find internships. In addition, most internships are taken after two semesters of classes. Some might argue that applying classroom curriculum to prior work experience may benefit students more than applying knowledge after the fact of learning.

The internship program is an effective tool for learning. However, other tools and programs may provide additional opportunities to students to take advantage of.

**Title:** Determinants of Food Security at the Micro Level in Southern Ethiopia  
**Author:** Shiferaw Feleke  
**Contact Person:** Shiferaw Feleke, STFeleke@mail.ifas.ufl.edu  
**Committee Chair:** Christina Gladwin  
**Nature of Research:** M.S.

**Abstract:**

The history of Ethiopia as a food self-sufficient and net-exporter of grain to the World market dates back to the late 1950's. However, since early 1960s, domestic food supply has been constantly failing to meet the food requirements of the people (Tesfaye, 1995). To arrest the declining trend of food production, the country has launched different agricultural development programs and extension approaches over the last four decades. However, the identification and implementation of an effective mixture of research, development and policy intervention tools for dealing with the food insecurity problem has long been a challenge to the government. This is partly attributed to the lack of better understanding on the part of the concerned bodies about the determinants of food security and the specific circumstances under which the farm households operate. This paper attempts to provide an insight into the understanding of those specific circumstances, and the relative importance of the demand and supply-side determinants of food security, which suggest loopholes for an effective intervention in terms of research, extension, and policy programs. To this end, a qualitative response model called Logistic regression is applied. Among the factors considered in the model, two supply-factors (incidence of technological adoption, land quality) and two demand factors (incidence of poverty, population pressure per ha) are found to have a significant impact in determining the state of food security ( $P < 0.1$ ). The study also revealed that supply-side determinants change the probabilities of food security from less than 0.02 to 30 percent while the demand-side factors change it only to 13 percent, suggesting that they are not equally important in determining the state of food security at the household level. Besides, the impact of the determinants upon the state of food security has also been found to significantly vary between agro-ecological zones and administrative zones ( $P < 0.01$ ), implying that the concerned bodies need to consider these differences in the formulation of regional food security strategy. Generally, this study suggests that the household Food security strategy should involve a client-oriented and agro-ecological oriented research and development programs to effectively deal with the food security problem at the household level.

**Title:** Gift Giving Among Flower Buyers: A Pooled Model Having Implications for Generic Promotions

**Author:** Napaporn Girapunthong

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**Graduate Chair:** Ronald W. Ward

**Nature of Research:** Ph.D.

**Abstract:**

In 1997 the U.S. flower industry terminated its first national program to promote fresh-cut flowers and greens. Since that time considerable interest in developing another program has been expressed by both U.S. and Columbian flower producers. While many issues are raised relating to new programs, one of particular importance is who should pay the assessments to underwrite the program costs. If there are perceived inequities between those benefiting and those paying the assessments, then it becomes extremely difficult to start new efforts. Flowers are unique among most agricultural goods in that they are purchased for their aesthetics with the pleasure from buying the flowers being closely tied to the purpose. Most flowers are purchased as gifts for many reasons. Yet there are many other substitute and complementary non-flower gifts that may be purchased by flower buyers. In many cases other items must be purchased along with the flowers and under other circumstances the flower buyer has many choices to buy other gift items along with the flowers or instead of the flowers. If the other non-flower items are complementary with the flower purchases, then revenues generated from the non-flower sales are being created under a "free rider" structure. If the other products were complementary and subject to the check off assessment, then the free rider issue would not be relevant.

To address the question of complementarity between flowers for gifts versus other gifts, household data on gift purchases by flower buyers were obtained. All purchases were recorded across four income groups extending over the months from 1992:7 through 2000:11. Monthly transactions for buying other gifts were regressed against total expenditures on flowers, the average prices of other gifts, and seasonal patterns while accounting for differences across income groups. Pooled cross-sectional time series models were estimated and the appropriate statistical tests were used to judge the quality of the model. Also, test for causality between other gifts and flower gifts was shown.

Specifically, the gift model is measuring the behavior of flower buyers and their other purchases measured in terms of expenditures on other gifts. Two models were specified with the primary difference being whether the price paid for other gifts was assumed endogenous or exogenous. The pooled model, with exogenous prices, regressed the number of other gift transactions against expenditures on flowers, the average gift price, and binary seasonal variables while accounting for the fixed effects from four income groups. All estimates were based on variance-component models where both fixed and random effects were shown. The models show a complementarity between the purchases of flowers and other gifts. That is, total expenditures on other gifts rise in conjunction with the flower expenditures. All coefficients were standardized and ranked from the most negative to the most positive effects. Likewise, shifts in the intercepts were shown across the income groups while other coefficients were shown not to be sensitive to the income groups. In particular, the relationship between flower expenditures and other gifts did not differ statistically over the four income groups.

