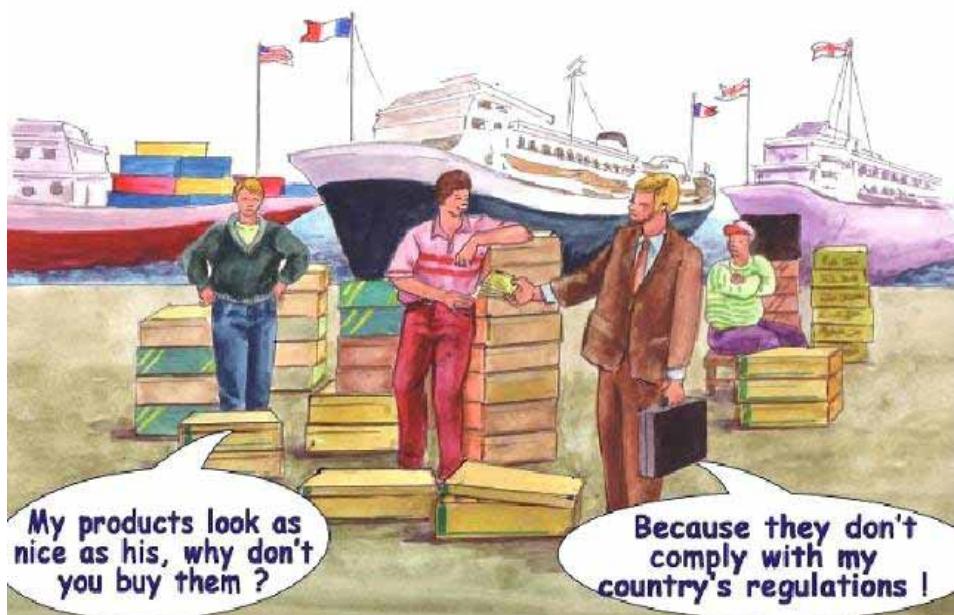


PART 1

TECHNICAL REGULATIONS AND CONTROLS FOR IMPORTING

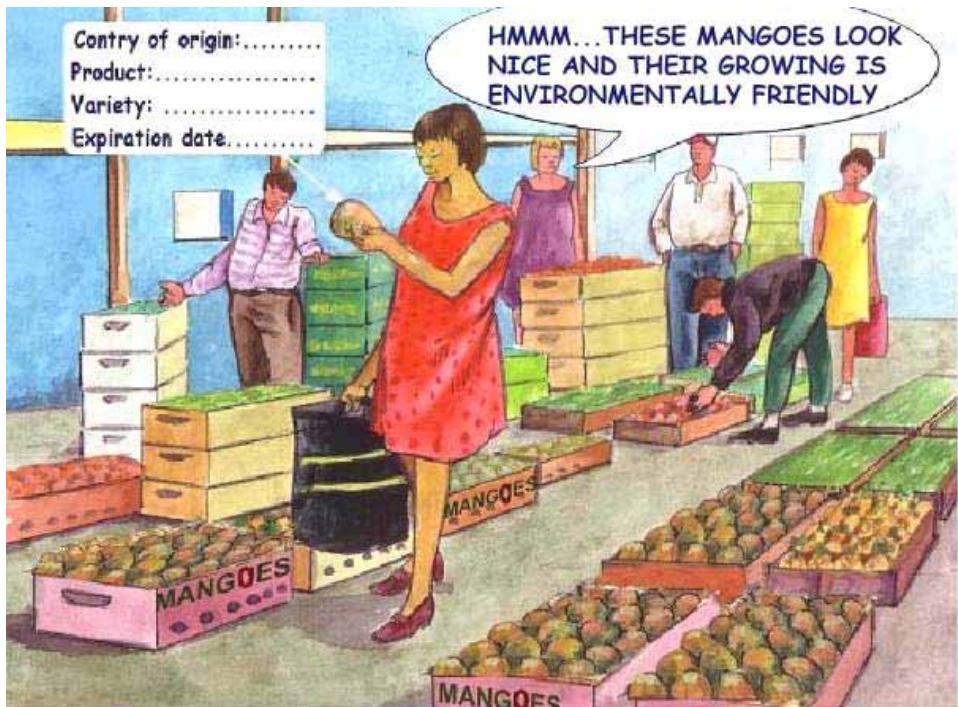
This part describes important technical norms and import requirements of the United States, the European Union and Japan.



