

The Right Honourable Mark Carney, P.C., M.P.
Prime Minister of Canada
Office of the Prime Minister
80 Wellington Street Ottawa, ON
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President Donald J. Trump
President of the United States
The White House
1600 Pennsylvania Avenue NW Washington, DC
20500

President Claudia Sheinbaum Pardo
President of Mexico
Palacio Nacional
Plaza de la Constitución S/N, Centro Histórico
Ciudad de México, C.P. 06066, México

RE: Protecting North America's Fresh Produce Market Ahead of the CUSMA /USMCA/T-MEC Review

Dear Prime Minister Carney, President Trump, and President Sheinbaum:

On behalf of members of North America's fresh produce sector, we are writing to express our strong support for the full 16-year renewal of the Canada-United States-Mexico Agreement (CUSMA)/ U.S.-Mexico-Canada Agreement (USMCA)/ Tratado entre México, Estados Unidos y Canadá (T-MEC).

The global fresh fruit and vegetable supply chain is one of the most deeply integrated in the world, and the North American market is particularly interdependent. Our countries rely on cross-border trade to meet year-round consumer demand and ensure food security. This complementary, seamless exchange supports growers in all three countries and has historically allowed for efficient and affordable access to a wide variety of fresh fruits and vegetables for the benefit of consumers across North America.

In order to meet year-round expectations from customers, many U.S. firms, from California to the East Coast, have sourcing arrangements in Mexico and Canada. Similarly, many Canadian distributors rely on sourcing arrangements in Mexico and the U.S. These relationships, whether vertically integrated or long-standing partnerships, reflect a highly coordinated and interdependent North American supply chain. Furthermore, integrated trade in agricultural inputs — from fertilizers to substrates for indoor farms to equipment and technology — supports grower competitiveness and drives economic growth in all three countries.

The three countries consistently remain each other's top agricultural trading partners. The United States remains Canada's largest agricultural trading partner, accounting for approximately 62% of Canada's agricultural exports and approximately 54.8% of Canada's agricultural imports. In 2024, Canada imported close to half of their fresh produce, \$5.5 billion in imports, from the United States, as well as approximately \$3 billion in fresh produce from Mexico. Canada exported just over \$4.5 billion in fresh

produce to the United States, representing more than 97% of total Canadian fresh produce exports¹. Similarly, Mexico is an important market for Canadian horticultural goods, importing \$1.3 billion in produce, led by apples².

Total U.S. agricultural exports to Mexico reached a record value of \$30.6 billion in 2025³, underscoring Mexico's role as a major destination for U.S. agricultural products

Within fresh produce specifically, Mexico remains one of the United States' most important North American markets, following closely behind Canada as the second-largest destination for U.S. fresh produce exports. The United States exported over \$3.5 billion of fresh produce to Canada and \$1.7 billion to Mexico in 2025. The U.S. also imported \$16.5 billion of produce from Mexico, ⁴accounting for 80% of total U.S. produce imports⁵. Together, these figures demonstrate that fresh produce trade with Mexico is not only growing, but also central to the economic strength of North America's integrated agricultural marketplace.

The fresh produce industry is a major economic driver across North America. In Canada, the fresh produce supply chain contributes an estimated \$18.6 billion to GDP and supports 188,000 jobs in communities across the country⁶. In the United States, the fresh produce and floral supply chain supports an estimated 2.2 million jobs and generates over \$120 billion in labor income, reflecting its critical role in the national economy and food system.⁷

Trade with Mexico further reinforces this economic activity. Across Texas, New Mexico, Arizona, and California, Mexico-grown produce imports were associated with an estimated \$40.8 billion in economic impact and supported nearly 300,000 U.S. jobs⁸.

Tariff-free and fair international trade across North America in fresh produce not only offers important economic growth opportunities for businesses, but also ensures consumers continue to have access to safe, affordable, and healthy fresh food options year-round. For the fresh produce sector, this integrated market supports supply chain efficiency, long-term business planning, and the stability needed to keep product moving reliably across North America.

We fully understand and support each country's need to ensure food security for its citizens and the right to respond to illegitimate trade practices. Our organizations recognize the importance of a secure food supply and are strongly supportive of the existing rules to combat such behaviour.

