

ASTA Import/Export Workshop

November 13, 2019



“Nothing ever becomes real 'til it is experienced.” - John Keats

- 22 years in import/export; sales, regulatory, technical, logistics, marketing, business development.
- Shipments size 100g to 44,000,000lbs. Air, Ocean, bulk, tankers.
- Shipped: to 115 countries & 56 seed/grain species
- Possible Combinations 2,966,521,118,239,984,700,000,000,000,000,000
 - (Not factoring shipping methods or buyers)
- Equals many potential issues!

Combination Formula

$${}_nC_r = \frac{n!}{(n-r)!r!}$$



“Beginner's luck is great for beginners.” - Robert Fripp

- Many seed companies start exporting slowly with current staff but, quickly find they don't have expertise to continue growing their exports.
- 2002 I began with a grass seed company. It was a new role, and like others there was minimal training or assistance, just a binder with EXCERPT printouts.
- Limped through the years, then in 2005 – ASTA hosted a Phyto workshop in DC. Everyone was at the table to help resolve industry issues.
- Networking with ASTA, APHIS, industry reps. Right people, Right time!
- Learn: who to ask and where to look.
- Find and create new resources for yourself!



“Make the most of the resources you have.” - Anonymous

- Fast forward to 2011 - PExD. Replaced EXCERPT (Purdue) and contains import requirements for US origin products.
- Comprehensive tool that includes;
 - Additional Declaration Requirements
 - Prohibited / Restricted items
 - Harmful Organisms
 - Foreign contacts
 - Definitions, time limits...
 - Import Permit Requirements, etc.
- Training tool for staff.
 - Testing requirements new destinations.
 - Refer to it for every Export!



“Consultant: any ordinary guy more than fifty miles from home.” – Eric Sevareid

- I consult with various organizations; public, private, local, regional, national, multi-national, large and small seed companies & seed affiliates.
- Commonality: all have a part in the international movement of seeds from the PNW, nationally & globally.
- Consultation requests: increase company efficiency, save costs, be more independent & self-reliant, do more services in-house, train new staff, topic-specific training, risk mitigation and special projects.
- I am frequently asked the same handful of questions from most all companies.



