

# Australia Preclearance Program

Why its important; why its important to do it right.

- ❖ Keep Markets Open
- ❖ Foundation to resolve issues – ACP
- ❖ Confidence in the integrity of the program
- ❖ Confidence in your operation

# Confidence

- ❖ For both your company and the industry – building confidence is critical
- ❖ We can't control AQIS approach to pre-clearance, but we can control our attention to detail and compliance
- ❖ Attention to detail gives AQIS **Confidence** in sample, integrity of the load.
- ❖ The more we build confidence in the program, the stronger our negotiating position.

# California Citrus Pre-clearance Program

## Program Benefit

- ❖ Expedited Clearance in Australia
- ❖ Rapid Pest Identification
- ❖ Reduced Fumigations
- ❖ Options/Control
  - Redirect
  - Re-inspect
- ❖ Keep Markets Open

# California Citrus Pre-clearance Program

## What the Work Plan is Not

- ❖ Easy
- ❖ Inexpensive
- ❖ More forgiving than an inspection in Australia

# California Citrus Pre-clearance Program

- ❖ The Work Plan is negotiated between USDA and AQIS
- ❖ AQIS has always been demanding on
  - Process
  - Paperwork
  - Sanitation
- ❖ Rules, requirements to give AQIS **Confidence** in sample, integrity of the load

# California Citrus Pre-clearance Program

- Process
  - Understand the Work Plan
  - Have procedures in place to comply
  - Have safeguards to maintain integrity of the load
- Paperwork
  - Attention to detail
  - Clean accurate NOIs
  - NOIs and Phytos must match exactly on arrival
- Sanitation
  - In the operation; fruit path
  - In the inspection area
  - Inspection area safe from external infestation

# California Citrus Pre-clearance Program

- Volume History

	2005-06	2006-07	2007-08	2008-09	2009-10	2010-2011
Total Volume - 31 DEC	124,788	310,058	222,123	196,541	382,711	483,224
Total Volume - EOY	477,925	400,681	929,674	496,780	831,321	1,069,507

# California Citrus Pre-clearance Program

- Volume by Variety

Volume By Variety	2005-06	2006-07	2007-08	2008-09	2009-10	2010-11
Navels	382,286	272,399	727,420	328,123	561,489	637,107
Lemons	11,187	89,041	74,254	88,372	136,185	165,585
Clementines	52,566 <sup>1</sup>	25,992	26,272	9,888	64,008	108,163
Mandarins			77,167	53,603	47,400	125,541
Grapefruit	6,404	11,333	22,423	12,978	19,404	19,467
Pummelos					2,331	3,150
Minneolas			576	1,260	252	1,368
Murcotts						5,761
Tangelos			288	864	252	1,730
Blood Orange		1,916	1,274	936		1,134
Moros				756		
Misc Other Varieites	25,482 <sup>2</sup>					501
	477,925	400,681	929,674	496,780	831,321	1,069,507

<sup>1</sup> Data for Clementines and Mandarins combined

<sup>2</sup> Smaller volume varieties combined

# California Citrus Pre-clearance Program

## Program Expenses

- ❖ AQIS expenses are paid by the importers
- ❖ Scheduling and number of inspectors is determined by importers
- ❖ Coordination, data reporting and logistics paid by the shippers

# California Citrus Pre-clearance Program

Week  Week Beginning (Monday)	November																									
	44	45	46	47	48	49	50	51	52	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
	31- Oct	7- Nov	14- Nov	21- Nov	28- Nov	5- Dec	12- Dec	19- Dec	26- Dec	2- Jan	9- Jan	16- Jan	23- Jan	30- Jan	6- Feb	13- Feb	20- Feb	27- Feb	5- Mar	12- Mar	19- Mar	26- Mar	2- Apr	9- Apr	16- Apr	
			Inspector 2 - Bakersfield 11- Nov					21- Dec		Inspector 1 - Bakersfield 2- Jan								11- Feb								
				Inspector 3 - Visalia 19- Nov				21- Dec		Inspector 2 - Visalia 2- Jan								11- Feb								
								21- Dec									Inspector 3 - Bakersfield 10- Feb					24- Mar				
			11- Nov														Inspector 4 - Visalia 10- Feb					24- Mar	Inspector 5 - Bakersfield 22- Mar			15- Apr

# California Citrus Pre-clearance Program

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	44	45	46	47	48	49	50	51	52	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
	31- Oct	7- Nov	14- Nov	21- Nov	28- Nov	5- Dec	12- Dec	19- Dec	26- Dec	2- Jan	9- Jan	16- Jan	23- Jan	30- Jan	6- Feb	13- Feb	20- Feb	27- Feb	5- Mar	12- Mar	19- Mar	26- Mar	2- Apr	9- Apr	16- Apr
	Inspector 2 - Bakersfield 11- Nov				21- Dec					Inspector 6 - Bakersfield 20- Jan					3-3- MarMar					Inspector 8 - Bakersfield 14- Apr					
	Inspector 3 - Visalia 19- Nov				21- Dec					Inspector 5 - Visalia 2- Jan					11-10- FebFeb					Inspector 7 - Visalia 24- Mar					
	Inspector 1 - Coachella 28- Oct				10-10- DecDec					21- Jan															

