Expana

Tariff Talks 2025

Expana's Weekly Rundown

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Contents

INTRODUCTION

After 4PM in the White House Rose Garden on April 2, US President Donald Trump announced the US will implement a minimum 10% tariff on all countries, effective from April 5, while higher reciprocal rates will go into effect April 9. according to the White House Fact Sheet.

Additionally, a 25% tariff on all foreign-made automobiles was announced.

The US Trade Representative (USTR) has calculated higher reciprocal tariff rates using a formula that centers on the trade deficit between the US and its trading partners; as well as each country's monetary tariffs, non-monetary trade barriers, currency manipulations, etc. USTR leaders assigned each trading partner a tariff percentage and will implement a tariff worth half of the designated percentage, or at least 10%.

Reciprocal tariffs are effective from April 9 "until such a time as President Trump determines that the threat posed by the trade deficit and underlying nonreciprocal treatment is satisfied, resolved, or mitigated," read the fact sheet.

As for Canada and Mexico, goods which adhere to the United States-Mexico-Canada Agreement (USMCA) will still be traded under the terms of that agreement. While non-USMCA compliant goods will see a 25% tariff, and non-USMCA compliant energy and potash will see a 10% tariff.

"In the event the existing fentanyl/migration IEEPA orders are terminated, USMCA compliant goods would continue to receive preferential treatment, while non-USMCA compliant goods would be subject to a 12% reciprocal tariff," according to the White House Fact Sheet.

President Trump is wielding tariffs via the declaration of a national emergency, under the International Emergency Economic Powers Act of 1977 (IEEPA). It's not clear how long this declaration will last, and if all tariffs are dependent on this declaration.

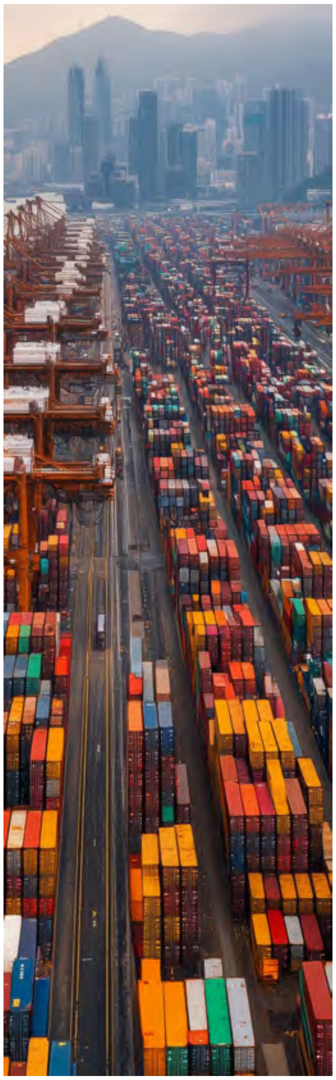
As of April 1, "The President is always up for a phone call… for a good negotiation," said White House Press Secretary Karoline Leavitt regarding whether countries, industry groups, and businesses could secure better rates than those unveiled at Trump's "Liberation Day" speech.

This publication contains all information available to Expana's team as of April 3. This tariff rundown tracks the weekly changes in tariff news, and how each social media announcement, interview, or press conference may affect global agri-commodity producers and trade partners. Keep reading for tariff-related news, commodity-by-commodity...

Reciprocal Tariffs

1. Tariffs charged to the US including currency manipulation and trade barriers
2. US discounted reciprocal tariffs

Source: Office of the US President Donald Trump



COUNTRY	Charged [1]	Reciprocal [2]
China	67%	34%
European Union	39%	20%
Vietnam	90%	46%
Taiwan	64%	32%
Japan	46%	24%
India	52%	26%
South Korea	50%	25%
Thailand	72%	36%
Switzerland	61%	31%
Indonesia	64%	32%
Malaysia	47%	24%
Cambodia	97%	49%
United Kingdom	10%	10%
South Africa	60%	30%
Brazil	10%	10%
Bangladesh	74%	37%
Singapore	10%	10%
Israel	33%	17%
Philippines	34%	17%
Chile	10%	10%
Australia	10%	10%
Pakistan	58%	29%
Turkey	10%	10%
Sri Lanka	88%	44%
Colombia	10%	10%
Peru	10%	10%
Nicaragua	36%	18%
Norway	30%	15%
Costa Rica	17%	10%
Jordan	40%	20%
Dominican Republic	10%	10%
United Arab Emirates	10%	10%
New Zealand	20%	10%
Argentina	10%	10%
Ecuador	12%	10%
Guatemala	10%	10%
Honduras	10%	10%
Madagascar	93%	47%
Myanmar (Burma)	88%	44%
Tunisia	55%	28%
Kazakhstan	54%	27%
Serbia	74%	37%
Egypt	10%	10%
Saudi Arabia	10%	10%
El Salvador	10%	10%
Côte d`Ivoire	41%	21%
Laos	95%	48%

