



Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE



AMS Dairy Export Program

Dairy Export Certification Systems Webinar

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DairyExportsQuestions@usda.gov

January 9, 2023

Agenda Topics

- Long term plans and goals
- Export Overview
- System Focus
- Country Specifics Highlights
- Best Practices
- Applying for Replacement Certificates
- Problem Resolution
- Q&A
- Wrap Up



Long Term Plans and Goals

Merge all processing systems into ATLAS

Respond to trading partner needs and requirements

Process and speed improvement for certificates

Improve customer satisfaction

Export Overview

AMS

- The Agricultural Marketing Service (AMS) is the export certificate issuing agency for most countries.

APHIS

- The Animal Plant Health Inspection Service (APHIS) is the recognized competent authority for animal health.

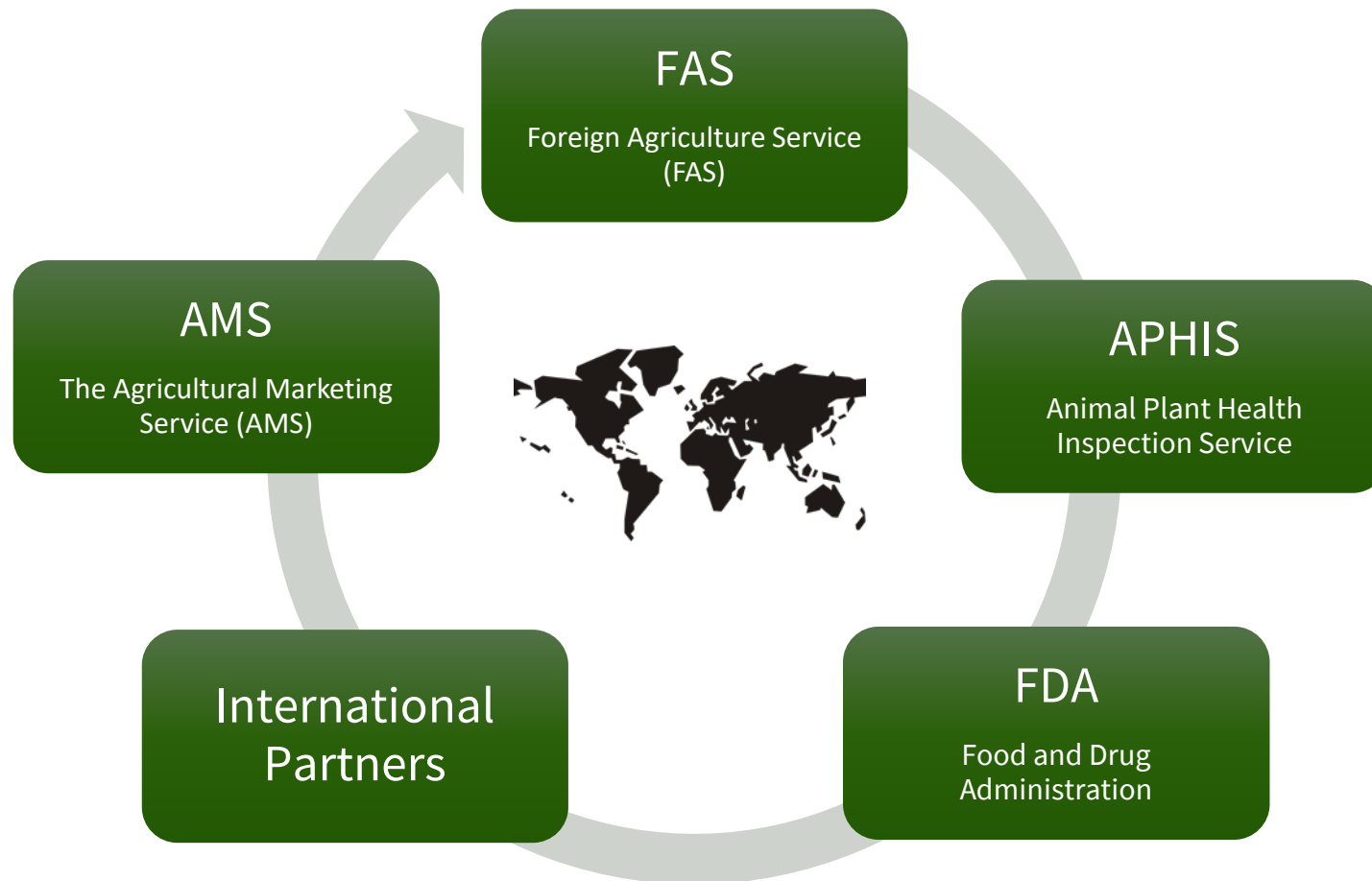
FDA

- The Food and Drug Administration (FDA) is the recognized competent authority for public (human) health.

