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October 15, 2013

Douglas M. Bell
Chair, Trade Policy Staff Committee
Office of the U.S. Trade Representative
600 17th Street
Washington, DC 20508

Dear Mr. Bell:

The Northwest Horticultural Council and Northwest Fruit Exporters submit the following comments to assist the Trade Policy Staff Committee (TCSP) identify trade barriers affecting United States exports for inclusion in the National Trade Estimate Report on Foreign Trade Barriers. The submission covers apples (0808.10), pears (0808.20), and cherries (0809.20).

Please let us know if the Northwest Horticultural Council or the Northwest Fruit Exporters can provide any additional information to assist the Office of the U. S. Trade Representative in its efforts to remove the barriers to trade facing U.S. deciduous tree fruits.

Thank you!

Sincerely,

NORTHWEST HORTICULTURAL COUNCIL

Mark Powers
Vice President

NORTHWEST FRUIT EXPORTERS

James Archer
Manager

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ARGENTINA

APPLES

- **Tariff**

Argentina assesses a 10 percent import duty on apples. A 0.5 percent statistical tax on imported apples is also charged. Imports from Mercosur countries are not assessed import duties or the statistical tax.

- **Export Subsidies**

Argentina provides export rebates for fresh fruit calculated on the price per metric ton FOB declared by the exporter. The export rebate for apples is 6 percent for cartons containing 2.5 kilos or less and 5 percent for cartons containing more than 2.5 kilos up to 20 kilos.

- **Potential Increase in Exports**

The potential yearly increase in export sales is estimated at less than $5 million once the tariff and export rebate program are eliminated and phytosantiary access is once again obtained.

PEARS

- **Tariff**

Argentina assesses a 10 percent import duty on pears. A 0.5 percent statistical tax on imported pears is also charged. Imports from Mercosur countries are not assessed import duties or the statistical tax.

- **Export Subsidies**

Argentina provides export rebates for fresh fruit calculated on the price per metric ton FOB declared by the exporter. The export rebate for pears is 6% for cartons containing 2.5 kilos or less and 5% for cartons containing more than 2.5 kilos up to 20 kilos.

Potential Increase in Exports

The potential yearly increase in export sales is estimated at less than $5 million once the tariff and export rebate program are eliminated and phytosanitary access is once again obtained.

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BANGLADESH

APPLES

- **Tariff**

Bangladesh assesses a 25 percent tariff on imported apples from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Bangladesh assesses a 25 percent tariff on imported cherries from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Bangladesh assesses a 25 percent tariff on imported pears from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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BOLIVIA

APPLES

- **Tariff**

Bolivia charges a 15 percent tariff on apples imported from the U.S. Fruit imports from the Andean Community (Colombia, Ecuador and Peru), Mercosur (Argentina, Brazil, Paraguay, Uruguay and Venezuela) and from Chile, enter duty free. The preferential tariff rate advantage provided to competitors in these countries effectively excludes U.S. apples from Bolivia.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Bolivia charges a 15 percent tariff on cherries imported from the U.S. Fruit imports from the Andean Community (Colombia, Ecuador and Peru), Mercosur (Argentina, Brazil, Paraguay, Uruguay and Venezuela) and from Chile, enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Bolivia charges a 15 percent tariff on pears imported from the U.S. Fruit imports from the Andean Community (Colombia, Ecuador and Peru), Mercosur (Argentina, Brazil, Paraguay, Uruguay and Venezuela) and from Chile enter duty free. The preferential tariff rate advantage provided to competitors in these countries effectively excludes USA Pears from Bolivia.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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BRAZIL

APPLES

- **Tariff**

Brazil charges a 10 percent import duty on fresh apples. This tariff serves as a significant barrier to Pacific Northwest apple exports to Brazil as apple imports from Mercosur enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Brazil charges a 10 percent import duty on fresh sweet cherries. This tariff serves as a significant barrier to Pacific Northwest cherry exports to Brazil.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Brazil imposes a 10 percent tariff on imported pears from the U.S. This tariff serves as a significant barrier to Pacific Northwest pear exports to Brazil as pear imports from Mercosur enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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ECUADOR

