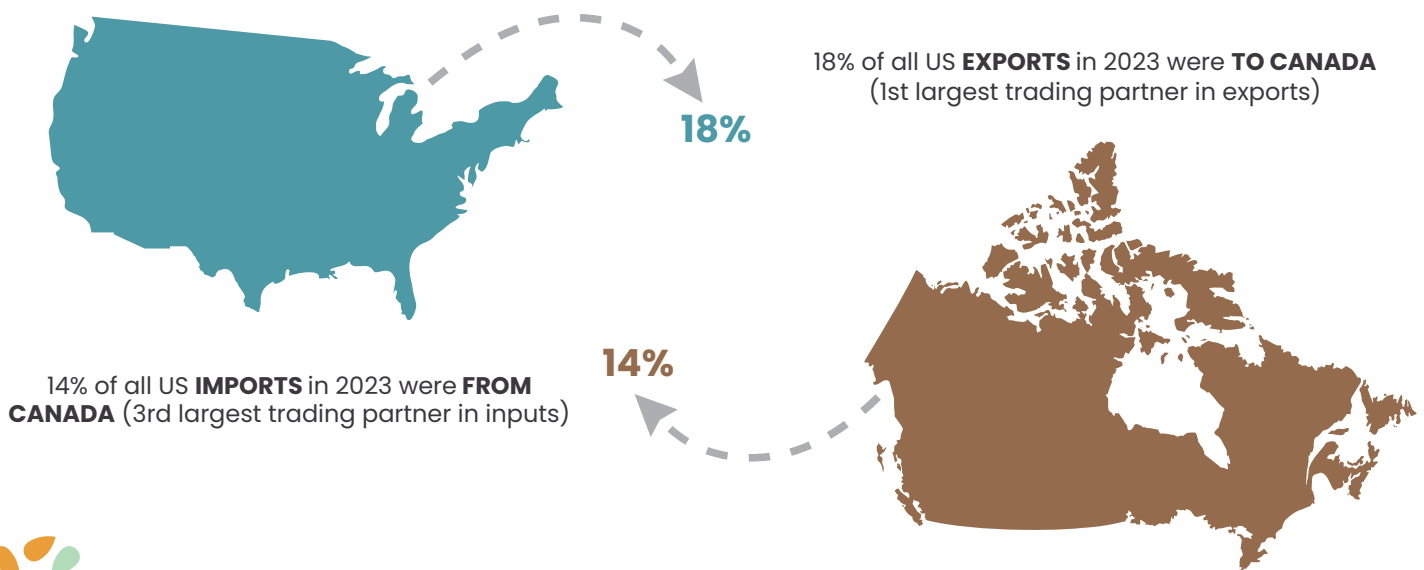


Fresh Fruit and Vegetable Industries:

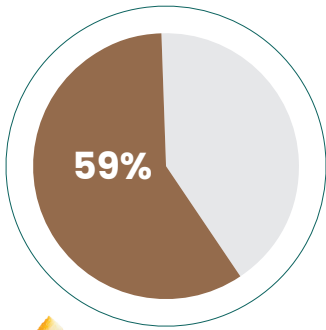
A secure and sustainable food supply – domestic and worldwide – thrives with strong and reliable access to global markets. Targeted use of tariffs can be a tool for addressing challenges or inequities between trading partners. However, the broad application of this blunt tool often disrupts markets, increases costs for consumers, and places unnecessary strain on growers and producers across the supply chain. This is particularly concerning as countries grapple with inflationary pressures, supply chain vulnerabilities, and economic uncertainty. Rather than imposing sweeping tariffs that disrupt trade and limit opportunities, IFPA advocates for swift and meaningful regulatory relief and reform as the most effective way to support and strengthen agriculture. We look forward to working with the Trump administration to advance policies that empower growers, expand market access, and ensure a competitive, resilient agricultural sector that benefits producers and consumers.

IFPA invites you to participate in industry advocacy efforts to influence trade policies and support measures that benefit the produce and floral industries. The Washington Conference is the premier event that unites all segments of the fresh produce and floral industry to address the most pressing public policy matters with the US Congress and Administration.

United States had a \$US 76.84 B trade deficit with Canada 2023



Fruit: United States had \$US 3.4B fruit trade surplus with Canada 2023

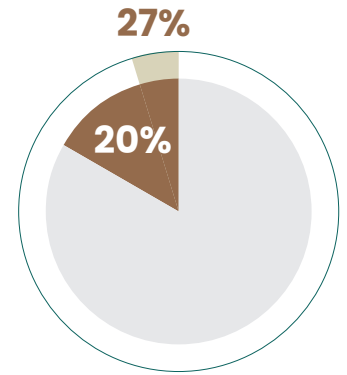


59% of the fresh fruit available to be consumed in the United States is **IMPORTED** (USDA ERS 2023)

20% of the fresh fruit imported by the United States is **FROM CANADA** (ITC 2023)