FAS

- AMS works very closely with APHIS, FDA, and USDA's Foreign Agriculture Service (FAS) to provide a systems approach for a comprehensive and complete regulatory control program

Export Overview



Import Requirements Determined by Trading Partners



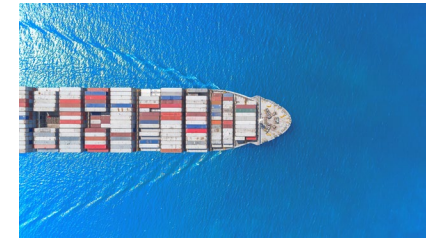
Export Certificates

- AMS
- APHIS



APHIS Issued Certificates

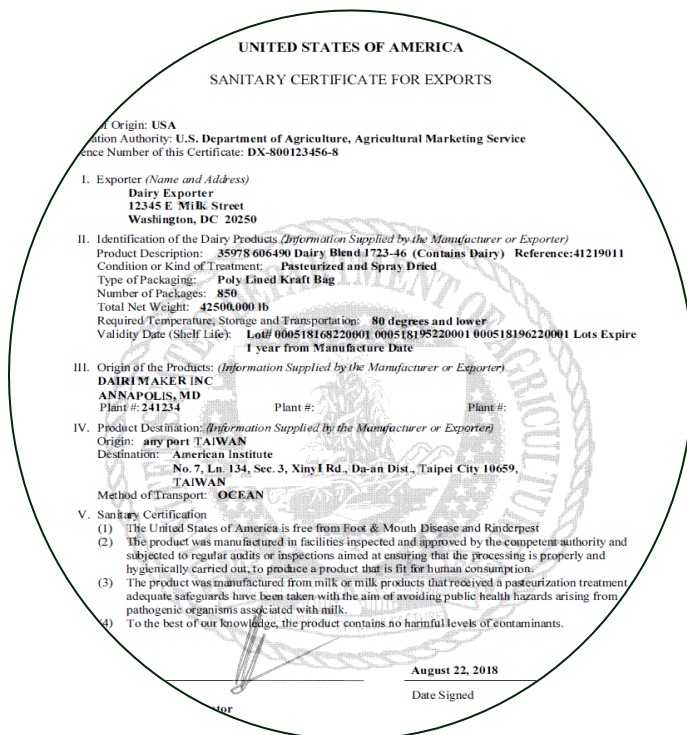
- Albania
- Australia
- Georgia
- Japan
- Mexico
- New Zealand
- South Africa
- Suriname
- Ukraine



Additional Requirements

- Facilities listing/registration
- Product registration
- Questionnaires
- Testing/COA

System Focus



General Sanitary Program



Electronic Document
Creation System eDOCS



Agriculture Trade Licensing
& Attestation Solution

Facilities Must Be in Good Regulatory Standing



Regulations

E.g., Pasteurized Milk Ordinance



Inspection

On-site inspection performed by State and Federal inspectors



Oversight

Federal oversight by FDA, AMS & APHIS

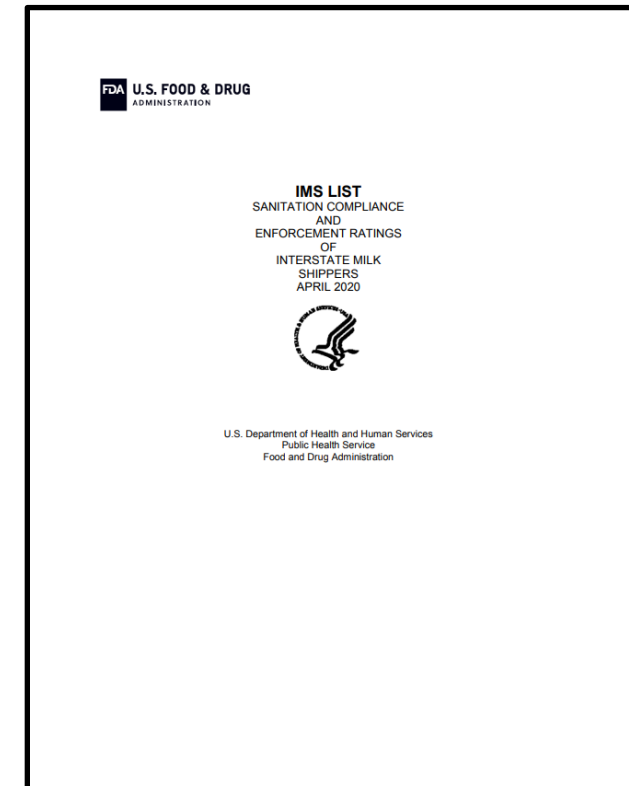


Non-compliance

Suspension or removal of eligibility for non-compliance

Dairy Facilities Eligible For Export Certification

- **USDA Dairy Plants Surveyed and Approved for USDA Grading Service**
- **Interstate Milk Shippers List (IMS)**



