

The logo features a stylized tree with a brown trunk and branches. The leaves are colored in shades of green and blue. Below the tree, the word "growing" is written in a light blue, lowercase sans-serif font. Underneath "growing", the word "ADVANTAGE" is written in a bold, green, uppercase sans-serif font. At the bottom, "The Almond Conference" is written in a blue, uppercase sans-serif font.

growing
ADVANTAGE
The Almond Conference




Exporter Overview: Regulations Keep on Coming

Julie Adams, ABC (Moderator)

Gabriele Ludwig, ABC

Sue Olson, ABC



A close-up photograph of several green almonds on a branch, with vibrant green leaves. The background is softly blurred, showing more of the tree and a hint of a person in the distance. The lighting is bright and natural, highlighting the texture of the almond skins and the veins on the leaves.

Julie Adams, ABC
Gabriele Ludwig, ABC
Sue Olson, ABC

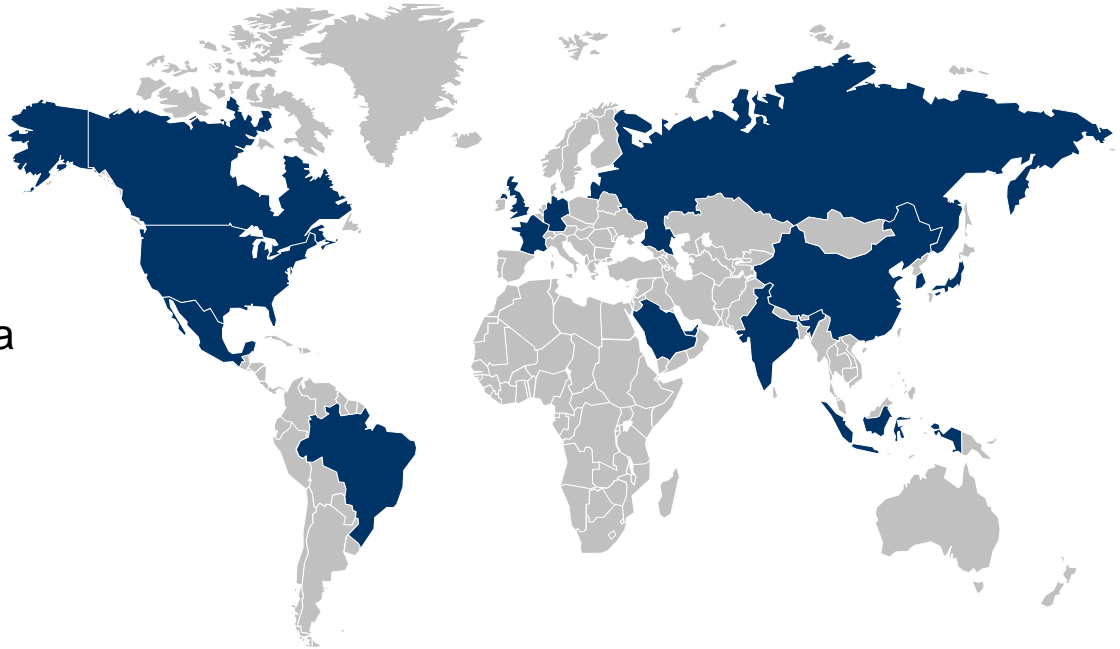


Exporter Overview: Regulations Keep Coming

Tuesday, 3:00-4:30pm

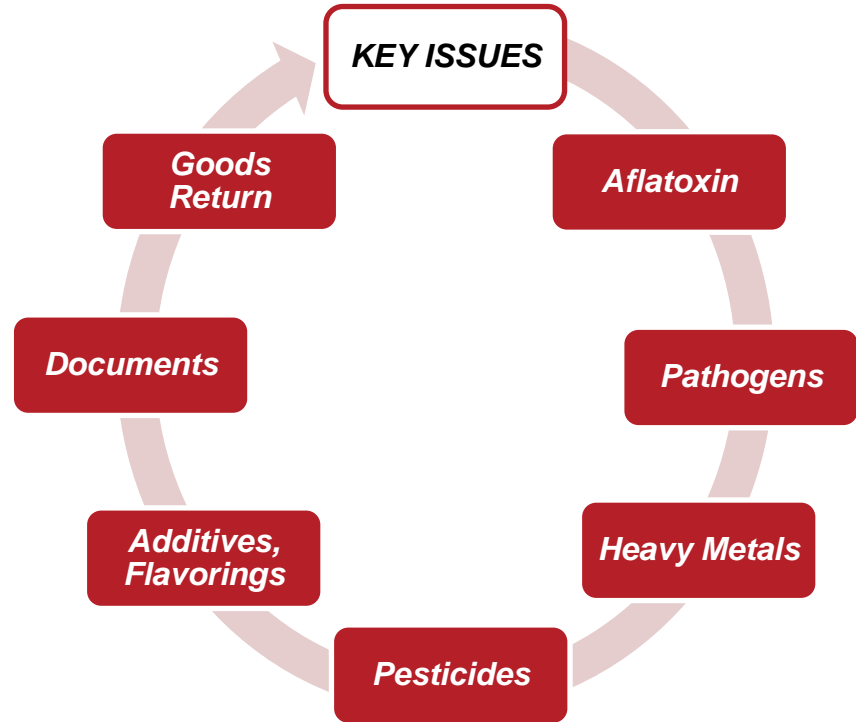
So Many Issues, So Little Time....and Stamina!

