International Trade in Horticultural Plants – Trends and Observations

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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."
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?