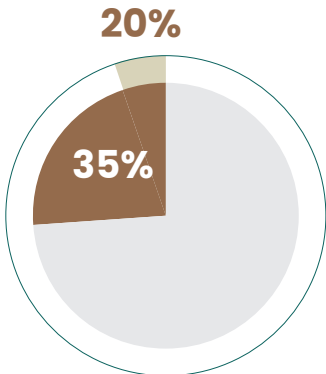
20% of the fresh fruit US utilized production in pounds was **EXPORTED** (USDA ERS 2023)

27% of the fresh fruit **EXPORTED** by the United States is **TO CANADA** (ITC 2023)



	Utilized US Production 2023	Imported Fruit 2023	Exported Fruit 2023	Available in US (minus shrink & feed) 2023
USD \$	28.8B	24.2B (ITC)	14.9B (ITC)	
Pounds	19.3B	23.4B	3.9B	38.9B

Vegetables: US had \$US 180M vegetable trade surplus with Canada 2023

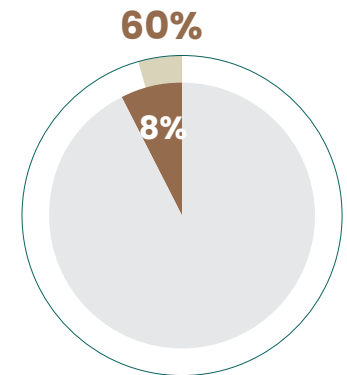


35% of the fresh vegetables available to be consumed in the United States is **IMPORTED** (USDA ERS 2023)

20% of the fresh vegetables **IMPORTED** by the United States are **FROM CANADA** (ITC 2023)

8% of the fresh vegetables utilized production in pounds was **EXPORTED**

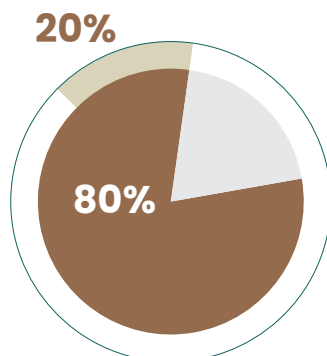
60% of the fresh vegetables **EXPORTED** by the United States are **TO CANADA** (ITC 2023)



	Utilized US Production 2023	Imported Vegetables 2023	Exported Vegetables 2023	Available in US (minus shrink & feed) 2023
USD \$	19.5B	12.3B	2.7B	-
Pounds	40B	17.7B	3B	50.3B



Floral: United States had \$US 470.06M trade deficit with Canada 2023



80% of the cut flowers available to be purchased in the United States are **IMPORTED**

20% of the cut flowers and plants **IMPORTED** by the United States are **FROM CANADA** (ITC 2023)

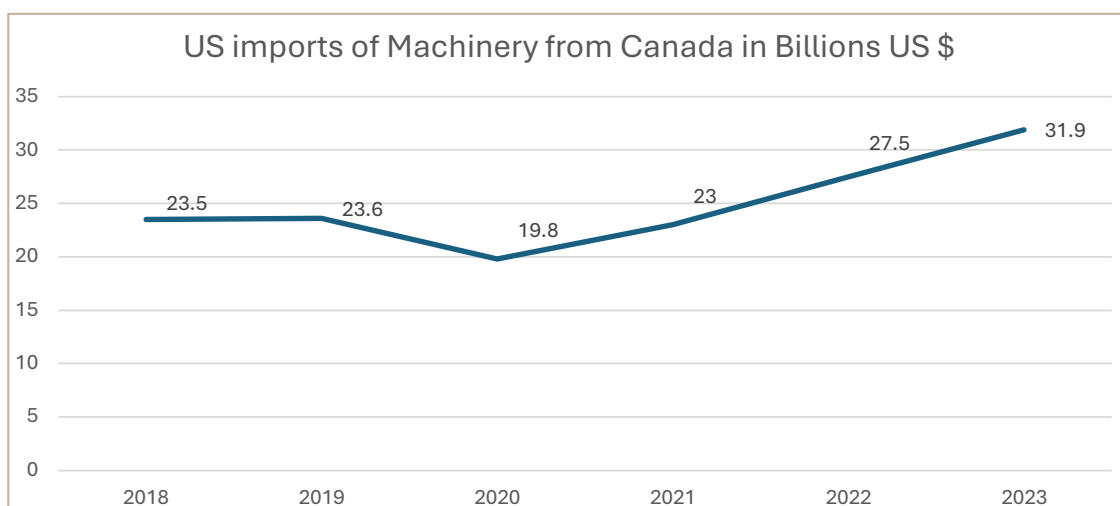
What are the Top 10 US Imports from Canada?

United States **IMPORTS** from Canada was US\$429.6 billion during 2023, according to United Nations COMTRADE database updated February of 2025.

Putting oil and energy aside, the major US **IMPORTS** at first glance do not appear to affect the US produce and floral industries but tucked in the machinery category is air conditioning machines, agricultural for soil preparation, parts of internal combustion piston engines, forklifts, harvesting or threshing machinery, etc.

Imports of machinery from Canada declined in 2020 but rebounded with double digit growth (15% average) 2021, 2022 and 2023.