- Issues vary by market
- Often triggered by **unrelated** events, market situations
- Technical or Political?
- Longer term view needed to find a “permanent” fix
- Relationships need to be established **before** they are needed



Food Safety Concerns Evolving

- Government priorities
- Regulatory environment
- Consumer perceptions
- Monitoring data
- Technology improvements
- Access to information



What we Plan to Cover

- Pesticide MRLs
 - Country Updates
 - Fosetyl or Phosphonic Acid?
- Asia Legislation
 - Grades Standards
 - India Labeling
- EU Pre-Export Certification

AND HOPEFULLY LOTS OF QUESTIONS AND DISCUSSION



Pesticide Issues



Pesticides –MRLs not that easy....

- State/Federal vs global
- Increasing MRL focus
- “Positive lists” more common overseas
- No harmonized approach to MRL establishment
- U.S. registers compounds faster than other countries
- Analytical methods keep improving....
- *Gaining more attention in export markets – if it's there, it's “bad” ...*

US Almond MRLs/Tolerances

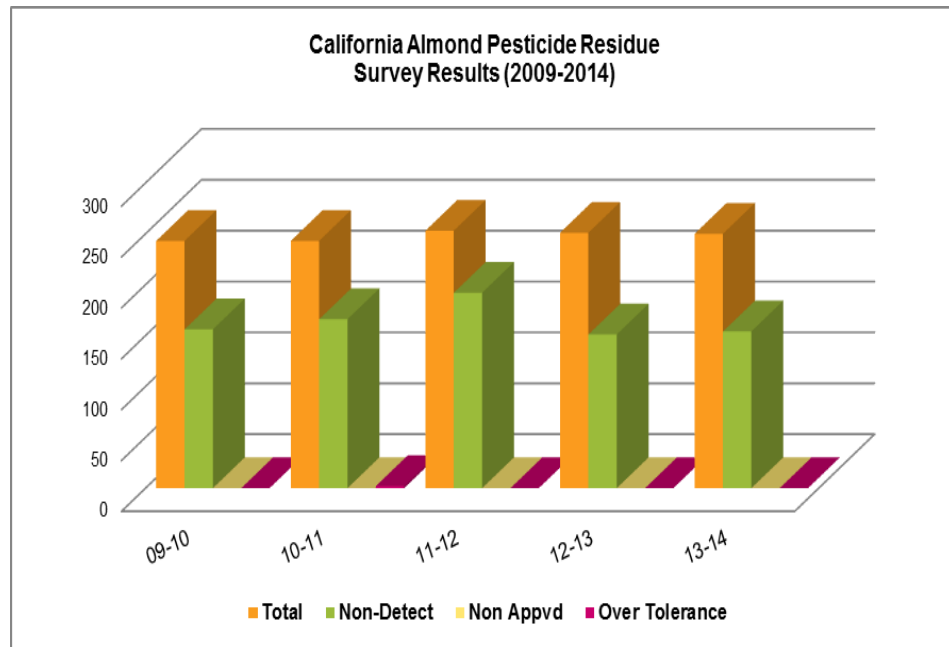
(# lower than US)