Given the econometric results, simulations were used to explore a number of marketing issues. For example, how much does the other revenue increase with more expenditure on flowers. What is the impact of the price levels, income changes, and seasonality on the purchasing of other gifts? For each simulation, both the expenditures on other gifts and the other gift shares of the flower-buying household were shown. Two important simulations show that while there is a positive relationship or complementarity between the two gifts, the other gifts shares of the total expenditures decline as households spend more on flowers for gifts.

Why are these results important? Many commodities continue to explore the potential for generically promoting their products with the ultimate purpose of enhancing the demand for that good. In most cases the sources of funds to support these efforts have been placed on the producers of the primary product. Yet in some circumstances there are "free riders" that could greatly benefit for an induced growth in demand for the primary good. This appears to be the case for the fresh-cut flower industry as seen with the gift model. In turn, this suggests that the base of support for the programs needs to be viewed much broader than just the primary good.

**Title:** The Grower, the Grocer, and the Organic Consumer: A Survey of Literature on Organic Production, Marketing, and Consumption in the United States and Abroad

**Author:** Kevin Athearn

**Contact Person:** Kevin Athearn, [athearn@ufl.edu](mailto:athearn@ufl.edu)

**Committee Chair:** Tom Spreen

**Nature of Research:** Ph.D.

**Abstract:**

One of the fastest growing agricultural sectors, sales of certified organic products have been increasing at annual rates of 15-30% in the United States, Europe, and Japan. The USDA published the new national organic standard in December 2000, and the USDA organic label is scheduled to debut in October 2002. Despite these positive signs, much uncertainty remains over the potential of organic agriculture. Based on a survey of existing literature, this presentation summarizes the results of numerous studies on production, consumer demand, and marketing of organic agricultural products. Cost and yield comparisons are presented, and barriers and incentives for conversion to organic agriculture are discussed. Information on markets, sales, price premiums, and consumer characteristics and attitudes are provided. Finally, several research questions are identified.

**Title:** Economic Revitalization and Sustainability: Promote Economic Profitability and Access to Credit and Financial System for the Nicaragua Shrimp Culture Industry

**Author:** Mayra Lopez

**Contact Person:** Mayra Lopez, mayralop@hotmail.com

**Committee Chair:** Chuck Adams

**Nature of Research:** M.A.B. Internship

**Abstract:**

The Florida Sea Grant Department at the University of Florida has a grant from NOAA/USAID to conduct the economic feasibility of a shrimp culture project in Nicaragua. The primary objective of this project is to determine the investment characteristics and economic feasibility of the Zero Exchange shrimp culture technology. A comparison will also be made of the differences in costs and returns between the traditional semi-intensive system and the Zero Exchange Demonstration project. The project focuses on small-medium size shrimp producers. The findings will be provided to potential commercial growers and investors in the project region, Puerto Morazan, and to banks and other lending institutions. The information will be presented primarily via local workshops, which will be taught in Spanish and English. The workshops for shrimp growers and lenders will be taught to inform them of the profitability of the Zero Exchange. Each workshop will present comparisons between traditional and zero-exchange/intensive culture systems. The information will create more informed decisions regarding public and private investment levels necessary for the recovery of the Nicaragua shrimp culture industry.

Initially, work involved a literature review of all shrimp culture economics work in Nicaragua and Central and South America. Secondly, it required developing a financial analysis of traditional semi-intensive shrimp culture systems in Nicaragua. This analysis consisted of developing economic costs and returns budgets on the traditional shrimp culture system. All primary data from shrimp farms in Nicaragua were analyzed to create baseline budgets and sensitivity analysis on production and financial variables.

The research team visited Nicaragua in July. The purpose of the visit was to continue economic data collection to complete the costs and returns budgets for traditional semi-intensive shrimp culture systems. Economic data were collected from private growers, universities, and AdPesca. Capital costs and budgets updates were also gathered as the project was being built.