COUNTRY	Charged [1]	Reciprocal [2]
Botswana	74%	37%
Trinidad and Tobago	12%	10%
Morocco	10%	10%
Papua New Guinea	15%	10%
Malawi	34%	17%
Liberia	10%	10%
British Virgin Islands	10%	10%
Afghanistan	49%	10%
Zimbabwe	35%	18%
Benin	10%	10%
Barbados	10%	10%
Monaco	10%	10%
Syria	81%	41%
Uzbekistan	10%	10%
Republic of the Congo	10%	10%
Djibouti	10%	10%
French Polynesia	10%	10%
Cayman Islands	10%	10%
Kosovo	10%	10%
Curaçao	10%	10%
Vanuatu	44%	22%
Rwanda	10%	10%
Sierra Leone	10%	10%
Mongolia	10%	10%
San Marino	10%	10%
Antigua and Barbuda	10%	10%
Bermuda	10%	10%
Eswatini (Swaziland)	10%	10%
Marshall Islands	10%	10%
Saint Pierre and Miquelon	99%	50%
Saint Kitts and Nevis	10%	10%
Turkmenistan	10%	10%
Grenada	10%	10%
Sudan	10%	10%
Turks and Caicos Islands	10%	10%
Aruba	10%	10%
Montenegro	10%	10%
Saint Helena	15%	10%
Kyrgyzstan	10%	10%
Yemen	10%	10%
Saint Vincent and the Grenadines	10%	10%
Niger	10%	10%
Saint Lucia	10%	10%
Nauru	59%	30%
Equatorial Guinea	25%	13%
Iran	10%	10%
Libya	61%	31%

Reciprocal Tariffs continued

1. Tariffs charged to the US including currency manipulation and trade barriers
2. US discounted reciprocal tariffs

Source: Office of the US President Donald Trump

COUNTRY	Charged [1]	Reciprocal [2]
Samoa	10%	10%
Guinea	10%	10%
Timor-Leste	10%	10%
Montserrat	10%	10%
Chad	26%	13%
Mali	10%	10%
Algeria	59%	30%
Oman	10%	10%
Uruguay	10%	10%
Bahamas	10%	10%
Lesotho	99%	50%
Ukraine	10%	10%
Bahrain	10%	10%
Qatar	10%	10%
Mauritius	80%	40%
Fiji	63%	32%
Iceland	10%	10%
Kenya	10%	10%
Liechtenstein	73%	37%
Guyana	76%	38%
Haiti	10%	10%
Bosnia and Herzegovina	70%	35%
Nigeria	27%	14%
Namibia	42%	21%
Brunei	47%	24%
Bolivia	20%	10%
Panama	10%	10%
Venezuela	29%	15%
North Macedonia	65%	33%
Ethiopia	10%	10%
Ghana	17%	10%
Moldova	61%	31%
Angola	63%	32%
Democratic Republic of the Congo	22%	11%
Jamaica	10%	10%
Mozambique	31%	16%
Paraguay	10%	10%
Zambia	32%	17%
Lebanon	10%	10%
Tanzania	10%	10%
Iraq	78%	39%
Georgia	10%	10%
Senegal	10%	10%
Azerbaijan	10%	10%
Cameroon	22%	11%
Uganda	20%	10%