APPLES

- **Tariff**

Ecuador charges a 17 percent tariff on apples imported from the U.S. Fruit imports from the Andean Community (Bolivia, Colombia, and Peru), Mercosur (Argentina, Brazil, Paraguay, Uruguay and Venezuela) and from Chile, enter duty free. As a result, U.S. apples are effectively excluded from this Andean country.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Ecuador charges a 25 percent tariff on sweet cherries imported from the U.S. Fruit imports from the Andean Community (Bolivia, Colombia, and Peru), Mercosur (Argentina, Brazil, Paraguay, Uruguay and Venezuela) and from Chile, enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Ecuador charges a 17 percent tariff on pears imported from the U.S. Fruit imports from the Andean Community (Bolivia, Colombia, and Peru), Mercosur (Argentina, Brazil, Paraguay, Uruguay and Venezuela) and from Chile, enter duty free. As a result, U.S. pears are effectively excluded from this Andean country.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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EGYPT

APPLES

- **Tariff**

The European Union and the Arab Republic of Egypt have implemented trade liberalization commitments for agriculture under the Euro-Mediterranean Association Agreement. Under this agreement, in July of 2010, Egypt eliminated its tariff on apples imported from the European Union, while maintaining the 20 percent tariff on U.S. apples. As a result, apple growers in the Pacific Northwest are losing Egypt as a market and urge the Office of the U.S. Trade Representative to seek duty free access to Egypt for U.S. apples.

The loss of the Egyptian apple market will be significant. Exports to Egypt grew from $500,000 in 2003/2004 season to roughly $11 million during the 2009/10 season. Sales to Egypt since the 2009/10 season have declined 63 percent.

Apples from Washington state have been exported to Egypt for at least twenty years even though lengthy transit times, high transportation costs and high valued fruit place our growers at a disadvantage to European counterparts. The EU tariff preference increases the price differential between EU and U.S. apples to a reported six dollars per carton or roughly $6,000 per ocean container. Such a price disparity will undoubtedly increase loses in market share, regardless of promotional efforts or long term business relationships.

The loss of sales in Egypt is not the only concern. Interestingly, a small amount of apples exported to Egypt are then transshipped to Chad, Algeria, Libya and other North African countries. It is important to recognize that the impact of losing the Egyptian market has long term implications for market development in the entire North African region.

- **Potential Increase in Exports**

The benefit of obtaining duty free access is best measured in terms of preventing the loss of current market share and sales. This economic benefit is valued at between $5 million and $25 million per year.

CHERRIES

- **Tariff**

Egypt assesses a 5 percent tariff on sweet cherries imported from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

The European Union and the Arab Republic of Egypt have implemented trade liberalization commitments for agriculture under the Euro-Mediterranean Association Agreement. As a result, in July of 2010, Egypt eliminated its tariff on pears imported from the European Union, while maintaining the 20 percent tariff on U.S. pears. The Egyptian market for U.S pears is very small and growth is unlikely unless the tariff disparity with the EU can be eliminated.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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EUROPEAN UNION

The Northwest Horticultural Council has requested that USTR secure the elimination of the entry price system, safeguard mechanism and all tariffs affecting apples, pears and cherries under the Transatlantic Trade and Investment Partnership agreement.

APPLES

- **Tariff**

The European Union charges the following tariffs on apple imports priced at or above the minimum entry price:

Arriving	1/1 - 2/14	4.0 percent
Arriving	2/15- 3/31	4.0 percent
Arriving	4/1 - 6/30	free
Arriving	7/1 - 7/15	free
Arriving	7/16 – 7/31	free
Arriving	8/1 - 12/31	9.0 percent

The U.S. does not apply a tariff on imported apples.

- **Entry Price System**

The European Union's (EU) entry price system negatively impacts U.S. exports of apples, pears and sweet cherries. The system exposes importers to financial uncertainty and creates a disincentive to import U.S. fresh fruit into the EU.

Under the terms of the Uruguay Round agreement on agriculture, the EU reference price system for imports of fruits and vegetables was replaced with an entry price system. Products valued over the entry price are charged a fixed tariff. Products valued below the entry price are charged a tariff equivalent in addition to the fixed tariff. The tariff equivalent is graduated for products valued between 92 and 100 percent of the entry price. The fixed tariff and the full tariff equivalent are levied on imports valued at less than 92 percent of the entry price, making imports of lower-priced produce unfeasible.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff, tariff rate quota and entry price system are estimated at less than $5 million per year.