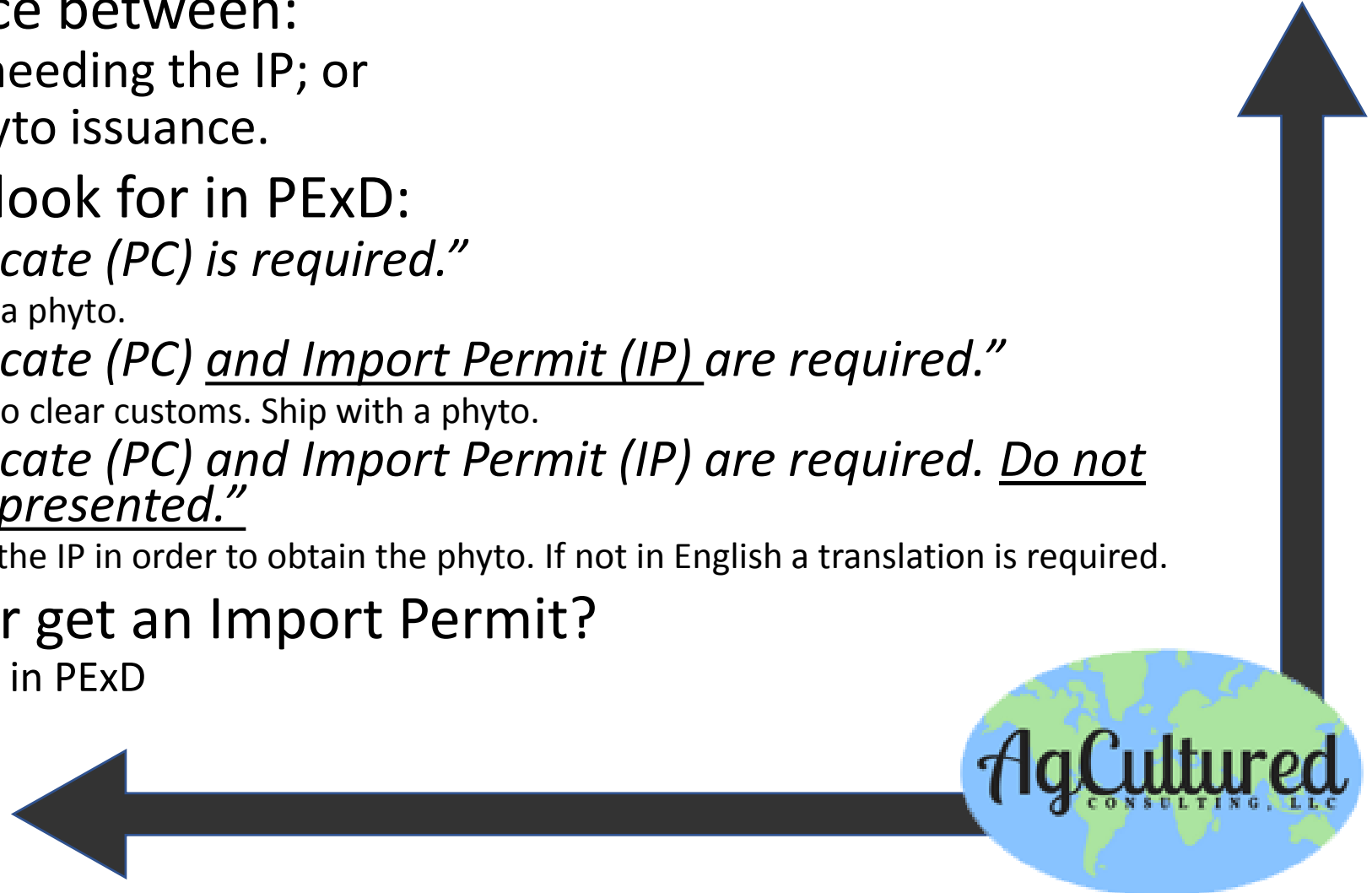
Q1: What do I need to do to ship to...?

- Your salesperson receives an inquiry from a new country.
 - What are the testing requirements?
 - Are there Additional Declarations?
 - What weed seeds are prohibited? (or other pathogens)
 - What are the Inspection and Issuance Time limits?
 - Do we need an import permit?



Q2: Do I need an Import Permit (IP)?

- Learning the difference between:
 - The buyer/importer needing the IP; or
 - An IP required for phyto issuance.
- Three key phrases to look for in PExD:
 - *“Phytosanitary Certificate (PC) is required.”*
 - No IP needed. Ship with a phyto.
 - *“Phytosanitary Certificate (PC) and Import Permit (IP) are required.”*
 - IP needed for the buyer to clear customs. Ship with a phyto.
 - *“Phytosanitary Certificate (PC) and Import Permit (IP) are required. Do not certify unless an IP is presented.”*
 - You must have a copy of the IP in order to obtain the phyto. If not in English a translation is required.
- Where does the buyer get an Import Permit?
 - See 'Foreign Contact' info in PExD



Q3: Why does one country say...and another say...?

- Its important to know that PExD will often have different verbiage for the same meaning. If unsure, ask!
 - Turkey: **Soil** Soil is prohibited.
 - China: **Soil** Soil from all countries.
 - Costa Rica: **Soil** Soil associated with propagative material is prohibited. and
 - **Seeds (other than flowers)** Unless specified elsewhere in the summary, Phytosanitary Certificate (PC) and Import Permit (IP) are required. Do not certify unless an IP is presented. Must be free from soil.
 - Uruguay: **Soil** Soil is prohibited. Unless otherwise indicated in official communication or a commodity specific summary, visual inspection may be used to determine product freedom from soil.
- Not allowed. Determined in Visual Inspection. Not separate test.
 - Japan: **Isolated Soil** Isolated soil is prohibited.
 - South Korea: **Soil** Commodity is prohibited. Do not certify unless an Import Permit (IP) is presented.
- Soil as the product is prohibited. (e.g.; potting soil)



Q4: Do I have to test for all things listed in Harmful Organisms?