The prototype shrimp culture facilities have been completed. Two key aspects of this prototype facility are biosecurity and no water exchange. Four ½-hectare ponds with two 1-hectare sedimentation ponds, with pumps, drainage, aerators, plastic liners, and other equipment needed for their operation were built on existing University of Central America (UCA) ponds. The ponds were intensively stocked and one production cycle will be completed by December 2001. The main objective of the Zero Exchange Demonstration Project is to maximize biosecurity by excluding pathogens, particularly White Spot Virus (WSSV). At the same time, much attention is given to optimizing pond conditions so as to minimize stress to animals.

Currently, a financial analysis of the Zero Exchange Demonstration Shrimp Culture Project is being developed. This analysis includes capital equipment costs, production cost and returns budgets. Finally, a sensitivity analysis will be conducted to examine how financial performance measures are affected by changes in management, production and financial parameters in the new Zero Exchange shrimp culture system.

**Title:** A Baited Question Regarding Dual Production Studies in Commercial Fisheries: Are Operators of Long Line Vessels Cost Minimizers?

**Author:** Larry Perruso

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**Committee Chair:** Sherry Larkin

**Nature of Research:** Ph.D.

**Abstract:**

On April 3, 2001 a bill (HR 1367) was introduced into the 107<sup>th</sup> Congress to provide for the conservation and rebuilding of over fished stocks of Atlantic highly migratory species of fish. The objective of this legislation is to enhance the federal Fishery Management Plan (FMP) for Atlantic tuna, swordfish, and sharks finalized in 1999 through the establishment of time-area closures and vessel capacity reduction programs. Efficient and equitable government policies require an accurate understanding of the economic forces driving the fisheries' market.

This research examines the economics of the 1996 multi-species U.S. Atlantic pelagic long line (PLL) fleet by analyzing different model specifications in the dual of a multi-product cost function and estimating the function using a unique trip-level data set comprising cost, input and effort data compiled from vessel logbooks, fishery observers and industry dealers. From the estimated cost function, empirical input demand functions are derived and evaluated. To the best of my knowledge this study offers the first application of a dual cost function to fisheries management. Additionally, the trend towards multi-species targeting by PLL vessels indicates that traditional single-product economic analysis may overlook benefits and costs that are unique to multi-species operations.

Using a cost minimization approach contradicts current literature by implying that trip-level costs are variable and not fixed in nature. After presenting the major characteristics of the long line industry, I would like to solicit ideas from the audience about the nature of these costs.

Lastly, output and price uncertainty need to be included in any production model. I have proposed two strategies to deal with these risks. First, I propose to incorporate the stochastic nature of landings into the investigation following a procedure outlined in Pope and Just (1996). An ex ante multi-input cost function that incorporates expected rather than realized output levels will be estimated, and results and elasticities are to be reported. Next, I propose a novel approach that uses portfolio theory to predict optimal output supplies based on expected returns and risk preferences for individual vessels at the trip-level. In multi-species fisheries, these predictions reflect the vessel operator's initial species targeting strategy and are used as a precursor to the spatial targeting decisions. Although price risk at the trip-level is not usually a major factor in the long line fishery, this procedure offers a general approach to deal with price uncertainty in agricultural production models.

**Title:** Determinants of Intra-CARICOM Trade: A Gravity Equation Approach  
**Author(s):** Mikael Sandberg, James L. Seale, and Tim Taylor  
**Contact Person:** Mikael Sandberg, hmsandberg@hotmail.com  
**Committee Chair:** James L. Seale, Jr.  
**Nature of Research:** Ph.D.

**Abstract:**

The purpose of this study is to identify the factors determining intra-regional trade in the Caribbean Community and Common Market (CARICOM) using the Gravity equation. The CARICOM was formally established in 1973 and today encompasses most of the former British colonies in the Caribbean basin, plus Guyana, Haiti, and Suriname. Intra-regional exports as a percentage of total member exports have increased from approximately 8% in 1990 to over 17% in 1998. With this trend in mind, plus the CARICOM's efforts toward further integration, it makes for interesting analysis to investigate what factors influence these trade flows.

The study is performed using annual data for the years 1994 through 1998. When the model is estimated in annual cross-sections, the findings suggest that intra-CARICOM trade is relatively supply driven. However, when analyzing the data in a panel framework, the results are more ambiguous.

Extensions of the current research include performing the analysis on historical data from the 1970s and 1980s to see how the determinants of intra-regional trade have changed over time. Further, disaggregating the trade data into agricultural versus non-agricultural products enables analysis and comparison across product groups.