CHERRIES

- **Tariff and Tariff-Rate Quota**

The cherry season in the Pacific Northwest begins in June and ends in August. The European Union charges the following tariffs on sweet cherry imports priced at or above the minimum entry price:

Arriving	5/21 - 7/15	4.0 percent; in quota tariff for 800 metric tons
Arriving	6/1 - 6/15	12 percent
Arriving	6/16 - 7/15	6.0 percent
Arriving	7/16 - 7/31	12 percent
Arriving	8/1 - 8/10	12 percent
Arriving	8/11 – 12/31	12 percent

These tariffs significantly limit the amount of cherries that the U.S. can sell to the European Union. The U.S. does not apply a tariff or tariff rate quota on imported fresh sweet cherries.

- **Entry Price System**

The European Union's (EU) entry price system negatively impacts U.S. exports of apples, pears and sweet cherries. The system exposes importers to financial uncertainty and creates a disincentive to import U.S. fresh fruit into the EU.

Under the terms of the Uruguay Round agreement on agriculture, the EU reference price system for imports of fruits and vegetables was replaced with an entry price system. Products valued over the entry price are charged a fixed tariff. Products valued below the entry price are charged a tariff equivalent in addition to the fixed tariff. The tariff equivalent is graduated for products valued between 92 and 100 percent of the entry price. The fixed tariff and the full tariff equivalent are levied on imports valued at less than 92 percent of the entry price, making imports of lower-priced produce unfeasible.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff, tariff rate quota and entry price system are estimated at less than $5 million per year.

PEARS

- **Tariff and Tariff-Rate Quota**

The European Union charges the following tariffs on pear imports priced at or above the minimum entry price:

Arriving 1/1 - 1/31	8.0 percent
Arriving 2/1 - 3/31	5.0 percent
Arriving 4/1 - 4/30	free
Arriving 5/1 – 6/30	2.5 percent, subject to a minimum of 1 euro/100kg/net
Arriving 7/1 - 7/15	free
Arriving 7/16 - 7/31	5.0 percent
Arriving 8/1 - 12/31	5.0 percent; in quota tariff for 1,000 metric tons

Arriving 8/1 - 10/31	10.4 percent
Arriving 11/1 - 12/31	10.4 percent

Foreign pears enter the U.S. market duty free from April 1 to June 30 and are assessed a 0.3 cents/kilogram duty any other time.

- **Entry Price System**

The European Union's (EU) entry price system negatively impacts U.S. exports of apples, pears and sweet cherries. The system exposes importers to financial uncertainty and creates a disincentive to import U.S. fresh fruit into the EU.

Under the terms of the Uruguay Round agreement on agriculture, the EU reference price system for imports of fruits and vegetables was replaced with an entry price system. Products valued over the entry price are charged a fixed tariff. Products valued below the entry price are charged a tariff equivalent in addition to the fixed tariff. The tariff equivalent is graduated for products valued between 92 and 100 percent of the entry price. The fixed tariff and the full tariff equivalent are levied on imports valued at less than 92 percent of the entry price, making imports of lower-priced produce unfeasible.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff, tariff rate quota and entry price system are estimated at less than $5 million per year.

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INDIA

APPLES

- **Tariff**

India's 50 percent tariff on U.S. apples is one of the world's highest tariff rates on apples. Production of apples in India, for the most part, does not compete directly with U.S. imports. The majority of the apple imports enter after the peak fall and early winter domestic apple marketing season is over.

Research done by the USDA Economic Research Service indicates that the high tariff provides little or no protection to domestic apple producers. Indeed, domestic and imported apples are not considered close substitutes given the high price and quality of imported versus Indian apples. Interestingly, the average return to Indian apple growers has doubled since imported apples were permitted into the country. Imported apple prices have pulled domestic apple prices higher. This trend should continue even under a lower tariff rate environment.