Country Specific Lists for Dairy

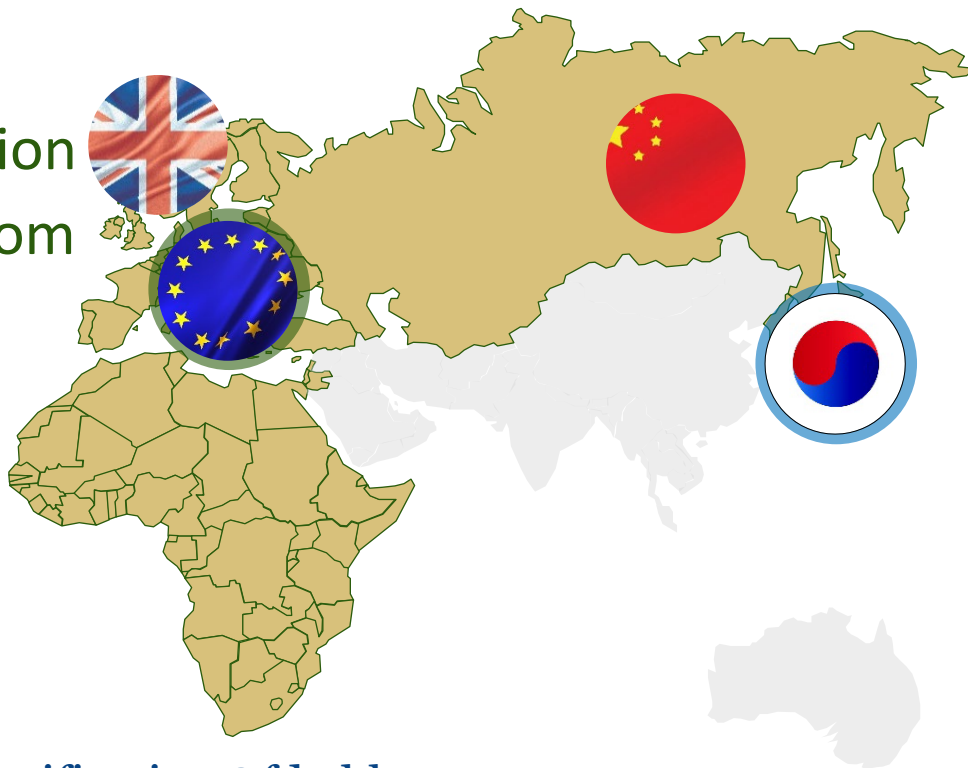
FDA to Foreign Government

China

Chile

European Union

United Kingdom



Stakeholder to Foreign Government

Brazil

Costa Rica

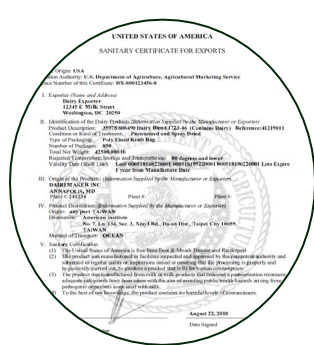
South Korea



CFSANExportCertification@fda.hhs.gov



Current Export Certificate Program Software



General Sanitary Program

- Algeria, Argentina, China, Composite, Cuba, Morocco, Peru, Taiwan, Tunisia, Uruguay
- Over 100 other countries.



eDOCS

- China, Chile, Colombia, Turkey



Agriculture Trade Licensing & Attestation Solution

- Brazil, European Union, Great Britain, and South Korea

General Sanitary Tips



Plant numbers



Use correct country form



Multiple request can use same courier label



Provide expiration and shelf life



Limit of 3 facility numbers



Add “contains dairy” in the description

UNITED STATES OF AMERICA

SANITARY CERTIFICATE FOR EXPORTS

Origin: USA
Issuing Authority: U.S. Department of Agriculture, Agricultural Marketing Service
Reference Number of this Certificate: DX-800123456-8

I. Exporter (Name and Address)

Dairy Exporter
12345 E. Milk Street
Washington, DC 20250

II. Identification of the Dairy Products (Information Supplied by the Manufacturer or Exporter)

Product Description: **35978 606490 Dairy Blend 1723-46 (Contains Dairy)** Reference: 41219011
Condition or Kind of Treatment: **Pasteurized and Spray Dried**
Type of Packaging: **Poly Lined Kraft Bag**
Number of Packages: **850**
Total Net Weight: **42500,000 lb**
Required Temperature, Storage and Transportation: **80 degrees and lower**
Validity Date (Shelf Life): **Lot# 000518168220001 000518195220001 000518196220001 Lots Expire 1 year from Manufacture Date**

III. Origin of the Products: (Information Supplied by the Manufacturer or Exporter)

DAIRY MAKER INC
ANNAPOLIS, MD
Plant #: **241234** Plant #: Plant #:

IV. Product Destination: (Information Supplied by the Manufacturer or Exporter)

Origin: **any port TAIWAN**
Destination: **American Institute**
No. 7, Ln. 134, Sec. 3, Xinyi Rd., Da-an Dist., Taipei City 10659,
TAIWAN
Method of Transport: **OCEAN**

V. Sanitary Certification

- (1) The United States of America is free from Foot & Mouth Disease and Rinderpest
- (2) The product was manufactured in facilities inspected and approved by the competent authority and subjected to regular audits or inspections aimed at ensuring that the processing is properly and hygienically carried out, to produce a product that is fit for human consumption.
- (3) The product was manufactured from milk or milk products that received a pasteurization treatment adequate safeguards have been taken with the aim of avoiding public health hazards arising from pathogenic organisms associated with milk.
- (4) To the best of our knowledge, the product contains no harmful levels of contaminants.

