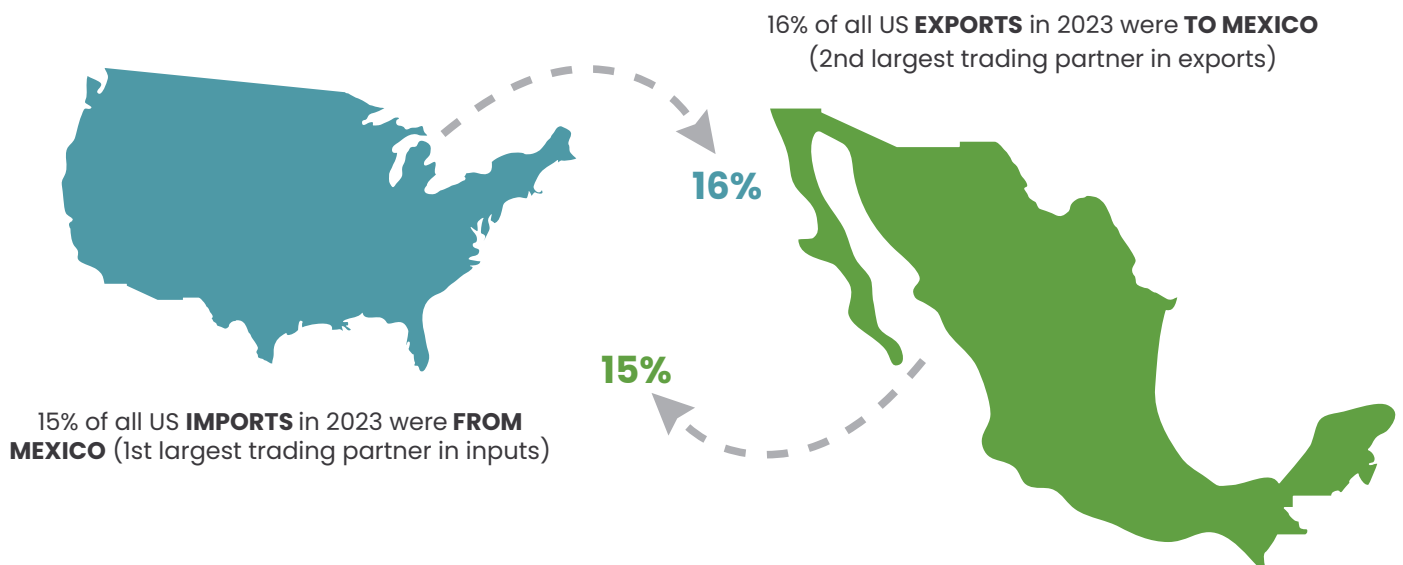


Fresh Fruit and Vegetable Industries:

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.

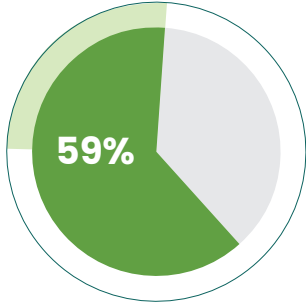
IFPA invites you to participate in industry advocacy efforts to influence trade policies and support measures that benefit the produce and floral industries. The Washington Conference is the premier event that unites all segments of the fresh produce and floral industry to address the most pressing public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

United States had \$US 156.82B trade deficit with Mexico 2023



Fruit: United States had \$US 9.71B fruit trade deficit with Mexico 2023

45%



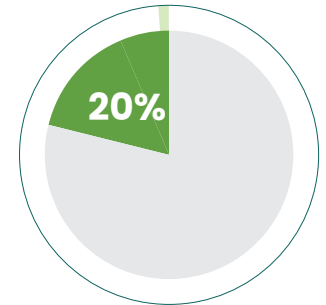
59% of the fresh fruit available to be consumed in the United States is **IMPORTED** (USDA ERS 2023)

45% of the fresh fruit **IMPORTED** by the United States is **FROM MEXICO** (ITC 2023)

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

8% of the fresh fruit **EXPORTED** by the United States is **TO MEXICO** (ITC 2023)