- No you do not. Example: *Agrostis* sp. (seeds) to Uruguay.
- 24 nematodes listed but only 1 requires an Additional Declaration
 - (*Anguina tritici*)

Seeds

Phytosanitary Certificate (PC) and Import Permit (IP) are required.

Additional Declaration

The area of production is free of *Anguina tritici*.

OR

The shipment is free of *Anguina tritici*.

Bacteria	Fungi	Insects
		Anguina agrostis
		Anguina tritici
		Aphelenchoides besseyi
		Bursaphelenchus xylophilus
		Ditylenchus angustus
		Ditylenchus destructor
		Ditylenchus dipsaci
		Globodera pallida
		Globodera rostochiensis
		Heterodera glycines
		Meloidogyne chitwoodii
		Meloidogyne fallax



Q5: How do I know when PExD has been updated?

- There are no email notices for updates. Check PExD for every export.
- Example: Norway. Note date updated and comments below for what was changed.

*Country: 

Last Updated: March 07, 2019

Then select the type of information you would like to view on the selected country.

Important Notes:

Note:

- For plants for planting not listed in a summary, please use the most current document, located under General requirements, Supporting documents, *Norway Propagative Plant Parts and Soil and Growing Media*.
- Please use the most current document located under General requirements, Supporting documents, *Norway Additional Declaration Glossary*, to define all additional declarations. Users must list additional declarations on phytosanitary certificates exactly as they appear in a commodity summary.



Q6a: Does the Import Permit trump PExD?