U.S.	170	compounds registered
EU 28	108	compounds registered (39)
Codex	59	compounds registered (22)
Japan	96	compounds registered (18)
Canada	45	compounds registered (5)
India	59	compounds registered (22)
China	?	compounds registered

BUT Complying with U.S. \neq Meeting Export MRLs

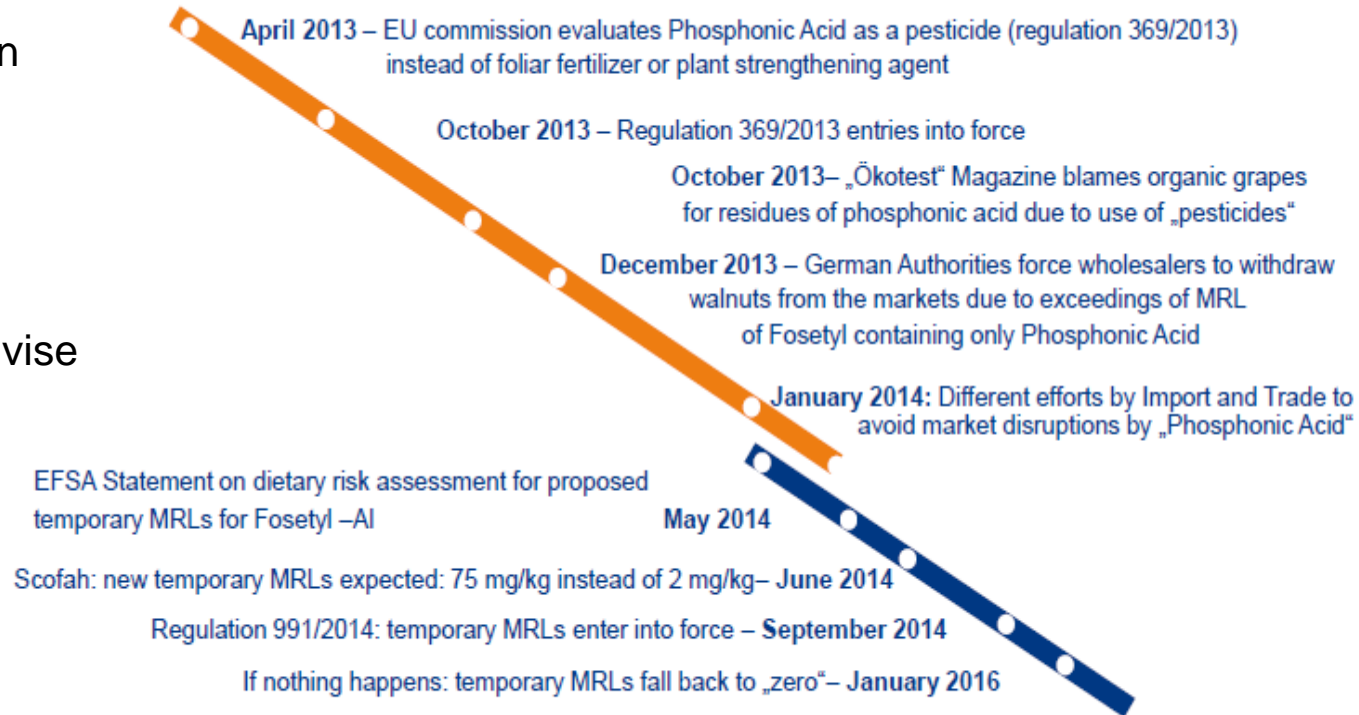
- Residue monitoring demonstrates ongoing compliance with U.S.
- No non-approved or exceeding U.S. tolerances
- But an example of residues that could be non-compliant with EU limits:

Chemical	EU (ppm)	US (ppm)
Dichlorvos	0.01	0.5
Iprodione	0.02	0.2
Glyphosate	0.10	1.0
Methoxyfenozide	0.02	1.0
2,4-Dimethylamine	0.05	0.2



Case in Point: Fosetyl and Phosphonic Acid in Europe

- EU MRL defined as all sources – but a common metabolite: phosphite
- Residue can result from fertilizer rather than pesticide usage
- European position to advise growers not to use
- U.S. effort to establish appropriate MRL



Korea – Example of Evolving Landscape

- Korea currently uses a mix MRLs
- Increased trade within Asia
- Public concerned about the safety of their food
- ➔ Korea decided to move to a positive list system
 - Only residues for which Korea has set MRLs for specific compounds/crops will be allowed
 - Do their own risk assessment
 - Won't rely on external assessments or MRLs
- New MRLs to apply to Tree Nuts as of 2016 (?)
- Since 2012, ABC has been working with registrants, EPA and USDA to understand process and let all know what needs are for almonds/tree nuts
 - MRL Priority Database



A close-up photograph of several green almonds on a branch, with vibrant green leaves. The background is softly blurred, showing more of the tree and some out-of-focus figures of people, suggesting an outdoor setting like a market or festival.

China and India Legislation

China and India – Effort to Implement Wide-Ranging Food Safety Laws

- Government focus on introduction of laws – blend of U.S. and EU approach
- Effort to reduce corruption, increase investment
- Compliance and enforcement is inconsistent
- Biggest issue – who do you contact when there is a problem?



India: New Challenges as FSSAI Enforces Rules

- Regulations announced in 2011 but not previously enforced
- Driven by concerns over wholesomeness
- Pressure on FSSAI from inside *and* outside
- Bulk vs wholesale labeling only one example
 - Intended use versus pack size
 - Need for better understanding, cooperation
- Still not clear what outcome will be, but consideration is moving forward...



Product Standards – same issue, different approach

India

- Recent rejection of consignment in Chennai for excessive foreign material
 - Inspection staff likely do not understand how to classify “foreign material”
 - Almonds come under a generic standard
 - Efforts in 2011 to develop an almond-specific standard were never finalized
- Need to revisit standard to ensure it is accurate and consistent with USDA grades