8%

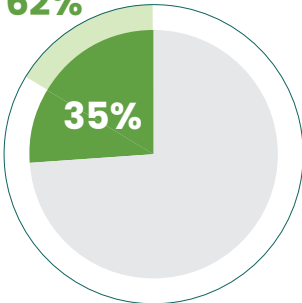


	Utilized US Production 2023	Imported Fruit 2023	Exported Fruit 2023	Available in US (Minus Shrink & Feed) 2023
USD \$	28.8B	24.2B (ITC)	14.9B (ITC)	
Pounds	19.3B	23.4B	3.9B	38.9B



Vegetables: US had \$US 8.84B vegetable trade deficit with Mexico 2023

62%



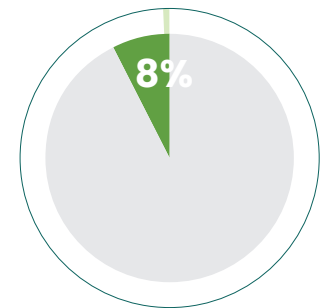
35% of the fresh vegetables available to be consumed in the United States is **IMPORTED** (USDA ERS 2023)

62% of the fresh vegetables **IMPORTED** by the United States are **FROM MEXICO** (ITC 2023)

8% of the fresh vegetables utilized production in pounds was **EXPORTED** from the United States (USDA ERS 2023)

13% of the fresh vegetables **EXPORTED** by the United States are **TO MEXICO** (ITC 2023)

13%



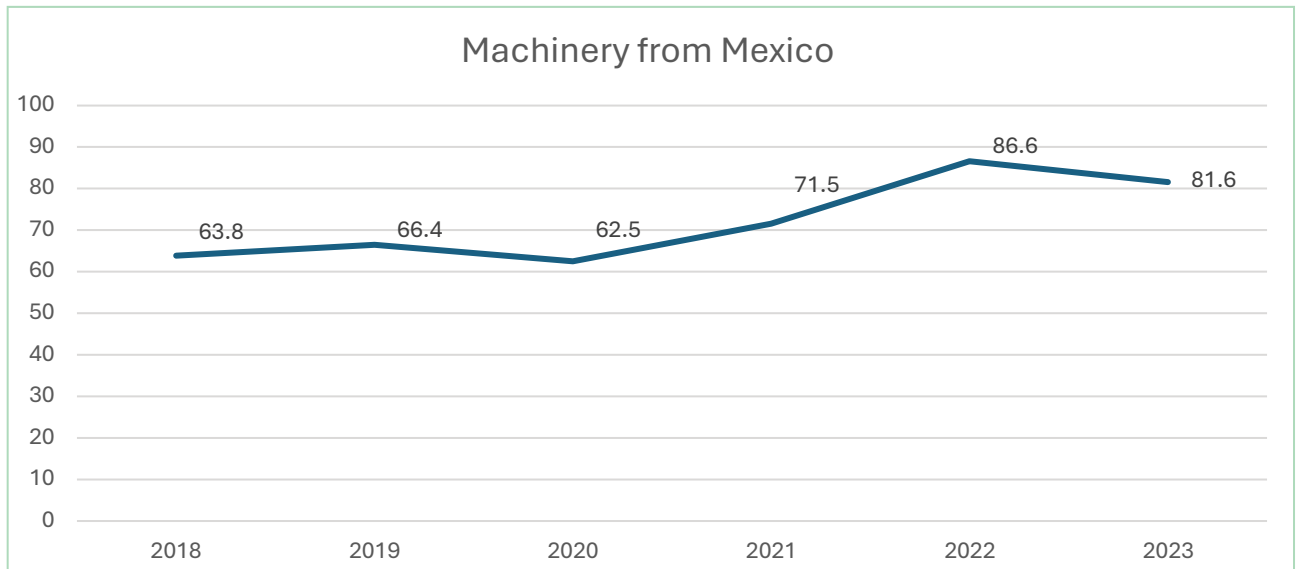
	Utilized US Production 2023	Imported Vegetables 2023	Exported Vegetables 2023	Available in US (Minus Shrink & Feed) 2023
USD \$	19.5B	12.3B	2.7B	-
Pounds	40B	17.7B	3B	50.3B

What are the Top 10 US Imports from Mexico?

United States **IMPORTS** from Mexico was US\$480.05 Billion during 2023, according to the United Nations COMTRADE updated on 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.