To export their products into the international market, producers and exporters must comply with norms and regulations in order to ensure product quality, environmental protection and consumer health. These norms and regulations are different depending on the product and the country of export and import. Some regulations are based on international food standards, while others are developed by individual countries. Non-compliance with these requirements may lead to quarantining or product rejection by import countries.

1. COMMERCIAL QUALITY AND LABELLING REGULATIONS

Consumers are increasingly concerned about their health, the country of origin and the quality of the products they consume.



Most popular regulations focus on grade, size, weight, and package labelling. Regarding labelling, required information includes: country of origin, product name, variety and quantity. Requirements relating to commercial quality are about variety, colour, expiration date, external damage and shape.

Before allowing the entry of products, import countries require that products comply with minimum grades and conditions.

United States

The United States requires that agricultural imports be graded according to the standards of the American Marketing Service of the United States Department of Agriculture (USDA). For more information on product grading and quality requirements established by the USDA:

USDA: www.ams.usda.gov/standards/stanfrfv.htm

USDA: www.ams.usda.gov/fv/moab-8e.html

FDA: www.cfsan.fda.gov/~dms/lab-ind.html

One of the components of the 2002 Farm Bill (the Farm Security and Rural Investment Act of 2002) is the implementation of mandatory country of origin labelling (COOL). For more information on this programme:

USDA: <http://www.ams.usda.gov/cool/>

European Union

The European Union requires that imported fresh fruits and vegetables meet the European Community marketing standards for quality and labelling. The control is done by an inspection body at the point of import or in the case of some approved "third countries", at the point of export. For more information on the marketing standards of the European Union, consult the United Kingdom Department of Environment, Food and Rural Affairs (DEFRA) website:

DEFRA EU Marketing Standards: www.defra.gov.uk/hort/hmi.htm

Japan

Japan requires that imported products comply with regulations in the Food Sanitation Law, the Japan Agricultural Standards (JAS) Law and the Measurement Law. For more information on standards and import procedures for specific products:

Japan External Trade Organization:

<http://www.jetro.go.jp/en/market/regulations/>

Ministry of Agriculture, Forestry and Fisheries:

http://www.maff.go.jp/soshiki/syokuhin/hinshitu/e_label/index.htm

2. FOOD SAFETY REGULATIONS

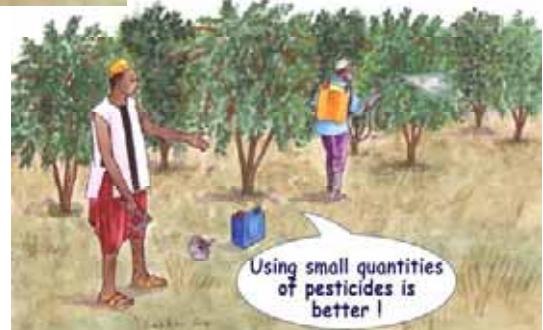
Producers need to ensure the quality and safety of the produce and avoid all potential hazards such as risks from contaminated water.

Maximum Residue Limits of Pesticides

Regulations on the maximum residue limits (MRLs) of pesticides (herbicides, insecticides, fungicides etc.) are effective both at national and international levels. Producers and exporters must comply with the regulations of their country (when the latter has a regulation on maximum residue limits of pesticides) and the regulations of import countries. They may only use chemicals that are registered for use on a particular crop and must strictly follow the directions indicated in the instructions leaflet or on their containers (boxes and bottles).



