

# TRADE

## Expanding International Trade for the Fresh Produce Industry

The U.S. fruit and vegetable industry and American consumers are highly dependent upon international trade. Therefore, both exports and imports of fresh fruits and vegetables continue to play a greater role in the business viability of fresh produce providers. Consumers today demand 24-7 availability of produce commodities regardless of geographical growing season. With this diversity, United Fresh has always supported free and fair trade globally, seeking to open markets to U.S. products while committing to reciprocal access for products to the United States.

As specific patterns of trade vary greatly among different commodities, current trade activities have obscured foreign market opportunities and expansion for the U.S. produce industry. At the same time, some parts of the domestic produce industry continue to face challenges and business strains from foreign market competitors where growing seasons overlap and cost of production varies.

Of particular interest are the current trade irritants between China and the U.S., which specifically impact the produce industry. In addition, the now concluded and modernized NAFTA agreement, called the U. S. Mexico Canada Agreement (USMCA) has great interest for the North American fresh produce industry. Finally, the beginning steps to establish agreements with Japan, the European Union and Great Britain also will have an impact on our industry. Throughout these trade issues, United Fresh will continue to work toward free and fair-trade for the fresh produce industry. Gaining access to export markets is critical for U.S. growers, and the U.S. needs to apply the same standards in considering imports as we expect from other countries.

### Policy Priorities

- Congress must work to ensure passage of the US-Mexico-Canada Agreement (USMCA), which will provide greater certainty for United Fresh members. In addition, we must continue to find solutions that can enhance the competitiveness of U.S. growers without having unintended consequences that impact the flow of trade in North America.
- United Fresh will continue to work with Administration and Congress as they pursue other trade agreements that can benefit the fresh produce industry and establish long-term certainty for businesses in our industry.
- As the Administration continues to utilize trade mitigation strategies and resources to offset current international market challenges, United Fresh will work with them to identify efficiencies and programs that can help ensure these types of programs work effectively for the fresh produce industry.

### Trade by the Numbers

- Total fresh fruit and vegetable exports worldwide were over \$7 billion in 2016.
- The United States has the lowest consumer expenditure of food consumed at home in the world at 6.4%.
- Over the last five years, overall fresh fruit and vegetable sales to our NAFTA partners have totaled more than \$25.1 billion.
- U.S. Agricultural exports to NAFTA countries directly and indirectly supported 509,332 jobs in 2016.
- NAFTA accounts for 16% of global trade and supports 14 million American jobs.
- Trilateral trade between Canada, Mexico and the U.S. grew 370 percent between 1994 and 2016.