



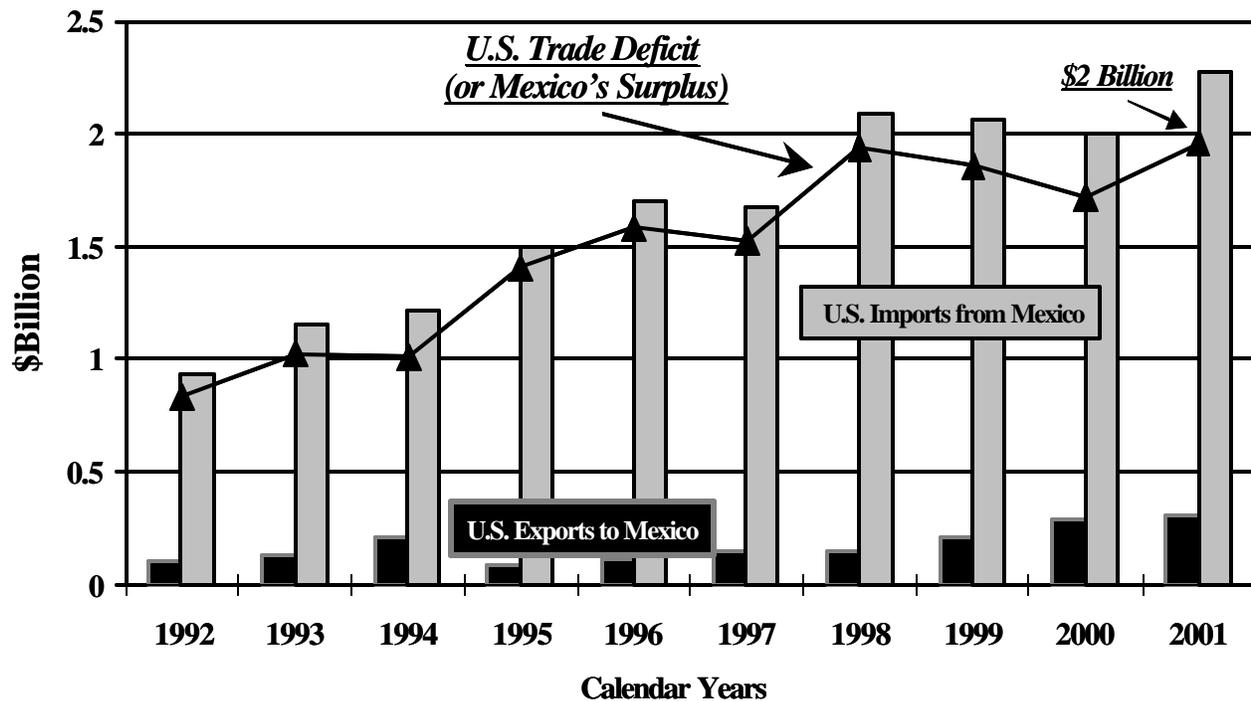
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World Horticultural Trade and U.S. Export Opportunities

U.S./Mexico Fresh Fruits and Vegetables Trade: *Overall Trend Favors Mexico*



Source: U.S. Bureau of the Census

Mexico is the top supplier of horticultural products to the United States and the leading provider of fresh fruits and vegetables. Since the implementation of NAFTA, two-way trade between the United States and Mexico in fresh fruits and vegetables has increased substantially. According to U.S. Census Bureau data, from calendar years 1994 through 2001, U.S. imports of fresh fruits and vegetables from Mexico increased from \$1.2 billion to \$2.3 billion. Meanwhile, exports of fresh produce from the United States to Mexico expanded from nearly \$210 million to \$310 million over the same period. While Mexico has maintained a trade surplus in fresh fruits and vegetables with the United States for many years, this surplus (or U.S. deficit) has expanded significantly in the past decade. A stronger U.S. dollar vis-à-vis the Mexican peso and increased consumption of fresh produce by U.S. consumers have been partially responsible for the increasing Mexican trade surplus. However, U.S. industry groups have cited a number of other factors as also contributing to the growing trade imbalance. These include: Mexico's phytosanitary policies, increased import documentation requirements and the closing of certain border crossing points. Major U.S. produce exports to Mexico include fresh apples, pears, and table grapes. Fresh tomatoes, onions, and peppers are the top produce the United States imports from Mexico.

[Check Out the New U.S. Trade Internet System Website. Go to
<http://www.fas.usda.gov/ustrade>]