For treatments, it is important to meet recommended doses



The following links contain comprehensive information on Food safety regulations at international level (e.g. Codex Standards) and/or national level :

<http://www.ipfsaph.org/En/default.jsp>

http://www.fao.org/ag/agn/food/food_fruits_en.stm

United States



In the United States, the maximum residue limits for pesticides are established by the Environmental Protection Agency (EPA) and controlled by the Food and Drug Administration (FDA) at the point of import for all agricultural products. For more information on the requirements and the maximum residue limits established by the EPA:

US Environmental Protection Agency:

www.access.gpo.gov/nara/cfr/waisidx_04/40cfr180_04.html
www.epa.gov/pesticides/food/viewtols.htm
www.epa.gov/fedrgstr/EPA-PEST/index.html

The following website enables users to get maximum residue limits according to crop, pesticide active ingredient or pesticide type and country:

www.fas.usda.gov/htp/MRL.htm

European Union



The European Union continues to lower the maximum limits of pesticide residues permitted in products. For many pesticides there are now common limits that apply to the entire European Union. However, for some pesticides the residue limits vary from country to country. Each country verifies that regulations are met (usually through the ministry of agriculture) at its point of entry. When European Union countries have not set up maximum limits, exporters are required to obtain an import tolerance. For more information about pesticide residue limits in the European Union member countries:

http://europa.eu.int/comm/food/plant/protection/pesticides/index_en.htm
http://europa.eu.int/comm/food/plant/protection/index_en.htm
<http://europa.eu.int/scadplus/leg/en/lvb/l21289.htm>

For appropriate contact points in the member states:

http://europa.eu.int/comm/food/plant/protection/evaluation/contact_dec.xls

For information about application procedure of an import tolerance:

http://www.pesticides.gov.uk/applicant_guide.asp?id=1239

Japan



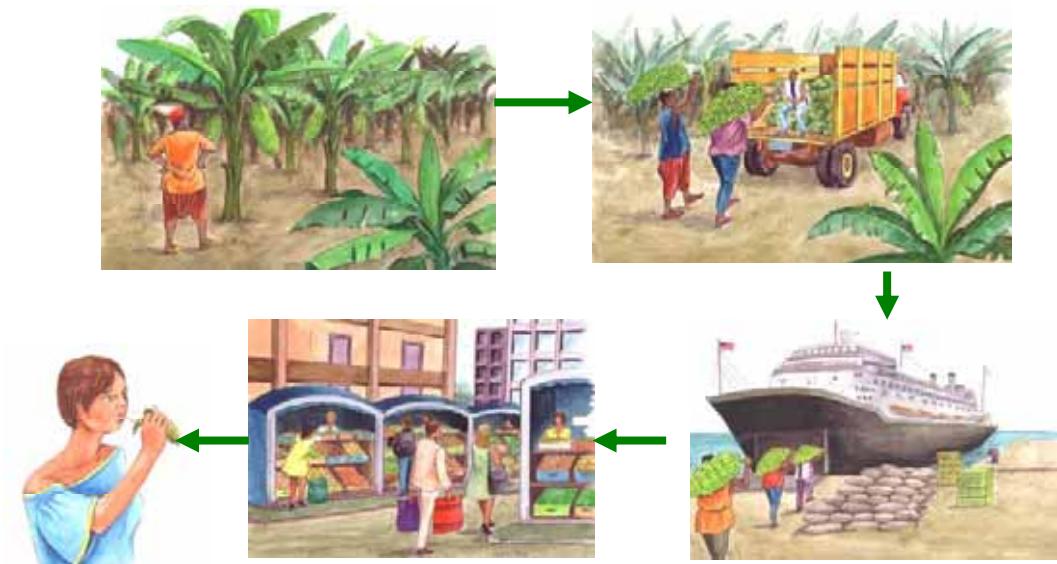
In Japan, the Ministry of Health, Labour and Welfare and the Environmental Department are responsible for establishing and testing residue limits. These limits are based on the Food Sanitation Law. Information on pesticide residue levels can be

found at:

<http://www.mhlw.go.jp/english/topics/foodsafety/positivelist060228/index.html>

Biological Contamination and Product Traceability

In response to recent problems about food safety (e.g. mad cow disease) and global terrorism, many governments are increasing control over all stages of food production, processing and distribution to protect consumers against the biological contamination of food. Traceability systems are used to identify products, their origin and their location within the supply chain. They also enable efficient recall in case of products' contamination. Furthermore, they help determine the origin of a food safety problem, comply with legal requirements and meet consumer's expectations for the safety and quality of purchased products.