Finally, reducing India's tariff on apples will complement the growth in consumer purchasing power and, given that country's love for fruit, could create a much larger apple and pear market. India's current annual per capita apple consumption is below two kilograms, very low by global standards. The potential to increase per capita consumption to five kilograms or roughly a five million ton apple market presents opportunities for both domestic growers and importers. Such growth could well increase domestic production from current levels of less than two million tons to three million tons.

- **Potential Increase in Exports**

If the tariff rate can be reduced to 30 percent U.S. apple sales to India could increase by $5 million to $25 million per year. Complete elimination of the tariff is the objective of U.S. growers and if that is accomplished the benefits would be far greater.

CHERRIES

- **Tariff**

India currently imposes a tariff of 30.6 percent on sweet cherries imported from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales is estimated at less than $5 million following the first year the tariff is eliminated but would grow in subsequent years. Sales would increase dramatically if phytosanitary barriers can also be removed.

PEARS

- **Tariff**

India currently imposes a tariff of 30.6 percent on pears imported from the U.S. Domestic Indian pear production does not compete directly with U.S. imports. Domestic fruit is sold out by the end of September with U.S. imports not arriving in country until October at the earliest.

- **Potential Increase in Exports**

The potential increase in exports is estimated at less than $5 million following the first year the tariff is eliminated. However, over a five year period following the elimination of the tariff yearly sales could increase by $5 million to $25 million.

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INDONESIA

APPLES

- **Import Licensing**

Over the past two years Indonesia has implemented a number of regulations governing the importation of horticultural products. Ministry of Agriculture Regulation 86 and Ministry of Trade Regulations 16 and 47 remain of significant concern. These regulations continue to threaten exports of apples, a trade that has been underway for decades. The Northwest Horticultural Council is deeply appreciative of the significant investment the United States government has made to remove barriers to trade created by Indonesia.

- **Potential Increase in Exports**

The economic impact of Ministry of Agriculture Regulation 86 and Ministry of Trade Regulations 16 and 47 could vary widely based on how the myriad provisions are implemented and enforced. Sales to Indonesia last year declined 40% from the previous year as a result of various trade restrictions on horticultural products. The 40% decline in volume equates to roughly $20 million.

- **Tariff**

Indonesia applies a 5 percent tariff on apples imported from the United States. Under the People's Republic of China-ASEAN free trade agreement Chinese apples enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Indonesia applies a 5 percent tariff on cherries imported from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year. Phytosanitary barriers erected in 2012 effectively closed the market to imports of U.S. cherries.

PEARS

- **Tariff**

Indonesia applies a 5 percent tariff on pears imported from the U.S. Under the People's Republic of China-ASEAN free trade agreement Chinese pears enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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ISRAEL

In 1985 the U.S. and Israel established a free trade agreement. Since that time the U.S. has provided Israel duty free access for the vast majority of its agricultural products of export interest. Unfortunately Israel has not reciprocated by providing U.S. apple, pear and cherry growers the same kind of duty free access to its market. The U.S. - Israel Agreement on Trade in Agricultural Products (ATAP) should be renegotiated in part to obtain permanent duty free access to Israel for U.S. apples, pears, and cherries. Such access would be consistent with the access the U.S. has negotiated in its trade agreements with other strategic partners, including allies such as Jordan and Morocco.

APPLES

- **Tariff**

Israel's bound tariff rate on apples is roughly 563 percent ad valorem. Under the terms of the 2004 ATAP apples are in the category of products allowed limited duty free access under a tariff rate quota. This quota restricts the importation of U.S. apples. We request that under a renegotiated ATAP apples be granted permanent duty free access unlimited by a tariff rate quota.

- **Administration of Tariff Rate Quota**

During the 2004 ATAP negotiations Israel committed to reforming the administration of its tariff rate quota (TRQ) system to a first come first serve allocation. Unfortunately, Israel continues to issue import permits to individuals that do not import apples and these individuals then sell their allotted TRQ volume to those that are engaged in commercial trade.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff and restructuring of the TRQ is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Israel's bound tariff rate for sweet cherries is roughly 83 percent ad valorem. This extreme tariff should be eliminated under the ATAP.

- **Potential Increase in Exports**

If the phytosanitary barrier (see NHC NTE SPS submission) can be resolved and duty free access obtained, the potential increase in yearly export sales is estimated at less than $5 million.