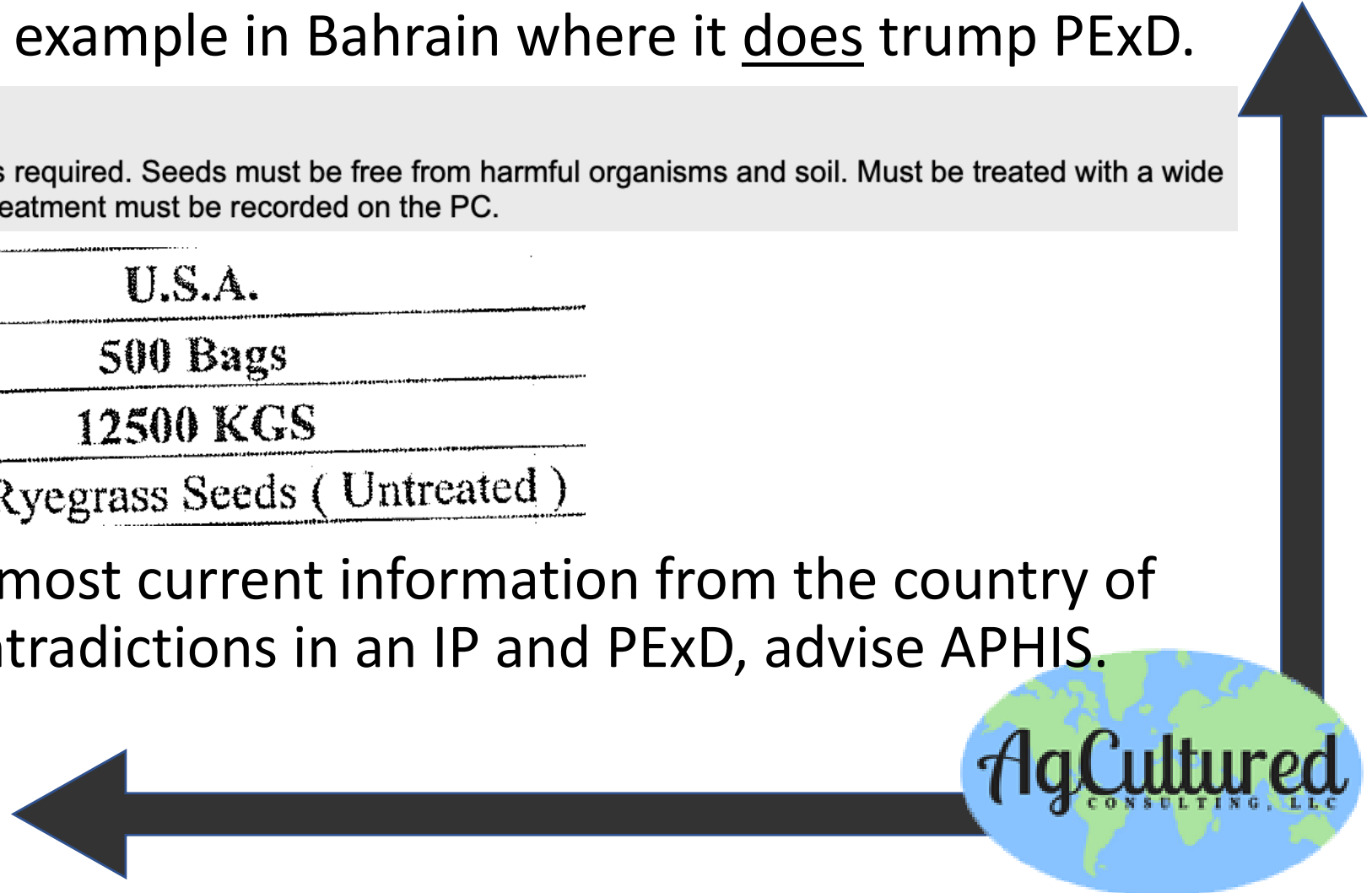
Yes & No. Here is an example in Bahrain where it does trump PExD.

- PExD: **Seeds**
Phytosanitary Certificate is required. Seeds must be free from harmful organisms and soil. Must be treated with a wide spectrum fungicide. The treatment must be recorded on the PC.

- IP says:

U.S.A.
500 Bags
12500 KGS
Annual Ryegrass Seeds (Untreated)

- The IP is ALWAYS the most current information from the country of import. If you see contradictions in an IP and PExD, advise APHIS.



Q6b : Does the Import Permit trump PExD?

Here's an example in Uruguay where it does NOT trump PExD.

- PExD: **Soil** Soil is prohibited. Unless otherwise indicated in official communication or a commodity specific summary, visual inspection may be used to determine product freedom from soil.
- IP: PHYTOSANITARY REQUIRIMENTS FOR SEEDS IMPORTS OF LOLIUM (LOLIUM MULTIFLORUM = L. ITALICUM) COMING FROM USA.

A) Merchandise must be accompanied by the Phytosanitary Certificate (or by the Phytosanitary Certificate of Re-export if matched) including the following Additional Declaration:

1) Nursery was officially inspected during a complete growing cycle and no Anguina agrostis and Euphorbia esula were found.