August 22, 2018

Date Signed

eDOCS Tips for China Certificates



Product Description Box

- Use only lower-case letters
- Use a maximum of 4 dairy plant number lines with lower-case letters

Keyboard returns (KR)

- Each KR effectively reduces usable space by 20 to 30 characters from the number counter. Solution is to enter as one long string.

Consignee name

- Longer names tend to be cut off during printing – use only 30 characters



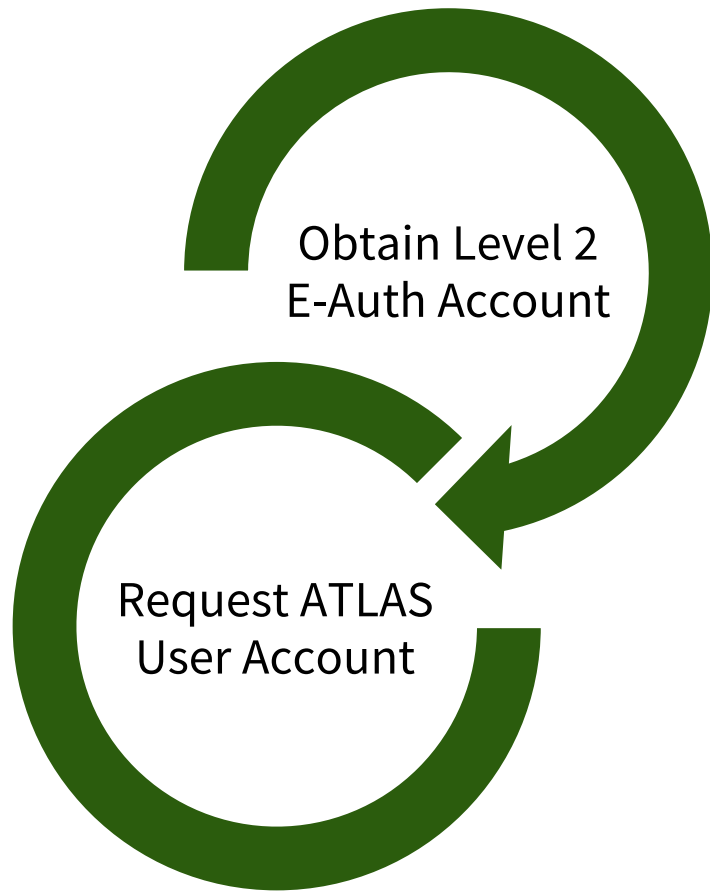
Agricultural Marketing Service
U.S. DEPARTMENT OF AGRICULTURE

New Export Certificate Program Software

Agriculture Trade Licensing &
Attestation Solution



What Must I Do First to Apply for Services?



* For billing account help, please contact the Dairy Grading Program: Email: DairyNFO@usda.gov

Only Use ATLAS For:

- **Brazil**
- **European Union**
- **Great Britain**
- **South Korea**

Certificates

Shipping Groups [Create Certificate](#) Templates Incomplete Pending

Commodity and Coun...

Billing and Shipping I...

Contact Information

Co

Commodity and Country Information

* Region

- Select a Region -

Brazil

Chile

China

Colombia

European Union

Great Britain

South Korea

Turkey

EU/Great Britain/Turkey Export Certification Program





European Union/Great Britain/Turkey Export Verification Program

AMS DAIRY PROGRAM DAIRY GRADING BRANCH

European Union (EU) Export Verification Program (EVP) (EU-EVP)

Eligibility for USDA AMS Dairy Export Health
Certificates to the EU

DGB
7/1/2022

Exporters and their product suppliers must participate in the AMS Dairy Program Dairy Grading Branch EU Export Verification Program.

EU/GB/Turkey Certificate of Conformance

New language for CoC

Exhibit 1.1 Certificate of Conformance for Applicants

The Certificate of Conformance shall be provided on company letterhead that includes company name, physical address, email address, contact printed name and phone number. This Certificate of Conformance shall be signed and dated for each shipment of product; “blanket certificates” are not acceptable.)