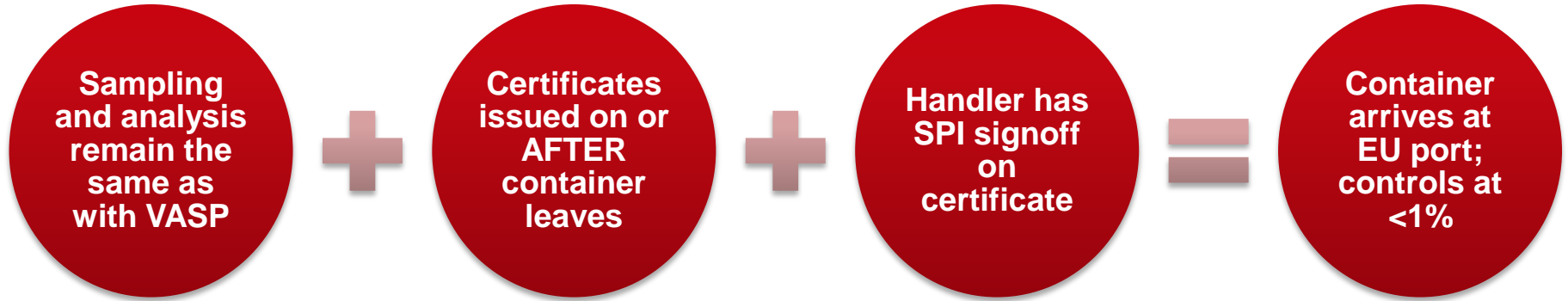
China

- Product standard for kernel and inshell almonds
 - A “voluntary” standard but will be used by local authorities if any controls are done
 - Kernel standard reflects USDA grades
 - Inshell standard *does not* reflect all changes recommended by ABC regarding defects and crackout
- Need to continue efforts to ensure grades are accurate, commercially realistic

A close-up photograph of a glass jar filled with almonds. In the foreground, a small white dish contains a dollop of almond butter. The background is a warm, golden-yellow color.

Europe and Pre-Export (we're *FINALLY* almost there!!)

Pre-Export Checks Program

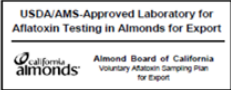



What's Different?

- Only applies to bulk kernels and inshell
- Afla certificate does not need “wet signature”
- Additional page for SPI signature
 - Confirming handler is MOU signatory
 - That afla cert matches PEC cert
- No shipping notes, no reissuing
- PEC can be issued *after* container leaves handler (or even sails)
- Puts more logistics control at handler level
- Goods arriving without PEC will not be rejected, but may be subject to additional controls



New Aflatoxin Analysis Cert Handler Information

Lab Name & Address	PRE-EXPORT CERTIFICATION PEC PROGRAM	Certificate Number:
		EU Pre-Export Certificate Article 23 (EC) Almonds Pre-Export PEC Program Commission Decision
		Date Received:
		Date Analyzed:
		Date Issued:
APPLICANT NAME AND ADDRESS:		
PRODUCT ANALYZED:		
COUNTRY OF ORIGIN: USA		
PRODUCT IDENTITY:	STATE: CA	CROP YEAR:
		LOT ID:



New Aflatoxin Analysis Cert USDA Lab Results

Results of Analysis				TEST METHOD: AOAC 991.31H		
LAB SAMPLE ID:						
SUBSAMPLE	B1	B2	G1	G2	TOTAL AFLATOXIN	
	ppb	ppb	ppb	ppb	ppb	
1						
2						

All aflatoxin results are in ppb (ug/Kg) and are corrected for recovery

The kgs representative incremental sample collected from the lot must all be mixed together to be sure that each sub-sample contains portions of the whole lot. Grinding should be accomplished by a method which not only reduces the particle size but also is effective in thoroughly mixing the particles to a homogenous grind and conforms to the USDA/AMS Laboratory Approval Program procedures.

Sample has been analyzed using HPLC with a limit of quantification (LOQ) of _____ ppb for total Aflatoxin Quality Control/Spike

Recovery sample analyzed using HPLC gave recoveries of _____% for total Aflatoxin and XXX.XX% for Aflatoxin B1.

Sampling:
All PEC Applicants have signed a memorandum of understanding (MOU) with the Almond Board of California declaring that the almonds have been produced, handled, processed, packaged and transported in line with good hygiene practices. Representative incremental samples have been collected from throughout this lot to equal an aggregate sample weight in accordance with the Commission Regulation (EC) No. 401/2006, as amended.

This is a USDA/AMS-Approved Laboratory for Aflatoxin Analysis in almonds. Official methods of the AOAC as approved by the USDA/AMS are used in all analyses unless otherwise stated. Reported results are not corrected for recovery or expanded measurement of uncertainty. Reports are for the exclusive use of the applicant. We certify to the truth and accuracy of this report as applying to the samples tested only. Unless otherwise noted, all samples were received in acceptable condition.