COUNTRY	Charged [1]	Reciprocal [2]
Armenia	10%	10%
Nepal	10%	10%
Sint Maarten	10%	10%
Falkland Islands	82%	41%
Gabon	10%	10%
Kuwait	10%	10%
Togo	10%	10%
Suriname	10%	10%
Belize	10%	10%
Maldives	10%	10%
Tajikistan	10%	10%
Cabo Verde	10%	10%
Burundi	10%	10%
Guadeloupe	10%	10%
Bhutan	10%	10%
Martinique	10%	10%
Tonga	10%	10%
Mauritania	10%	10%
Dominica	10%	10%
Micronesia	10%	10%
Gambia	10%	10%
French Guiana	10%	10%
Christmas Island	10%	10%
Andorra	10%	10%
Central African Republic	10%	10%
Solomon Islands	10%	10%
Mayotte	10%	10%
Anguilla	10%	10%
Cocos (Keeling) Islands	10%	10%
Eritrea	10%	10%
Cook Islands	10%	10%
South Sudan	10%	10%
Comoros	10%	10%
Kiribati	10%	10%
São Tomé and Príncipe	10%	10%
Norfolk Island	58%	29%
Gibraltar	10%	10%
Tuvalu	10%	10%
British Indian Ocean Territory	10%	10%
Tokelau	10%	10%
Guinea-Bissau	10%	10%
Svalbard and Jan Mayen	10%	10%
Heard and McDonald Islands	10%	10%
Reunion	73%	37%
Albania	10%	10%

BEVERAGES (ALCOHOLIC)

by Ryan Gallagher

- On April 2, the Trump administration added beer can imports to the previously implemented 25% US aluminum tariffs.
- After Trump's April 2 announcement, headlines swirled around limited international stock for country-specific alcoholic beverages.
- "Many labels, which cannot be replaced by local production, will disappear from the tables of US consumers," said Micaela Pallini of Italian trade association Federvini, who Reuters cited. "... A serious production and employment crisis is looming in Italy and Europe."
- On March 12, the European Commission (EC) announced tariffs on €26 billion ($28.31 billion) of US products. The implementation date was pushed to mid-April as concerns exist about impact on alcoholic beverages like Kentucky bourbon, Mexican tequila, Canadian whisky, and EU products like wine, champagne and cognac from France. For now, the EU has been assigned a 20% retaliatory tariff from the US.
- Trump threatened 200% tariffs on European alcohol. It's not clear if this idea is still in play, or if it is dependent on the EC's response to US retaliatory tariffs.
- On March 4, the LCBO, a government-owned liquor wholesaler in Ontario removed all US alcoholic beverage products from shelves and their online store.

COFFEE, COCOA & TEA

by Ryan Gallagher, Andrew Moriarty, Steve Wateridge

- Coffee, cocoa, and tea crops are generally not grown in the US.
- Reciprocal tariffs on Brazil (10%), Colombia (10%), Vietnam (46%), and Indonesia (32%) will be notable for the coffee industry—especially during a time of record-high contract prices for beans. US secondary tariffs on countries buying oil from Venezuela could impact countries like Vietnam (the top robusta producer).
- Reciprocal tariffs will impact cocoa trade flows. The key ingredient in chocolate is grown in African countries like Côte d'Ivoire (21%), but the country only accounted for 9.4% of total volume for US imports in 2024. Most chocolate in the US is imported from other countries like Canada and the EU—domestic manufacturing only covers ~25% US consumption. In March, Lindt began supplying the Canadian market with EU-manufactured product due to Lindt's US manufacturing. Much of the Canadian confectionery production exported to the US is not subjected to tariffs, if compliant under USMCA. Canada's reciprocal 25% tariffs on imports from the US do apply to US-origin chocolate products, driving some supply chain reorientation. Companies with significant European and US manufacturing presence will choose to supply Canada via European factories.

DAIRY

by Brittany Feyh, Courtney Shum

- Following the latest update from President Trump, retaliatory tariffs remain the primary concern for the dairy industry with cheese and whey powders being the US top exported dairy products, largely to Mexico and China.
- Countries in Central America and Asia have shown increased interest in US cheese and whey products. However, with many of those countries added to the global tariff list, the industry expects to see a drop in exports to those locations in the short term.
- China has stated they are prepared to implement a variety of retaliatory tariffs against the US. During the previous Trump administration, China granted exemptions for US whey and other dairy products. Market participants anticipate similar exemptions if reciprocal tariffs are imposed.
- With few updates regarding Mexico, market participants expect that the country will not impose retaliatory tariffs on the US following this round of developments.
- Market players continue to source hand-to-mouth when possible while monitoring the evolving retaliatory tariff situation with focus centered on Mexico, China, and Canada.