Certificate of Conformance

Applicant for European Union Health Certificate:

I hereby certify that all of the dairy products and/or dairy ingredients used for the production of the products included in the attached request for certification were produced from raw milk meeting the somatic cell count (400,000 per ml.) and bacterial standard plate count (100,000 per ml.) requirements of Regulation (EC) No 853/2004 Annex III, Section IX, Chapter I, III Criteria for Raw Milk and Colostrum and that the raw milk was supplied by credentialed (permitted/licensed) farms regulated either under the requirements of the Grade ‘A’ Pasteurized Milk Ordinance (PMO) or the USDA AMS Milk for Manufacturing Purposes and its Production and Processing Recommended Requirements.

The signer of this Certificate of Conformance acknowledges responsibility for maintaining adequate records to trace one step in the supply chain (toward the raw milk producer) the production and Certificates of Conformance for all dairy products or ingredients used in the products presented for certification. Failure to maintain such records will cause the applicant ineligibility to receive certifications to the European Union.

_____ Signature	_____ Date
_____ Printed Name	_____ Title
_____ Email address	

DAIRY PRODUCT NAME, LOT NUMBERS AND MANUFACTURING DATES COVERED BY THIS CERTIFICATE OF CONFORMANCE ARE LISTED BELOW:

Product Name	Lot numbers	Manufacturing Dates

EU Certificate Types

- Chapter 34 EU Raw Milk Products
 - Transit
- Chapter 35 EU Dairy Products Health
 - Transit
- Chapter 38 EU Colostrum-Based Products
 - Transit

Certificates

Shipping Groups **Create Certificate** Templates Incomplete Pending Edits Sub

Commodity and Coun... Billing and Shipping I... Contact Information Consignor / Consig

Commodity and Country Information

* Region

European Union

Does this product contain both animal origin and plant origin ingredients? In order to request a chapte

☐ Yes: Plant

☐ Yes: Animal

* Commodity

Dairy

☒ New

☐ From Template

* Certificate Type

Certificate type

EU Raw Milk Products Milk (Chapter 34)

EU Transit Raw Milk Products Milk (Chapter 34)

EU Dairy Products Health (Chapter 35)

EU Transit Dairy Products Health (Chapter 35)

EU Colostrum-Based Products (Chapter 38)

EU Transit Colostrum-Based Products (Chapter 38)

EU Composite Certificates

- Chapter 50 EU Composite Products
- Chapter 52 EU Composite Products

Certificates

Shipping Groups **Create Certificate** Templates Incomplete Pending I

Commodity and Coun... Billing and Shipping I... Contact Information Consig

Commodity and Country Information

*Region

European Union

Does this product contain both animal origin and plant origin ingredients? In order to req

☒ Yes: Plant

☒ Yes: Animal

Commodity ⓘ

Available Commodities

Dairy

Egg

Fishery

Meat

Select at least 1 option

☒ New

☐ From Template

Pause

EU Composite Products

- See our website for guidance
- Must contain both plant-origin and animal-origin ingredients

Figure 1: Determination of a Composite Product

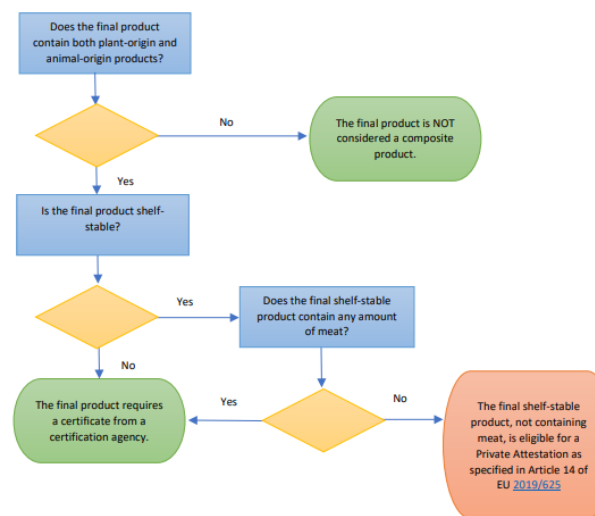
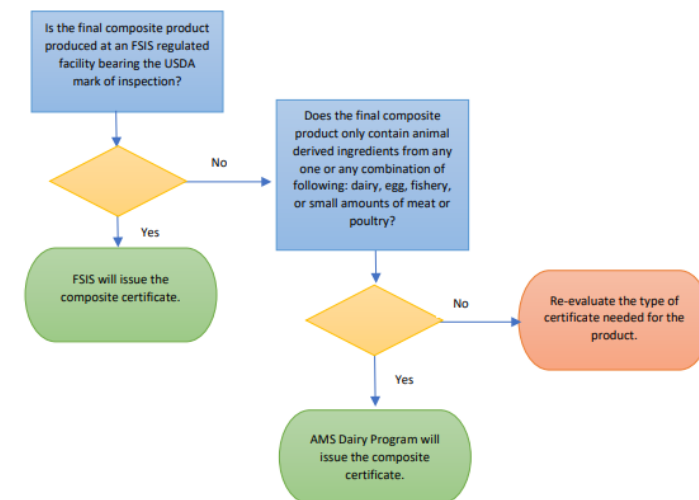