To limit contamination risks, it is necessary to monitor each stage of the supply chain.

A growing number of governments and retailers are now requiring that the HACCP principles together with the application of Good Hygienic Practices (GHPs) and Good Agricultural Practices (GAPs) be used in crop production.

http://www.fao.org/ag/agn/food/food_fruits_en.stm

http://www.fao.org/ag/agn/food/quality_haccp_en.stm

United States



The Government of the United States has adopted the Bioterrorism Act, which requires that all exporters register with the Food and Drug Administration (FDA) and give notice prior to product arrival in the United States. For more information about the United States Bioterrorism Act:

Food and Drug Administration:

www.cfsan.fda.gov/~dms/ffsbac5.html

www.access.fda.gov/

The USA COOL programme will have impacts on traceability requirements of the United States towards its supplier countries. General information on this programme can be found at:

USDA: www.ams.usda.gov/cool/

European Union



The European Union regulations on traceability entered into force in January 2005. In order to comply with these rules, it is important that European Union importers identify the origin of products. As a consequence, the latter could require exporters to comply with traceability requirements even if "Exporters in trading partner countries are not legally required to fulfil the traceability requirement imposed within the EU. General information on traceability can be found at:

http://europa.eu.int/comm/food/food/foodlaw/guidance/guidance_rev_7_en.pdf

http://europa.eu.int/comm/food/food/foodlaw/traceability/index_en.htm

<http://europa.eu.int/scadplus/leg/en/lvb/132041.htm>

For detailed explanations on this regulation you can consult the Pesticide Initiative Programme of COLEACP:

<http://www.coleACP.org/>, Email: PIP@COLEACP.ORG

For explanations on the foodstuff hygiene requirements, please consult:

http://europa.eu.int/comm/food/food/biosafety/hygienelegislation/guidance_doc_852-2004_en.pdf