Reviewed and Approved by:

DROP DOWN WITH SIGNATORIES FROM LAB



Annex 1 Document Handler Completes

- can be completed up to 14 days after shipment
- many fields are auto-populated
- consignees can be programmed in by handler
- requires container number
- Handler enters actual number of packages and type/size of packages actually loaded in container and a formula computes total lbs. shipped (not to exceed total size of lot analyzed).
- there is a field for customer number if required
- original Lot ID is noted on all pages
- No signature required on Annex 1

ANNEX			
COUNTRY:			
Part 1: Details of dispatched consignment	1.1. Consignor	1.2. Certificate reference number L2.a	
	Name auto		
	Address	1.3. Central Competent Authority	
	Tel. No	1.4. Local Competent Authority	
	1.5. Consignee	1.6. Person responsible for the consignment in EU	
	Name	Name	
	Address	Address	
	Postal Code	Postal Code	
	Tel. No	Tel. No	
	1.7. Country of origin ISO code LB.	1.9. Country of destination ISO code L10.	
	1.11. Place of origin Approval number	1.12.	
	Name		
	Address		
	1.13. Place of loading	1.14. Date of departure	
1.15. Means of transport	1.16. Point of Import in EU		
Aeroplane <input type="checkbox"/> Ship <input checked="" type="checkbox"/> Railway wagon <input type="checkbox"/>			
Road vehicle <input type="checkbox"/> Other <input type="checkbox"/>	1.17.		
1.18. Description of commodity	1.19. Commodity code (HS code)		
	1.20. Quantity		
1.21. Temperature of product	1.22. Number of packages		
Ambient <input type="checkbox"/> Chilled <input type="checkbox"/> Frozen <input type="checkbox"/>			
1.23. Identification of container/seal number	1.24. Type of packaging		
1.25. Commodities certified for:			
Human consumption <input checked="" type="checkbox"/>		Animal feedstuff <input type="checkbox"/> Further process <input type="checkbox"/>	
1.26.	1.27. For import into EU <input checked="" type="checkbox"/>		
1.28. Identification of the commodities			
Batch number		Treatment type	

Annex 2 Document SPI Signs & Issues

- handler prints out Annex 1, Annex 2 and Analysis certificate and staples together for SPI to sign
- some fields are auto-populated
- once SPI verifies that handler has signed a PEC MOU they will issue by signing and stamping with official stamp
- Annex 2 certificate is valid for 4 months from date SPI issues

EUROPEAN COMMUNITY

ALMOND PRE-EXPORT CHECK

II. Health information

II.a. Certificate reference number
123456789

II.b.

According to the provisions of European Commission Regulation XXX approving the pre-export checks carried out by the United States of America on almonds as regards the presence of aflatoxin, the commodities described in Part 1 have been produced in line with the Pre-Export Checks (PEC) program Memorandum of Understanding administered by the Almond Board of California. The MOU states the commodities have been produced, sorted, handled, processed, packaged and transported in line with good hygiene practices.

I undersigned James Jackson authorized representative of the Competent Authority referred to in Article 1 certifies that the Applicant of the commodities described in Part 1 is a signatory of the Pre-Export Checks (PEC) program Memorandum of Understanding administered by the Almond Board of California.

According to the aflatoxin certificate number _____, samples from this consignment were taken on 5/15/12 (date), subjected to laboratory analysis on 5/16/12 (date) in the JEH/JLA Analytical (name of laboratory) and the details of the sampling, methods of analysis used and results are attached.

Notes

This certificate is valid for 4 months after issuance.