Figure 2: Determination of Certification Agency



<https://www.ams.usda.gov/services/imports-exports/dairy-exports/eu-dairy-exports>

Great Britain Certificate Types

- 66X- Dairy products from non-EU countries
- 69X-Transit or storage of milk, colostrum, dairy products or colostrum-based
- 65X-Dairy products derived from raw milk
- products from non-EU countries
- 88X-Composite products intended for human consumption from non-EU countries
- 89X-Transit or storage of composite products intended for human consumption from non-EU countries
- 68X- Colostrum and Colostrum-Based Products

Certificates

Shipping Groups [Create Certificate](#) Templates Incomplete Pending

Commodity and Coun... Billing and Shipping I... Contact Information Con:

Commodity and Country Information

* Region

Great Britain

* Commodity

Dairy

☒ New

☐ From Template

* Certificate Type

Certificate Type

Great Britain Dairy Health

Great Britain Dairy Transit/Storage

Great Britain Dairy Raw Milk

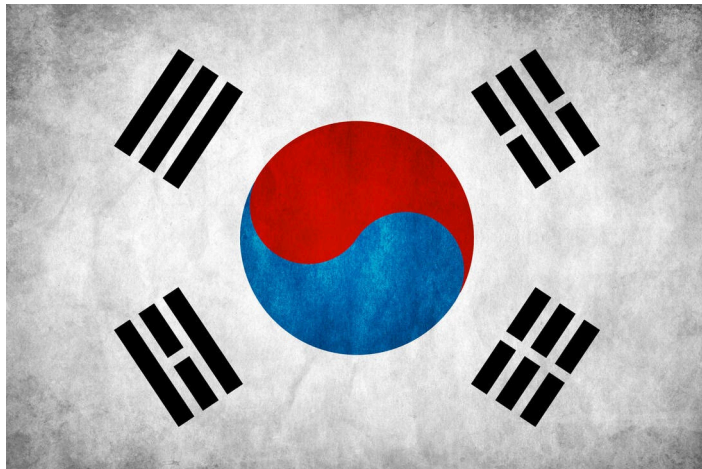
Great Britain Dairy Composite Health

Great Britain Dairy Composite Transit/Storage

Great Britain Dairy Colostrum

South Korea

- **Name of Consignee + Address in Destination Field**
- **Full product description**
- **Must be issued before departure if containing egg**



UNITED STATES OF AMERICA
Agricultural Marketing Service
DAIRY SANITARY EXPORT CERTIFICATE
Republic of Korea



Certificate Number: EX-00000XXXXX						
Country of Origin:		United States of America				
Country of Destination:		Republic of Korea				
I. Exporter (Name and Address)						
(Name)		(Address)				
II. Origin and Destination: (Information Supplied by the Manufacturer or Exporter)						
Port of Origin:		(location)				
Destination:		(name, address)				
Method of Transport:		(Airplane / Ship / other)				
III. Plant of Origin and Identification of the Products: (Information Supplied by the Manufacturer or Exporter)						
Type of Packaging:		(description of packaging material)				
Number of Packages:		# ###				
Total Net Weight:		X.XXX.XX KG				
Required Temperature, Storage and Transportation:		(description)				
Name:	Product Description:	Heat Treatment	Egg Ingredient Treatment	Production Date:	Validity Date (Shelf Life):	
Address:				From To		
Plant #:	(Product Description)	4	N/A	11/23/2022 11/23/2022	12/29/2022 12/29/2022	
(Name)	(Product Description)	4	N/A	11/23/2022 11/23/2022	1/21/2023 1/21/2023	
(Address)	(Product Description)	4	N/A	11/21/2022 11/21/2022	12/28/2022 12/29/2022	
(Number)						
(Name)						
(Address)						
(Number)						
1862 1889 AGRICULTURE IS THE FOUNDATION OF MANUFACTURE AND COMMERCE						