Non-tariff barriers or overly restrictive or uncoordinated trade measures have immediate and far-reaching impacts on North America's highly integrated fresh produce supply chains, where timing, efficiency, and predictability are critical. Beyond short-term disruptions, such measures can distort market signals and incentivize shifts in production away from commodities subject to unfair or

¹ Statistics Canada, 2025

² Agriculture and Agri-Food Canada. "Market Overview – Mexico

³ USDA, USMCA, Canada, & Mexico – Mexico: Trade & FDI, 2026

⁴ U.S. Department of Agriculture Global Agriculture Trade System (GATS)u, 2026

⁵ International Trade Center, 2025

⁶ Conference Board of Canada, 2025

⁷ [fresh-produce-and-floral-economic-impact-study-report.pdf](#)

⁸ Ribera, Luis. "[Economic Impact of U.S. Imports of Fresh Produce From Mexico by 2030 CNAS Issue Brief 2023-01.](#)" Texas A&M, Center for North American Studies, 2023

unpredictable trade conditions toward alternative crops. These shifts can occur quickly, altering supply-demand balances across the region and creating unintended competitive pressures for growers in all three countries. The resulting instability and unpredictability in production decisions can ripple throughout the value chain—affecting input suppliers, distributors, retailers, and ultimately the long-term viability of growers themselves.

Given the perishable nature of fresh produce, even minor disruptions—such as inconsistent or misaligned regulatory application, unjustified inspections, or unilateral measures—can delay shipments, increase costs, and erode established commercial relationships. Importantly, the CUSMA/USMCA/T-MEC framework already provides robust, rules-based mechanisms to ensure trade is conducted fairly, transparently, and predictably. Maintaining confidence in and reliance on these tools to resolve issues collaboratively is essential to preserving market stability, supporting investment, and reinforcing the integrity of an integrated North American agricultural marketplace.

As your governments review the Agreement, we urge all parties to consider the following recommendations to safeguard the benefits of North America’s integrated fresh produce market and refrain from measures that could disrupt supply, increase costs, or limit consumer choice.

- **Do No Harm:** Given the high degree of integration across the North American fresh produce supply chain, we urge all three governments to approach the review with this principle front-and-centre at all times.
- **Maintain Rules-Based, Tariff-Free Trade:** Of utmost importance is ensuring continuity of rules-based, tariff-free access for fresh produce across North America through a strong, effective, and trilateral agreement that supports certainty, competitiveness, and long-term investment throughout the region.
- **Promote Regulatory Alignment, Consistency and Harmonization:** We encourage all three governments to enhance coordination and alignment of regulatory standards, inspection practices, and implementation approaches across North America. Negotiations should be focused on improving the efficient and uninterrupted flow of fresh produce between partner nations by creating simplified, harmonized systems and regulations, driving down costs, and ensuring affordability for North American consumers, reducing unnecessary delays and improving predictability for businesses.

The review of the CUSMA/USMCA/T-MEC is an opportunity to reaffirm North America’s commitment to fair and efficient trade and to maintain the current Agreement’s provisions with respect to fresh fruits and vegetables. Ensuring a stable, predictable trading environment is critical to supporting grower profitability, long-term investment, and the continued viability of the fresh produce sector across the region. Free and fair produce trade also supports access to healthy fruits and vegetables across all three countries, a clear shared interest. Our organizations strongly urge our governments to preserve rules-based, tariff-free access for fresh produce across North America.

Sincerely,

CPMA ACDFL
CANADIAN PRODUCE MARKETING ASSOCIATION
ASSOCIATION CANADIENNE DE LA
DISTRIBUTION DE FRUITS ET LÉGUMES



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ASSOCIATION OF THE AMERICAS



INTERNATIONAL
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Asociación Mexicana de Horticultura Protegida
Asociación Nacional de Exportadores de Berries de México
Asociación Nacional de Procesadores de Cítricos
Asociación Agrícola Local de Productores de Uva de Mesa
Asociación de Organismos de Agricultores del Norte del Estado de Sonora
Asociación de Productores y Empacadores Exportadores de Aguacate de México
Asociación de Productores de Frutas y Hortalizas de Caborca
Asociación de Productores de Hortalizas del Yaqui y Mayo
Comisión para la Investigación y Defensa de las Hortalizas de Sinaloa
Confederación de Asociaciones Agrícolas del Estado de Sinaloa