Top 10 United States Imports from Canada	Value in 2023	% of Overall Import Value
1. Mineral fuels, oils, distillation products	\$131.91B	31%
2. Vehicles other than railway, tramway	\$56.35B	13%
3. Machinery, nuclear reactors, boilers	\$31.86B	7%
4. Commodities not specified according to kind	\$19.97B	5%
5. Plastics	\$13.67B	3%
6. Pearls, precious stones, metals, coins	\$11.51B	3%
7. Wood and articles of wood, wood charcoal	\$11.45B	3%
8. Aluminum	\$11.22B	3%
9. Electrical, electronic equipment	\$9.85B	2%
10. Iron and steel	\$8.36B	2%



What are the Top 10 US Exports to Canada?

United States **EXPORTS** to Canada was US\$352.76 billion during 2023, according to the United Nations COMTRADE database updated February of 2025.

There was a US\$76.54 billion trade deficit between the US and Canada in 2023 with the US exporting less to Canada.

United States Top 10 Exports to Canada	Value in 2023	% of Overall Value
1. Vehicles other than railway, tramway	\$57.73B	16%
2. Machinery, nuclear reactors, boilers	\$52.76B	15%
3. Electrical, electronic equipment	\$29.41B	8%
4. Mineral fuels, oils, distillation products	\$28.68B	8%
5. Plastics	\$15.41B	4%
6. Commodities not specified according to kind	\$14.99B	4%
7. Optical, photo, technical, medical apparatus	\$10.60B	3%
8. Aircraft, spacecraft	\$8.73B	2%
9. Pearls, precious stones, metals, coins	\$8.47B	2%
10. Articles of iron or steel	\$7.48B	2%

The United States imports and exports paper, fertilizers, vegetables, plants and fruit from/to Canada.

Packaging and fertilizer are spiked due to their being expense lines in the production of fruits, vegetables and floral products. In these critical categories the United States has a US\$419 million trade deficit with Canada

United States Imports/Exports from Canada that affect the produce and floral industries	US Import from Canada Value in 2023	% of Overall Value of US Imports from Canada	US Export to Canada Value in 2023	% of Overall Value of US Exports to Canada	US Trade Deficit/Surplus
Paper & paperboard, articles of pulp, paper & board	\$6.80B	2%	\$5.81B	2%	(\$990M)
Fertilizers	\$4.56B	1%	\$2.06B	1%	(\$2.500B)
Edible vegetables & certain roots and tubers	\$3.05B	1%	\$3.23B	1%	\$180M
Edible fruits, nuts, peel of citrus fruit, melons	\$592.98M	0.1%	\$4.00B	1%	\$3.407B
Live trees, plants, bulbs, roots, cut flowers	\$790.46M	0.2%	\$273.94M	0.1%	(\$517M)



Paper

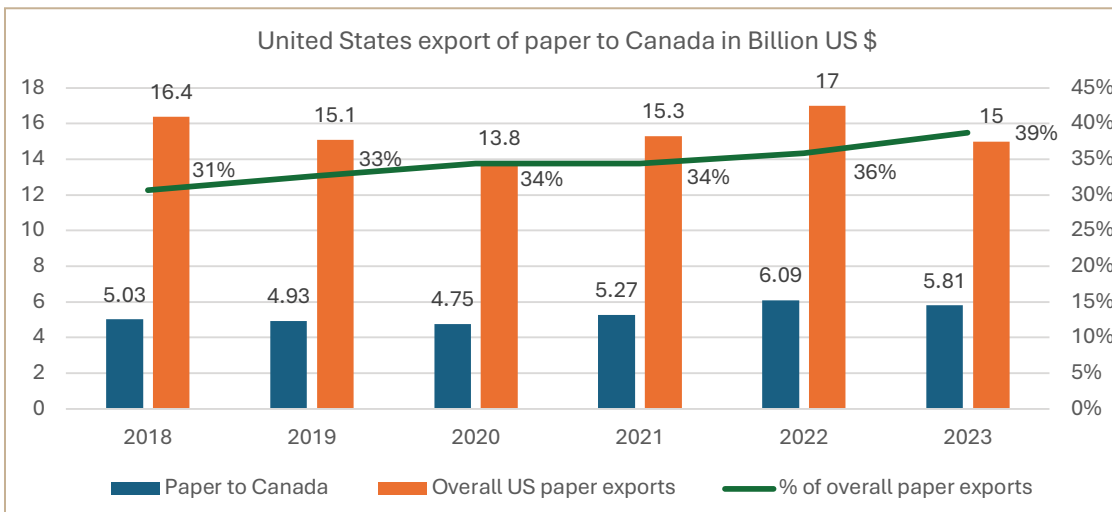
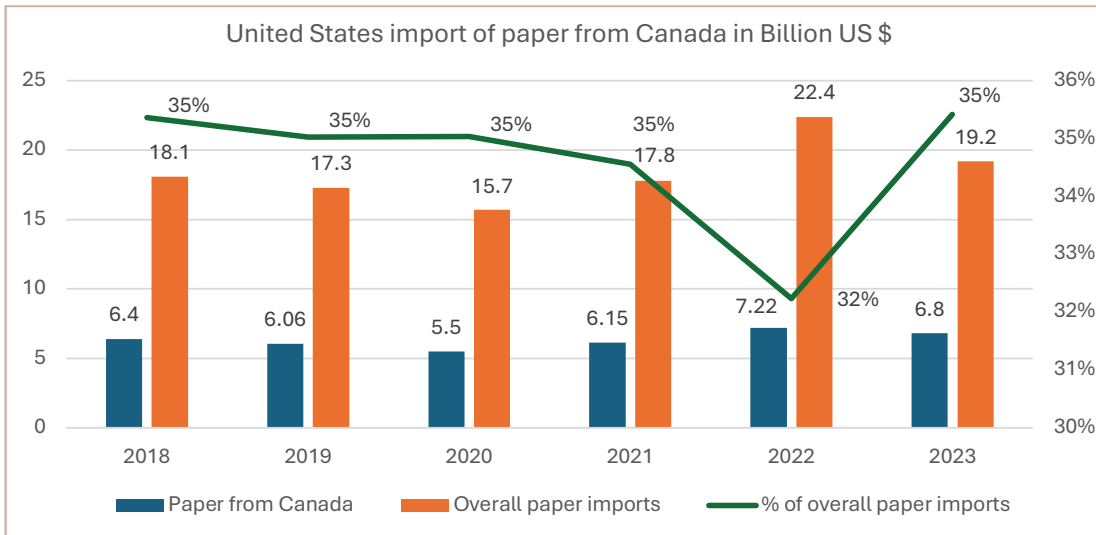
United States **IMPORTS** from Canada of Paper and paperboard, articles of pulp, paper and board was US\$6.8 Billion during 2023.