Part I:

Official inspector

Name (in capital letters): JAMES JACKSON

Qualification and title: Shipping Point Inspection

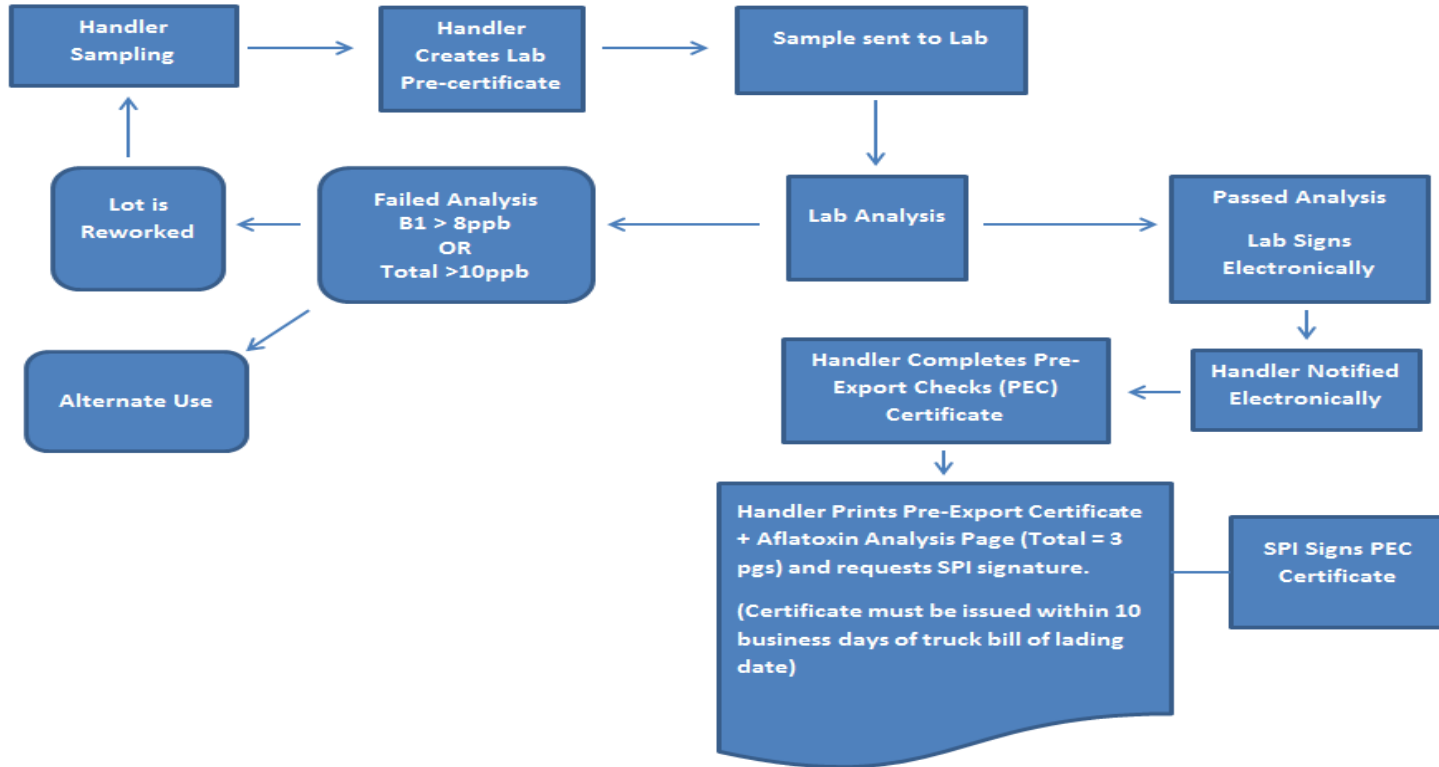
Date: June 8, 2012

Signature: James Jackson

Stamp:

Official
Stamp

PEC Flowchart



Transition Timeline

- ABC, USDA/FAS confirmation of regulatory language in December
- Completion and testing of ABC electronic system in January 2015
- Handler visits February/March 2015
 - New PEC Manual and MOU
 - eVASP enhancements (ePEC)
- Tentative effective date April 1, 2015



Now Let's Hear from YOU!

- Issues you've encountered?
- Countries we have not mentioned?
- Changes you are worried about?
- Requirements your customer **says** are official?
- Other ways we can help?



Thank You