Top 10 United States Imports from Mexico	Value in 2023	% of Overall Import Value
1. Vehicles other than railway, tramway	\$130.03B	27%
2. Electrical, electronic equipment	\$85.56B	18%
3. Machinery, nuclear reactors, boilers	\$81.62B	17%
4. Mineral fuels, oils, distillation products	\$25.01B	5%
5. Optical, photo, technical, medical apparatus	\$22.33B	5%
6. Furniture, lighting signs, prefabricated buildings	\$13.36B	3%
7. Beverages, spirits and vinegar	\$11.75B	2%
8. Commodities not specified according to kind	\$10.91B	2%
9. Edible fruits, nuts, peel of citrus fruit, melons	\$10.86B	2%
10. Edible vegetables and certain roots and tubers	\$9.53B	2%



What are the Top 10 US Exports to Mexico?

United States **EXPORTS** to Mexico was US\$323.23 Billion during 2023, according to the United Nations COMTRADE database updated February of 2025.

There was a US\$156.82 billion trade deficit between the US and Mexico in 2023 with the US exporting less to Mexico.

Top 10 United States Exports to Mexico	Value in 2023	% of Overall Value
1. Electrical, electronic equipment	\$51.60B	16%
2. Machinery, nuclear reactors, boilers	\$45.71B	14%
3. Mineral fuels, oils, distillation products	\$45.07B	14%
4. Vehicles other than railway, tramway	\$28.36B	9%
5. Plastics	\$21.20B	7%
6. Optical, photo, technical, medical apparatus	\$10.14B	3%
7. Commodities not specified according to kind	\$9.71B	3%
8. Articles of iron or steel	\$7.51B	2%
9. Cereals	\$6.90B	2%
10. Organic chemicals	\$6.83B	2%

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

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\$15.58 billion trade deficit with Mexico.

United States imports/exports from Mexico that affect the produce and floral industries	US Import from Mexico Value in 2023	% of Overall Value of US Imports from Mexico	US Export to Mexico Value in 2023	% of Overall Value of US Exports to Mexico	US Trade Deficit/Surplus
Edible fruits, nuts, peel of citrus fruit, melons	\$10.86B	2%	\$1.15B	.4%	(9.71B)
Edible vegetables & certain roots and tubers	\$9.53B	2%	\$690.28M	.2%	(8.83B)
Paper & paperboard, articles of pulp, paper & board	\$1.54B	.3%	\$4.27B	1%	2.73B