Brazil

Box 15 lower section

Product Description – English and Portuguese

Lot numbers and date/period of production



						
CERTIFICADO SANITÁRIO PARA EXPORTAÇÃO DE LEITE E PRODUTOS LÁCTEOS DE BOVINOS, BUBALINOS, CAPRINOS E OVINOS PARA O BRASIL / HEALTH CERTIFICATE TO EXPORT MILK AND MILK PRODUCTS OF BOVINE, BUBALINE, OVINE AND CAPRINE TO BRAZIL						
1. Exporter (name, address)/ Exportador (nome, endereço): {Company Name} {Address, City, State, Zip}			2. Certificate N°/ Certificado N°: EX-00000####			
			3. Name of Competent Authority/ Nome da Autoridade Competente: United States Food and Drug Administration			
			4. Competent authority for issuing the certificate/ Autoridade competente emissora do certificado: United States Department of Agriculture Agricultural Marketing Service			
5. Importer (name, address)/ Importador (nome, endereço): {Company Name} {Address}						
6. Country(ies) of origin of the raw material/ Pais(es) de origem da matéria-prima: United States of America		6.1. ISO Code/ Código(s) ISO: US		7. Country of destination/ País de destino: Brazil		7.1. ISO Code/ Código(s) ISO: BR
8. Country of manufacture / dispatch/ País de Fabricação/Expedição: United States of America		8.1. ISO Code/ Código(s) ISO: US		9. Transit country/ País de trânsito:		9.1. ISO Code/ Código(s) ISO:
10. Place of loading/ Local de carregamento: {City location}		11. Means of transport/ Meios de transporte: {Ship / Airplane / Rail/ other}			12. Declared point of entry/ Ponto de entrada: {Port Name}	
13. Conditions for transport/storage/ Condições de transporte /estocagem: Ambient						
14. Identification of container(s)/ Seal number(s)/ Identificação do(s) contêiner(es)/ número(s) do(s) lacre(s): Container/Seal Number; Container/Seal Number;						
15. Identification of food products/Identificação do(s) produto(s):						
NCM Code or HS Code/Código NCM ou Código HS: {HS Code 4 digit}				Purpose/Finalidade: Human consumption		
Name of the product (include species)/ Nome do produto (incluir espécie):	Lot and date or period of production/Lote e data ou período de produção	Approval number of the manufactory plant / Número de aprovação do estabelecimento produtor	Type of packaging/ Tipo de embalagem	Number of packages/ Número de Embalagens	Net weight (Kg)/ Peso líquido (Kg)	
{Species} {product Description}	{Lot and date}	{Plant number}	{container type}	number	weight	

Adding a Comment/Note To Your Application In ATLAS

Certificates

[Shipping Groups](#) [Create Certificate](#) [Templates](#) [Incomplete](#) [Pending Edits](#) **Submitted** [Rejected](#) [Approved Certificates](#) [Voided Certificates](#)

Need help searching?

Use the "Search this list..." box below to find what you are looking for. Optionally, you can use a wildcard (asterisk) to find all search results supported by ATLAS. For example, if you are searching for a Dairy cer

 Certificate Applications
Submitted Applications

Q Search this list...

	Certificate Application N... ↑ ↓	Certificate Type ↓	Created Date ↓	Application Status ↓	USDA Reviewer ↓	Contact Name ↓	Customer Reference
1	AP-0000016653	EU Raw Milk Products Milk (Chapter 34)	12/7/2022 4:21 PM	In Review	Joseph Gaynor	PRODTEST_Francine Farmer	cust ref numb 012345
2	AP-0000016694	EU Composite (Dairy) (Chapter 50)	12/14/2022 9:28 AM	Submitted		PRODTEST_Francine Farmer	cust ref numb 012345

Adding a Comment/Note To Your Application In ATLAS

 Certificate Application
AP-0000016694

[+ Follow](#) [Edit](#) [Submit for Approval](#) [Create Certificate Application Template](#) 

Is Template ☐ Template Active ☐ Template Version

Certificate Application Name
AP-0000016694

Rejected Reason 

Rejected Reason - Comments 

Notes 

Commodity Type 
Dairy:Egg;Fishery;Meat

▼ Commodity and Country Information

Certificate Type 
EU Composite (Dairy) (Chapter 50)

▼ Contact and Billing Information

Application Status
Submitted

Has an associated Certificate?

☐

Associated Certificate

Region Associated with Application 
European Union

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Sort by:

Most Recent Activity ▼

 PRODTEST_Francine Farmer (Customer)
1h ago

Add your comment or further instruction here. We will see this when we review and process your certificate.

[REVIEW](#) [CERTIFICATE](#)

 Like  Comment

Adding a Comment/Note To Your Application In ATLAS

Post

Question

Add your comment or further instruction here. We will see this when we review and process your certificate.

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CERTIFICATE ✕

REVIEW ✕

ADD TOPIC

To AP-0000016694

🔗

Share

Sort by:

Most Recent Activity ▼

🔍 Search this feed...



PRODTEST_Francine Farmer (Customer)

1h ago



Tips and Best Practices

TAKE EXTREME CARE WHEN SUBMITTING:

- Date of Departure – EU/GB, Vietnam, Korea (egg) certificate must be dated on or before departure
- Request Certificates as far before departure as possible



Facility Numbers



Weights



Managing your plant registration



Package labeling match facility numbers on certificate – EU/GB have “registration marks”

Know before you go!

Check and double check everything!



Lot numbers



Container/Seal Numbers



Making addresses on labels and certificates match with registration information



Check Country Labeling Requirements (FAS Reports)

USDA Foreign Agricultural Service Links U.S. agriculture to the world.