United States **EXPORTS** of paper and paperboard, articles of pulp, paper and board to Canada was US\$5.81 Billion during 2023, according to the United Nations COMTRADE database updated on February of 2025. 35% of imported paper by the United States was from Canada.

Paper is a crucial material for packaging fruits and vegetables. **Tariffs on paper imports will increase the cost of packaging materials, leading to higher overall production costs for farmers and producers.**



Paper (selected categories that will affect produce and floral industries)	US Imports from Canada Value in 2023	US Exports to Canada Value in 2023
Cartons, Boxes, Cases, Other Packing Containers, of Paper, Paperboard	\$1.00B	\$984.28M
Other Uncoated Paper and Paperboard (In Rolls or Sheets)	\$753.08M	\$526.58M
Uncoated Kraft Paper and Paperboard (In Rolls or Sheets)	\$647.84M	\$633.21M
Labels of Paper or Paperboard, Printed or not	\$169.49M	\$197.41M



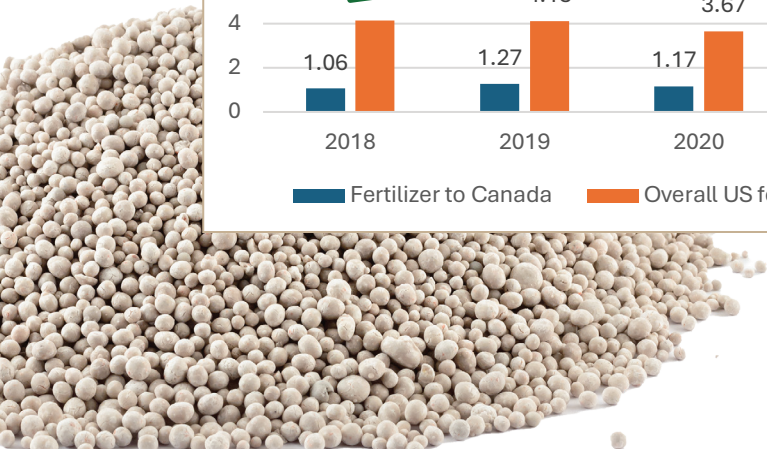
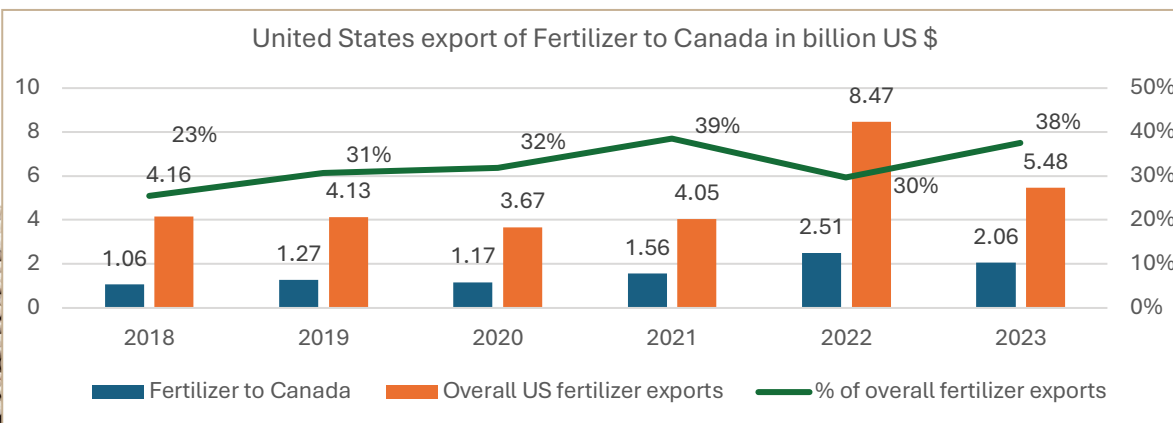
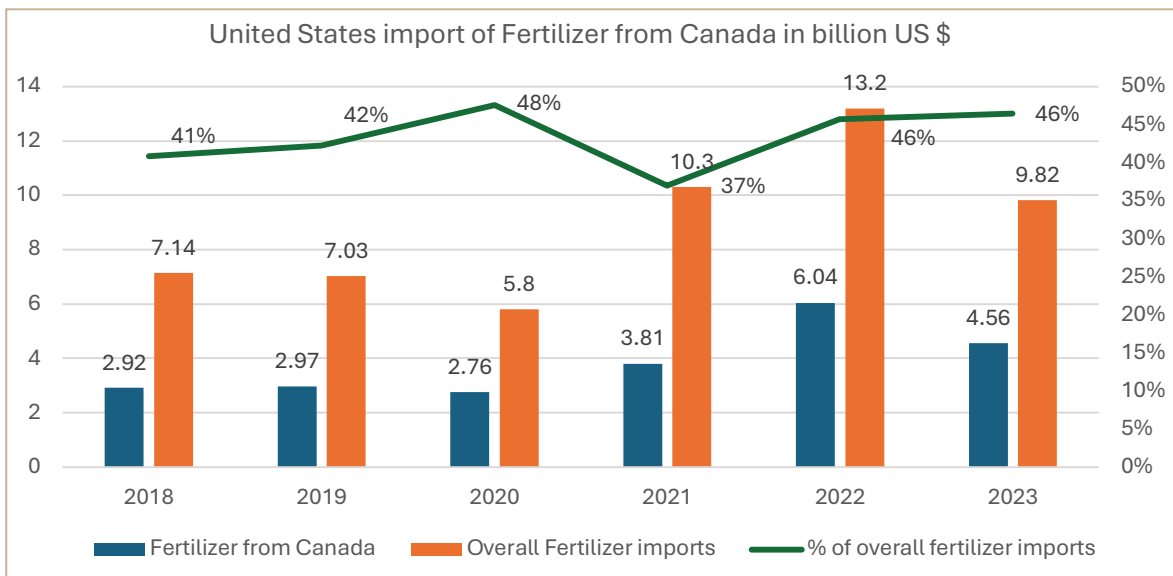
Fertilizer