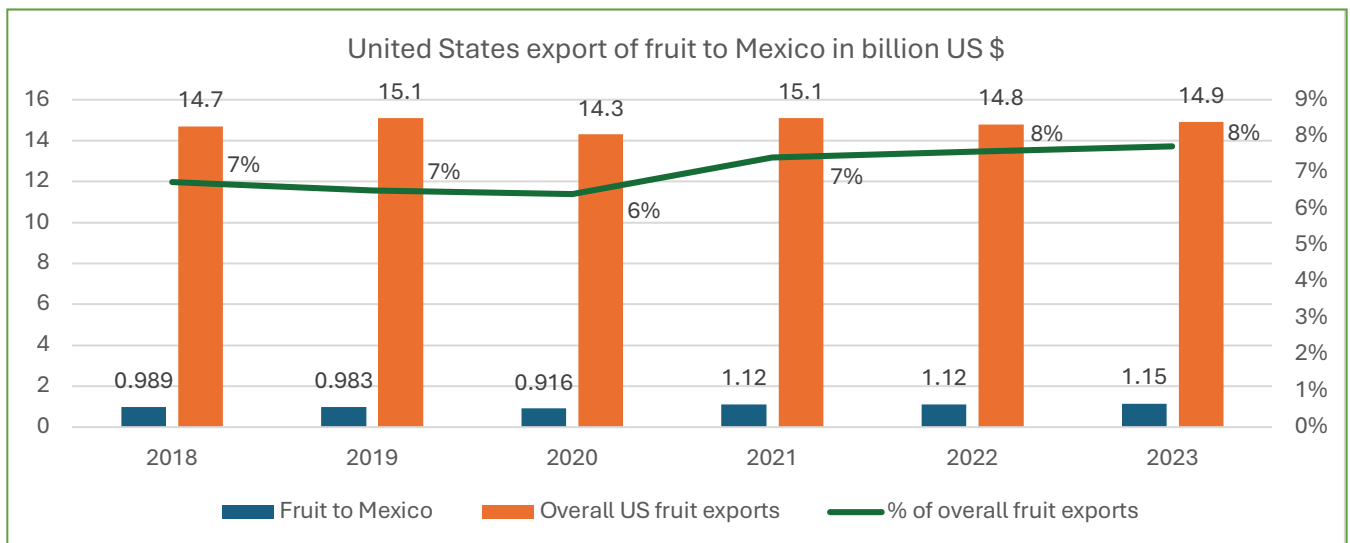
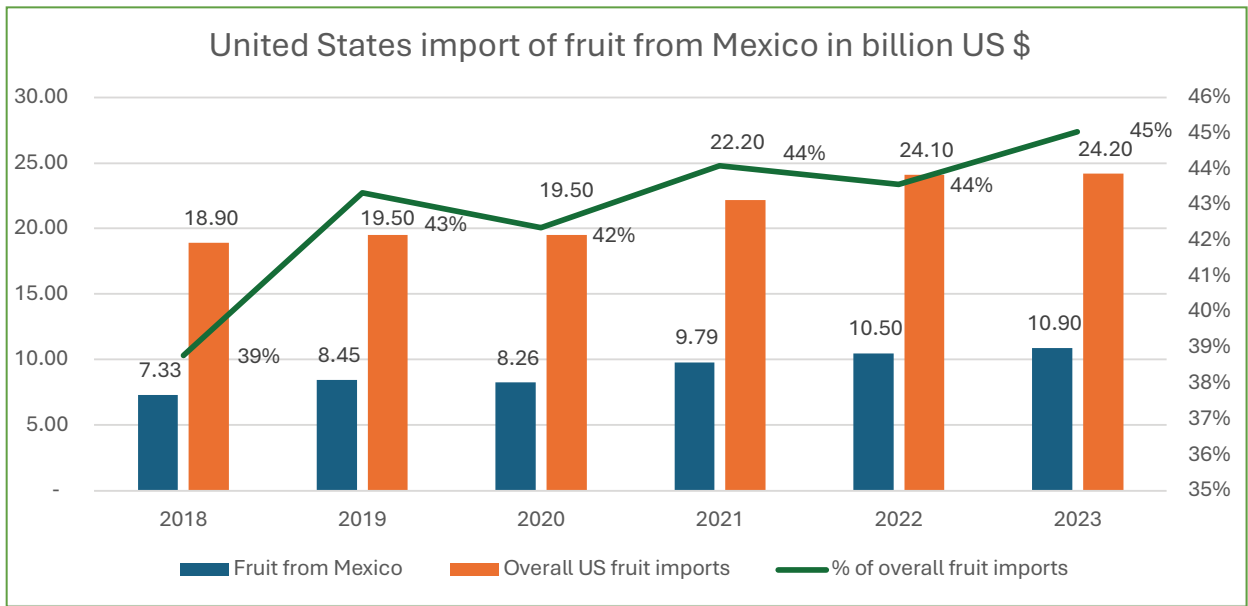
Fruit

United States **IMPORTS** from Mexico of Edible fruits, nuts, peel of citrus fruit, melons was US\$ 10.86 Billion during 2023.

United States **EXPORTS** of edible fruits, nuts, peel of citrus fruit, melons to Mexico was US\$1.15 Billion during 2023, according to the United Nations COMTRADE database updated February of 2025.

Tariffs will make US products less competitive in Mexico will driving up the costs of Mexican products in the US.

Edible fruits, nuts, peel of citrus fruit, melons	US Imports from Mexico in 2023	US Exports to Mexico in 2023
Fruit not specified elsewhere, fresh	\$3.96B	\$81.32M
Apples, pears and quinces, fresh	\$23.32K	\$421.84M
Apricots, cherries, peaches, plums and sloes, fresh	\$2.11M	\$90.55M
Fruit dried not specified elsewhere, mixtures of nuts or dried fruit	\$6.21M	\$31.04M
Melons and papayas, fresh	\$611.96M	\$15.21M
Nuts not specified elsewhere, fresh or dried	\$545.81M	\$243.99M
Dates, figs, pineapples, avocados, fresh or dried	\$3.40B	\$17.93M
Grapes, fresh or dried	\$851.82M	\$169.54M
Coconuts, brazil nuts and cashew nuts, fresh or dry	\$28.04M	\$2.67M
Citrus fruit, fresh or dried	\$892.53M	\$56.46M
Bananas and plantains, fresh or dried	\$229.38M	\$54.76K