# California Citrus Pre-clearance Program

## Registration Certification Process

- ❖ Register with CCQC
- ❖ Information Packet from Program Coordinator
- ❖ Attend Workshop
- ❖ Preliminary USDA Walkthrough
- ❖ Final USDA and AQIS Approval

# Registration Packet

- ❖ Work Plan
- ❖ RFI Procedure
- ❖ Tips and suggestions
- ❖ Excel Files
  - RFI Form
  - NOI Form
  - Sign Kit and Labels

# APHIS Report/ Australia Bilateral Discussions

**Karen Ackerman, APHIS/PPQ/USDA**

Plant Protection and Quarantine headquarters in Riverdale,  
Maryland, Phytosanitary Issues Management Trade Director for  
Australia, New Zealand and the Pacific Islands

# Typical Issues

- ❖ Scheduling - Heavy Shipping Days
- ❖ Geography - AQIS Imposed Driving Limits
- ❖ Thanksgiving Week and Holiday Break
- ❖ Understanding the Work Plan and program requirements
- ❖ Readiness for Inspections
- ❖ Paperwork – NOIs and Phytos
- ❖ Inspection receipts

# Requesting an Inspection

- ❖ Send request as soon as you know you have a load.
- ❖ No later than 12:00 noon the day before you need the inspection
- ❖ Requests must be emailed to [citrusexports@sbcglobal.net](mailto:citrusexports@sbcglobal.net)
- ❖ We can accept a fax RFI
- ❖ We will not schedule an inspection without a fax or email request
- ❖ Confirmation will be sent the day we get the RFI

# California Citrus Pre-clearance Program

- Packers can only schedule one inspections per day
- Multiple orders can be combined into one NOI and one inspection
- A phyto certificate is written for each order or consignment
- Make a copy of the NOI to go with the phyto for each individual order

# Be Ready for the Inspection

- ❖ Paperwork (NOI) ready and accurate
- ❖ People ready to help with the inspection
- ❖ Load staged to verify NOI
- ❖ Help with repacking
- ❖ Inspection Receipts
- ❖ Maintain product segregation



# California Citrus Pre-clearance Program

## **New AQIS policy on NOIs – Grape Program**

- ❖ AQIS and county inspections are considered separate events
- ❖ If the AQIS inspection passes, they will sign the NOI notwithstanding any issues with the county
- ❖ All inspections must pass before the county can issue a phyto allowing shipment
- ❖ If a lot has an actionable pest, AQIS has allowed the shipper to withdraw the grower lot and modify the NOI
- ❖ We do not know yet whether the same policy will apply to citrus

# Inspection Fees and Receipts

- ❖ The Importers pay for AQIS expenses
- ❖ Packers pay for implementation and coordination
- ❖ Cost of implementation is charged to packers pro rata based on volume inspected
- ❖ Fees must cover the entire cost of the program
- ❖ At present, mandarin type boxes are counted as  $\frac{1}{2}$  a box
- ❖ Interest in charging less for Australian Boxes (.85)

# More Complicated Fee Structure

## Inspection Receipts and Fees

**Accurate Receipts  
Varieties  
Box Count**

**Accurate  
Breakdown by  
Importer**

**Accurate  
Breakdown by  
Pack Size**

**Easy to Track and Document**

# California Citrus Pre-clearance Program

## Inspection Receipts

- ❖ Information is accurate
- ❖ Importers are identified
- ❖ Signed by authorized rep
- ❖ Keep on file with NOIs

California Citrus Pre-Clearance Program			
<b>Inspection Receipt</b>			
Date:	RFI #:	NOI #:	
10/28/10	DC102810	DR007	
Shipper:			
DAVE'S Citrus			
Location:			
BAKERSTFIELD			
Pass:	Fail:	Reason:	
<input checked="" type="checkbox"/>	<input type="checkbox"/>		
Volume by Variety:			
Navels	2500	Mandarins	_____
Lemons	750	Clementines	_____
Grapefruit	_____	Other	_____
Volume by Importer		Volume by Importer	
Woolworths 2000		FPG 1250	
Inspector:			
Dave Logg			
Accepted by:			
Company Representative			
Notes:			
Inspection Fee:			
white-company copy	canary-AQIS copy	pink-billing copy	goldenrod-file copy