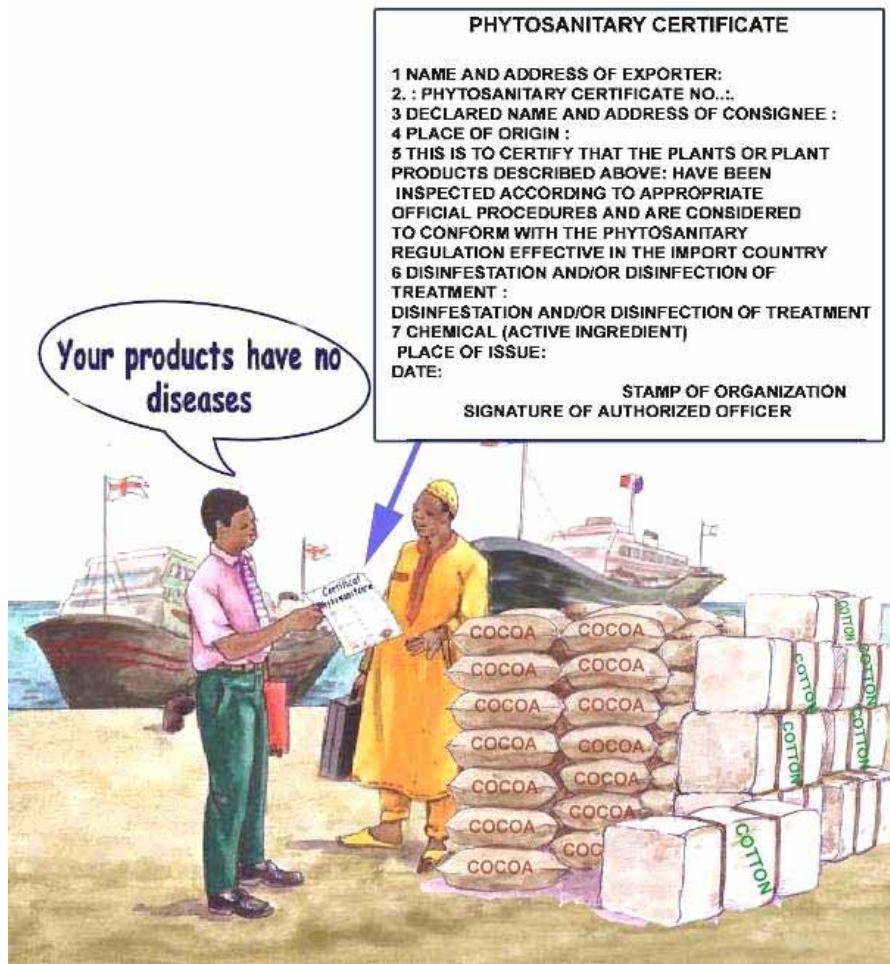
Japan



At the time of preparing the manual, no traceability requirements for exporters existed in Japan.

3. ENVIRONMENTAL SAFETY AND PHYTOSANITARY REGULATIONS

Producers must comply with phytosanitary regulations to prevent the entry and spread of plant diseases and pests into new areas. The major importing countries around the world implement pest risk analysis systems in order to determine the risk level of an imported product and inspect products on arrival to ensure that the level of risk is not exceeded.



It is necessary to apply for phytosanitary certificates for regulated products such as plants, seeds, fruits and vegetables, and cut flowers.

For detailed information on phytosanitary certificate content:

<https://www.ippc.int/IPP/En/default.jsp>
 (under phytosanitary regulations' section)

United States  In the United States, inspectors from the Animal and Plant Health Inspection Service (an agency of United States Department of Agriculture) must examine and approve all shipments before they can be cleared for customs. If signs of pests or disease are found, the produce may be either fumigated (or treated in another manner), returned to the country of origin or destroyed. For further information on the plant quarantine system of the United States:

USDA: www.aphis.usda.gov/ppq/permits

European Union



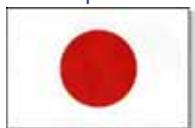
To export to the European Union, producers and exporters must comply with the plant health regulations of the European Union. Regulations are enforced at the point of entry. For more information on the plant health regulations in Europe, contact the International Phytosanitary Portal at:

https://www.ippc.int/I_PP/En/nppo.jsp

or for the Consolidated text on the phytosanitary requirements of the EC (Council Directive 2000/29/EC plus amendments) go to:

http://europa.eu.int/eur-lex/en/consleg/pdf/2000/en_2000L0029_do_001.pdf

Japan



The Japanese Government requires supplier countries to comply with the Plant Protection Law, the Plant Health Law and the Food Sanitation Law. These regulations are enforced by the Plant Protection Division of the Ministry of Agriculture, Forestry and Fisheries (MAFF). More information on Japanese phytosanitary regulations or Japanese quarantine system can be found at:

Plant Protection Station:
www.pps.go.jp/english/

Japan External Trade Organization:
<http://www.jetro.go.jp/en/market/regulations/pdf/plant2003apr-e.pdf>

4. CUSTOMS CLEARANCE

Final authorization for product entry depends on the customs officials in the country of import. To clear customs, the exporter must fill out the necessary forms (commercial, shipping) and pay all fees (duties, taxes). Since processing these forms can be time-consuming, some countries now offer pre-clearance programmes to save time. This means that products can be cleared for customs in the country of origin by officials who can guarantee that product regulations were followed.



**I must inspect your products before
their sale into our market**

*Non compliance with one of these norms or regulations
of import countries may cause product rejection.*

United States

Customs officials can only authorize the entrance of products into the United States after inspections by APHIS and the FDA at the point of entry. Exporters must also pay the necessary duties there, as determined by quantity, value, description and country of origin. To speed up the processing time at the border, exporters can complete certain customs procedures before departure. For example, through APHIS International Services it is now possible for some countries to get pre-clearance on import documents like phytosanitary certificates. For more details about the available pre-clearance arrangements in the United States:

www.aphis.usda.gov/ppq/preclearance/

Exporters can also use an Automated Commercial System developed by the US Customs to process documents electronically. For more information:

www.cbp.gov/xp/cgov/import/operations_support/automated_systems/ams/

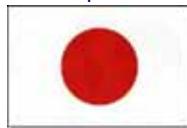
European Union

Procedures for customs clearance in the European Union vary according to countries. However, many of these countries have electronic customs systems and other programmes that speed up clearance time. For specific information about customs procedures and tariff rates (by country):

