

International Trade in Horticultural Plants – Trends and Observations

Craig Regelbrugge, EVP
Advocacy and Research
AmericanHort
September 20, 2022



About AmericanHort

- National trade organization representing greenhouse and nursery horticulture and associated market chain
- Advocacy, Research, Education, Networking, Commerce



About the Industry

- Greenhouse and nursery plants represent 1/3 of total value of U.S. specialty crop production
- ~\$17 billion at farmgate
- Produced in nearly every state
- Total economic output of all industry sectors nearly \$350 billion





“Bummer of a birthmark, Hal!”

Invasive Pest Concerns



International Plant Commerce

- Net importer, but...nuances
- New variety acquisition
 - Smaller volumes
 - Episodic
 - Breeding and selection vs. wild collection
- Commercial volume imports
 - Mostly young plants, unrooted cuttings, etc.
 - Relatively little “finished” material
 - Canada an exception



Regulatory Landscape

- Historic regulatory philosophy (Quarantine 37)
- Postentry quarantine
- Prohibited taxa, Nat'l Clean Plant Network
- “Not Authorized Pending Pest Risk Analysis”
 - Taxa restricted by country/commodity
 - Import history considered
 - Controlled import permits



Plant Certification Innovations

- Offshore Greenhouse Certification Program
 - Unrooted cuttings of generally admissible plants
 - Standards for facility design, operation, sanitation, etc.
 - Reduced frequency of inspection expedites supply chain
- Systems Approach to Nursery Certification
 - Domestic production
 - Systems approach based on facility risk assessment
 - Lessons learned, possibilities for future



Other Considerations

- There is no “zero risk” as long as we have humans
- We are encouraging commerce in low-risk forms
 - Tissue culture, unrooted cuttings, bare-root etc.
- Balance, vs. false promise of bans/prohibition



Questions?