**Title:** Internship at the Southwest Florida Research and Education Center in Immokalee, Florida

**Author:** Hector D. Dorbecker

**Contact Person:** Hector D. Dorbecker, hdorbecker@mail.ifas.ufl.edu

**Committee Chair:** Fritz Roka

**Nature of Research:** M.S. Internship

**Abstract:**

The oral presentation will be about my data collection experience (May 8<sup>th</sup> to August 2<sup>nd</sup>, 2001) at the Southwest Florida Research and Education Center (SWFREC) located in Immokalee, Florida.

As part of my thesis project for the Master of Science in Food and Resource Economics (Factors that affect farm worker's productivity and turnover rates in Immokalee, Florida), I needed to collect data from the payroll of a citrus harvesting company and interview farm workers.

The description of my experience will include aboard issues like living inside the SWFREC and general impressions about the type of work an agricultural economist does. Also, I will talk about the results of the data collection process with its correspondent interactions between colleagues and farm workers, governments officials, myself, private and public employees, growers and general public.

**Title:** Extending High Technology Agricultural Methods for Cotton Cultivation to Subsistence-level Farmers in Ghana from 1992-2000

**Author:** Johann Krebs

**Contact Person:** Johann Krebs, pngagita@hotmail.com

**Committee Chair:** P. J. vanBlokland

**Nature of Research:** M.A.B.

**Abstract:**

The Ghanaian cotton industry can be divided into:

- 1) Cotton-growing companies: Provide inputs to farmers on out-grower system basis. Companies supply designated farmers inputs and buy seed cotton.
- 2) Suppliers of agricultural inputs: Supply agro-chemicals, chemical applicators, fertilizers, and machinery to cotton growing companies.

Suppliers assist cotton-growing companies in disseminating knowledge to farmers. They train trainers and farmers how to handle high-tech products, under subsistence level conditions. This approach enables end users to gain access to modern agricultural knowledge that was formerly denied to them, and open's markets to suppliers.

This presentation focuses on how the presenter disseminated high tech modern agricultural knowledge to subsistence level farmers in Ghana from 1992 to 2000.

**The Company:** Reiss and Company (Ghana) Ltd. and Damia B.V. of the Netherlands in conjunction with Suppliers Messers Ciba-Geigy Ltd, Sandoz Ltd. Novartis Ltd. and other suppliers.

**The Clientele:** Ghanaian cotton growing companies and farmers who patronized Reiss and Co. (Gh) Ltd goods for cotton cultivation.

**The program**

- Classroom theory (in actual class rooms, or under shade trees) on plant protection- cultivation, and chemical safety aspects.
- Equipment -Machinery maintenance
- Field Hands-On- Exercise on how to apply theoretical classroom knowledge of plant protection and safety issues.
- Field Exercise on pesticide application methodology.
- Aftermath: Mutual learning between company and client. The social aspects in building trust amongst all concerned.

**Title:** Livelihoods at the Margin: Limited-Resource Farming in the Midst of a Wealthy Agro-Socioeconomic System in Western Ecuador

**Author:** Norman Breuer

**Contact Person:** Norman Breuer, [nebreuer@ufl.edu](mailto:nebreuer@ufl.edu)

**Committee Chair:** Peter Hildebrand

**Nature of Research:** Ph.D.

**Abstract:**

Globalization, world economic recession and recent dollarization of the Ecuadorian economy have hurt limited-resource farmers. As in most areas of the developing world, migration towards cities may be due to the perception of higher urban wage rates. If food security and living conditions are better on small farms than in marginal urban areas, research efforts must seek technologies and policies that discourage rural to urban migration. The Río Palenque Science Center, the last primary forest in Los Ríos, Ecuador, is one component of an agrosocioecosystem that includes commercial banana and palm plantations, small-scale subsistence farms, and the town of Patricia Pilar.

In order to improve sustainable livelihoods for small-scale farmers, system functions must be understood at the landscape and household levels. Ethnographic linear program models will be constructed for predictive purposes with data obtained using participatory methods. These models will simulate the system and allow ex ante testing of sustainability. Sustainable systems may contribute to the maintenance of stable rural populations.