EGGS

by Ryan Hojnowski, Allison Berry

- Newly imposed tariffs could change the cost of imported packaging materials, potentially increasing the cost of production for egg producers. Paper, wood pulp, and plastic are common import goods used in the manufacturing of egg cartons and packaging. Primary exporters include Canada, China, and Mexico. Goods from China will receive a 34% tariff, while USMCA-complaint products were exempt.
- Indonesia recently announced they would be able to export 1.6 million breaking stock eggs to the US per month if able to meet import standards, which could help alleviate pressure on egg supply in the US. However, newly imposed tariffs will add an additional 32% for the cost of goods coming from Indonesia.
- Wholesale egg price movement stalled over the last week before shifting downward once again, settling below $3.90/dozen for the first time since October, with the market continuing to adjust ahead of the Easter buying season. Store pricing has softened slightly; however, retail prices are roughly double in value to 2024 according to the US Bureau of Labor Statistics, which has curbed any significant improvement to consumer demand.

POULTRY

by Elsi Rodewald

- Market input suggests that while the potential tariffs remain a concern for many market participants in terms of sales, domestic demand is pulling so much volume that the issue is currently kept to the back of many players' minds.
- With that said, much of the domestic demand is being fueled by high beef prices. If the beef market is destabilized by the tariffs, participants in the chicken industry are conscientious of the potential for a diminished stateside call for chicken, at the same time that export opportunities are limited.
- The potential impact of tariffs on the cost of raising chickens also remains a concern for many. Most of the vitamins in the US are imported from China and Europe. Additionally, the Asia Pacific region is responsible for most of the US amino acid imports. With the news that China, Japan, and South Korea may jointly respond to the tariffs, the cost or availability of feed may be impacted. Feed is the primary cost driver for chicken production.

RED MEAT

by Emily Schlichtig, Bill Smith, Mason Augustino, Junie Lin

- **Beef:** The US, a key market for Australia, New Zealand, and Brazil, will apply a 10% baseline tariff starting April 5, on top of existing tariff-rate quotas (TRQs). Brazil will also face an added 10% on its 26.4% above-quota rate. Canadian and Mexican cattle and beef remain exempt under USMCA. As of early April, licenses for 388 US beef exporters to China remain in limbo. In response to US actions, a potential China-Japan-Korea partnership may be forming, with Beijing urging immediate tariff removal.

- **Pork:** China raised retaliatory tariffs by 10% in March, affecting the $1.7B export market, especially variety meats. US pork to Mexico remains tariff-free under USMCA, though non-compliant goods risk a 25% duty. On March 4, Canada enacted a 25% tariff with a temporary exemption for USMCA-compliant pork through April. Since April 2, China faces a 34% US tariff, South Korea 25%, Japan 24%, and Australia 10%. Honduras, Dominican Republic, Colombia, Guatemala, and Singapore are expected to fall under the 10% baseline.

- **Lamb & Veal:** Canadian lamb and veal remain exempt under USMCA. However, starting April 5, AUS/NZ lamb faces a 10% US tariff, shifting terms under the Australia-United States Free Trade Agreement (AUSFTA).

SEAFOOD

by Janice Schreiber

- The recent seafood tariff announcement is causing significant concern; over 80% of US seafood is imported. The new tariffs, including reciprocal ones, are hitting key countries like India (26%), Vietnam (46%), Thailand (36%), and China (34%), affecting products such as shrimp, pangasius, crab meat, and cod.
- **Shrimp:** Tariffs on Asian shrimp are likely to push importers to protect inventory and raise prices, especially with longer delivery times compared to Ecuador, which will gain a competitive edge in the US market.
- **Pangasius:** All pangasius comes from Vietnam, so prices here will likely rise. The US domestic catfish and shrimp industries may benefit, though their impact is limited due to their small share of the market.
- **Cod and Groundfish:** The US imports significant volumes of groundfish from China, including cod, haddock, pollock, and flounder. These fish are harvested outside China, processed there, and then re-imported. In 2024, the US imported 74.7 million lbs of frozen cod fillets from China. So, tariffs could significantly impact pricing and sourcing.
- Overall, the tariffs could disrupt the seafood industry, leading to price increases and changes in sourcing strategies.

OILSEEDS, OILS & FATS

by Kyle Holland

- The oilseeds and oils market has been shaken by President Trump's sweeping tariff announcement. However, market participants believe that despite the broad 25% tariff on Canadian goods, there could be a major shift in the canola and its derivatives market. Canola appears to be exempt from these tariffs due to compliance with the USMCA, while it's not yet confirmed, and market players remain uncertain.
- If canola oil is indeed exempt, it could significantly disrupt the biodiesel market, particularly in regard to competition with soybean oil. In a typical year, the US imports around 3 million mt of canola oil from Canada.
- New tariffs could also challenge the European market's previous expectations. If the US reduces imports, European traders anticipate a surge in Canadian canola oil. Such a surge could ease supply concerns and put downward pressure on prices. However, if the US does import canola oil, this may no longer be the case. There are exceedingly tight old crop rapeseed supplies within the EU which were previously expected to be bolstered by Canadian supply, reported sources.