United States **IMPORTS** from Canada of Fertilizers was US\$4.56 Billion during 2023.

United States **EXPORTS** of fertilizers **TO CANADA** was US\$2.06 Billion during 2023, 46% of fertilizer **IMPORTED** by the United States in 2023 was imported from Canada.

Tariffs on fertilizers, especially potassium (potash), nitrogen, and phosphorus, will increase their prices. For example, a 25% tariff on potash, which is heavily imported from Canada, could add an additional \$112.50 per ton based on current price according to the University of Michigan. Farmers will likely pass on these increased costs to consumers, leading to higher prices for fruits and vegetables.

Fertilizer	US Imports from China in 2023	US Exports to China in 2023
Mineral or chemical fertilizers, potassic	\$3.66B	\$53.37M
Mineral or chemical fertilizers, nitrogenous	\$802.63M	\$528.43M
Mineral or chemical fertilizers, other fertilizers	\$88.50M	\$1.47B
Animal or vegetable fertilizers, fertilizers produced by the mixing	\$10.06M	\$7.10M
Mineral or chemical fertilizers, phosphatic	\$35.27K	\$3.50M



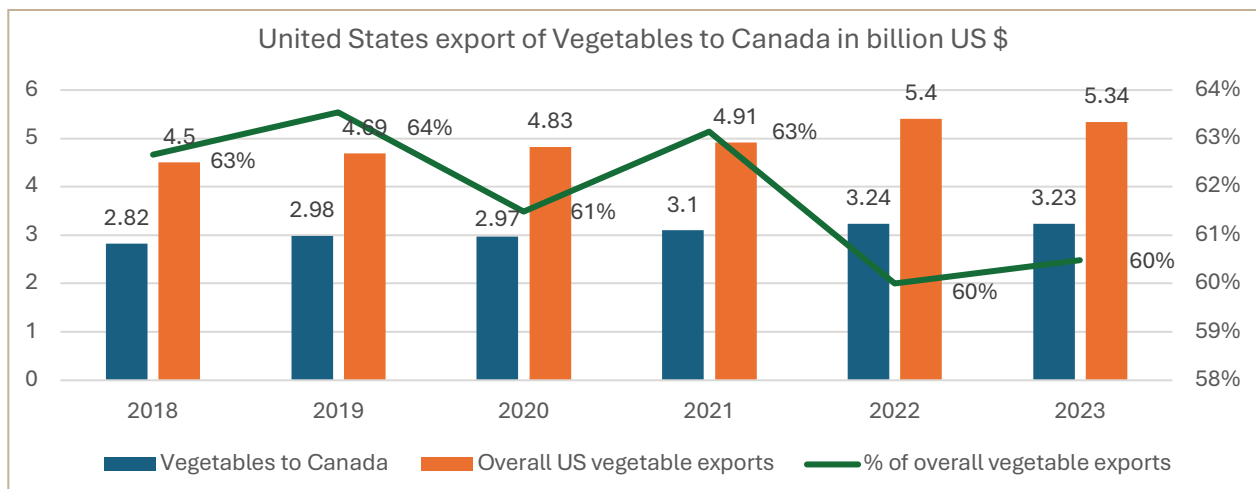
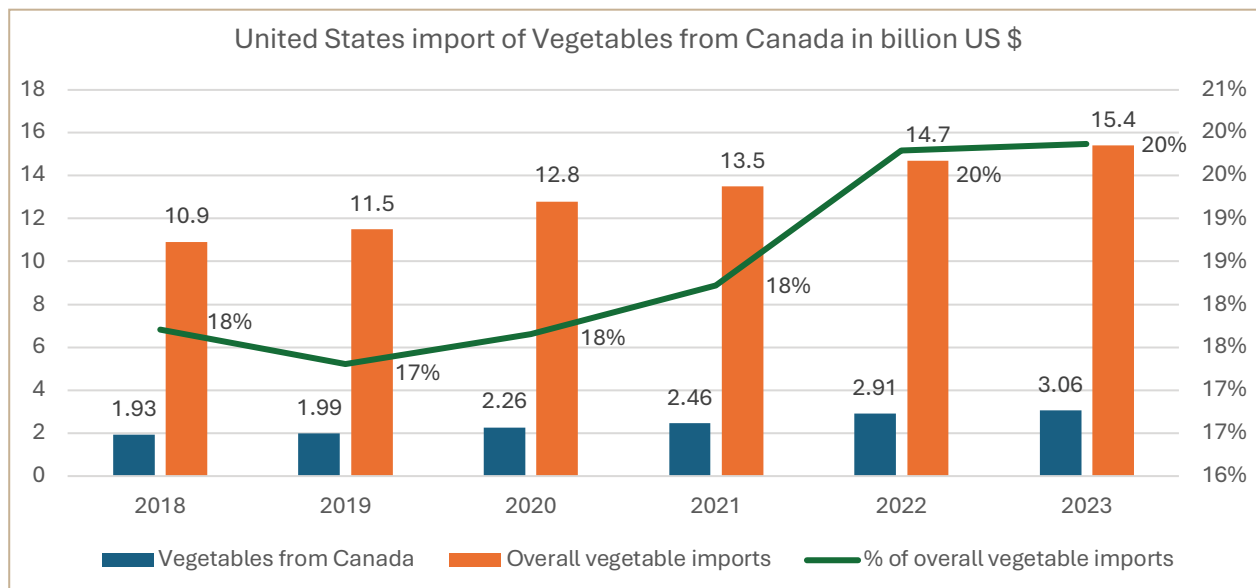
Vegetables

United States **IMPORTS** from Canada of Edible vegetables and certain roots and tubers was US\$3.05 Billion during 2023.

United States **EXPORTS** of edible vegetables and certain roots and tubers to Canada was US\$3.23 Billion during 2023, according to the United Nations COMTRADE database updated February of 2025.

Tariffs will make US products less competitive in Canada will driving up the costs of Canadian products in the US.