PEARS

- **Tariff**

Israel's bound tariff rate on pears is roughly 446 percent ad valorem. Under the terms of the 2004 ATAP pears are in the category of products allowed limited duty free access under a tariff rate quota. This quota restricts the importation of U.S. pears. We request that under a renegotiated ATAP pears be granted permanent duty free access unlimited by a tariff rate quota.

- **Administration of Tariff Rate Quota**

During the 2004 ATAP negotiations Israel committed to reforming the administration of its tariff rate quota (TRQ) system to a first come first serve allocation. Unfortunately, Israel continues to issue import permits to individuals that do not import pears and these individuals then sell their allotted TRQ volume to those that are engaged in commercial trade.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff and reform of the TRQ is estimated at less than $5 million per year.

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JAPAN

APPLES

- **Tariff**

Japan imposes a 17 percent tariff on apples imported from the U.S. This is the highest tariff on apples applied by a WTO designated "developed" country. The Northwest Horticultural Council requests that USTR seek the elimination of the 17 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year. If both tariff and SPS barriers are eliminated, the potential increase in yearly exports would likely be in the $5 million to $20 million range.

CHERRIES

- **Tariff**

Japan imposes an 8.5 percent tariff on cherries imported from the U.S. The Northwest Horticultural Council requests that USTR seek the elimination of the 8.5 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Japan imposes a 5 percent tariff on pear imports. The Northwest Horticultural Council requests that USTR seek the elimination of the 5 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

Japan prohibits U.S. pears access to its market due to phytosanitary concerns. If both tariff and SPS barriers are eliminated, the potential increase in yearly exports would likely be in the $5 million range.

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LIBYA

APPLES

- **Tariff**

Libya assesses a 40 percent tariff on imported apples from the U.S. Elimination of this high tariff would allow U.S. apple growers to develop this new market.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Libya assesses a 30 percent tariff on imported cherries from the U.S. Elimination of this high tariff would allow U.S. cherry growers to develop this new market.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Libya assesses a 40 percent tariff on imported pears from the U.S. Elimination of this high tariff would allow U.S. pear growers to develop this new market.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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MALAYSIA

APPLES

- **Tariff**

Malaysia applies a 5 percent tariff on apples imported from the U.S. Under the People's Republic of China-ASEAN free trade agreement Chinese apples enter duty free. The Northwest Horticultural Council requests that USTR seek the elimination of the 5 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Malaysia applies a 5 percent tariff on cherries imported from the U.S. The Northwest Horticultural Council requests that USTR seek the elimination of the 5 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Malaysia applies a 5 percent tariff on pears imported from the U.S. Under the People's Republic of China-ASEAN free trade agreement Chinese pears enter duty free. The Northwest Horticultural Council requests that USTR seek the elimination of the 5 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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PEOPLE'S REPUBLIC OF CHINA

APPLES

- **Tariff**

China assesses a 13 percent VAT (that is likely not collected on much of China's domestic product) on top of a 10 percent tariff on imported apples.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

China assesses a 13 percent VAT (that is likely not collected on much of China's domestic product) on top of a 10 percent ad valorem tariff on imported cherries.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

China assesses a 13 percent VAT (that is likely not collected on much of China's domestic product) on top of a 10 percent ad valorem tariff on imported pears.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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SRI LANKA

APPLES

- **Tariff**

Sri Lanka's import tariff on apples is reportedly 30%. This high tariff is made more formidable by additional taxes collected on arrival at port of entry.

Apple sales are benefitting in part from the rapid growth in the supermarket retail trade and the general optimism that country is experiencing as it rebuilds following years of conflict. Even if the tariff could be cut in half it would greatly improve sales into that market of 21 million people.

- **Potential Increase in Exports**

The potential increase in yearly export sales resulting from the elimination of the tariff is estimated at less than $5 million.

CHERRIES

- **Tariff**

Sri Lanka applies a 28 percent tariff on cherries imported from the U.S. The bound duty is 50 percent.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million.

PEARS

- **Tariff**

Sri Lanka applies a 28 percent tariff on pears imported from the U.S. The bound duty is 50 percent.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million.