GRAINS

by Murphy Campbell

- Following the latest tariff announcement, market players in the agriculture sector are concerned about potential retaliatory tariffs. Countries that import large quantities of US agricultural products, such as China, Japan, and South Korea could impose their own tariffs in response. Such measures would significantly affect US farmers and exporters, reducing demand and profitability in the sector.

FEED ADDITIVES

by Heather Doyle, Simon Duke

- The US livestock and pet food industries depend heavily on imported vitamins, minerals, and amino acids, as domestic production is limited or non-existent. Many of these products already face tariffs from Trump's first term, plus the 20% tariff on Chinese goods added in March 2025. However, some feed additives may be excluded from the additional April 2 Executive Order tariffs per the Annex II document published by the White House.
- The US imports most of its vitamins from China and Europe, as there is no local production. Amino acids are also imported even though there is some production in the US. North America accounts for just 12% of global lysine capacity, while China holds 74%.
- For threonine, China controls 92% of supply; North America just 5%. There is no valine production in North America. Feed-grade minerals come mainly from China, Canada, and Mexico; phosphates are sourced from Europe, China, Morocco, and Tunisia.
- The European Feed Manufacturers' Federation (FEFAC) is urging direct US-EU negotiations. FEFAC warned that proposed EU counter-tariffs could hit key US exports like soybeans, corn products, lysine, and probiotics, which currently enter the EU duty-free.

FRUIT & JUICES

by Holly Bianchi, Harry Campbell

- US reciprocal tariffs raised duties on Chinese apple juice to 54%. Historically, China supplied two-thirds of the US apple juice market. In January, exporters shipped large volumes in anticipation of tariffs. Since, trade has slowed. Market participants remain uncertain how US buyers will adapt, given China's dominant role in supply.
- A 20% tariff on the EU will increase costs for US buyers of apple and grape juice produced in the EU. The EU industry is not reliant on US buyers.
- New tariffs are expected to pressure the limited US/EU fruit trade. In 2023, the EU exported €198 million in fresh produce to the US. So, higher tariffs may reduce competitiveness, particularly for specialty/seasonal items. EU exporters could lose market share, and US importers may shift sourcing.
- The recent 10% US tariff on Brazilian exports could impact the orange juice market. Around 70% of US orange juice is sourced from Brazil. US production is 68% below the 10-year average. With Mexico also facing a 25% tariff, market players expect upward pressure on consumer prices.
- Notable US tariffs were implemented for Guatemala, Chile, and Peru (10%).
- Under USMCA, Canada and Mexico will continue free trade, maintaining competitive pricing in the US market.

SUGAR & SWEETENERS

by Andraia Torsiello

- After the 10% baseline tariff on all US trade partners goes into effect on April 5, demand for softs like sugar could see a dip. Market participants continue to closely monitor tariffs being placed on Mexico, the largest sugar exporter to the US.
- The uncertainty has caused some buyers to at least partially cover their needs for 2025/26, while most have already completed contracting for the remainder of this year. According to industry players, the tariffs could result in a nearly 7% reduction in US sugar imports.

NUTS

by Nick Moss, Jara Zicha

- There are still no definite updates for US origin nuts such as almonds, peanuts, pecans, pistachios, and walnuts. The April 2 announcement included significant tariffs on several major US nut destinations such as China (34% + 20%), the EU (20%), India (26%), and Vietnam (46%) that has US sellers closely monitoring the nations' responses. Previous announcements regarding tariffs on steel, aluminum, and automotives also impact US nut destinations, adding to the anticipation the countermeasures could target nut exports.
- At the time of this writing, it was unclear if cashews will be subject to the tariffs on Vietnam, or if an exemption will be granted.
- "People are still trying to figure out what the final tax rate for cashew kernels is but certainly the move is not good for the supply chain," one of the largest processors in Vietnam added.
- Additionally, there was some confusion about material which is already in sea transit, on the way to the US.
- Amongst other important cashew exporters: Côte d'Ivoire (21%), Nigeria (14%), and Brazil (10%).