Taxation and Customs Union

http://europa.eu.int/comm/taxation_customs/common/about/welcome/index_en.htm

Centre for the Promotion of Imports from Developing Countries (CBI): www.cbi.nl

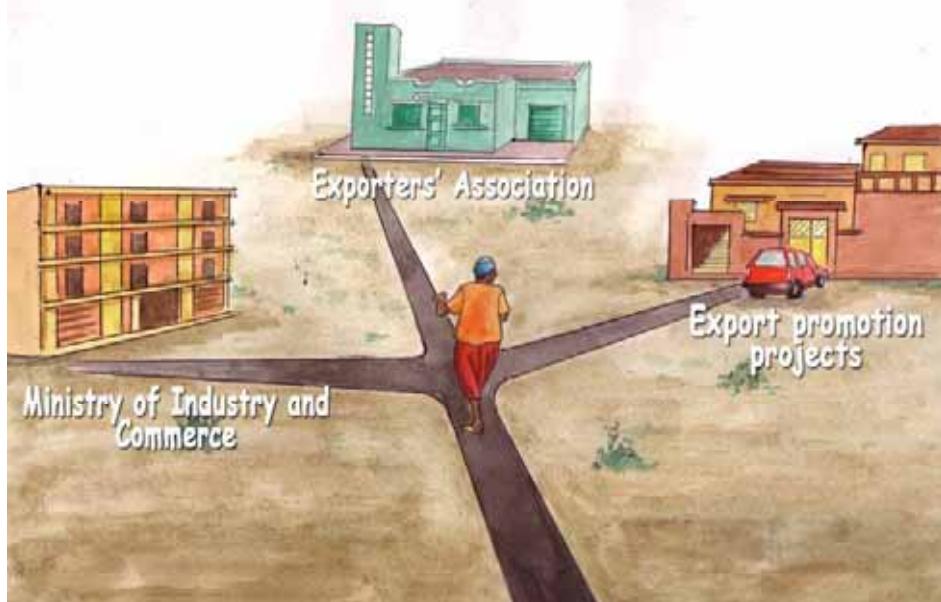
Japan

Prior to arrival of the products, exporters must notify the quarantine station at the point of entry through an electronic system operated by the Ministry of Health and Welfare. To further reduce the time spent at customs, a sample of the product can be brought to an official lab in Japan or in the exporting country and the results submitted for pre-clearance. Consumption tax and duties are paid before final clearance is given. For further information about import procedures:

www.mhlw.go.jp/english/topics/importedfoods/index.html

5. ORGANIZATIONS SUPPORTING EXPORT FROM WEST AFRICA

Producers and exporters need to familiarize themselves with a large variety of technical norms and import regulations which can at first seem complicated. However, there are a number of international and national organizations located in each of the West African countries that work to help producers comply with these regulations.



Various organizations may help you find the right information

Don't hesitate to contact international or local organizations!

They can provide you with additional information or relevant training.

At International Level

COLEACP, Pesticide Initiative Programme (PIP) and Harmonized Framework for Codes of Practice: www.coleACP.org

EU on-line Export Help Desk for developing countries:
<http://export-help.cec.eu.int/>

Guidelines to facilitate trade:
http://europa.eu.int/comm/food/fvo/pdf/guide_thirdcountries_en.pdf

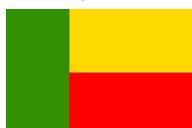
International Trade Center: <http://www.intracen.org/menus/itc.htm>

Market Access Database: <http://mkaccdb.eu.int>

National Organizations



Benin



- Association de développement des produits d'exportations (ADEX);
Tel.: (229) 31 78 21, Email: adex@intnet.bj
- Centre béninois du commerce extérieur,
Tel.: (229) 301320/301397; Email: cbce@bow.intnet.bj,
www.cbce.africa-web.org/ (FR)
- Fédération des groupements d'intérêts économiques de l'atlantique, Tel.: (229) 315726,
Email: sylvieamoussou@yahoo.fr