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 Mexico	% Exported to Mexico
Apple	3.043B	331.252M	11%
Apricot	49.02M	1.803M	4%
Avocado	250.25M	0	0
Blueberry cultivated	1.028B	2.901M	0
Cherry, sweet	636.31M	24.013M	4%
Cherry, tart	38.90M	0	0
Cranberry	301.11M	0	0
Date	181.29M	12.860M	7%
Grape	6.833B	162.995M	2%
Kiwifruit	77.84M	-	-
Papaya	6.47M	175K	3%
Peach & Nectarine	896.15M	50.500M	6%
Pear	365.03M	90.527M	25%
Plum (CA)	140.04M	12.336M	9%
Prune (CA)	215.32M	-	-
Raspberry	372.20M	0	0
Strawberry	3.398B	70.024M	2%



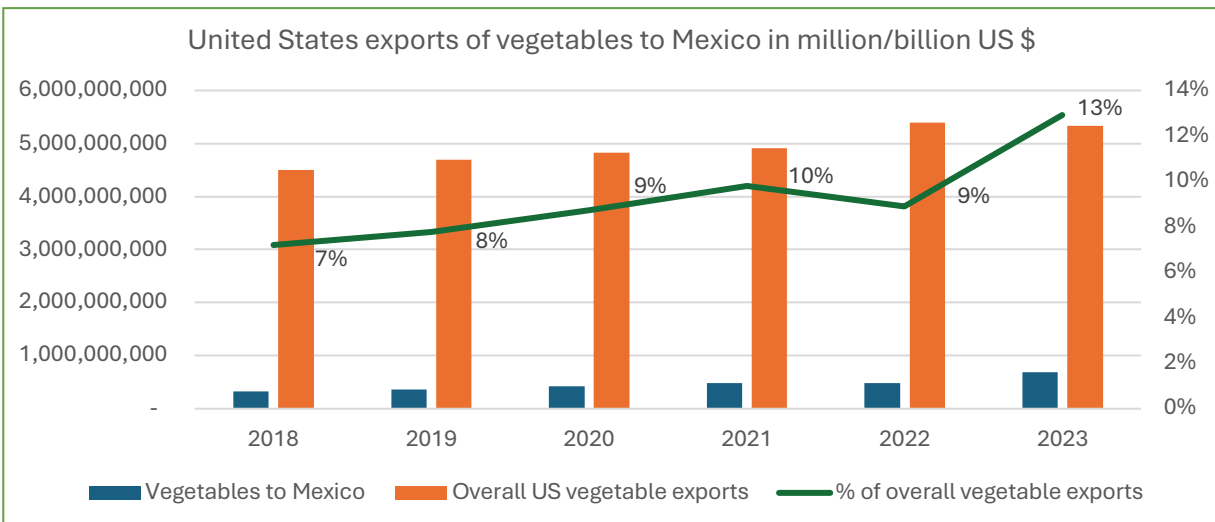
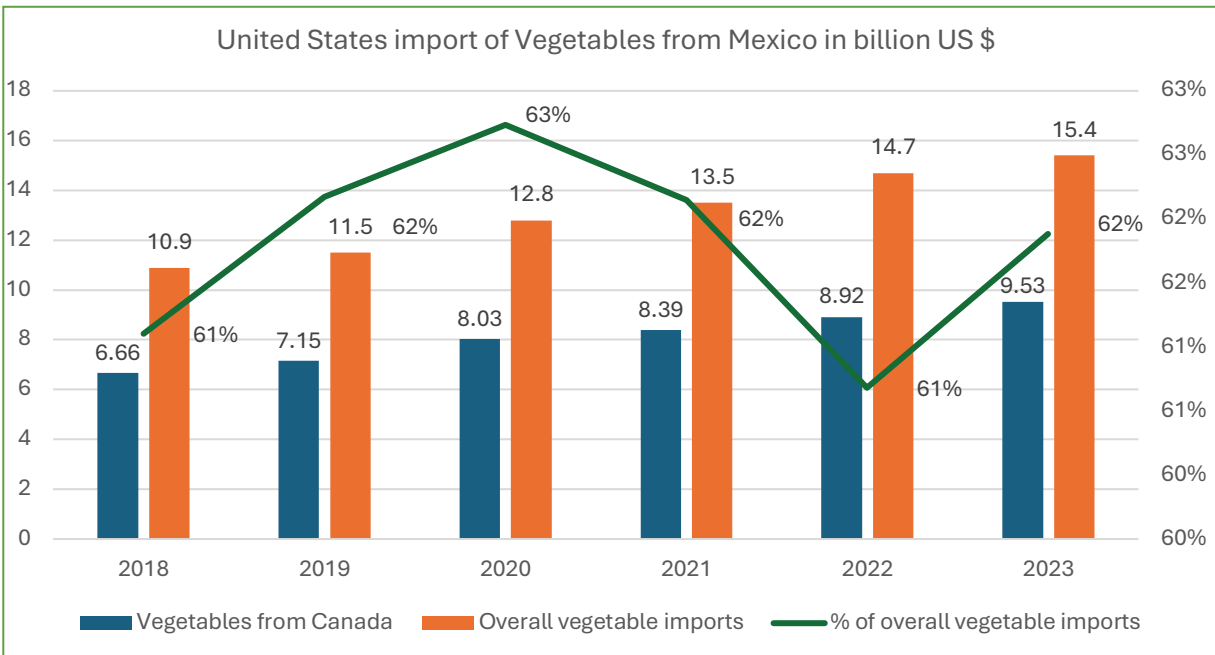
Vegetables