VEGETABLES & PULSES, PLANT PROTEINS

by Andraia Torsiello, Harry Campbell, Holly Bianchi

- The 10% baseline tariff on all US trade partners begins April 5. On March 20, China placed 100% retaliatory tariffs on Canadian peas. Additionally, anti-dumping duties placed on Chinese imports of pea protein concentrate to the US and Canada are still in effect. These duties were the result of a federal investigation prompted by US producers as the significantly cheaper Chinese product led to unbalanced competition.
- Inputs like fertilizer continue to be an item that participants are monitoring in the plant-based protein market. Tariffs on inputs could impact growers' planting decisions. If fertilizer becomes too expensive, farmers may allocate more acreage to crops like soybeans, or plant smaller volumes of peas. The impact on these input costs will affect ingredient prices in the future.
- In 2024, the US imported fruit and vegetables worth $54.03 billion. China faces a 34% tariff, raising its customs value from $1.37 billion to $1.84 billion. Vietnam's 46% tariff will push its total from $1.5 billion to $2.19 billion. At 10% each, Guatemala, Chile, and Peru will see increases of $187.6 million, $164 million, and $169 million, respectively.
- Under USMCA, Canada and Mexico will continue free trade, maintaining competitive pricing in the US market.

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METALS & ORES

by Artem Segen

- The rush for metals demand in the US market is slowing down and buyers are trying to keep purchases to a minimum. In some Asian countries, tariffs have already led to a slowdown in manufacturing. US reciprocal tariffs are in addition to the duties that were implemented earlier, exacerbating uncertainty in the steel, aluminum, and other base metals segments.
- At the same time, there is growing news of retaliatory measures in other countries and regions that are key players in the metals market. The European Union has threatened retaliatory measures worth 26 billion euros covering a wide range of US products but has emphasized its commitment to negotiations. Brazil is preparing a complaint to the WTO, arguing that the new tariffs will hit its steel exporters. On March 30, the Asian region stepped up as the trade ministers of China, Japan and South Korea met in Seoul for the first time in five years. The two sides agreed to accelerate negotiations on a trilateral free trade agreement to boost regional and global trade.

PLASTICS

by Andrew Woods

- Countermeasures by the EU could have a major impact on the plastics market, particularly on polyvinyl chloride (PVC), polyethylene (PE) and plastic bottles, which are made from polyethylene terephthalate (PET).
- Market participants believe that EU countermeasures could hit as many as 60 types of plastics products, potentially affecting nearly $6 billion worth of US plastics exports. The EU countermeasures are a response to the US decision to enact 25% tariffs on steel and aluminum and could be implemented in mid-April.
- Furthermore, tariffs on Canada and subsequent countermeasures, could result in significant upheaval, with Canada being a major trade partner to the US for polyethylene products. The 25% tariffs could fundamentally shift trade flows in North America, according to sources, potentially adding bullish momentum to US prices as buyers increasingly source product domestically.

PULP, PAPER & WOOD

by Greg Potter

- US pulp industry sources noted that the 10% tariff implemented on Brazil would not make US hardwood pulp more competitive to Brazilian eucalyptus pulp. Brazilian companies already have large profit margins on pulp sold in the US and could lower their prices to remain competitive while still garnering a healthy profit. Even with Canada being spared from the flat 10% tariff implemented by the US, market sources are still trying to reduce their exposure to the US market by looking for alternative supply domestically or internationally. The same sources indicated that the recent vote in the US Senate to rescind Canadian tariffs also gave them some hope for improved relations in the future.

CLOSING

The tariffs announced by the US administration on Wednesday resulted in a sharp selloff in financial markets the following day, April 3. As businesses continue to understand the multi-lateral trade implications and complexities resulting from these reciprocal tariffs, the global landscape has been ultimately upended.

There are still many questions, and many participants across various markets are still taking the “wait and see” approach.

For US industry players, goods compliant with the USMCA Free Trade Agreement will remain duty free, except for automobiles and auto parts, while non-compliant goods will be subject to a 25% tariff.

As new information becomes available, Expana experts will be delivering the latest insights and impacts.

The information contained within this report was updated as of April 3. **Real-time updates are available within Expana's suite of online platforms.** Not a subscriber? Request a demo to learn more!

Looking forward, nothing is certain. However back at the end of 2024, a global recession was predicted for spring 2025, according to Expana’s forecasting team. Click to read more about what’s to come in global commodity markets.

Missed last week’s report? **Tariff Talks 2025: Expana's Weekly Rundown #2**