



Canada Inbound Trade Mission to the Mid-Atlantic Nursery Trade Show

Baltimore, Maryland
January 12, 2027

Canada remains the largest market for U.S. horticultural products, with exports totaling about \$237 million in 2025. Most U.S. floriculture and nursery products enter Canada through Ontario, Quebec, and British Columbia, which serve as major distribution hubs. In Canada, plants and flowers are primarily sold through mass-market chain stores and domestic wholesalers, with additional sales occurring through retail florists and direct-to-consumer outlets. Nursery products typically reach consumers via landscape contractors, garden centers, and mass-market chains, reflecting a well-established and diversified distribution network. Due to the shorter Canadian growing season, Southern U.S. ornamental horticultural products are positioned in the Canadian market as early season stock to compliment Canadian stock which is brought to market later in the season. The Canadian ornamental horticulture sector experienced strong growth in 2024, with total sales increasing 6.6% year-over-year to \$2.3 billion USD, which is 15% above the four-year average.

MANTS was established by the Maryland, Virginia, and West Virginia Nurserymen's Associations. All three State Nursery and Landscape Associations are equal sponsors of the show. MANTS hosts close to 960 exhibiting companies in 1,530+ booths and welcomes over 10,000 paid registrants (including exhibitors). This activity is a cost-effective way for SUSTA companies to meet with Canadian importers, distributors, and buyers before the show.

Participation Fee: \$35.00

Fee Includes:

- Pre-arranged one-on-one meetings with Canadian buyers, importers, and distributors
- Market briefing

Registration Deadline: November 12, 2026 (No refunds for cancellation after this date)

Product Samples: All participants are required to provide samples of their products at the event; if there is a reason you cannot sample your products, you must contact SUSTA's Global Events (events@susta.org) team upon registration.

Industry Focus: Nursery

Product Description: (suitable products for event): Nursery Plants, Shrubs, Trees, Starter Plants, Cut Flowers, Seeds, Gardening & Floral Products

Activity Managers

**North Carolina Dept. of Agriculture & Consumer
Services**

Amanda Hill
International Marketing Specialist
919 -707-3153
Amanda.hill@ncagr.gov

Tennessee Department of Agriculture

Christina Slater
Business Consultant
(629)259-1386
christina.slater@tn.gov

If you have a question about an event, feel free to contact us at events@susta.org

SUSTA encourages you to enroll in the [Smart Traveler Enrollment Program \(state.gov\)](https://www.state.gov/smart-traveler)
and monitor the [Travel Advisories \(state.gov\)](https://www.state.gov/travel-advisories) webpage before traveling.

Southern U.S. Trade Association, 701 Poydras Street, Suite 3845, New Orleans, Louisiana 70139 www.susta.org, (504)568-5986, susta@susta.org

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