**Title:** Inventory Impacts Production Agriculture: A Florida Dairy Case  
**Author(s):** Sophia J. Glenn, Richard L. Kilmer, and Thomas J. Stevens III  
**Contact Person:** Sophia J. Glenn, [sglenn@ufl.edu](mailto:sglenn@ufl.edu)  
**Committee Chair:** John Reynolds  
**Nature of Research:** Ph.D. Case Study

**Abstract:**

Technological innovations and competitive pressures have encouraged retailers and processors to improve supply chain management for agricultural products. This often requires more refined levels of vertical coordination and inventory management between stages in the market channel. Inventory management in production agricultural, however, is a challenge because production is planned well before the commodity is marketed. The objective of this article is to discuss the impact of downstream firms on the inventory management of the Florida Dairy Marketing Cooperative (FDMC).

**Title:** How to Market Florida Citrus in China  
**Author(s):** Xueqing Li, Al Wysocki, and Gary Fairchild  
**Contact Person:** Xueqing Li, xueqing@ufl.edu  
**Committee Chair:** Al Wysocki  
**Nature of Research:** M.A.B. Internship

**Abstract:**

China, as the world's most populous country has achieved remarkable economic development in the past 23 years since the initiation of Reform and Opening up in 1978. The fast growing economic and favorable economic environments have provided great market potentials for many foreign exporters.

Florida, as one of the world top citrus producers is encouraged to market citrus products in China attracted by the tremendous opportunities. This presentation will identify the market situations facing Florida exporters, and increase exporters' understanding of the Chinese market. Market strategies targeted to the Chinese market will also be presented.

**Title:** The Marketing Mechanisms of the Citrus Industry in Mexico  
**Author:** Arturo Bocardo  
**Contact Person:** Arturo Bocardo, ABocardo@mail.ifas.ufl.edu  
**Committee Chair:** Tom Spreen  
**Nature of Research:** Ph.D.

**Abstract:**

The dynamic structure of the world orange industry is the result of several economic transformations occurring in the citrus industry over the last four decades. These transformations range from the establishment of new product standards and the appearance of more complex market structures, to the search for more efficient marketing efforts that make the industry more competitive. For leading production countries like Brazil and the United States, their share within the orange juice market recognizes this transformation process. These two countries have developed internal marketing mechanisms aimed to significantly reduce cost. Based on the integration of their industries, the reduction of transaction costs is remarkable and explains consistently the large participation these two countries have in the world market. Contrary to this framework are countries like Mexico where the industry has not yet evolved to this point. Integration of the processing sector with the primary level of production is incipient and, in most cases nonexistent. The lack of contracts or any other form of procurement system between orange growers and processors has led the orange juice processing industry to operate inefficiently by not using its full capacity. Processing plants in Brazil and Florida, USA, ensure their supply of oranges through different fruit-procurement mechanisms so they can extend the processing season to six or seven months. The processing sector in Mexico operates only during a shorter season (4 months) and even during this time fruit procurement is far more complicated. The most important marketing channel for oranges in Mexico is the fresh market.

Another difference between the entire marketing systems for these three orange producers is the way they procure the fruit. For instance, Florida has implemented a payment system based on the juice content of the fruit. This system has a significant impact in terms of quality. Fruit procurement for Florida may be accomplished by a multiyear contract or participation (among other means), implying a major involvement of the producer with the final link of the market. The processing industry in Brazil is characterized by a system of payments based only on volume of fresh fruit and the fruit may be procured via a multiyear contract or direct sales from grower to processor. Similarly, Mexico's system is also based on volume but it has implemented a particular system where the fruit is purchased over land acreage. Cash deals for the present-year-only is the most common arrangement found in the industry. The presence of many intermediaries (*coyotes*) extends the time between harvest and processing, increasing transaction costs.

Given these circumstances, it is valid to formulate some questions: Why has Mexico failed to implement more integrated fruit procurement systems? What factors have prevented this from happening? What would be the effects if procurement strategies were imposed? What are the necessary adjustments the industry needs to perform in order to establish these strategies? This paper evaluates each one of these questions and aims for an answer. Being more specific, this paper offers a review of the current market procurement systems implemented in Florida and at some extent in Brazil. Additionally, this paper characterizes the market structure of the orange industry in Mexico finding the reasons why this country has failed to implement a fruit procurement system.