Edible vegetables and certain roots and tubers	US Imports from Canada in 2023	US Exports to Canada in 2023
Cucumbers and gherkins, fresh or chilled	\$504.74M	\$57.92M
Potatoes (except sweet potatoes), fresh or chilled	\$447.98M	\$97.85M
Tomatoes, fresh or chilled	\$410.80M	\$304.33M
Carrots, turnips and other edible roots, frozen or chilled	\$113.86M	\$141.83M
Cabbages, cauliflower, kale, fresh or chilled	\$94.32M	\$460.07M
Onions, shallots, garlic, leeks, frozen or chilled	\$69.17M	\$240.04M
Lettuce and chicory, fresh or chilled	\$67.53M	\$495.97M
Leguminous vegetables, shelled or not, frozen or chilled	\$3.71M	\$101.78M
Manioc, Jerusalem artichokes, sweet potatoes and similar roots and tubers	\$2.78M	\$91.80M



United States Vegetable Production

This table is for illustrative purposes. The data shows **EXPORTS** as percent of US grown product using ERS numbers. It does not include **IMPORTS**.

	Value of 2023 Utilized Production (ERS)	2023 Value Exported to Canada	% Exported to Canada
Artichokes	64.24M	0	0
Asparagus	72.09M	72.33M	100%
Beans Snap	365.42M	-	-
Cabbage	597.60M	186.64M	31%
Cantaloupe	320.69M	-	-
Carrot & turnips	1.823B	116.46M	6%
Cauliflower & Broccoli	1.648B	245.141M	15%
Corn, sweet	999.94M	63.547M	6%
Cucumber	289.62M	57.915M	.02%
Lettuce, head	1.545B	0	0
Lettuce, leaf & romaine	3.28B	401.078M	12%
Onion	1.510B	217.406M	14%
Pea	103.19M	-	-
Pepper, bell	612.61M	0	0
Pumpkin	235.49M	0	0
Spinach	730.55M	0	0
Squash	215.41M	0	0
Sweet potato	676.03M	50.034M	7%
Tomato	2.758B	304.328M	11%
Watermelon	787.33M	164.181	-