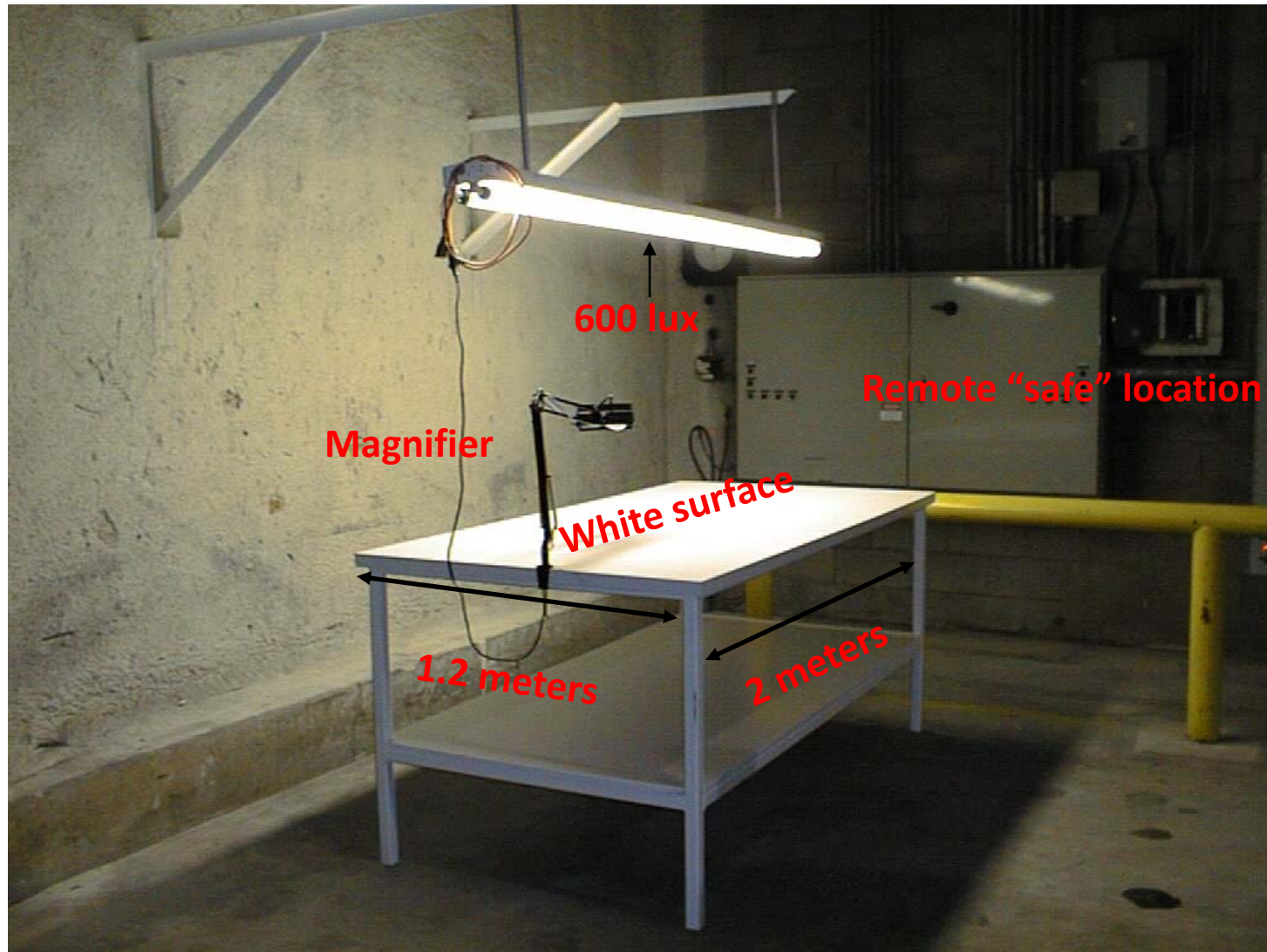
# California Citrus Pre-clearance Program

## Inspection Receipts and Fees

- ❖ For simple transactions – inspection receipt will work
- ❖ For multiple importers, varieties or box sizes, packer must provide a written breakdown to attach to the receipt
- ❖ Variety – Size - # Boxes – Importer

Variety	Size	Count	Importer
Navels	std	1800	BGP
Navels	aus	2400	Woolworths
Lemons	std	2400	FPG
Mandarin	Small	4800	FPG

# AQIS Inspection Area



# California Citrus Pre-clearance Program

## 8 Point Plan and Bean Thrips

- ❖ 8 Point Plan is designed to intercept BT before product is presented for inspection
- ❖ Stresses cutting fruit in field and at packing house
- ❖ Take cutting seriously
- ❖ Trapping and field sanitation
- ❖ Post-harvest treatment

# California Citrus Pre-clearance Program

## In Summary

- Process, Paperwork, Sanitation
- Pallet Tags, Lot Numbers, Phytos
- RFI Procedures
- Communications
- Receipts and Tracking
- Patience and Cooperation

# California Citrus Pre-clearance Program

## **2011 – 12 Workshop Schedule**

- ❖ October 19 - Riverside Co.
- ❖ October 20 – Yuma, AZ
- ❖ October 27 – Kern Co.
- ❖ October 28 – Tulare
- ❖ November 3 - Ventura