## Group I - Alan Hodges

Our first presenter of the 1<sup>st</sup> Annual FRE Graduate Student Symposium is **Aaron Harris**. Aaron is a native of Florida and a student in the M.A.B. program. He completed his Bachelor's Degree in Finance at the University of Florida. His committee chair is Dr. Al Wysocki. The title of Aaron's abstract is: "**MAB Internship Program: Challenges and Opportunities**"

**Waldir Fernandes** and **Carlos Jauregui** are co-presenting their abstract. Waldir is a native of Brazil and a student in the Ph.D. program. He completed his Bachelor's Degree at the Universidad Estadual Paulista and his Master's Degree at the Faculdade de Ciências/UEP, both in Brazil. His committee chair is Dr. Tom Spreen. Carlos is a U.S. citizen and native of Peru and a student in the Ph.D. program. Carlos completed his Bachelor's degree at the Universidad Nacional Agraria in Peru and his Master's degree in Food and Resource Economics. Carlos' committee chair is Dr. Tom Spreen. The title of Waldir and Carlos' abstract is: "**Adapting (In)coherently to Regulation: The Case of Philip Morris in the World Tobacco Industry**"

**Shiferaw Feleke** is a native of Ethiopia and a student in the M.S. program. He completed his Bachelor's degree at Alemaya University in Ethiopia. His committee chair is Dr. Christy Gladwin. The title of Shiferaw's abstract is: "**Determinants of Food Security at the Micro Level in Southern Ethiopia**"

**Patricia Seaman** and **Brian Dougherty** are co-presenting their abstract. Patricia is a Florida native and in her final semester in the M.A.B. program. She completed her Bachelor's degree in Animal Science at the University of Florida. Her committee chair is Dr. Karl Kepner. **Brian Dougherty** is a Florida native and a student in the M.A.B. program. Brian completed his Bachelor's degree in Food and Resource Economics. The title of Patricia and Brian's abstract is: "**Robert Mondavi: Competitive Strategy**"

**Napaporn Girapunthong** is a native of Thailand and a student in the Ph.D. program. She completed her Bachelor's degree at Pranasamit University in Thailand and her Master's degree in Food and Resource Economics. Her committee chair is Dr. Ron Ward. The title of Napaporn's abstract is: "**Gift Giving Among Flower Buyers: A Pooled Model Having Implications for Generic Promotions**"

**Paulanco Thangata** is a native of Malawi and a student in the Ph.D. program in the College of Natural Resources and Environment. He completed his Master's Degree at the University of Edinburgh. His committee chair is Dr. Pete Hildebrand. The title of Paulanco's abstract is: "**The Impact of HIV/AIDS on Agroforestry Adoption and Agricultural Productivity in Sub-Saharan Africa: A Case Study of Malawi**"

### Group III – Al Wysocki

**Mike Sandberg** is a native of Sweden and a student in the Ph.D. program. He completed his Bachelor's and Master's Degrees at the University of Central Florida. His committee chair is Dr. Jim Seale. The title of Mike's abstract is: **"Determinants of Intra-CARICOM Trade: A Gravity Equation Approach"**

**Lin Cassidy** is a native of South Africa and a student in the M.S. program in the College of Natural Resources and Environment. She completed a Bachelor of Arts degree at the University of Cape Town in South Africa and a Bachelor of Science degree at the University of Zimbabwe. Her committee chair is Dr. Pete Hildebrand. The title of Lin's abstract is: **"Burning in the Okavango Panhandle: A Spatial Analysis and Livelihood Impact Assessment"**

**Hector Dorbecker** is a native of Mexico and a student in the M.S. program. He completed his Bachelor's degree at the University of Veracruz in Mexico. His committee chair is Dr. Fritz Roka. The title of Hector's abstract is: **"Internship at the Southwest Florida Research and Education Center in Immokalee, Florida"**

**David Ngwenyama** is a native of Zambia and a student in the Ph.D. program. He completed his Master's degree in Natural Resources and Environment at the University of Florida and his Bachelor's degree at the University of Zambia. His committee chair is Dr. Clyde Kiker. The title of David's abstract is: **"Sharing a River of the Gods: A Preliminary Look at the Zambezi River"**

**Johann Krebs** is a native of Switzerland and a student in the M.A.B. program. He completed his Bachelor's degree in Food and Resource Economics. His committee chair is Dr. PJ vanBlokland. The title of Johann's abstract is: **"Extending High Technology Agricultural Methods for Cotton Cultivation to Subsistence-Level Farmers in Ghana from 1992 - 2000"**

**Victor Cabrera** is a native of Peru and a student in the Ph.D. program in the College of Natural Resources and Environment. He completed his Master's degree in Agricultural Education and Communication at UF and his Bachelor's degree at the Universidad Nacional Agraria. His committee chair is Dr. Pete Hildebrand. The title of Victor's abstract is: **"Modeling Potential Farmer Response to Improved Climate Forecasting"**

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