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TAIWAN

APPLES

- **Tariff**

Taiwan imposes a 20 percent tariff on apples imported from the U.S. Taiwan has a very small number of apple growers that continue to face an uphill battle producing apples as a result of poor growing conditions and rising costs. According to the USDA Foreign Agriculture Service, the estimate of further declines will bring total production to 175 hectares or only 1,570 metric tons. This level of production meets only about one percent of Taiwan's domestic apple consumption demand.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at $5 million to $20 million per year.

CHERRIES

- **Tariff**

Taiwan charges a 7.5 percent import duty on fresh sweet cherries.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Taiwan imposes a 10 percent tariff on imported pears from the U.S.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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THAILAND

APPLES

- **Tariff**

U.S. apples are assessed a 10 percent tariff. The tariff continues to be a barrier to apple exports to Thailand as apples from China and New Zealand are allowed into Thailand duty free as a result of bilateral free trade agreements.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Thailand assesses a 40 percent tariff on cherries imported from the U.S. This high tariff is a significant barrier to entry for U.S. cherries.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Thailand assesses a 30 percent tariff on pears imported from the U.S. This high tariff is a significant barrier to entry for U.S. pears given the duty free access provided to other nations such as the People's Republic of China.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

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TRINIDAD and TOBAGO

APPLES

- **Tariff**

Trinidad and Tobago applies a 40 percent tariff on apples imported from the U.S. Its WTO bound tariff rate is 100%.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

CHERRIES

- **Tariff**

Trinidad and Tobago applies a 40 percent tariff on cherries imported from the U.S. Its WTO bound tariff rate is 100%.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Trinidad and Tobago applies a 40 percent tariff on pears imported from the U.S. Its WTO bound tariff rate is 100%.

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VENEZUELA

APPLES

- **Tariff**

Venezuela assesses U.S. apple imports a tariff of 15 percent. Fruit imports from the Andean Community (Bolivia, Colombia, Ecuador and Peru), Mercosur (Argentina, Brazil, Paraguay, and Uruguay) and from Chile, enter duty free. As a result, our product is effectively excluded from Venezuela for much of the year.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff and the establishment of a stable trading environment is $5 million to $25 million per year.

CHERRIES

- **Tariff**

Venezuela assesses U.S. sweet cherry imports a tariff of 15 percent. Fruit imports from the Andean Community (Bolivia, Colombia, Ecuador and Peru), Mercosur (Argentina, Brazil, Paraguay, and Uruguay) and from Chile, enter duty free.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff is estimated at less than $5 million per year.

PEARS

- **Tariff**

Venezuela assesses U.S. pear imports a tariff of 15 percent. Fruit imports from the Andean Community (Bolivia, Colombia, Ecuador and Peru), Mercosur (Argentina, Brazil, Paraguay, and Uruguay) and from Chile, enter duty free. As a result, U.S. product is effectively excluded from Venezuela for much of the year.

- **Potential Increase in Exports**

The potential increase in export sales resulting from the elimination of the tariff and the establishment of a stable trading environment is less than $5 million per year.

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VIETNAM

APPLES

- **Tariff**

The U.S.-Vietnam WTO Accession Agreement signed on May 31, 2006, reduced the tariff on fresh apples to 10 percent in 2012. The Northwest Horticultural Council requests that USTR seek the elimination of the 10 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

Vietnam's is a growth market of 92 million people. Eliminating the tariff will result in an estimated increase in export sales of $5 million to $25 million.

CHERRIES

- **Tariff**

The U.S.-Vietnam WTO Accession Agreement signed on May 31, 2006, reduced the tariff on fresh cherries to 10 percent in 2012. The Northwest Horticultural Council requests that USTR seek the elimination of the 10 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

Elimination of the tariff would increase export sales by less than $5 million per year.

PEARS

- **Tariff**

The U.S.-Vietnam WTO Accession Agreement signed on May 31, 2006, reduced the tariff on fresh pears to 10 percent in 2012. The Northwest Horticultural Council requests that USTR seek the elimination of the 10 percent tariff during the Trans-Pacific Partnership negotiations.

- **Potential Increase in Exports**

Elimination of the tariff would increase export sales by less than $5 million per year.