Burkina Faso

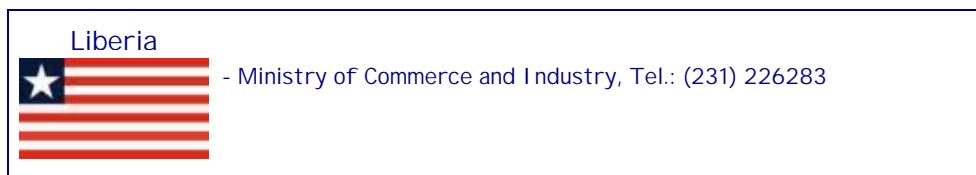
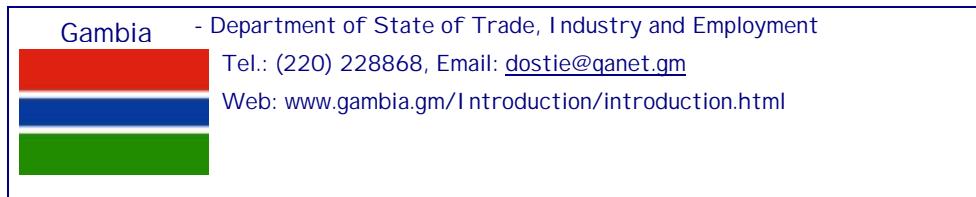


- Association professionnelle des exportateurs de fruits et légumes du Burkina (APEFEL), Tel.: (226) 300210/311338
- Ministère du commerce, de l'artisanat et de la promotion de l'entreprise; Tel.: (226) 324828; Email: mcia@cenatrin.bf
- Union nationale de groupements et sociétés coopératives de production fruitière et maraîchère du Burkina Faso, Tel.: (226) 20975234;
Email: ufmb@fasonet.bf

Côte d'Ivoire



- Association pour la promotion des produits d'exportation de Côte d'Ivoire (APEXCI), Tel.: (225) 20315700; Email: apexci@aviso.ci
- Association pour la promotion des produits d'exportation agricoles non-traditionnelles de Côte d'Ivoire (PROMEXA),
Tel.: (225) 20210561/62; Email: info@promexa.ci
- Organisation centrale des producteurs/exportateurs d'ananas & bananes de CI , Tel.: (225) 20/25251872; Email: ocab.a@aviso.ci (exportation: mangue, ananas)
- Société d'étude et de développement de la culture bananière, Tel.: (225) 20209300;
Email: scb@scb.ci



Niger

- Centre nigérien du commerce extérieur, Tel.: (227) 732288
- Ministère du commerce de l'industrie et de la promotion du secteur privé
- Tel.: (227) 735867, Email: nicom@intnet.ne.

Nigeria

- Chamber of Commerce, Industry, Mines and Agriculture of Port Harcourt, Tel.: (234-84) 330394
- International Trade Center of Lagos, Tel.: (234-1) 2635276, Email: wtcn@linkserve.com
- Nigeria Export Promotion Council (NEPC), Tel.: (234-9) 5230932; web: www.nepc.gov.ng

Senegal

- Centre international du commerce extérieur du Sénégal (CICES), Tel: (221) 8275266; Email: cices@cices.sn
- Chambre de commerce, d'industrie et d'agriculture de Dakar (CCIA); Tel.: (221) 8237189; Email: cciad@Telecomplus.sn
- Fondation trade point Sénégal, Tel.: (221) 8397373, Email: tpdakar@tpsnet.org; web: www.tpsnet.org (FR)
- Organisation nationale des producteurs/exportateurs de fruits et légumes du Sénégal (ONAPES), Tel.: (221) 8227853/7854; Email: onapes@infocom.sn

Sierra Leone

- Ministry of Trade and Industry
Tel.: (232-22) 222706/ 222640
- Sierra Leone Export Development and Investment Corporation (SLEDIC),
Tel.: (232-22)229216/227604

Togo

- Chambre de commerce, d'agriculture et de l'industrie du Togo, Tel: (228) 212 068/217 065, Fax : (228) 214 730
- Ministère du commerce, de l'industrie et de l'artisanat, Tel.: (228) 2212971/2212025, Fax: (228) 2210572