Department News

Export certification update

The Plant Industries Division of the North Dakota Department of Agriculture (NDDA) issues phytosanitary certificates (phytos) for product shipping all over the world. In the first five months of 2014, NDDA issued 1,546 phytos. Canada, Mexico, Angola, Spain, Turkey, Pakistan, Korea, and Jordan were the most frequent destinations.

Turkish shipping requirements

Many companies have had questions and difficulty meeting phytosanitary requirements for sending commodities to Turkey. Turkey’s Plant Health and Quarantine Department of the Ministry of Agriculture, not the U.S. Department of Agriculture (USDA), sets these requirements. NDDA-PID has had to reject numerous applications for phytos because time limits, outlined below, have not been met.

Phytosanitary certificates to Turkey must be issued no more than 14 days prior to shipment. The period between the inspection date of the product and the shipment date (sail date) of the product must be at most 14 days. Phytosanitary certificates may not be issued after the shipment leaves the port (post departure). Turkey rejects shipments that do not follow its 14-day time limit. Exporters must ensure that the commodity leaves the U.S. before Turkey’s 14-day time limit expires.

Turkey has told USDA Export Services that certificate issuance must follow their time limits exactly for all commodities, or the shipment will be rejected. Export Services will not be able to assist in a release of a shipment that has not met Turkey’s time limit. Turkey is monitoring issue dates, dates of inspection, and sail dates on certificates to verify conformity. NDDA is not authorized to issue certificates that do not follow Turkish time limits.

For more information on export certification, please contact NDDA-PID at doa-phytos@nd.gov or call Charles Elhard at the Fargo office at (701) 239-7295 or Carrie Larson at the Bismarck office at (701) 328-4723.
Export Essentials: Pricing Your Products for Export
Date: June 18, 2014 / 2pm CDT online
Cost: FREE!
Food Export-Midwest and Food Export-Northeast is sponsoring a complimentary webinar, “Pricing Your Products for Export.” This presentation will prepare participants for one of exporting’s biggest challenges. Topics to be covered:

- Export sales development planning
- Understanding pricing
- Developing export pricing

A question-and-answer session with the presenter will follow
Click Here to register today!

For more information, contact Paul Weiss at (312) 334-9200 or by e-mail pweiss@foodexport.org.

Navigating Food Export Requirements
Date: July 17, 2014 / 2pm CDT online
Cost: Free!
Locating resources on food export regulations can be a complex and intangible process. It is also among the most frequently asked questions from exporters, both new and experienced. Requirements can change based on products, markets and government relations, so it is important to know where the resources for knowledge are and how to navigate them online to start with. This webinar is designed to make these issues and resources more tangible and manageable. The goal is to create awareness to help develop or refine an overall export strategy.

Webinar participants will learn about:
- How Regulatory Research is Part of Marketing Research
- The One Mandatory Regulation and How We Benefit From It
- Organizing Resources Between Multiple State and Federal Agencies
- Clearing Up the Confusion over a “I Need a Health Certificate”
- Utilizing General and Product-Specific Regulatory Websites
- The Importance of Cooperation with the Importer

There will also be a Q & A session with Dennis Lynch, our featured presenter.
Click Here to register!
Buyers Missions

Midwest Buyers Mission – July 21-24
Grand Rapids, MI; Milwaukee, WI; Chicago, IL
Food Export is bringing qualified buyers from around the world to Michigan, Wisconsin, and Illinois for the Midwest Buyers Mission. Position yourself and your products in front of international buyers who continue to seek the latest food trends and products from the United States. Register early as meeting slots are scheduled on a first come, first served basis. It's the perfect low-cost opportunity to meet buyers from established and emerging markets in one place!
Each stop will include multiple meetings with qualified buyers from Brazil, Canada, China, Columbia, Costa Rica, the Czech Republic, Guatemala, Hong Kong, India, Malaysia, Mexico, the Philippines, South Korea, Taiwan, Turkey and Vietnam.
Registration deadline is June 9; the fee is $300. For more information, or to download buyer profiles, Click Here.

Natural Products Buyers Mission
Natural Products Expo East Show – September 17-19
Baltimore, MD
This Buyers Mission brings together importers who want to purchase natural products from U.S. suppliers who have products to offer in this sector. You'll meet with pre-qualified buyers from around the world in pre-arranged, one-on-one meetings right here in the U.S., generate new sales leads, and build relationships with key industry players.
The international buyers are pre-qualified, serious importers of natural and/or organic products. Buyers are pre-screened to want natural, organic, gluten-free, etc., foods and ingredients, so if you have natural/organic products, this is the event for you.
Target markets include Canada, China, Hong Kong, Japan, Mexico, Europe, the Middle East, South America and Southeast Asia.
Registration deadline is August 6; the fee is $150.
For more information, Click Here.

Value-Added Feed Ingredients Buyers Mission
World Dairy Expo
September 29-30 – Minneapolis, MN
October 1-2 Madison, WI.
The Value-Added Feed Ingredients Buyers Mission, being held in conjunction the World Dairy Expo, is a great, low-cost opportunity to meet

Questions?
For questions regarding international trade and exporting, please contact:
Erin Markestad – (701) 328-2622 or Emarkestad@nd.gov
For questions about Food Export – Midwest programs, please contact:
Paul Weiss – (312) 334-9200 or pweiss@foodexport.org
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one-on-one with qualified buyers. The Expo offers the most elite combination of dairy cattle and exhibits in the world. U.S. suppliers participating in the Buyers Mission will build relationships with key industry players and can create new sales leads without the time and expense of overseas travel.

The strong economic growth in the markets of China, Malaysia, Mexico, the Middle East, Thailand and Vietnam has been supporting an ongoing development of the feed ingredient sector. The demand for feed supplements and additives continues to rise. Attending buyers have been pre-qualified and meetings offer an opportunity to share information about available products, receive feedback from the buyer and initiate sales.

Products of interest include milk replacers, pre-mix feeds, vitamins and minerals, soybean meal, amino acids, alfalfa meal and pellets, lysine, high protein corn meal, whey products and microbial feed additives

Registration deadline is August 19.

For more information, Click Here.

Upcoming trade missions and shows

Upcoming Food Export Trade Missions
Sept. 3-4 Canada for Specialty & Natural Products
Sept. 9-12 Bahamas & Jamaica for Retail & Food Service Products
Sept. 21-25 India for Retail & Food Service Products
Oct. 27-28 Japan for Specialty & Natural Products

For a complete list of trade missions, visit www.foodexport.org. Contact Paul Weiss at (312) 334-9200 or pweiss@foodexport.org for further information.

Upcoming USDA/FAS International Trade Shows
June 24-27 SIAL Brazil
Sept. 15-18 Fine Food Australia
Sept. 23-25 VIV China
Sept. 24-26 Annapoorna World of Food India
Oct. 15-17 Food Ingredients Asia

For a complete list of trade missions with contact information, Click Here.

Services

Certificates of Free Sale
For a certificate of free sale for exports or questions on other documentation, please contact:

   Erin Markestad – (701) 328-2662 or emarkestad@nd.gov
   Bonnie Sundby – (701) 328-1974 or bsundby@nd.gov

Phytosanitary Certificates
For phytosanitary certificates or for more information on export certification, contact:

   Charles Elhard – (701) 239-7295 or celhard@nd.gov
   Carrie Larson – (701) 328-4723 or cllarson@nd.gov