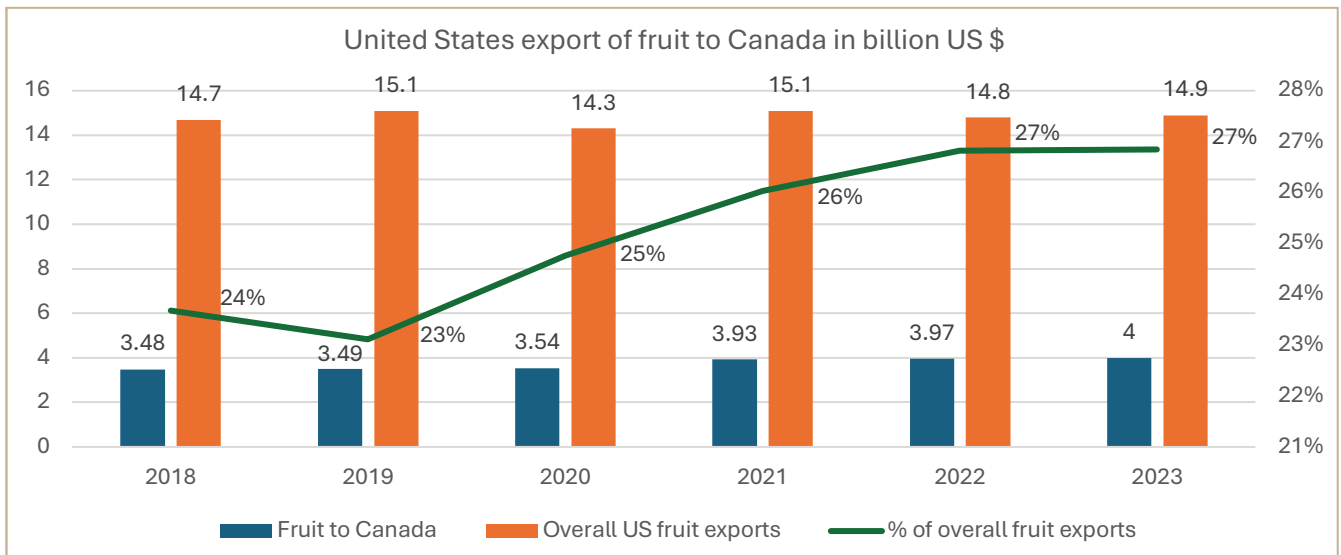
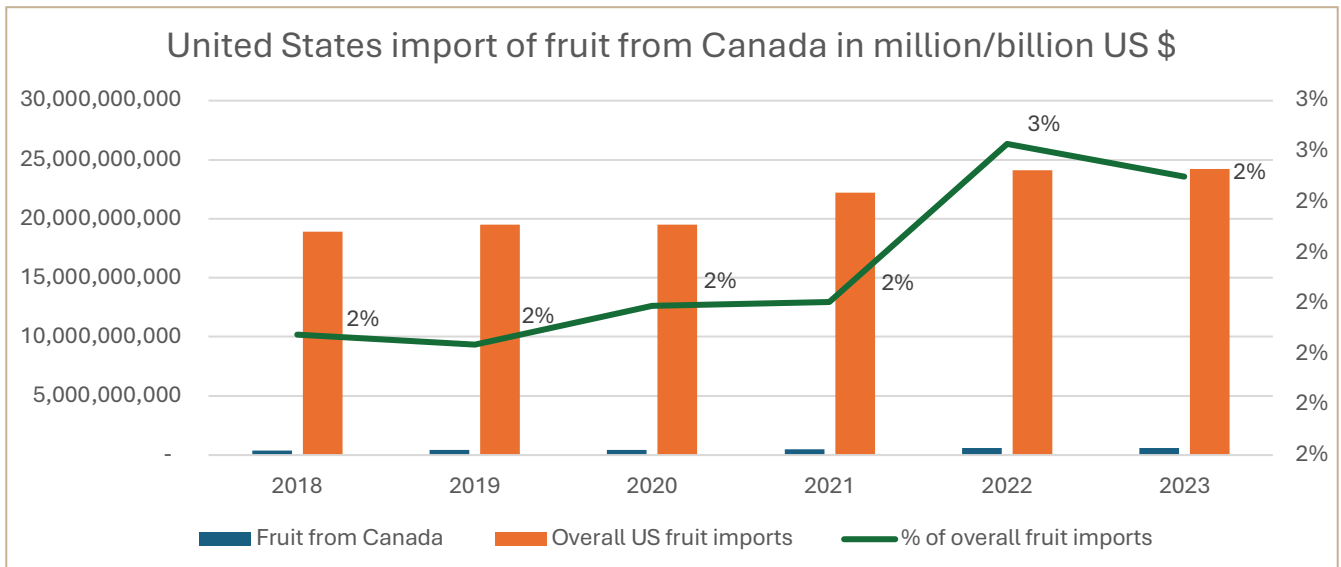
Fruit

United States **IMPORTS** from Canada of Edible fruits, nuts, peel of citrus fruit, melons was US\$592.98 Million during 2023.

