Export Opportunities & Guidance

Opportunities in Irradiation for Fresh Produce
Chapman University
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• Preparation

• Shipments

• Review Results

• Exciting News
Preparation

• Industry & Exporter: Farm Production, Good Agricultural Processes

  What needs to be done to achieve a marketable product for export?

  Contact Industry group representatives and Commodity groups for support.
Preparation (continued)

• Marketing & Logistics

Identify target markets- Where is there a need for the commodity?

Develop a strategy for moving the product from the farm to the consumer.

• Regulatory

Domestic: State Agriculture Department & APHIS

Foreign: NPPO of the importing country
Preparation (continued)

Regulatory: The key goal is to achieve the requirements of the importing country while abiding by US regulations applicable to the commodity and Export Policy.

Phytosanitary Requirements

- Commodity Inspections (growing season, phytosanitary certification)
- Pest freedom requirements (may include production area freedom, laboratory analysis, treatments to control pests of concern)
Preparation (continued)

Non-Phytosanitary Requirements

- Residue limits, presence of additives, grade or quality requirements
- Importer documentation: import permits, importer registration, taxes
- Declaration of GM products or bio-engineering

Wood Packaging Restrictions ISPM 15

- Is there wood packaging associated with shipping the commodity?
- If pallets are being used are they properly treated/stamped?
Preparation (continued)

Bringing all the preparation together before shipping the consignment

- Review the actual import requirements of the foreign NPPO

- Contact the foreign importer to verify requirements for importation are completed from that end (import permits, import registration), ask for a copy of documentation.
Preparation (continued)

• Review the procedure for export certification of the commodity with the Export Certification Specialist (ECS) or Authorized Certification Official (ACO) in your area.

• If you are able to achieve all importing country requirements then proceed to request Export Certification in order to obtain a Phytosanitary Certificate (PC)
  – Phytosanitary Certification Issuance and Tracking (PCIT)
Shipments

• The importing country requirements are met
• The commodity will be exported..

Considerations

• Conveyance
  – Is refrigeration required or necessary to maintain product quality?
  – Is the length of time for transport factored in?
    • Leave room for delays (port of export, port of entry)
    • Seals on containers (usually required)
Shipments (continued)

• Transloading or transport across other countries prior to arrival at destination (permits may apply, importer may need specific documentation to allow)

• Time Restrictions (may apply)
  – Time between treatment date and PC issuance date
  – Time between PC issue date and exportation from US
  – Some countries may require the PC is issued prior to exportation of the consignment
Shipments (continued)

The consignment has shipped…

• Non-compliance issues = Problems preventing importation

• Is there a problem with the importation at the foreign Port of Entry?

  – Obtain documentation of non-compliance issued by the foreign NPPO from the importer; if unavailable request the importer contact the NPPO to obtain documentation of the non-compliance
Shipments (continued)

• If assistance is needed, contact the ACO or ECS where the PC was issued

  – Include the PC and all commercial invoices including the bill of lading or airway bill
  – Complete the Held Shipment Worksheet
  – The ECS will contact Export Services (ES)
  – Export Services will review the issue and if assistance can be provided (phytosanitary non-compliance) will contact International Services (APHIS contact in foreign countries).
Shipments (continued)

- IS and Export Services will work together to negotiate the release of the consignment to the importer if possible

- IS will involve additional agencies as needed, such as FAS or the US Embassy

- If the consignment is ultimately rejected, ES and the ECS may assist with return of the consignment, or if possible export to an alternate foreign destination.
Review Results

- What went well?
- What went wrong?
  - What can be controlled (exporter responsibilities) and what cannot be controlled (importer responsibilities)?

- Devise a strategy to improve success rate
  - Work with State Ag at origin, involve APHIS
  - Arrange business agreement with importer or change importer if needed
Review Results (continued)

• Identify barriers to trade- unachievable phytosanitary requirements of the importing country

  – Request assistance from APHIS Trade Specialists in your area and Phytosanitary Issues Management if negotiation of phytosanitary requirements is necessary in order to successfully export the product for release to the foreign importer.

  – Negotiating phytosanitary requirements with an NPPO can take time (could be less than a year or take multiple years to achieve depending on the commodity and country involved)
Review Results (continued)

• Foreign countries may change phytosanitary requirements for import
  
  – World Trade Organization (WTO)
  – Sanitary & Phytosanitary (SPS)
  – New import requirements may be phased in or could be an emergency action effective immediately
  – Notice of changes may not exist which can be frustrating and cause new trade barriers
Review Results (continued)

• Documentation is very important
  – Good record-keeping practices allow for detailed review and audit of processes
  – Written documentation can support business agreements for financial issues if non-compliance is determined
  – Record the outcomes of exported consignments, timelines and retain all correspondence from the foreign NPPO
  – Documentation is the proof that assists negotiation with foreign NPPOs (vital support for requests)
Exciting News!

Peach Export to Mexico

- 1st program for US exports utilizing irradiation as a phytosanitary treatment- March 2015

- Georgia & South Carolina origin fresh peach fruit

- Irradiation treatment will be conducted in the US prior to export
Peach Export to Mexico (continued)

Negotiation includes:

- Framework Equivalency Work Plan
  - Bilateral trade of commodities treated by irradiation as a phytosanitary measure
  - NPPO regulations and policy for allowing the use of irradiation as a phytosanitary measure on commodities imported into both countries
Negotiation includes (continued)

- Operational Work Plan for Exportation of Irradiated Articles to Mexico from the United States
  - Describes program requirements
  - Responsible parties
  - Corrective actions
Negotiation includes (continued)

- Addendum
  - Commodity specific
  - Target pests
  - Non-target pests
  - Irradiation dose (minimum absorbed dose required to neutralize pest)
  - Mitigation measures (includes insect-proof packaging)
  - Additional measures (not covered in the OWP)
    - Sampling and inspection rates
    - Action for pest detection at origin
Why Irradiation?

- Exporters needed an alternative treatment method

- Certain importer concerns with shelf life
  - Quality is the underlying reason

Research done by Chapman through TASC funding shows peaches do well with irradiation treatment and support shelf life extension.
Questions?

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Thank You!