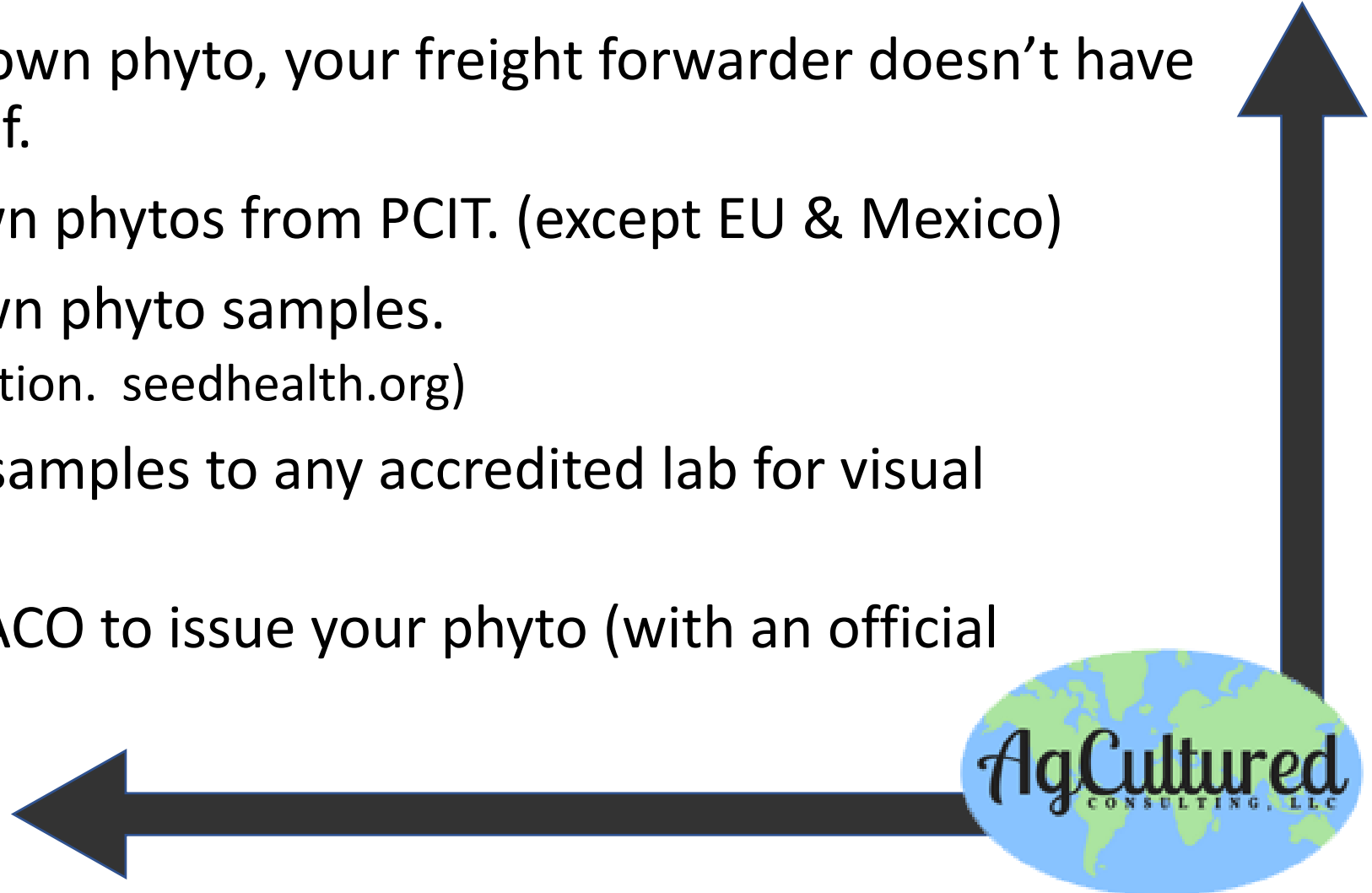
or

Lot does not contain mentioned pests as at point 1) according to official lab results No ().
- If there is no specific comment about soil, it will be inspected during the visual exam. No separate test/inspection is required.



Did you know???

- You can submit your own phyto, your freight forwarder doesn't have to do it on your behalf.
- You can print your own phytos from PCIT. (except EU & Mexico)
- You can draw your own phyto samples.
 - (With NSHS accreditation. seedhealth.org)
- You can send official samples to any accredited lab for visual inspection.
- You can request any ACO to issue your phyto (with an official inspection report).



THANK YOU!

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GO BEAVS™