United States **EXPORTS** of edible fruits, nuts, peel of citrus fruit, melons to Canada was US\$4 Billion during 2023, according to the United Nations COMTRADE database updated February of 2025.

Tariffs will make US products less competitive in Canada will driving up the costs of Canadian products in the US.

Edible fruits, nuts, peel of citrus fruit, melons	US Imports from Canada in 2023	US Exports to Canada in 2023
Fruit not specified elsewhere, fresh	\$219.54M	\$1.16B
Apples, pears and quinces, fresh	\$38.03M	\$216.74M
Apricots, cherries, peaches, plums and sloes, fresh	\$26.88M	\$236.88M
Fruit dried not specified elsewhere, mixtures of nuts or dried fruit	\$2.46M	\$49.83M
Melons and papayas, fresh	\$1.43M	\$294.29M
Nuts not specified elsewhere, fresh or dried	\$1.23M	\$336.05
Dates, figs, pineapples, avocados, fresh or dried	\$845.69K	\$290.88M
Grapes, fresh or dried	\$117.07K	\$401.50M
Coconuts, brazil nuts and cashew nuts, fresh or dry	\$52.41K	\$21.24M
Citrus fruit, fresh or dried	\$43.79K	\$299.30M
Bananas and plantains, fresh or dried	\$141.68K	\$506.57M



United States Fruit Production

This table is for illustrative purposes. The data shows **EXPORTS** as percent of US grown product using ERS numbers. It does not include **imports**.

	Value of 2023 Utilized Production (ERS)	2023 Value Exported to Canada	% Exported to Canada
Apple	3.043B	170.168M	6%
Apricot	49.02M	7.873M	16%
Avocado	250.25M	117.205M	47%
Blueberry cultivated	1.028B	279.144M	27%
Cherry, sweet	636.31M	131.965M	21%
Cherry, tart	38.90M	0	0
Cranberry	301.11M	0	0
Date	181.29M	22.197M	12%
Grape	6.833B	372.369M	5%
Kiwifruit	77.84M	-	-
Papaya	6.47M	17.446M	270%
Peach & Nectarine	896.15M	71.470M	8%
Pear	365.03M	46.402M	13%
Plum (CA)	140.04M	25.372M	18%
Prune (CA)	215.32M	-	-
Raspberry	372.20M	366.413	98%
Strawberry	3.398B	458.189M	13%



Utilized Production in 2023 – ERS USDA

	Utilized Production (Million Pounds)	Imports (Million Pounds)	Supply (Million Pounds)	Exports (Million Pounds)	Domestic Availability (Million Pounds)	Per Capita Availability (Pounds)
Apple	6,513.0	219.9	6,732.9	1,347.1	5,385.8	16.11
Apricot	39.5	1.3	40.8	11.7	29.2	0.09
Avocado	312.4	2,781.1	3,093.5	10.0	3,083.5	9.20
Banana	4.7	8,996.5	9,001.3	49.1	8,952.2	26.71
Blueberry	395.2	558.5	953.7	76.5	877.2	2.62
Grapes	1,787.0	1,644.4	3,431.4	544.2	2,887.2	8.63
Kiwi	71.8	178.5	250.3	18.7	231.7	0.69
Mango		1,221.9	1,221.9	12.3	1,209.6	3.61
Papaya	9.2	501.2	510.4	5.7	504.7	1.51
Peach & Nectarine	835.9	71.3	907.2	100.6	806.6	2.41
Pears	948.0	171.3	1,119.3	243.2	876.0	2.60
Pineapple		2,811.0	2,811.0	13.3	2,797.7	8.35
Raspberry	66.0	303.0	368.9	37.6	331.4	0.99
Strawberry	2,238.2	588.5	2,826.8	292.7	2,534.0	7.56
Grapefruit	438.7	50.3	489.0	48.0	441.0	1.32
Lemon	1,398.0	363.7	1,761.7	162.3	1,599.4	4.77
Lime		1,478.0	1,478.0	17.1	1,460.8	4.38
Orange	2,917.5	472.6	3,390.1	759.0	2,631.0	7.85
Tangerine	1,327.8	1,010.7	2,338.5	115.3	2,223.2	6.65
	19,302.9	23,423.7	42,726.6	3,864.4	38,862.1	116.0



Plants

United States **IMPORTS** from Canada of Live trees, plants, bulbs, roots, cut flowers was US\$790.46 Million during 2023. United States **EXPORTS** of live trees, plants, bulbs, roots, cut flowers to Canada was US\$273.94 Million during 2023, according to the United Nations COMTRADE database updated February of 2025.

Tariffs will make US products less competitive in Canada will driving up the costs of Canadian products in the US.

Live trees, plants, bulbs, roots, cut flowers	US Imports from China in 2023	US Exports to China in 2023
Live plants not specified elsewhere, cuttings, mushroom spawn	\$559.84M	\$216.22M
Cut flowers and buds for bouquets, prepared	\$109.24M	\$18.67M
Foliage, grasses for bouquets, prepared	\$89.67M	\$29.42K
Bulbs, tubers, chicory plants and roots not specified elsewhere	\$31.71K	\$9.63K