Resources Food and Agricultural Import Regulations and Standards (FAIRS) Reports

Categories:

- > ☐ Export Accomplishments
- > ☐ Exporter Assistance
- ☐ Fishery Products
- > ☐ **Food and Agricultural Import Regulations and Standards Reports (FAIRS)**
- > ☐ Fruit
- ☐ Grain and Feed
- ☐ Livestock and Products
- ☐ MISC-Commodity
- ☐ Oilseeds and Products
- ☐ Pest/Disease Occurrences
- ☐ Planting Seeds
- ☐ Potatoes and Potato Products

Countries:

- All Countries
- Afghanistan
- Africa - NEC
- African Union
- Albania

Posts:

- All Posts
- Accra
- Addis Ababa
- Algiers
- Amman

* "Undesignated" indicates no FAS coverage.

International Offices Directory

Detained Shipments and Problem Resolution



Detained Shipments and Problem Resolution



Issues Should Be Addressed Government To Government



Contact
dairyexportsquestions@usda.gov

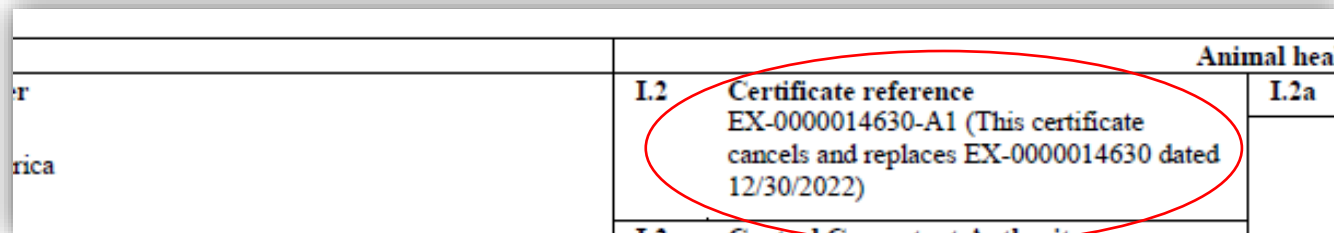
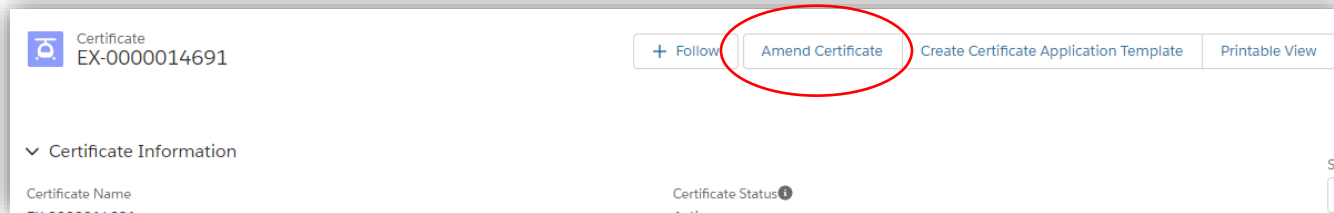
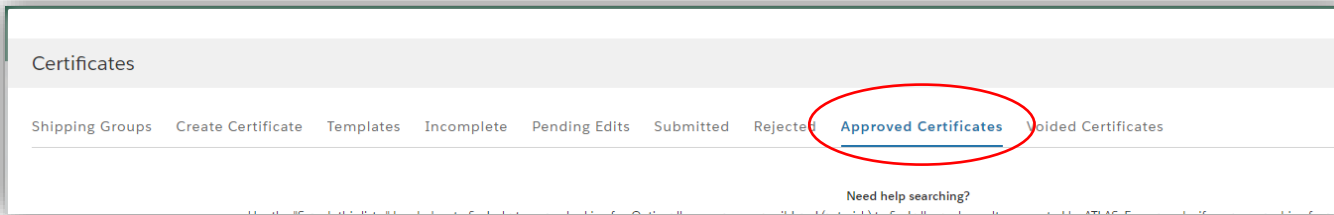


Limit Your Contact And Correspondence With Foreign Officials

Attach email correspondences (especially from Port Officials) your firm has received on behalf of the detained consignment. E-Mail: dairyexportsquestions@usda.gov

- Detained Port and Country:
- Dairy Plant Number(s) Associated with Detained Consignment:
- Dairy Export Certificate Number(s) – Please Attach Signed/Stamped PDF Copies of the certificates
- Estimated Value of Shipment (reference each cert as separate value in \$US)
- Vessel Date of Departure (reference each cert with DOD):
- Vessel Expected Date of Arrival (reference each cert with DOA):
- Importer Contact Information
 - Firm/Business
 - Contact Name
 - Contact Email
 - Contact Phone
- Detailed Explanation for Detained Consignment (separate explanation for each certificate if applicable)
- Product Background: Has any of the products associated with this shipment been previously exported or refused in any other foreign country? If so, please

Applying for Replacement/Amended Certificates



- Applications must be resubmitted for review and approval after desired changes are made.
- Departure dates cannot be amended for an earlier date (EU & Great Britain Certificates).
- A certificate will need to be amended if lost during courier delivery to prevent duplication.

Questions and Answers

DairyExportsQuestions@usda.gov