United States **IMPORTS** from Mexico of Edible vegetables and certain roots and tubers was US\$9.53 Billion during 2023.

United States **EXPORTS** of edible vegetables and certain roots and tubers to Mexico was US\$690.28 million during 2023, according to the United Nations COMTRADE database updated February of 2025.

Tariffs will make US products less competitive in Mexico and will driving up the costs of Mexican products in the US.

Edible vegetables and certain roots and tubers	US Imports from Mexico in 2023	US Exports to Mexico in 2023
Cucumbers and gherkins, fresh or chilled	\$841.90M	\$584.46K
Potatoes (except sweet potatoes), fresh or chilled	\$35.20K	\$120.98M
Tomatoes, fresh or chilled	\$2.82B	\$5.64M
Carrots, turnips and other edible roots, frozen or chilled	\$135.59M	\$6.91M
Cabbages, cauliflower, kale, fresh or chilled	\$731.36M	\$29.38M
Onions, shallots, garlic, leeks, frozen or chilled	\$454.42M	\$51.61M
Lettuce and chicory, fresh or chilled	\$517.04M	\$36.69M
Leguminous vegetables, shelled or not, frozen or chilled	\$185.82M	\$13.96M
Manioc, Jerusalem artichokes, sweet potatoes and similar roots and tubers	\$29.32M	\$6.02M
Vegetables not specified elsewhere, fresh or chilled	\$3.08B	\$56.14M



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 Mexico (ITC)	% Exported to Mexico
Artichokes	64.24M	0	0
Asparagus	72.09M	508K	1%
Beans Snap	365.42M	-	-
Cabbage	597.60M	13.327M	2%
Cantaloupe	320.69M	-	-
Carrot & turnips	1.823B	6.873M	.4%
Cauliflower & Broccoli	1.648B	7.310M	.4%
Corn, sweet	999.94M	0	0
Cucumber	289.62M	589K	.2%
Lettuce, head	1.545B	0	0
Lettuce, leaf & romaine	3.28B	29.298M	.9%
Onion	1.510B	48.970M	3.2%
Pea	103.19M	0	0
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	5.516M	.8%
Tomato	2.758B	5.639M	.2%
Watermelon	787.33M	755K	-



Paper

United States **IMPORTS** from Mexico of Paper and paperboard, articles of pulp, paper and board was US\$1.54 Billion during 2023.

United States **EXPORTS** of paper and paperboard, articles of pulp, paper and board to Mexico was US\$4.27 Billion during 2023, according to the United Nations COMTRADE database updated on February of 2025.

Tariffs will make US products less competitive in Mexico will driving up the costs of Mexican products in the US.



Paper (selected categories that will affect produce and floral industries)	US Imports from Mexico Value in 2023	US Exports to Mexico Value in 2023
Cartons, boxes, cases, other packing containers, of paper, paperboard	\$462.66M	\$1.10B
Other uncoated paper and paperboard (in rolls or sheets)	\$12.96M	\$461.23M
Uncoated kraft paper and paperboard (in rolls or sheets)	\$27.07M	\$735.40M
Labels of paper or paperboard, printed or not	\$111.02M	\$188.99M
Paper and paperboard, corrugated, creped, crinkled, embossed, perforated	\$7.54M	\$233.14M

